

D2E

» **DOWN TO EARTH**

» Summer 2007 » ISSUE 43



SEASON'S GREETINGS

IN THIS ISSUE:

- » RELEASE PC2000-8 EXCAVATOR
- » 1300 KOMATSU LAUNCH
- » NEW BRANCH IN CAIRNS

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Bill Pike
President
Komatsu Australia Pty Ltd

During the past twelve months Komatsu Australia has implemented continuous improvement programs in all areas of the business to ensure we deliver the best service in the industry.

We previewed the new Komatsu safety management system in the last Down to Earth and this is one of many continuous improvement

KOMATSU COMMENTS

programs to be released in the New Year.

All employees will be inducted to this new system which will have the ability to find all the tools and resources relating to health and safety in a single easily accessible location.

As part of this continuous improvement policy Komatsu Australia will launch the new Komatsu website in December. This will have a completely new look and feel and will be operating on the new state-of-the-art Microsoft Windows Sharepoint 2007.

We have partnered with Microsoft to ensure that our online environment improves customer service, increases market penetration and ensures the availability of online tools for our customers and staff.

We have experienced a full year of our SAP based ERP, and we are now seeing results as we are able

to manage our products through their complete life cycle. This ERP platform has placed Komatsu Australia as an industry leader in business processing and we will continue to develop our systems to meet our customer's needs.

In this issue of Down to Earth we launch the new Komatsu customer direct service through the 1300 Komatsu number. This new strategy will make Komatsu easier to do business with as customer support staff are now available 24 hours a day, seven days a week anywhere in Australia.

We also have two mining equipment releases in this issue - the new PC2000-8 mining excavator and the HD785-7 rigid dump truck. Both these machines offer lower operating costs, increased fuel efficiency and operator safety.

We have added two more Dash 6 wheel loaders to the construction and quarrying markets - the

WA380-6 and the WA500-6. Both these machines incorporate Komatsu's ecot3 technology, combining advanced electronic control, engine, transmission and hydraulic technology.

With the recent economic growth in Australia and the strong demand in both the construction and mining markets, Komatsu recognises the increased demand and has recently opened a major sales and customer support branch in Cairns to support this fast growing and productive area.

This branch will be one of many as our plan is to open and also upgrade branches across Australia, New Zealand and New Caledonia in 2007 in order to support our customers and guarantee you have the best service in the industry.

Thank you for your support in 2006 and I would like to extend to our customers and staff a safe and a enjoyable festive season and a successful 2007.

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Printed by
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Smithfield, NSW

Down to Earth Magazine is a Komatsu Australia Pty Ltd publication

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Alcoa's 730E trucks were part of a major order for the Huntly operations.

PC3000 EXCAVATOR DELIVERED TO ALCOA IN WA FOR HUNTLY OPERATIONS

Komatsu Australia has recently delivered a PC3000 mining excavator to Alcoa's McCoy minesite, which is part of its Huntly bauxite mine in the Darling ranges south of Perth. It is shown here and on our cover during commissioning checks and testing at McCoy.

The 253 tonne PC3000, fitted with a 15 cu m bucket, joins two other excavators of a similar size, and is used for direct loading bauxite ore into a fleet of 11 Komatsu 730E dump trucks. It was commissioned in mid-November.

As reported in our Winter 2005 D2E, the 730E trucks were part of a major order from Alcoa in early 2005, which also included Komatsu loaders, graders, articulated dump trucks and skidsteers.

According to Mal Briggs, Alcoa's WA Mining Engineering & Operations Manager, the new PC3000 was ordered as part of a significant expansion of Alcoa's operations at Huntly, which is the world's largest bauxite mine, with an annual output of 22 million tonnes of ore.

The shallow topsoils covering the ore meant that there was only a small overburden removal operation required to

access the ore seams which are between 1.5 and 7 m. The caprock portion of the ore is ripped or blasted to ensure free-digging can take place with the excavators.

"Because of the shallow seams, we don't run benching operations," said Mal. "In winter, when it can typically get extremely wet, we will top load, while during the hot dry summers we'll bottom load."

He said there were a number of reasons behind Alcoa's selection of the Komatsu excavator.

"We have an alliance with Komatsu, we have been very happy with their service and on-site backup, we were very impressed with the machine when we went to see it in mining operations over east, and it was competitively priced.

"When we inspected PC3000s at mines in the eastern states, we found it very user-friendly from an operator point of view, and it's also a very modern machine. For those reasons, we were keen to get it on site," he said.

