

› **DOWN TO EARTH MAGAZINE**

› December 2002 ISSUE 28

› Christmas Edition



IN THIS ISSUE:

- › WAMBO COAL MINE DELIVERY
- › RESOURCECO: AWARD-WINNING CUSTOMER
- › NEW DOZER, EXCAVATOR, CRUSHER RELEASES
- › BUYING PARTS ON-LINE

KOMATSU

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Ian Olivieri
Managing Director
 Komatsu Australia Pty Ltd

CONTRIBUTORS

Editor
 [Wafaa Ghal]

Copywriter
 [Mark Cherrington]
 Construction Communications

Graphic Design & Layout
 [Bruce Guan]

Printed by
 [Halkeas Printing]
 Chippendale NSW

[Down to Earth Magazine
 is a Komatsu Australia Pty
 Ltd publication]

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KOMATSU COMMENTS

Calendar Year 2002 is fast approaching the festive season. At Komatsu Australia we are looking forward to taking the momentum generated by the release of our new Dash 7 excavator range, the new "five star" Dash 5 wheeled loaders and the skidsteer loaders into the New Year. To date our sales of the Dash 7 have averaged better than one per day (yes, that's all days) and has been slowed only by constraints in obtaining additional supply from the factory.

We are very grateful for the support and acceptance that these new products have received and for the patience that many of you have shown in waiting for stocks to arrive.

The New Year will also see the full adoption of our new e-business platform which will be progressively rolled out from November 1, 2002. We expect business to business transactions to grow through

2003 as familiarity with the new system and the ease of doing business in this way is adopted by a growing number of our customers.

Our website already enjoys considerable popularity, receiving 10,000+ visitors per month. The e-business functions can be easily accessed through the website windows and while initially focussing on parts enquiries and ordering, it is our intention to continue to build into the site, functions which are of value to you. It is not our plan, however, to turn our company into a faceless computer screen.

In October we held our annual Excellence Awards and it was again very encouraging to see the enthusiasm and dedication that our staff demonstrate in their approach to working for Komatsu. Congratulations to all who participated and to this year's national champions in their respective categories:

- ▶ Kim Melham from Mackay
- ▶ Jesse Ginty from Auckland
- ▶ Greg Dunn from Orange
- ▶ Leigh Hoffmaster from Mackay

We also said goodbye during October to our long serving chief financial officer, Doug Baskerville who has taken retirement after 31 years of involvement with the Komatsu franchise, from the days of ANI Komatsu through to the formation of Komatsu Australia as structured today. We wish Doug and Sharone well in their retirement and thank Doug for his loyal service.

To all customers and staff, I would like to wish you a very happy and safe festive season. I thank you all for supporting Komatsu Australia through 2002. We have much to look forward to in the New Year and trust that you will continue to enjoy your association with our company.

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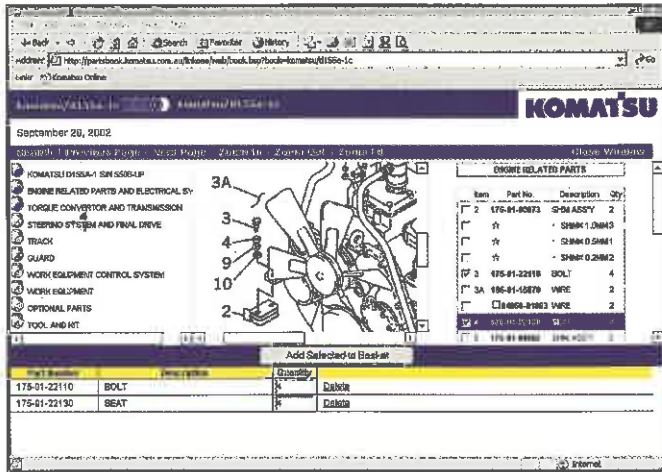
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KOMATSU
CORPORATE FINANCE

eKOMATSU OFFERS AN EASIER WAY TO ORDER PARTS



eKomatsu gives customers access to the Komatsu parts books for the equipment that they own.

Komatsu Australia has introduced an easier way for customers to order parts with the introduction of on-line parts ordering directly from the company's website at www.komatsu.com.au

The result is significant time and cost savings for Komatsu Australia customers.

Komatsu Australia's eKomatsu on-line parts ordering system allows registered customers to directly query the company's parts database, regarding parts pricing and availability from their local parts warehouse.

Parts can be ordered by individual part number or by identifying the part or parts assembly according to machine model.

eKomatsu also gives registered customers access to Komatsu Parts Books for the equipment they own.

These Parts Books include detailed plan views of all components and their individual parts, making identifying parts

easier. In addition, parts can be ordered off these detailed views simply by clicking on the parts required.

Once parts have been ordered, customers provide payment and delivery details, with an e-mail to confirm the order sent on completion.

Customers can create any number of order templates for items they regularly order, substantially speeding up processing.

These order templates can also be used to establish service kits, such as for 250-hour, 500-hour services, etc.

In addition, filters suitable for non-Komatsu equipment can be quickly ordered with the use of a cross-reference system.

eKomatsu automatically generates and holds a complete order history for all customers.

"The ability for our customers to order parts directly on-line offers them significant time and

cost savings," said Malcolm Barnes, Komatsu Australia's chief information officer, and who is responsible for implementing the eKomatsu strategy.

"Our e-business strategy is all about helping our customers manage their business more effectively, and making Komatsu easier to do business with.

"All of us are trying to find better ways of doing business, cutting costs through streamlined processes, and we want to help our customers as they do this," he said.

"Customers will be able to access our parts database any time of the day or night, placing orders at a time that suits them. At the same time, they can arrange to have parts shipped or ready for collection. Payment can be by credit card, account or COD.

KOMATSU NZ APPOINTS NEW SERVICE AGENT

Komatsu Australia has appointed Dave Gibson Auto Repairs Ltd as its new service agent for the Nelson/Marlborough region, effective August 1, 2002.

The company, which specialises in service and repair of heavy earthmoving and forestry equipment, has been in business for 18 years.

It has 13 staff at present, including directors Dave and Lois Gibson, with facilities including an 800 sq metre fully

"Our template process for frequently ordered parts will greatly speed up the parts ordering process, further cutting down the time customers will need to spend on this task," said Malcolm.

"For our larger corporate and public sector customers, eKomatsu also offers B2B connectivity, whereby a customer's ERP system can connect directly to the Komatsu Australia website.

"This eliminates the need to key orders in manually, streamlining back office processes such as purchase orders, confirmation and invoicing.

"eKomatsu is also able to accept orders from established e-business hubs such as Mincom, AXIS and Quadrem," said Malcolm.

equipped workshop and three fully equipped fleet service vehicles.

"We have the capabilities to carry out all mechanical repairs and servicing, including track press and ENZED hose press services, plus supply of Castrol oil products, and more," said Dave.

The company is based at Brightwater, just out of Nelson, and can be contacted on *Ph (03) 542 4050, fax (03) 542 4070, e-mail gibsonauto@xtra.co.nz*

KOMATSU'S KEY ROLE IN GETTING A MINE UP AND RUNNING

A \$50 million deal put together by Komatsu Australia Corporate Finance and Komatsu Australia to supply eight large mining trucks and two mining excavators played a key role in helping establish Wambo Coal Pty Ltd's redeveloped open cut mine in the Upper Hunter Valley of NSW.

According to Tony Haggarty, managing director of Excel Mining Ltd, the 75% owner of Wambo Coal, without Komatsu Australia Corporate Finance's (KCF) willingness to provide the flexibility and finance structure required, the mine's redevelopment would have been much more difficult.

"KCF came to the party and provided the finance package that meant this deal could go ahead quickly," he said.

Under the package, Komatsu Australia has supplied eight 240 tonne capacity 830E dump trucks (fitted with DT dump bodies) and two PC5500 excavators (in backhoe configuration).

The first four trucks and excavators were delivered in July 2002, with the remaining four trucks and excavator delivered in September.

Operation of the mine is under a fairly unusual "tripartite" arrangement between Komatsu Australia, Wambo Coal and mining contractor Roche Mining.

The Komatsu truck and excavator fleet is owned by Wambo Coal, but operated by Roche Mining. Maintenance is



Two of Wambo's eight Komatsu 830E dump trucks being loaded by one of its PC5500s.

carried out by Roche under a capped contract maintenance arrangement with Komatsu Australia.

This fleet is used for the bulk of the overburden removal, while Roche Mining uses its own fleet of equipment to supplement overburden removal and for coal extraction and support operations.

According to Bill Dean, Wambo Coal's open cut manager, the company opted for this approach for a number of reasons.

"We share the capital risk with the contractor which is reflected in a better price.

"Our flexibility into the future is maximised through Wambo's ownership of the long lead time equipment," said Bill.

Wambo opted for a contract mining operation because of the ability to get the project up and running very quickly.

"Roche Mining has all the systems in place, the right management people and the expertise to get an operation of this size into production in a very short time frame," he said.

The reasons for the need to get the mine into production quickly revolves around its history.

Wambo was first mined in 1969, initially as a small open cut, but later moving to primarily underground operations.

In that time, around 30 million tonnes of coal has been extracted through the underground operations, and around 12 million tonnes through open cut mining.

New owners took over management of Wambo in January 2001, quickly forming the view of the need to redevelop an open cut mine, as the mineable reserves for the current underground operation were almost exhausted and future underground operations

required significant further planning.

Wambo Coal first opted to establish a relatively small open cut operation of about one million tonnes a year, to maintain production while an underground longwall was being relocated, and also to evaluate a contract mining operation.

"Establishing a short-term contract with Roche Mining gave us a chance to look at a contract mining operation, and to see how well we could work together," said Bill.

"As the time approached to close down the underground and expand open cut operations, we negotiated a six-year contract with Roche."