"One important issue for us was that it have slew braking. Because of the nature of this site, the excavators are

frequently working on slopes, and slew braking is essential for safety and operational reasons."

About Alcoa

Alcoa is the world leader in aluminum smelting capacity, and the world's second largest producer of aluminum. It also leads the world in alumina production and capacity.

Alcoa of Australia Ltd, which is owned 60% by Alcoa and 39.25% by mining company WMC Ltd, is a major producer of aluminium from two smelters in Victoria and is the world's leading producer of alumina from three refineries in Western Australia.

It owns and operates alumina refineries at Kwinana, Pinjarra and Wagerup with a combined capacity of 7.3 million metric tons a year, equivalent to some 15% of world demand. Alumina is exported worldwide from shipping terminals at Kwinana and Bunbury.

The company operates bauxite mines at Huntly and Willowdale in the Darling Ranges south of Perth, which supply the three refineries with bauxite ore for conversion to alumina.

Alcoa's first mine, at Jarrahdale, began operations in

1963 and for 35 years, until its closure in 1998, was the only source of supply for Alcoa's alumina refinery at Kwinana. During that long partnership, the Jarrahdale mine provided 168 million tonnes of bauxite from which 44.6 million tonnes of alumina were produced.

Today, Alcoa has two bauxite mines in Western Australia, at Huntly and Willowdale. The Huntly mine, established in the early 1970s to supply the Pinjarra refinery, now also supplies the ore for Kwinana. This expanded capacity makes Huntly the biggest bauxite mine in the world.

The Willowdale mine was established in 1984 and supplies Alcoa's Wagerup refinery.

Environmental management is a high priority for Alcoa in all aspects of its operations. In 1990 the company earned its listing on the United Nations Environmental Program's "Roll of Honour" for environmental achievement - the only mining company in the world to have been so recognised.

Over the years in Australia, Alcoa has introduced new ways to reclaim and rehabilitate mined land, has pioneered recycling techniques for refinery residue and smelter by-products, and has developed other leading-edge sustainability practices.

Its most recent environmental awards were two merit certificates in Western Australia's prestigious 2006 Golden Gecko awards for environmental excellence.

Alcoa received the two merit certificates for the company's project to successfully use carbon dioxide to reduce the alkalinity of bauxite residue and the sustainability design and construction of the new McCoy Crusher site at Huntly Mine.



IN PROFILE: BAXTER GROUP LIMITED



Down to Earth editor Wafaa Ghali recently went to Melbourne, and visited Baxter Group Limited – a waste management operation in South Clayton.

Melbourne is famous for its cosmopolitan food, wine, ballet, fashion and let's not forget the Melbournians passion for football.

In mid September accompanied by Matt McCarthy, Komatsu's sales representative for Melbourne, we traveled 20 kilometers south east of Melbourne to Clayton, a completely different environment to the famous Melbourne scene we're accustomed to.

Our destination was Baxter Group Limited, where we had the pleasure to meet the landfill operations manager, Damien Edmonds and landfill manager, Peter Carroll.

Baxter Group Limited is an integrated waste management business operating three landfill sites in Clayton alone, with two material and resource recovery centres in the south east region of Melbourne and similar operations covering the Latrobe Valley, Murry Valley (Albury), Wonthaggi and the Lysterfield Transfer Station, just to name a few.

Baxter Group was established 40 years ago by Ron Overs and was operated primarily as a sand quarry and together with the passionate efforts of Polly Maxaris (CEO), the business has grown to become one of the most efficient and accessible waste management operations in the south eastern metropolitan area.

According to Damien Edmonds the sand wash plant establishment is an essential part of the business. The wash plant processing area produces a saleable product from sand



Left: Matt McCarthy - Komatsu Melbourne's Sales rep, Damien Edmonds - Landfill operations manager and Peter Carroll - Landfill manager at South Clayton Site.

that basically is extracted while creating waste cells - cells are basically the cleaning out of holes to get the desired depth for waste fill.

"Once the sand is extracted, we line the cell with clay and plastic before filling with various waste products - for example: demolition, municipal and commercial waste.

"This type of production requires reliable and durable machines to ensure we have maximum productivity and basically that's why we've opted for the Komatsu range," he said.

Baxter's equipment range

includes the Komatsu PC200-7TH, PC200LC-8TH, two PC300LC-7TH excavators and the latest machines to their fleet are the two new HM300-1 articulated dump trucks.