At full capacity, output of the current open cut mine will be 4 million tonnes a year of ROM coal, shipping out 3 million tonnes a year of 12% ash high-energy coal to export markets,

primarily Japan.

Output of the mine is limited by the terms of its development consent, which restricts it to trucking 3 million tonnes of coal a year to the Mt Thorley coal loader.

Total open cut reserves are around 100 million tonnes. These consist of about 24 million tonnes in the North Pit area now being mined, about 20 million tonnes in the South Pit area, plus about another 60 million tonnes to the north west for which Wambo Coal is currently going through an approval process.

Once the decision was made to expand the open cut mine to replace the exhausted underground operation, Wambo's plans called for a rapid redevelopment of the open cut operation.

"Increasing our production from 1 million tonnes a year to 4 million tonnes over a relatively short period was quite a challenge," said Bill.

"The equipment order period, from when we first spoke to suppliers, to signing the delivery contracts with KCF and Komatsu Australia, was about 90 days – a very rapid turnaround for a \$50 million deal.

"In addition, Roche Mining has had to move up from operating 250 tonne excavators and 150 tonne trucks to the additional challenges of operating 550 tonne excavators and 240 tonne trucks, again in a short space of time.

"This is because of our need for the contractor to go from moving 6 million cubic metres of overburden and 1 million tonnes of coal a year, to moving 24 million cubic metres of waste and 4 million tonnes of



One of the PC5500's loading and 830E dump trucks at a Wambo mine site in the Hunter Valley.

coal."

With delivery of Komatsu's PC5500 and 830Es not able to take place until mid 2002, Komatsu Australia arranged a support fleet of a new PC3000 and three used 830Es (from the Freeport mine in Indonesia) to allow the ramp up in open cut production to start as quickly as possible.

Operations commenced in the current mining area in January 2002 using Roche Mining's own equipment, supplemented by the Komatsu support fleet which arrived in April.

Bill said the decision to go for a backhoe excavator operation was dictated by the contractor's preference, and the nature of the reserves and overburden.

"Certainly the contractor's preference was for a backhoe rather than a shovel. However, we also believe backhoe was the way to go; we have a multi-seam, multi-pass operation here, and a backhoe provides for accurate cleaning to the top of the seam," he said.

"It also gives us the flexibility we wanted."

Bill said the decision to opt for Komatsu equipment was made after narrowing down to a number of suppliers.

"The decision to use a single supplier for trucks and excavators was not a major consideration, but it worked out best for us that way.

"The ultimate decision came down to price, delivery, and the willingness of the supplier to back the performance of its product. Komatsu's success in securing the order was a combination of reputation and written agreements," he said.

"In addition, KCF's ability to provide a commercially attractive package in a very short time was a very attractive aspect of the deal."

To support the Wambo fleet, Komatsu Australia has a Wambo fleet manager permanently stationed on site, backed up by a full-time Komatsu Australia maintenance crew.

The fleet manager's role is essentially that of a maintenance planner, organising manpower, parts and service, programming maintenance and, down the track, planning parts changeouts.

He reports to Komatsu Australia's Hunter Valley management team, and liaises with Roche Mining's maintenance team.

In terms of size, Wambo Coal's annual output of 3 million product tonnes puts it in about the middle of the pack for Hunter Valley coal mines.

Wambo is 100% Australian owned, with its majority owner, Excel Mining Ltd, being a significant independent Australian coal producer.

Excel Mining has significant shareholdings in two other operating NSW coal mines, as well as interests in the coal loaders at Newcastle and Port Kembla. Excel also has undeveloped coal projects in Venezuela and Northern Ireland.

THUMBS UP FOR FIRST FORESTRY DASH 7

Australia's first Komatsu Dash 7 excavator to be fitted out for forestry applications has been given the strong thumbs up by owner Robert Kerrison, of Launceston, Tasmania-based Amlin Harvesting.

In mid-May, he took delivery of a PC220-7TH – Tasmania's first Dash 7 excavator – fitted with a Don Howe log grab and a K-Saw cut-off saw developed by Komatsu Launceston. It's also fitted out with a Komatsu forestry guarding package.

He has just followed this machine up with the purchase of another Komatsu forestry excavator, a PC228US-F zero-swing machine currently on order.

Robert is engaged in hardwood timber harvesting in Tasmania's central highlands and northern midlands region, working for the major forest products company Gunns Ltd.

His PC220-7TH – one of a number of excavators in his fleet, but his first Komatsu for some years – is used for debarking, stacking and loading pulpwood and sawlogs for Gunns Tamar.

When we caught up with Robert in late July, the machine



Amlin's PC220-7TH fitted with a Don Howe log grab hard at work in Tasmania's central highlands.

had 325 hours on it, and had been performing fully to his expectations.

"I've been very happy with its performance so far, as has my operator Col Brazendale," he said.

"The other excavators in my fleet are 22 and 30 tonne models, and we've both been very impressed with the PC220 performance in comparison with the larger machines. Its performance is up there with a 25 tonne machine.

"Fuel consumption has been pretty good. It's about what we expected from the specs of the machine and what Komatsu told us, and we're happy with that," said Rob.

"I think the fact that I've got another Komatsu excavator on the way would also be a pretty good indication of how happy I am with it."

So what made him opt for Komatsu excavators this time around?

"Komatsu excavators have got a very good name, they have a proven resale value and in Tasmania, they're generally seen as the premium excavator in the timber industry – and the price was right," said Robert.

"I also like dealing with the Komatsu people here. I've known Leigh Hollingsworth, Nick Thomas and John Alps (of Komatsu's Launceston branch) for a long time and they're well respected in the industry. They're top blokes.

"They understand the business, and they provide the support that we need," he said.



One of the first Komatsu PC228USF forestry excavators delivered in Australia.

FORESTRY VERSION OF ZERO-SWING EXCAVATOR

Komatsu Australia has released a factory-built forestry version of its PC228US zero swing excavator.

The PC228USF features a modified "high/wide" undercarriage, resulting in increased ground clearance and greater stability.

In the past, such modifications have been carried out in Australia or New Zealand. Having the excavator supplied ex-factory in this configuration results in a lower cost and full factory build quality.

It is specifically designed for forestry thinning operations, allowing contractors to thin out poorer-quality trees, while not damaging the remaining good-quality trees when slewing and manoeuvring.

Ground clearance has been increased from 440 mm on the standard model to 711 mm, while track width has been increased by 416 mm, from 2800 to 3216.

Other modifications to the PC228USF include:

- ▶ heavyweight slew ring plate, for added protection from stumps, logs and branches
- ▶ heavy duty bottom rollers fitted in place of the standard top rollers for protection against falling logs
- ▶ strengthened front idlers
- ▶ full-length track roller guards

In Australia, forest guarding packages and attachments, such as feller-bunchers or processor heads, are added.

One of the first PC228USFs sold in Australia has gone to Bombala (NSW) based forestry contractor McKinnells Pty Ltd.

It is fitted with a certified Tasmanian forestry industry guarding package, Waratah boom and arm, and Waratah FL235 felling head.

Other PC228USFs have been sold to Hazell Bros and Amlin Harvesting in Tasmania and Gisborne, NZ-based contractor Welch Logging.

KOMATSU PACKAGE SOLD TO MAJOR QUEENSLAND MILLING OPERATION

Komatsu Australia has recently sold a unique package to a Queensland contractor carrying out all yard handling work for one of Australia's largest sawmilling operations.

RJC Logging, owned by Rafe and Jan Cornwall, has just taken delivery of a Komatsu WA500-3 and three WA420-3H wheel loaders, an SK714-5 skidsteer and a Komatsu FD30 forklift.

The equipment is used for handling unprocessed slash pine stems at Hyne & Son's Tuan sawmill southeast of Maryborough in south east Queensland.

On November 1, 2002, RJC Logging started a contract with the mill to carry out all its stem and log yard handling operations.

This includes receipt of the unprocessed logs, feeding them to the debarker and from the merchandiser, then handling the part-processed logs for stockpiling or feeding to the mill's two greenmill decks.

The company took delivery of the new Komatsu equipment about a week before starting the contract.

The Tuan sawmill is one of the largest sawmills in Australia, handling around 600,000 cu m of stems a year for structural framing applications.

By-products from the mill, including woodchips, shavings, sawdust, etc are carted from the mill for supply to local factories and processing plants in the area, and also for export.

Cornwall Logging carries out



Above, RJC Logging's four Komatsu wheel loaders. Below, one of the WA420-3s fitted with log forks.

the cartage contract for these by-products. Cornwall Logging runs a fleet of about 18 trucks, plus four Komatsu wheel loaders and a Komatsu excavator.

Under RJC Logging's log yard handling contract, its WA500-3, fitted with log forks with top, unloads logging trucks and feeds the logs to the stem deck, which feeds the debarker and merchandiser.

This machine has the new WA600-sized cab, plus the ability to preset the loading and dump height for more efficient handling of materials.

The three WA420-3Hs work at the other end of the merchandiser, either stockpiling or feeding the mill's two greenmill decks.

These loaders are fitted with hydraulic quick couplers allowing them to quickly switch from log forks to high-dump buckets.

The FD30 forklift is used for general handling duties around the green mill area, while the SK714-5 skidsteer carries out

general clean up work around the log yards and stem yards.

Rafe Cornwall said he opted for Komatsu equipment for this contract because of his relationship developed with Komatsu Australia over many years.

"My parents and I have been running Komatsu equipment for many years, and we've developed a good rapport with the Komatsu Australia people," he said.

"And on the day, they put together a great package for us."

Although it's still only early days, Rafe said performance of the Komatsu machines had been very good.

"The machines are going very well in what is a very arduous application for them. Log handling is a very good test of a loader.



RAD Riders comment - If you recall in the last issue of D2E, we stated that a full RAD story would be published in this edition. However, due to space constraints the full article has been placed on our website at www.komatsu.com.au.

AUSTRALIA'S BEST SMALL BUSINESS IS A LOYAL KOMATSU CUSTOMER

ResourceCo, one of South Australia's leading companies in the waste recycling and contracting crushing business has recently been awarded the South Australian Telstra Small Business Award and the National Telstra Small Business Award for 2002.

ResourceCo is a long-term and loyal Komatsu customer.

Since beginning operations 10 years ago, ResourceCo has purchased only Komatsu loaders and excavators, in a relationship that managing director Simon Brown describes as "much more of a partnership than a dealer/customer arrangement".

"We have an excellent relationship with Robert Hudd and the guys at the Adelaide office," said Simon.

"They have always looked after us extremely well, and provided us with excellent service."

Over the past 10 years, ResourceCo's recycling facility in the Adelaide suburb of Wingfield has diverted more than two million tonnes of waste from landfill to construction and related applications.

ResourceCo also works in conjunction with CSR Recycled Products in South Australia to develop and market recycled materials to the building and construction industry.

Another side of ResourceCo's business involves contract crushing for quarries, contractors and other clients in South Australia, NSW and Victoria.

ResourceCo's fleet of Komatsu



Simon Brown, Managing Director of ResourceCo.

equipment includes eight wheel loaders and five excavators – with additional machines on order.

The wheel loader fleet consists of a WA500-3, two WA380-3s, a WA470-3 Magnum, and three WA420-3s.

The loaders are used in ResourceCo's contract crushing jobs, in both face loading and stockpile loader roles, as well as in sales loader applications for its recycling operations.

In addition to these loaders, ResourceCo has a fleet of five Komatsu excavators: three PC220-6s, a PC220-7 (with an interesting story attached, which we'll get to shortly) and a PC300-6.

The excavators, which are used primarily in the company's recycling operations, can take a range of purpose-built attachments developed by the company.

These include finger rakes with grabs, buckets with thumbs and a LaBounty pulveriser, which is fitted to the PC300-6.

Applications include sorting waste material, pulverising concrete, sorting steel and rebar, and rock breaking.

All the company's Komatsu machines are covered by maintenance contracts.

There's an interesting story attached to ResourceCo's new PC220-7 excavator.

It was actually one of the first two Dash 7 machines secretly brought into Australia prior to the launch in February this year. Komatsu Japan used the machine to shoot a series of television and press advertisements for the Japanese market (and you can see the TV advertisement on the Komatsu Australia website at www.komatsu.com.au).

Simon Brown was recently in Japan on a study tour looking at Komatsu's new Reterra soil rehabilitation technology.

The large poster of a Komatsu Dash 7 excavator in the foyer of Komatsu's Tokyo head office looked very familiar.

"That's where I used to live – and that's my machine!"

exclaimed Simon.

It turned out that the poster and TV shoot were filmed at Mundi Mundi Plains, just out of Silverton near Broken Hill – where Simon's parents owned a large property running sheep until they sold it about 10 years ago.

"Until I saw that poster, I had no idea they'd filmed my excavator in the area where I grew up," he said.

As mentioned earlier, the purpose of Simon's visit to Japan was to look at Komatsu's new Reterra soil rehabilitation technology.

He was sufficiently excited by the possibilities of this technology, that he is now looking at bringing a machine out to South Australia for a long-term trial.

"This is amazing technology, and I can see a lot of applications for soil remediation in the Adelaide region."

We'll keep you posted on developments with this new technology.



Familiar sight: The photo for this Japanese poster promoting the Dash 7 excavator was taken on ResourceCo MD Simon Brown's former family property.

PRO HART KOMATSU COMES HOME

After eight months of travelling around Australia promoting the Beacon Foundation and its programs to overcome youth unemployment, the Pro Hart-painted Komatsu PC200-7 excavator has come "home".

As related in earlier editions of *Down to Earth*, Gavin Markwell of Markwell Group, a Townsville-based plant hirer, demolition and waste management specialist, purchased the excavator at a Beacon auction in February.

On October 3, 2002, the machine arrived in Townsville, where Gavin organised a major event involving the local council, local businesses, community organisations and Beacon representatives to develop a profile for Beacon in the region.

Nearly 150 people attended this event. However, before the machine arrived in Townsville, it had toured every state of Australia, raising the profile of Beacon to key politicians, business people and community leaders.

Our last edition of *Down to Earth* described how the excavator was used in functions in Sydney, Adelaide, Launceston and Perth.

Here's a brief roundup of its travels following Komatsu Australia's Perth launch of its Dash 5 wheel loaders and Dash 7 excavators, where it assisted in a Beacon fundraising effort.

On August 30, it was a star attraction at a major function in Melbourne to launch Beacon in Victoria.

The excavator was placed outside the Melbourne Art Centre on St Kilda Road, where



Flashback to the Sydney auction of the Pro Hart-painted excavator in February this year. Inset shows Gavin Markwell handing over his cheque for the machine to Beacon chairman Bill Lawson in Townsville.

it was seen by thousands of motorists as well as pedestrians.

Beacon's highly successful Victorian launch saw the state's Minister for Youth Affairs, Monica Gould and BCA director Peter Kirby address a gathering of high profile Melbourne business people.

Also addressing the crowd were students from Echuca High School, where Beacon programs are in action for some years, and Brooks High School in Tasmania, where it all started.

Following the Victorian launch, Beacon's Melbourne representative, Ian Freer, is heading up an action group to roll out Beacon programs to other Victorian communities.

After the Melbourne launch, the excavator headed for Port Stephens, north of Newcastle, where on September 11, it was the centrepiece for a launch of Beacon in the local community.

Port Stephens is one of eight

sites where Beacon is looking at setting up a No Dole program over the next few months.

Involved in this event were Beacon chief executive Scott Harris, former Brooks High School principal (and now Beacon consultant) Peter Hutchison and Port Stephens Council general manager Peter Gessling.

From there it was on to Brisbane, where the Pro Hart machine was again used as part of the Queensland launch of the Dash 5 wheel loaders and Dash 7 excavators on September 20 at the Doomben race course.

Beacon chairman Bill Lawson was interviewed on stage by Jim Playsted, Komatsu Australia's general manager sales and marketing, and got the Beacon message across to the assembled guests.

After that, it was home to Townsville, where Gavin Markwell had organised the "welcome home" event for his

machine.

"It was a good opportunity to tell the local community about Beacon's programs," said Gavin at the function which attracted 300 people.

"We had in attendance Bill Lawson, Jim Playsted, David Laidlaw and the mayor of Townsville.

"In addition, we've had some good support from the local media, which we hope will see interest in Beacon grow over the next few months."

Footnote: Immediately after the machine's homecoming, the Civil Contractors Federation held its annual conference on Hamilton Island, off the coast of Rockhampton.

At the conference, Bill Lawson was given the opportunity to address members on Beacon's aims and programs.

As a result of this, CCF members at the conference donated \$17,000 towards Beacon programmes.

KOMATSU LAUNCHES LARGER MOBILE CRUSHER

Komatsu Australia has released the BR550JG-1 mobile jaw crusher, a larger companion model to its highly successful BR350JG-1 mobile jaw crusher.

Designed primarily for mobile crushing applications, the crusher is suitable for construction, quarry, demolition and mining applications.

It offers a combination of high mobility, rapid set up time and high-volume throughput of even the hardest materials.

It is also designed to work as a primary crusher in conjunction with Komatsu's just-released BR480RG-1 mobile impact crusher.

As with its other crushers, Komatsu has incorporated its patented HydraMind technology in this latest mobile crusher, making Komatsu the only OEM to offer a fully hydraulic drive-system crusher.

Powered by the Komatsu 228 kW SAA6D125E-2 engine, the BR550JG-1 offers an output range of 100 to 460 tonnes per hour.

This output range makes the crusher suitable for varied applications, including demolition, housing development, tunnel works, and quarrying—benefiting the end user with its ability to operate in tight locations with varied materials.

Crushing is by means of a Komatsu-built FS4430 jaw crusher which allows for adjustment settings from 69 mm OSS to 229 mm OSS for maximum crushing capabilities, including concrete debris and



hard rock.

The hydraulic drive system allows reverse rotation of jaw for bridging or plugging removal, as well as starting ability with the

jaw fully-loaded.

A wide, 1050 mm discharge conveyor with three position clearance settings for travel, rock crushing and concrete with

rebar crushing.

The discharge conveyor also allows for maximum clearance between conveyor and crusher discharge, as well as offering maximum ground clearance.

The machine also incorporates a one-touch setting adjustment, allowing for greater control over crushing capacity.

For more information, please contact Angus Fotheringham, senior product manager, IR drills and mobile crushers on (02) 9795 8348, or email afotheringham@komatsu.com.au.

KOMATSU CORPORATE FINANCE EXTENDED TO SMALLER CUSTOMERS

An equipment finance service for small to medium sized Komatsu customers is now available through Komatsu Australia Corporate Finance (KCF), a sister company to Komatsu Australia.

Since its formation in April 1995, KCF has provided more than half a billion dollars worth of equipment finance to Australia's major mining, mining contractor, civil engineering and quarrying companies.

For example, KCF recently provided equipment finance for two Komatsu PC5500 backhoe excavators to the Wambo Coal mine in NSW.

Since mid-2002, KCF has broadened its service capability and can now make finance available (subject to terms and

KOMATSU CORPORATE FINANCE

conditions) to smaller Komatsu customers as well.

To coincide with this, KCF has established its own website at www.komatsufinance.com.au. KCF's website is designed as a simple-to-use information source for KAL staff and customers alike.

The website contains clear and concise descriptions of KCF's main finance products, along with on-line calculators for finance lease and hire purchase transactions.

The calculators are designed to be useful for budgeting purposes by KAL sales staff and customers alike.