"The machines are mostly used in the cell development area for digging the holes as well as general landfill duties.

"The operators find the hydraulics responsive - they've commented on how the excavators are smooth and fast in operation. This ultimately provides Baxter's with better productivity and the capability for handling thousands of tonnes of earth being extracted

on a daily basis that needs constant transport to the wash plant. The economics are just as important and fuel consumption is always highly considered when purchasing any machine. We chose Komatsu.

"Operator preference was also one of the main reasons we opted for the two new HM300-1 articulated dump trucks," Peter Carroll said.

"The operators find the performance and comfort of the HM300 better than other makes they've driven. The drive chain and durability of the truck has been more than impressive."

KOMATSU RECOGNISED FOR DONATING PARTS TO HUNTER TAFE PLANT MECHANICS TRAINING



Hunter TAFE Staff, Students and Komatsu representatives at presentation. Inset: Left, TAFE Institute director - Phil Cox and Komatsu director operations - Chris Cassetari.

Komatsu Australia has donated parts and components worth nearly \$500,000 to Hunter TAFE's Kurri Kurri campus, for use in training of heavy vehicle plant mechanic apprentices.

The donation includes a complete transmission, hydraulic pumps and axle/final drive components from various Komatsu machines.

In addition, a used PC120 was supplied at a significantly discounted price. It has since been completely refurbished by

the Kurri Kurri TAFE Teachers, and will be used as an on-going training aid.

Komatsu's contribution was recognised by Hunter TAFE in a ceremony at Kurri Kurri Campus in late November. TAFE Institute Director, Phil Cox, presented Komatsu Director - Operations, Chris Cassetari, with a plaque in recognition of Komatsu's support to the TAFE. Chris said that Komatsu was committed to the provision of training through the TAFE system for the

construction and mining sectors.

"The future of our industry depends on the apprentices you are training here now, and those coming after them," he said.

"This industry has significant and increasing needs for skilled heavy vehicle plant mechanics, and it is critical for us to have young people coming through with relevant skills and training.

"We are very supportive of the

TAFE system; this donation today is an investment in our industry's future, because we are going to need trained heavy vehicle plant mechanics for very many years to come.

"It is an honour for us to be recognised here today for our small contribution to what you are trying to achieve," said Chris.

He also singled out the contribution of Ike Murata, Komatsu Australia's senior technical engineer, in arranging for the equipment to be donated.

TAFE's Phil Cox said that Komatsu's donation of these parts and components would allow TAFE to provide training to apprentices in key equipment parts and components in proper workshop conditions.

"At TAFE, we are asset-rich, but cash-poor. Donations such as this are a fantastic opportunity for us to improve the quality of our teaching and training," he said.

Komatsu Australia currently has 19 plant mechanic apprentices undergoing training through Kurri Kurri TAFE, based at its Newcastle and Mt Thorley branches.



CARL GRUNDY: NEW NATIONAL UTILITY SALES MANAGER



Carl Grundy has been appointed Komatsu Australia's new national sales manager, utility, responsible for the sales and marketing of Komatsu's range of mini excavators, compact wheel loaders, backhoe loaders and skidsteers.

Previously NSW utility sales manager - a position he has held for the past five years - Carl has worked in utility equipment sales for nearly 21 years. He had worked for other leading equipment suppliers before joining Komatsu in 2001.

Before that, he was a backhoe operator, after starting his working life as a plant mechanic.

"I've always had a preference for selling small earthmoving equipment," said Carl. "It involves a lot more personal contact, it's more one-to-one, people make quick decisions

and it's a faster-moving market.

"And having been a plant operator, I have a good understanding of what our customers look for in a new machine."

Carl said that one of the main areas he wants to concentrate on is building market awareness of Komatsu's backhoe line.

"The Komatsu backhoe has always been - wrongly - regarded as a second-tier backhoe, and I want to change this perception. It's a class-leading machine that outspecs others on the market, and I want to ensure that the marketplace understands that," he said.

"I am also looking to help build Komatsu's market share in the very important mini excavator and skidsteer loader markets, where we think we can be doing even better than we are currently."

KOMATSU'S 'UNREAL VALUE' - MINI EXCAVATORS

Most people don't know you can own a brand new Komatsu mini excavator from under \$200 per week. When you compare this to the cost of hiring, which starts from around \$300 per day, the benefits of ownership really start stacking up - even for semi-regular excavator users.