They can also be used to calculate home loan repayments (just insert a zero residual, ensure the state is set as "exempt", put in the correct term and interest rate and watch it calculate the repayments for you).

The website also contains a Credit Application form, which can be filled in on-line by the customer then printed off and mailed or faxed to KCF for processing.

For more information, contact Craig Gee, Director of Operations, Komatsu Corporate Finance, ph (02) 8962 8600, fax (02)9958 7193, e-mail cgee@komatsufinance.com.au.

KOMATSU AUSTRALIA'S CHAMPION CHAMPIONS!

This year's Komatsu Australia Excellence Awards finals were held at the Fairfield branch in NSW on October 23, a day that was hot, windy and with bushfire smoke filling the skies.

However, this did not deter the determination and ambition of our finalists!

The Excellence Awards acknowledge top-class performance and product knowledge in the following categories: parts interpreters, apprentices, service technicians, plus a new classification for administrative staff.

The Komatsu Australia finalists

had previously been crowned Regional Champions after winning a pre-selection examination.

Our apprentice finalists were required to perform tasks on a new PC128US-2 excavator which had just arrived in the country.

Tasks included conducting a pre-delivery service and carrying out instructions given by a "supervisor".

The service technicians' machine was a PC200-7 and each finalist needed to communicate appropriately with the "owner-operator" before carrying out trouble-



Komatsu Australia's Excellence Award winners, clockwise from top left: Kim Melham, Jesse Ginty, Leigh Hoffmaster and Greg Dunn.

shooting tasks to confirm the cause of faults introduced in the machine before each event.

Parts interpreters were required to carry out typical activities in their daily jobs; all completed their tasks with a high degree of professionalism and attention to customer relations.

PETER BUTLER TAKES ON MINING SALES

Peter Butler has been appointed manager, mining sales, for Komatsu Australia's central region. He is based at Mt Thorley, in the NSW Hunter Valley.

Peter has worked in the mining industry nearly all his working life. Before taking up his present position, he was business development manager for Otraco International, a Perth-based earthmover tyre management company.

In this position, his territory was essentially the developed world, so he spent much of his time outside of Australia, particularly the Americas, working with some of the world's biggest mining houses.

Prior to that, he was Western Australia state manager for Liebherr-Australia, and before that was the major account



Peter Butler, manager, mining sales for Komatsu Australia's central region.

manager for Demag mining excavators (now part of Komatsu Mining Systems), based initially in Brisbane and later in Perth.

In joining Komatsu Australia, Peter and his family have relocated from Perth to Singleton.

"Since taking on the position, I've had the opportunity to catch up with a lot of familiar faces," said Peter.

"Many of those were young mining engineers in those days and have now moved up to

senior management positions.

"In addition, the mining industry globally is relatively small, so in the Hunter I'm often meeting up with people I've got to know from mines around the world."

Since Peter's arrival in Singleton, he's seen some major deliveries of Komatsu equipment to mines in the Hunter Valley (which he hastens to add, were from orders preceding his arrival).

These include eight 830E dump trucks and two PC5500s to Wambo Coal Pty Ltd, four 830Es to Coal & Allied's Hunter Valley Operations mine, and a WA900 to Bulga Coal.

Peter can be contacted on Ph (02) 6570 2846, mobile 0408 877 030, email pbutler@komatsu.com.au

Finally, the scenario for the administrators was designed to test their knowledge and organisational skills.

All events were performed in a highly safety-conscious environment, with all finalists being awarded points on their management of job-related risk assessments and dealing with any (deliberately included) safety hazards they encountered.

National champions in each division were:

- ▶ Administrators, Kim Melham, Mackay, Queensland region.
- ▶ Apprentices, Jesse Ginty, Auckland, NZ region.
- ▶ Parts interpreters, Leigh Hoffmaster, Mackay, Queensland region.
- ▶ Service technicians, Greg Dunn, Orange, central region.

NZ'S 1ST WA470-5 JOINS HARDWORKING DASH 3



NZ's first Dash 5 loader, South Canterbury Screening & Crushing's WA470-5. Inset shows operator Steve Harliwich (in cab) with owner Paul Smith, and Komatsu rep Phil Thomson.

New Zealand's first Komatsu Dash 5 wheel loader, purchased primarily following outstanding performance of a Komatsu Dash 3 unit, has won praise from its operator for its improved productivity, quietness, ease of operation and excellent visibility.

The Komatsu WA470-5 was delivered to South Canterbury Screening and Crushing, based at Timaru, south of Christchurch, in the South Island, in late July.

The company carries out alluvial gravel extraction and crushing from rivers and pits in the southern coastal regions of Canterbury, Otago and Southland.

We caught up with the new machine, its owner and operator, on the Opihi River northwest of Timaru, where it was feeding river gravel to the company's cone crusher for pipe bedding for use on a 40km sewerage upgrade project between Timaru, Temuka, Geraldine and Pleasant Point.

According to company owner Paul Smith, a key factor in the decision to buy the WA470-5

was the excellent performance of its existing WA470-3 wheel loader.

"We've had that machine about three years, it's got around 7000 hours on it, and we've barely looked at it in that whole time," said Paul.

"We're wrapt in the performance of the WA470-3, and if this one's as good as that, we'll be very happy with it.

"The fact that my operator really likes the Dash-3 unit was a strong factor in us buying the new model. We primarily bought it for performance, reliability and resale – if we were buying purely on price, we never would have bought it."

Operator Steve Harliwich, who also operates the company's jaw and cone crushers, echoed Paul's comments.

"It's a really nice, quiet machine; heaps quieter than the Dash 3 – and that's not a noisy machine," said Steve.

"It's also very smooth to operate; all the controls are very nice and light.

"Other things I like about it are that the daily maintenance checkpoints are very easily accessible, and there's good visibility.

"The bigger cab means it's a lot roomier, so it's a better feeling to sit in it, plus it's got a top class seat, which makes it just that wee bit more comfortable," Steve said.

"Not that I'm knocking the Dash

3; you can drive that machine 16 hours a day no problem," he said.

"As far as I'm concerned, the Dash 3 is an awesome machine, the best on the market."

In the three years we've had it, we've never done anything to it, never had to put any money into it," Steve said.



One of BGC Contracting's three D275A-3 dozers.

THREE D275AX-5 DOZERS TO BGC CONTRACTING

Komatsu Australia has recently delivered three D275AX-5 dozers to the major WA-based civil construction and contract mining specialist BGC Contracting.

The three dozers are being used at various mine sites around the states. Two are fitted with multishank rippers and one is fitted with a giant ripper.

One has gone to Jimblebar, a BHP Billiton-owned iron ore mine about 50km from Newman, where it is being used for rip and push operations.

The other two have gone to Wodgina, Sons of Gwalia's tantalum mine near Port Hedland and the Plutonic gold mine, 180km north of Meekatharra.

They are being used for general minesite duties.

BGC Contracting has a large fleet of Komatsu wheel loaders and excavators, but has not previously been a major owner of Komatsu dozers.

It purchased its first Komatsu dozer, a D375A-3 about 12 months ago.

FUEL FOR THOUGHT.



THE NEW KOMATSU DASH 5 WHEEL LOADERS ARE NOW UP TO 15% MORE FUEL EFFICIENT.

With its advanced common rail injection engine, the new Komatsu Dash 5 is the most fuel-efficient wheel loader in its class. Simply put, it does more work with less fuel. To get all the facts, figures and proof that the new Dash 5 sets new standards in fuel economy, talk to your Komatsu representative today and deal your business a winning hand with the new Dash 5 wheel loaders.

- New SpaceCab is the largest and quietest in its class, offering supreme operator comfort.
- A fully integrated monitoring system greatly reduce maintenance costs.
- With internal noise levels of just 69 dB(A) and a low external sound power level of just 105 dB(A), the operator and neighbours will love the Dash 5.
- KOMsafe design with wide entry steps, 2 door access and the ability to do all daily service checks from ground level ensuring uncompromised safety.
- Longer service intervals with 500 hours between engine oil changes

The **5** Star Loaders

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MAINTENANCE CONTRACT KEEPS EXCAVATORS TROUBLE-FREE – OVER 15,000+ HOURS



Peter Shadforth with one of his new PC300-7s.

A Queensland civil contractor has just traded in two Komatsu PC300-5 excavators which have notched up more than 15,000 hours of trouble-free operation for two PC300-7 excavators.

Throughout their life, the two excavators were covered by a maintenance contract with Komatsu Australia – and which owner Peter Shadforth credits as being a major contributor to their longevity and reliability.

Peter's company, Shadforth Civil Engineering, is based on the Sunshine Coast north of Brisbane, carrying out a wide range of civil construction works in the area.

This includes bulk earthworks, subdivision works, sewerage and drainage works at depths of 5-7 m (often in wet conditions) and lake and canal excavations.

In addition to its new Komatsu PC300-7 excavators, Shadforth Civil Engineering also runs a Komatsu D155A dozer and four Komatsu WS14 scrapers sold by the Australian Army a couple of years back.

Of the two Komatsu PC300-5s just traded, one had logged more than 17,000 hours, and the other over 15,000.

"More than 17,000 hours is a lot for an excavator. In the 10 years we've had them, neither machine has ever caused us any problems whatsoever, which is remarkable," said Peter.

"At 11,000 hours – and only as part of the maintenance program – we had their hydraulic pumps reconditioned.

"We never had to do anything else apart from normal wear and tear repairs on the track gear, pins, hoses, etc. When we traded them back to Komatsu for the Dash 7 machines, they had the original engines, which basically hadn't been touched," he said.

"Komatsu Australia really looked after us at trade-in time, giving us a really good deal on changeover. That was largely due to the maintenance contracts, because they knew the entire history of both machines."

Rob Burrell, Shadforth Civil Engineering's maintenance manager, backed up Peter's comments.

"Having the machines under a maintenance contract makes my job a lot easier," said Rob.

"All I have to look after is the day-to-day maintenance, and when the hours gets up to the next scheduled check, I just give Komatsu's fitter a call.

"It's a very good idea. It means that Komatsu knows all about the machines from day one, and with the oil sampling they do, they can pick up any problems.

"As Peter said, we never did much to those machines. Just rebuilt the pumps at 11,000 hours as a precaution, and resealed the drive units.

"When we let them go, those two machines were in pretty good condition for the amount of hours they'd done," Rob said.

And what does Peter think of the new machines?

"The boys are wrapt with the new excavators. They're a lot more comfortable in the cabs, they're quieter and they've got a lot more grunt.

"They are perfect machines for our sewerage and draining work," he said.

"Because they've got more power, they are great for lifting and handling pipes into position, and their greater reach makes them ideal in deep excavations."

Needless to say, both Shadforth Civil Engineering's new PC300-7s are also on maintenance contracts – "as far as I'm concerned, it's the only way to go," said Peter.

"You can't go past maintenance contracts for keeping a lid on your machine running and maintenance costs, and maximising trade-in value."



Above, one of Shadforth Civil Engineering's two new PC300-7s. Left, one of the trouble-free PC300-5 machines Peter Shadforth traded.

MULTIPLE ORDERS FOR KOMATSU LOADERS FROM CSR READYMIX

CSR Readymix quarry sites in Queensland, NSW and Victoria have recently placed orders for Komatsu wheel loaders.

Loaders ordered have included five WA500-3s (one for Queensland and two each for Victoria, and NSW) plus a WA380-5 for Victoria and a WA480-5 for Queensland.

The two WA500-3s delivered in NSW were supplied to CSR Readymix's Albion Park quarry south of Wollongong, which is currently undergoing a major upgrade as quarry reserves within the Sydney metropolitan area are depleted.

They are being used as sales loaders around the stockpile area.

In Victoria, one WA500-3 is being supplied to the company's Oaklands Junction quarry near Tullamarine Airport – the largest quarry in the Melbourne metropolitan area – with the second going to Pakenham quarry east of Melbourne.

Again, both WA500-3s are to be used in sales loader applications. The WA380-5 is to

be used at the company's Laverton batch plant operations.

The two machines for Queensland are a WA500-3 to CSR Readymix's Toowoomba quarry and a WA480-5 to its Mooloolah Sands quarry in metropolitan Brisbane

CSR Albion Park

The first of the CSR Readymix loaders to be delivered were the two WA500-3s supplied to the Albion Park quarry. Replacing two loaders of another make, they join a Komatsu WA700-1 face loader and two Komatsu HD465-5 dump trucks.

These machines feature new WA600-sized cabs, stick steer and Komatsu's "common-rail" fuel injection engine system providing improved fuel efficiency and meeting Tier II Emission levels.

According to Norm Ruddock, Readymix Sydney's general manager, key factors in Komatsu's winning this order included the larger cab, stick steer, a new design seat, lower noise levels, lower emission



CSR Readymix Albion Park Quarry management and operators at the handover of two new WA500-3 loaders.

levels (with Komatsu's new CRI engine meeting Tier II standards), improved safety, including ease of access/egress and overall improved operator comfort levels.

"We selected these machines on the basis of their productivity and overall value for money for Readymix," he said.

As mentioned earlier, the purchase of these new loaders is part of a major upgrade of the South Coast quarry.

"Albion Park is one of our premium quarries supplying Sydney and the Illawarra," said Norm.

"Each year, it supplies around three quarters of a million tonnes of high-grade premium aggregate to the concrete and asphalt industries.

"Currently, it is supplying about 10% of the needs of the Sydney market – and this is increasing," he said.

"Part of the reason for the upgrade of this quarry is a result of the continuing

depletion of the Penrith Lakes resource, which has been our main source of material for the Sydney market.

"We are also seeing increasing demand in the next few years, with some major projects coming up, including Sydney's Western Orbital road, the cross-city tunnel and the Parramatta-Chatswood railway line."

Norm said the upgrading of the Albion Park quarry would also bring major benefits to the Illawarra region.

"CSR Readymix has been a strong presence in the Illawarra for many years, and this significant expansion will bring added benefits to the area," he said.

"This will represent a major investment in the local economy, in terms of jobs, additional work for suppliers and subcontractors, and in the ready availability of high quality aggregates to local building and construction projects."



One of CSR Readymix's new WA500-3 loaders in operation.

DASH 7 ALLOWS MASSIVE INCREASE IN PRODUCTION

The first PC300-7TH excavator delivered in Australia has been providing substantial increases in production – especially in hard rock excavation – for its owner, Melbourne-based sewerage and drainage contractor Califam Constructions Pty Ltd.

The oil flow and handling characteristics of the excavator are allowing it to achieve productivity increases of up to 40% according to company co-owner Anthony Caligiuri.

“We have a number of 30 tonne excavators in our fleet, but this is our first Komatsu 30 tonner,” said Anthony.

“In hammer work, we’re getting an extra 40% productivity from the PC300-7; for us it’s almost like having a 40 tonne excavator without the premium price,” he said.

For Califam, this increased production in rock work is an important part of the new excavator’s appeal. The company concentrates on sewerage and drainage installation projects in the northern and western suburbs of Melbourne, where hard-rock conditions are the norm.

A family-owned company, it was started about 30 years ago by Anthony’s father Michael. Anthony now runs the company with his brother Joe.

The Komatsu PC300-7TH is one of five 30 tonners in the Califam fleet, and the first Komatsu 30 tonner owned by the company. It also owns a Komatsu PC400-6 excavator.

Since taking delivery of the new Dash 7 machine in late



Califam PC300-7TH has allowed up to a 40% increase in production in hammer operations.

May, Anthony has been impressed by all aspects of its performance – not just its abilities with the hammer.

“Its performance has been very good.

“In particular, we’ve been finding it’s a very quick machine; the movement of the boom and dipper is very fast and smooth.

“It’s also very fast around the site, with great final drive performance,” he said.

“In terms of fuel efficiency, we’ve found it very good; we’re probably getting about 10% better fuel consumption than we had with our previous machine.”

And what does his operator think of it?

“Reckons it’s a great machine to operate,” said Anthony.

“He particularly likes the cabin, which is a lot roomier, and much quieter than some of the other machines he’s operated.

“He’s also commented very favourably on the performance of the excavator, particularly its speed and agility, and the very



Anthony and Joe Caligiuri.

machines he’s operated.

“As far as we’re concerned, it’s a top machine and we’re very happy with it,” said Anthony.

“Added to that is the very good backup we get from Komatsu Australia in terms of service and support. They are a very good company to deal with,” he said.

THREE KOMATSU GRADERS



In July 2001, Komatsu Australia delivered two GD650A-2C graders to the Royal Australian Air Force’s Townsville base.

Shortly after, one of the graders was transferred to the RAAF base at Tindal, near Katherine in the Northern Territory.

The machines are used for general airfield construction and maintenance duties on Air Force bases and landing strips throughout Far North

Queensland and the Northern Territory.

They are also being made available to the Australian Army for gun and rifle range construction, road construction and maintenance, and general works around Army bases.

Since delivery of the two graders last year, a third unit was also purchased and delivered to the RAAF’s Townsville base during 2002.

KOMATSU DASH 7 FOR HEAVY EARTHMOVING, QUARRYING AND MINING RELEASED

Komatsu Australia has released its first Dash 7 series excavator for quarrying, heavy construction and smaller mining operations.

The 110 tonne PC1250SP-7 replaces the PC1100SP-6 and shares many of the innovations developed for Komatsu's smaller Dash 7 excavators, released in Australia at the beginning of 2002.

These include substantial increases in power and productivity, a larger, more comfortable cab, markedly lower noise levels and up to 15% lower fuel consumption compared with its smaller predecessor.

TO RAAF

The three graders were purchased under the Australian Defence Force's COTS (commercial-off-the-shelf) purchasing program, under which stock, standard equipment is selected in applications where it is suitable for requirements.

However, they have been fitted with a Topcon laser control system, allowing them to achieve very fine tolerances in constructing and maintaining runways.

As part of the delivery process, Komatsu Australia provided three days of operator and maintenance training on the graders to RAAF personnel.

For more information on our graders please contact Kevin Edwards on (02) 9795 8240 or email: kedwards@komatsu.com.au

The new excavator is available in both mass excavator backhoe and shovel configurations.

In the mass excavator backhoe configuration, bucket capacities range from 6.5 cu m to 8.8 cu m. When supplied as a face shovel, it has a capacity of 6.5 cu m.

According to Craig Hahnel, Komatsu Australia's excavator product manager, the PC1250-7 outperforms other makes in this class in just about every area of operation – as the PC1100-6 did when first introduced in late 1997.

"With the new PC1250-7, we offer the highest digging forces – whether as backhoe or face shovel – and the largest bucket capacities in this class of excavator.

"On top of that, we deliver the fastest hydraulic speeds on the market, through our improved, fully electronic EOLSS (Electronic Open-Centre Load Sensing) hydraulic system.

"In terms of operating costs, fuel consumption is significantly lower than other machines in this class, while we offer a larger cab combined with lower in-cab and external noise levels than any other machine on the market," said Craig.

"The larger cab has also allowed us to increase glass area all round, providing outstanding visibility through 360°, for improved safety, and easier spotting," he said.

Komatsu's engineers have also built in increased reliability and



The new PC1250-7 excavator outperforms other makes in its class.

durability through such features as:

- ▶ strengthened boom and arm, with improved welding technology
- ▶ two-mode settings for boom operation, allowing the operator to select powerful digging or smoother operation
- ▶ 55°C ambient temperature rating, to match the Australian working environment
- ▶ shockless boom operation, to reduce chassis vibration after sudden stops
- ▶ boom foot hoses routed internally, for improved hose life and safety.

Reliability and durability have been further enhanced through such features as extended oil change hours (doubled in some instances) and the use of the most extensive filtration system on the market, including a high-pressure in-line filter for each main pump.

In the Komatsu Dash 7 range, the PC1250SP-7 has two working modes, which can be

easily selected at the press of a button.

Daily servicing and maintenance is further simplified through the use of wider walkways for easy access around the engine and hydraulic components, combined with larger service doors.

Brief specs of the new Komatsu PC1250-7 excavator variants are as follows:

PC1250SP-7 backhoe: operating weight, 109.5 tonnes; engine, Komatsu SAA6D17E-3 rated at 485 kW; maximum digging depth, 7900 mm; arm breakout, 51,200 kgf; bucket breakout, 40,300 kgf.

PC1250-7 shovel: operating weight, 110 tonnes; engine, Komatsu SAA6D17E-3 rated at 485 kW; maximum cutting height, 12,330 mm; arm crowd 62,000 kgf; bucket breakout 59,000 kgf.

For more information please contact Craig Hahnel on (02) 9795 8248 or email chahnel@komatsu.com.au.

NEW DOZER SETS HIGHEST COMFORT STANDARDS

Komatsu Australia has released the Dash 5 version of its D375A dozer, designed for applications in mining and heavy construction.

The D375A-5 dozer has an operating weight of 67 tonnes, is powered by a Komatsu SA6D170E-3 diesel rated at 391 kW and has blade capacities of 18.5 cu m (semi-U) or 22 cu m (full-U).

It follows the release in early 2002 of the D275AX-5 dozer.

As with the smaller dozer, Komatsu's new D375A-5 features one of the most advanced steering and control systems on the market, combined with the highest standards of operator comfort.

Features include:

- ▶ advanced aircraft style "fly-by-wire" operator steering control systems
- ▶ electronic steering control system
- ▶ lockup torque converter system
- ▶ new undercarriage design
- ▶ track shoe slip control
- ▶ improved operator comfort
- ▶ extra-low machine profile for better machine balance and lower centre of gravity.

Advanced operator control system

Advanced operator control systems include Komatsu's new Palm Command Control Steering (PCCS) system, which is similar to the "fly-by-wire" technology currently used in military and commercial aircraft.

Together, the palm control system and hydrostatic steering provide the highest levels of operator precision and control of any dozer on the market.

Electronic steering

Steering on the D375A-5 is by means of Komatsu's ECMV (electronic controlled modulation valve) steering clutch/brake system.

Sensors continuously monitor machine operating conditions, electronically controlling steering clutches and brakes, depending on the type of job.

Engine and transmission

Power for the D375A-5 comes from a Komatsu SA6D170E-3 turbocharged, aftercooled engine meeting all Tier II emission requirements, and delivering 391 kW at 1800 rpm.

To increase dozing and ripping efficiency, Komatsu offers the only lockup torque converter system in this class of dozer.

In lockup configuration, the system automatically engages a torque converter lockup clutch, with all engine power routed directly to the transmission.

Undercarriage

A new K-bogie design undercarriage helps the D375A-5 hug the terrain for better contact and maximum drawbar pull.

This new design oscillates with two fulcrums, greatly improving vertical travel, while promoting increased undercarriage life due to better control of track chain alignment with track rollers.

Already, this K-bogie design



Komatsu's new 70 tonne D375A-5 dozer is the most comfortable and advanced in its class.

(also used on the D275AX-5) has been shown to have a substantial impact on whole-of-machine life, providing lower maintenance costs, longer undercarriage life, reduced impact loadings and improved durability.

Another feature of the undercarriage system is Komatsu's unique track shoe slip control system, which further extends undercarriage life, particularly in ripping operations.

Improved operator comfort

Operator comfort-related features on the D375A-5 mean it offers the lowest exposure to "whole of body vibration levels" of any crawler dozer in its class.

The cab mounting uses a newly designed cab damper to provide maximum shock and vibration absorption capacity.

A soft spring in the cab damper isolates the cab from the machine body, suppressing

vibration and providing a quiet, comfortable operating environment.

New cabin mountings, the K-bogie suspension system and a new and heavy duty seat mean this dozer is the most comfortable and has the least adverse impact on the operator of any in its class.

A hexagonal designed cab offers large, tinted glass windows that provide excellent visibility to the front, side and rear of the dozer.

Brief specs of the D375A-5 dozer are as follows:

Operating weight, 66,985 kg; powered by Komatsu SA6D170E-3 turbocharged and aftercooled diesel, rated at 391 kW through a Komatsu Torqflow powershift transmission with lockup clutch; blade capacity, semi-U, 18.5 cu m; drawbar pull, first gear at 1 km/h, 110,000 kg; travel speed, F/R, 11.8/15.8 km/h; ripping depth, single giant ripper, 1435 mm.

KOMATSU PC300-7 WITH MAGNET GENERATOR MAKES IDEAL SCRAP HANDLER

Australia's first PC300-7 excavator fitted with a specialist magnet generator attachment for scrap handling and processing has recently been delivered to Sydney-based Barca Metals.

Barca Metals, based at Chipping Norton, in Sydney's southwest, specialises in metal recycling, scrap metal collection, and scrap metal sales.

The Komatsu PC300-7 is the second Komatsu machine in Barca Metals' fleet; its other machines include a Komatsu PC220-3 and a 20 tonne machine of another make.

The non-Komatsu excavator is now only used for transporting and moving scrap metal.

Joe Barca's comments on the new Komatsu are all positive,

"After operating the PC300-7, the non-Komatsu excavator is like getting into a dinosaur," said Joe.

"The new Dash 7 is very powerful and smooth, very quiet and comfortable, and very easy to operate."

He said the custom-built Dynaset hydraulic generator magnet attachment on the PC300-7 has allowed the machine to adapt perfectly to the work application.

"The Dynaset hydraulic magnet generator fitted to the Komatsu PC300-7 works so well that the overall power of the machine is not affected when operating the magnet," said Joe.

"It doesn't make the slightest difference to the machine's

overall power with the generator on," says Joe Barca.

Joe and Tony Barca started Barca Metals in 1997 after researching the metal recycle business while running a plumbing business dating back to the early 1980s.

Barca Metals started by purchasing a shearer from the United States, bought out an opposition metal recycler, invested in a weighing system for loads and a transport truck.

Over the past five years Barca Metals' business has grown by supplying metal to local foundries.

"With our new PC300-7 and genset attachment we aim to increase our business twofold in the next few years," said Joe.

"The increase in productivity of the new Komatsu will play a large part in giving us that opportunity."

About Dynaset magnet generators

The Dynaset HMG20 kW/220VDC-92 magnet generator fitted to the PC300-7 is a first for Komatsu products in Australia, but already has proven to be a reliable tool for Barca Metals in its applications.

The magnet generator transforms the hydraulic power produced by the excavator into high-quality DC electrical power for use with lifting magnets.

All components are built into a single unit, measuring only 860 mm long by 430 mm wide by 380



Barca Metals' PC300-7 fitted with a Dynaset magnet generator.

mm high and weighing 140 kg, the generators can easily be mounted onto an excavator.

Dynaset magnet generators are a combination of hydraulic motor, hydraulic speed regulator, generator and electronic control system.

The motor has an automatic speed control system to keep the speed of the generator constant when the incoming oil flow and pressures vary.

In the event of the generator being overloaded, a hydraulic pressure control in the Dynaset's hydraulic system protects it very effectively.

Hydraulic oil flow is taken directly from the bucket circuit pump outlet via a priority system.

Control electronics are built into a metal box attached to the generator.

The magnet is controlled by means of a single press button on the excavator's control lever, with voltage peaks are prevented by an diode

controlled-safety resistance system.

Electronic control takes care of counter magnetism automatically according to the properties of the magnet.

Demagnetising time is 1.5 to 3 seconds depending on the inductance of the magnet and loaded material.

According to Rob Pulz of Dynaset Australia, Komatsu excavators are the easiest to install the system in and provide the most efficient operation.

"From my experience in installing this system on other brands of excavator, Komatsu's Dash 7 excavator seems to be the best machine to work in kindred with the Dynaset generator.

"It produces an overall greater power output than other brand machines," said Rob.

For more information on Barca Metals, contact Joe or Tony Barca on (02) 9725 6411, email barcametals@bigpond.com.

SPECIAL PROFILE: KOMATSU AUSTRALIA'S NEW DEPUTY MD



Komatsu Deputy Managing Director, Yoshiyuki Okai.

Komatsu customers will recall that in July 2001, Mitsui & Co, Japan's leading trading house purchased a 40% share in Komatsu Australia.

Mitsui & Co was founded in 1876 and today has 95 billion US dollars in turnover, under the following five main business areas:

- ▶ metal products and minerals group
- ▶ machinery, electronics and information group
- ▶ chemical group
- ▶ energy group
- ▶ consumer products and service group.

Within these five main business areas, its various functions include trade, finance, project organising, market development and investing.

In Australia, Mitsui has large investments in iron ore with RoverRiver and West Angelas; coal mines with BHP and Anglo coal; as well as natural gas and air energy.

Mitsui's purchase of 40% of Komatsu Australia (with a 60% ownership retained by Komatsu Ltd) saw the appointment of Yoshiyuki (Yoshi) Okai as deputy managing director. He moved to Australia in October 2001 to take up this post.

Yoshi has been with Mitsui & Co since 1974. He started his career with Mitsui Tokyo in the exporting of Komatsu equipment to Latin America, and now has come full circle

with his appointment as second-in-command for Komatsu Australia.

From 1978 to 1980, Yoshi studied mandarin in Singapore under the Mitsui Training Program, which greatly assisted him when he was stationed in Beijing during 1983 to 1988 as manager of Mitsui's electronics and machinery division.

His responsibilities included a colour picture tube manufacturing plant and a television production line as home appliances were being popularised throughout China.

"We supplied television manufacturing plants and kits to Chinese companies as the sole agent of Toshiba, which is part of the Mitsui group of companies," said Yoshi.

"In Beijing business negotiations were extremely demanding – in my opinion the toughest in the world."

He returned to Tokyo in 1988 for four years, holding the position of manager for exporting construction and materials handling equipment for both the export and domestic markets.

Hong Kong, from 1992 to 1998, was Yoshi's next port of call – and according to him, the most exciting period in his career.

At this time Mitsui developed an alliance with Hutchison Whampoa Ltd, the famous conglomerate established by the Hong Kong tycoon Li Ka Shing.

The two companies' businesses together grew to include the Hong Kong International Terminal, which is the world's biggest container

terminal. Mitsui has shares in this business as well as supplying container handling equipment.

A second investment, in Yantian International Container Terminals, (which is also invested together with Hutchison Whampoa) was negotiated and set up by Yoshi. This further developed the alliance between Hutchinson and Mitsui, an alliance which gave Mitsui more business operations in the container terminal industry.

In addition to the terminal business, during his time in Hong Kong, Yoshi also handled Mitsui's electrics, telecommunications and Star TV (which was later sold to NewsCorp) departments, again all through the Hutchison alliance.

And this was not all Yoshi handled; he also acted as director of a leasing company in joint venture with Shevallie,

a Hong Kong partner.

In 1998, Yoshi returned to Tokyo as Mitsui & Co's general manager for the industrial machinery and industrial material handling divisions, a role which covered all countries except America.

During this period, a major agreement with Komatsu was set up to supply and arrange finance for twelve 930E dump trucks to Freeport USA for its copper mine operation in Indonesia.

"Komatsu products have always been a focus for Mitsui and my role as deputy managing director is a new challenge that I enjoy.

"In addition, Australians are very organised and have a good attitude to business; I believe these two ingredients are essential in a successful business relationship," said Yoshi.

KOMATSU TO HAVE MAJOR DISPLAY AT AIMEX 2003

Komatsu Australia has announced initial details of its display at the AIMEX 2003 show to be held at the Sydney Showground from September 9 to 12, 2003.

Products on display at the Komatsu Australia stand will be announced shortly.

Komatsu will be demonstrating the capabilities of its autonomous truck development along with other integrated mining equipment management tools under the theme of Intelligent Mining Systems.

Komatsu Australia will also be

showing its ground-breaking product support and customer service capabilities, including Komatsu condition monitoring service (CMS) and the just-released eKomatsu on-line ordering of parts and components.



Komatsu stand at AIMEX 1999.

HALL OF FAME

LOADER UNTOUCHED IN 10,000 HOURS

A Komatsu WA120-3 has notched up nearly 10,000 hours in tough working conditions over the past six years, while requiring little more than regular maintenance.

The loader, owned by Perth-based contractor Premium Corporation, is used for a wide range of work on the company's subdivision, infill sewer, water main and other government department work.

Premium Corporation has been operating since the early 1990s, throughout the Perth metropolitan area, and the south-west of Western Australia.



Premium Corporation's Komatsu WA120-3 has notched up nearly 10,000 hours in six years in tough working conditions.

"It's not easy work," said Lee Dwyer, Premium's mechanical supervisor. "It does a lot of pushing sand, levelling work, bulk loading and materials

handling.

"It's certainly repaid its purchase price – probably about four times over by now."



Jesse Bradford with the WA120-3 wheel loader.

In addition to a standard bucket, the Komatsu loader is fitted with a jib attachment and forklift tyres.

"The whole time we've had the loader, it's had no major repairs done," said Lee.

"We've replaced a steering cylinder – we noticed a bit of creep when travelling on the road – and a water pump, but we've never had to touch the motor or hydraulics.

"We checked the transmission at 8000 hours, but the guys at Komatsu reckoned it was like new, so we left it alone," he said.

Lee, who's responsible for all Premium Corporation's equipment maintenance, service and upkeep, has carried out all regular servicing on the WA120-3, with Komatsu Australia doing the major 2000 hour services.

He believes another reason for the Komatsu's high level of reliability and performance has been operator Jesse Bradford.

"Jesse's operated the loader for about 99% of its life. He really likes the machine, and he looks after it properly," said Lee.

Premium's fleet of around 42 pieces of earthmoving equipment, trucks and other vehicles, includes three other Komatsu units, a PC220-6, a PC75-2 and a PC75-3.

GREAT KOMATSU PARTS DEALS

Komatsu Australia has slashed prices on surplus parts – by as much as 50% in some cases.

These price cuts apply to more than 50,000 line items, across all types of Komatsu equipment, from current models, to machines up to 20 years old.

This parts runout includes parts and components (new and factory re-conditioned) suitable for Komatsu equipment – from mini excavators through to D475A dozers – as well as parts for Hough, Dresser, International, Hanomag and Ingersoll-Rand compactors, compressors, drills and more.

Parts available run the entire range of machine componentry, from individual items to complete components, including engines, transmission assemblies and hydraulic pumps.

In the case of parts for Komatsu equipment, it's not only those suitable for older, superseded machines, but also for some current models.

To see if Komatsu Australia is holding excess parts stock on your equipment, visit the Komatsu Australia website at www.komatsu.com.au, and click on the "Prices slashed on excess parts" link on the right-hand side of the front page.

Once you're there, it's a simple matter of using pulldown windows to select your machine type, model and series to search for any cut-price parts available.

You can also search for parts by part number.

To make an inquiry about any part you find, simply click on the part number, which will automatically bring up an

inquiry form. Fill out the details, and a Komatsu representative will get back in touch with you.

Inquiries about Komatsu excess parts can also be directed to your nearest Komatsu Australia Parts Disposal store at your local Komatsu Australia branch (ask for the parts department).

Alternatively, you can call Jeff Barnes, Komatsu Australia's national surplus parts disposal co-ordinator for pricing and other details.

You can contact Jeff Barnes on (02) 6542 9706, mobile 0419 979 793 email jbarnes@komatsu.com.au



GREAT DASH 5 RUN PROMPTS DASH 7 UPGRADE

Excellent performance of a Komatsu PC220-5 excavator over the past 10 years - and 14,000 hours - has prompted Rockhampton-based contractor Clyde Constructions to buy a new PC220-7.

The new PC220-7 is Clyde Constructions' third Komatsu excavator, with managing director Darrell Tomlinson electing to buy the new machine on the quality, performance, reliability and product support available through Komatsu Australia.

"We've had an excellent run out of the Dash 5 machine; in fact, we've decided to hang on to it," said Darrell.

Since its purchase in 1993, the PC220-5 hasn't exactly had an

easy life. Over the years, it's worked in subdivisions, quarries and coalmine infrastructure - including many hours breaking rock (which is where the "rock" in Rockhampton comes from).

Despite this, the machine has stood up very well, with all major components still being original. These include engine, pump drive, hydraulic pumps, swing drives and final drives.

The only major items replaced in that time have been the track chains and sprockets at 11,000 hours.

The boom, arm, swing bearing and chassis are still in good order and do not require any repairs or replacement.

Clyde Constructions' second Komatsu excavator is a PC250LC-6 which it purchased in 1997. With 6000 hours to date, it has also performed well, with

all major components still original.

The latest machine was delivered in June 2002, and had notched up around 700 hours as of mid November.

Attachments include a hydraulic hammer, tilt bucket and various buckets.

"Its performance since we got it has been really good," said Darrell. "It's very quick on its feet, it digs well and it's a lot quieter than the other machines.

"Our operator, who'd done nearly 14,000 hours on the Dash 5, has switched across to the new machine, and he really likes it."

Darrell said the main reason for choosing a Komatsu excavator again was the good run the company had out of the other two machines.

"They are really good machines. We've had such a good run out of them we couldn't see any point in changing," he said.



Clyde Constructions' three Komatsu excavators.

DOUG BASKERVILLE RETIRES AFTER 31 YEARS

Doug Baskerville, Komatsu Australia's chief financial officer (CFO), has recently retired after 31 years of service to the Komatsu brand.

Doug started in the industry in June 1971 as state accountant in Victoria for ANI Perkins. At the time, this company was a division of the ANI Corporation and marketed a range of smaller construction equipment.

In 1977, Doug transferred to Sydney to warmer weather and new opportunities; then in 1982 he was transferred to ANI Komatsu as divisional controller.

At that time ANI was



responsible for the Komatsu distributorship in NSW and Queensland, adding additional states later.

At that stage the company's head office was in some old buildings on the present Fairfield site which were eventually demolished, while its main Brisbane premises were

in portable buildings at Rocklea.

According to Doug one of his major highlights was his appointment as CFO in October 1991 of the newly formed NS Komatsu, which was the Komatsu distributor for all states except Western Australia and the Northern Territory - these were added in 1993.

"This is a very exciting industry and over the years I have seen sales increase from around \$100 million to over 700 million today," he said.

Following an extended overseas holiday, which included Canada, Alaska and the USA, Doug says he is

planning to work on a part time basis as a management consultant; this will allow him free time to improve his golf handicap and to travel both in Australia and overseas.

"You can't go from the excitement of this industry to just lazing around," stated Doug.

Komatsu Australia wishes Doug and his wife Sharone all the best on their retirement and would like to extend a very special thank you for his commitment over the last 31 years. Such commitment on the part of our people is the basis of Komatsu's strength in this industry.

UNDERGROUND INFRASTRUCTURE SPECIALISTS OPT FOR THIRD KOMATSU ZERO SWING

Sydney-based underground communications network infrastructure specialists McCourt Dando Civil has recently purchased its third Komatsu MRX zero-swing mini excavator.

Its latest machine is a 4 tonne PC40MRX, which joins two 2 tonne PC20MRXs purchased in 2001.

All three machines are primarily used to carry out trench excavation for laying of communications cable, including optical fibre cable.

Their zero-swing capability makes them particularly well suited for working in confined spaces, including busy streets and footpaths.

Other equipment in the McCourt Dando Group total fleet includes a directional drill, two backhoes and two 2 tonne excavators other than the Komatsu machines

According to company co-owner Lee McCourt, the company's success with the two PC20MRXs influenced its decision to buy the new PC40MRX.

"Both the 2 tonne and 4 tonne



Komatsu excavators outperform their nearest competitors in overall power," said Lee.

"On top of that, we get great back up service; the Komatsu boys are always out here right away if we need help on our machines," he said.

"Before we bought the PC40MRX, we made sure all our operators, had a go on the machine.

"Their comments on the new control lever position and the precise hydraulic system, along with easy accessibility to the engine bay were the top

points," said Lee.

The McCourt Dando Group has extensive experience in many different fields, with both owners being qualified civil engineers involved in project works in both Australia and in the UK.

Some current clients include:

Alstom Australia: network construction and commercial customer connections for Uecomm and Optus.

NDC/Telstra: rural and metropolitan underground optic fibre cabling and conduit installations.

Heyday Group: installation of electrical and communications infrastructure for Olympic live sites in Sydney CBD.

Energy Australia: installation of multi-way conduits for high-voltage transmission projects.

McCourt Dando's management team includes office administration, project managers, an operations manager, field supervisors and technical staff.

One of the major projects McCourt Dando is currently involved in is the NexGen Networks optical fibre project running from Brisbane to Perth; the company is responsible for laying the line from Rosebery through the Harbour Tunnel to the Sydney North Shore.

"With our new Komatsu PC40MRX and two PC20MRX machines, I believe we have the best equipment to service our current work most effectively and ensure we are well prepared for future major projects," said Lee McCourt.

KOMATSU AUSTRALIA RENEWS AGREEMENT FOR IR DRILL RIGS

Komatsu Australia and Ingersoll-Rand have renewed their distribution agreement for the sale and support of IR drill rigs to the mining, construction and quarrying industries in Australia.

Komatsu Australia, and its predecessor NS Komatsu, have distributed IR drill rigs in Australia since 1995, and have achieved significant market shares in the industries covered by these products.

IR drill products sold, serviced and supported by Komatsu Australia include crawler and rotary drill products, including the innovative and highly successful ECM 660 line of crawler quarry drills.

KOMATSU MINE EMPLOYEES MAKE 2000 DAYS LTI FREE

Komatsu Australia employees at the Ensham/Yongala Minesite near Emerald in Queensland have recently achieved the fantastic safety milestone of 2000 days Lost Time Injury (LTI) free.

The Komatsu team of 16 currently works a week-on/week-off roster with 12-hour rotating shifts in a 24-hour coal mining operation.

As part of the celebrations for this achievement an awards ceremony was conducted in Emerald during October.

The ceremony was attended by Komatsu Australia's Queensland regional general manager, Mark Johannessen, Queensland regional mining manager, Trevor Fraser and Queensland region's OHS&E, QA, ED co-ordinator, Mark Sproull, together with representatives from Golding Contractors and Ensham Resources.

In acknowledgement of this achievement a Komatsu "Excellence in Safety" plaque and recognition token was presented to the team. The presentation was attended by the employees and their partners. Some employees were unable to attend due to roster commitments, but all were mentioned on the honours list.

The presentation was a high point of the night, which also included a three-course dinner for employees and their partners.

Mark Johannessen stated that the 2000 day LTI free



From left to right – Brian McKendry (Golding Contractors), Grant Arrell, Nick Roberts, Keith Cahill, Steve Peebles, Phil Moore, Dale Blyth (obscured), Adam Dunlop, Ken Westwood, Matt Madsen (at rear) John Wilson and Peter Westerhuis (Ensham Mine)

achievement was a vindication of Komatsu Australia's belief that a zero LTI target is realistic when employees are committed

to a culture of safety in the workplace.

The lessons learned at operations such as this should



DUCATI WINNER TO BE ANNOUNCED AT ACE 2003

The winner of the Ducati 998 Superbike – for which all purchasers of Komatsu skidsteers in 2002 are eligible – will be announced during the ACE 2003 construction show in Melbourne which runs from February 20 to 22.

All those who bought a Komatsu skidsteer between February 1, 2002 and January 25, 2003 go into a draw to win the Italian-built world champion superbike, which is valued over \$27,000.

"Ducati's 998 Superbike reflects

become a model for other parts of the business, said Mark.

During the evening Phil Moore, the longest serving employee on site discussed the achievement and attributed to the excellent safety performance over the past five and a half years to factors such as a major improvements in the correct tooling being available, which has assisted greatly in removing hazards.

Other areas include correct and informative job planning, a commitment to safety by everyone, ensuring top up labour and new personnel know the correct procedures, and following on-site Ensham Resources policies in line with safe production.

Phil also stated that "We all have families and friends and know that by working safely we can enjoy our life outside of work without injuries by concentrating on the job at all times and assessing the risk to identify hazards we can continually achieve good results."

the same superior performance and handling excellence that is built into our Italian-manufactured skidsteers – so it's been an excellent match to launch our skidsteer range in Australia," said Dave Stuart, Komatsu Australia's manager, utility division.

KOMATSU KIDS CORNER

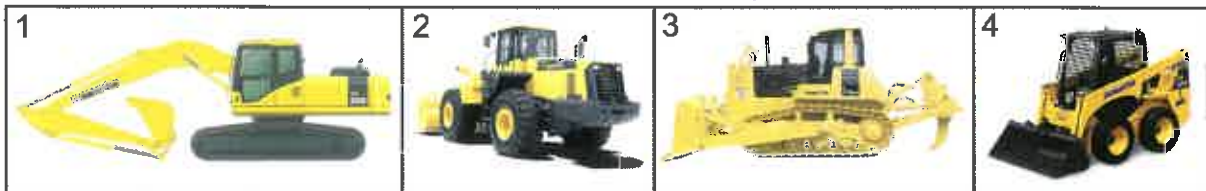


Colour Me In!



How Clever Are You?

can you find these new Komatsu models hidden throughout this edition of D2E?



Dash 7 excavator

Dash 5 wheel loader

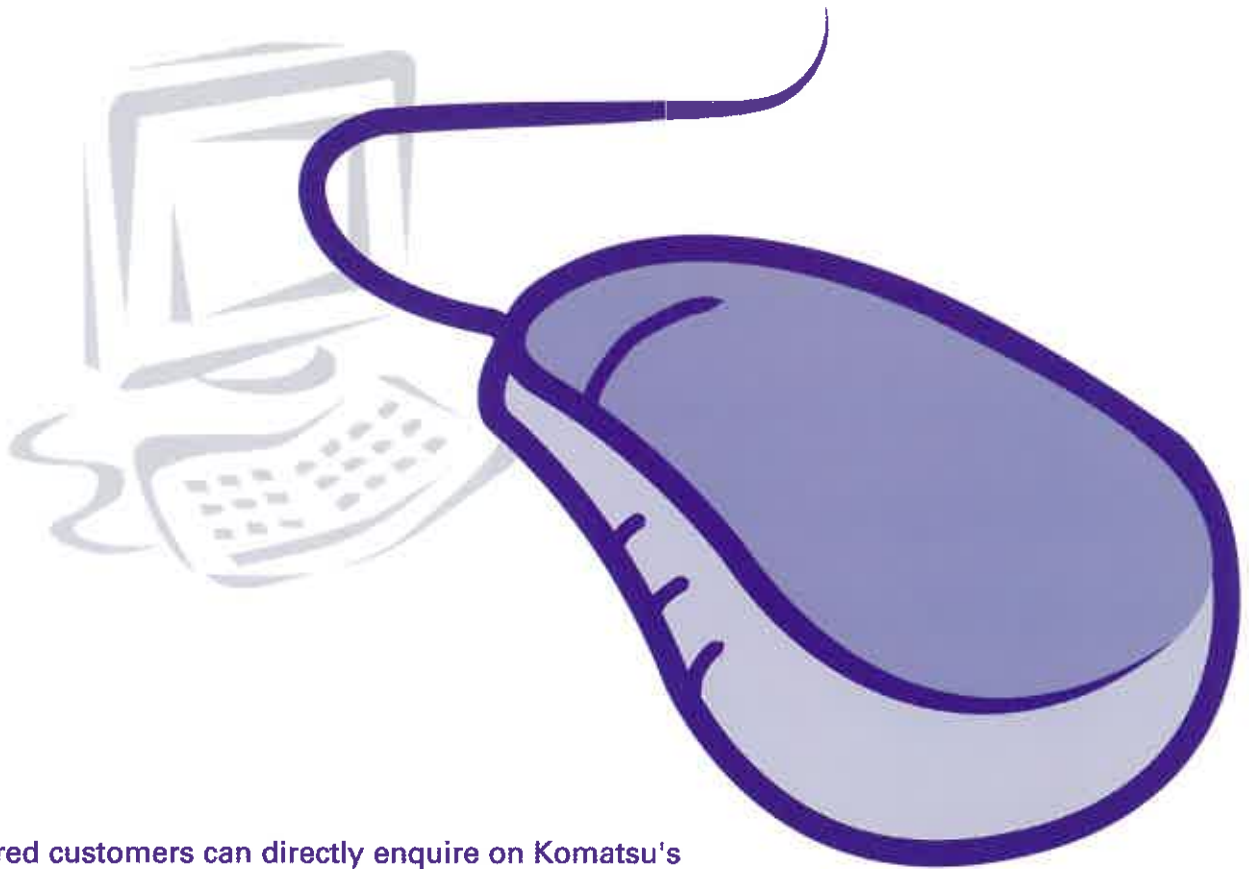
Dash 5 dozer

skidsteer loader

answers will be in the next D2E publication

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