Carl Grundy, National Sales Manager - Utility, says carefully assessing your excavator needs and canvassing all the options can make a crucial difference to your profitability.

"At the end of the day, your profitability depends on what it costs you to get the job done. If you can drive those costs right down, you boost your profitability," he said.

"There's an incorrect perception

out there in the market that Komatsu excavators are expensive. What's actually the case is that we're focused on making our customers even more profitable.

"Komatsu's extensive range of excavators is available at very sharp prices, and with market-leading quality, reliability and product support. They allow you to do much more work for substantially less overall cost. Any way you look at it, that represents unreal value for our customers - which is why we are excited to launch our new 'Unreal Value' sales campaign."

Komatsu's new Unreal Value campaign is aimed at boosting awareness of the company's extensive mini-excavator range,

and - good news for serious buyers - it will also feature unbeatable 'limited-time' incentives including free insurance, extended warranties and 24-hour finance approval.

Komatsu's legendary excavation expertise extends right through the range, from the largest mining and construction models to the smallest players in the field.

The company's mini-excavator range starts with the diminutive PC18MR-2, a pint-sized powerhouse guaranteed to make short work of cramped domestic sites, and extends all the way to the PC78MR-6, a serious workhorse with 0.28 cubic metre bucket and 40.5kW of power on tap at just 1850rpm.

There are seven models in all to choose from, guaranteeing suitability to just about every conceivable application.

This is a mini-excavator range designed to get the job done, and when you compare the price you'll see Komatsu offers serious value, plenty of features, top reliability and pure performance. The machines are supremely comfortable to operate, reward with a serious commitment to safety, and you also benefit from best-in-class warranty.

Komatsu mini excavators are machines you can trust, and owning one will help drive your profitability through the roof. And now there's never been a better time to own one.

REAL QUALITY REAL PRODUCTIVITY UNREAL VALUE!



**KOMATSU
MINI
EXCAVATORS**

From under
\$200
*per week**

- ✓ Quality
- ✓ Reliability
- ✓ Productivity
- ✓ Effective
- ✓ Performance
- ✓ Efficient

PC18MR-2

Operating weight: from 1780kg
Width: 980/1300mm
Includes: canopy, rubber tracks, quick hitch (mechanical), four buckets, beacon, fire extinguisher

**24 HOUR
FINANCE APPROVAL
CALL NOW!**

PC40MR-2

Operating weight: from 5040kg
Width: 1960mm
Includes: canopy, rubber tracks, quick hitch (hydraulic), four buckets, beacon, fire extinguisher



PC78MR-2

Operating weight: from 8250kg
Width: 2320mm
Includes: air conditioned cabin

* Available to approved commercial/business customers holding a valid ABN only. The weekly lease rates are based on a new standard Komatsu mini excavator, with specifications noted above, leased over 3 years (52 weeks per year) with Komatsu Australia Corporate Finance Pty Ltd (KACF). Other lease terms are available. Additional machine options will increase the lease rate. The lease rates include stamp duty, but are shown before GST. The lease rate does not cover insurance, operating or maintenance costs, which are payable separately by the lessee. As an operating lease the lessee must return the excavator to KACF upon expiry of the lease. Lease payments will be payable monthly in advance, which are calculated as the weekly payment x 52/12. Offer applies to excavators ordered and delivered prior to 31 March 2007. Terms and conditions apply.

*1 Terms and conditions apply. Please contact Komatsu Australia Corporate Finance team for further information.

■ **NSW** - Matt Watton **0417 218 247**
■ **VIC** - Ryan Lurati **0419 320 647**
■ **QLD** - Bruce McNicol . . . **0408 766 889**
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■ **WA** - Kye Keenan **0419 928 990**

■ **TAS** - Doug Fulton **0417 358 571**
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■ **NZ** - Garry Jackson **02 9293 5789**

For further information contact your utility specialist or visit www.komatsu.com.au

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MAJOR ORDER FROM MASSIVE HUNTER VALLEY COAL MINE



Komatsu Australia is part-way through delivery of a large dozer and truck order to the largest truck-and-shovel coal mine in Australia, the Hunter Valley Operations (HVO) mine.

The order includes four D475A-5E0 dozers - which have already been delivered - with Komatsu now part-way through delivery of thirteen 830E dump trucks. These are being added to its existing fleet of forty-two 830Es, giving a total of 55 of these 230 tonne capacity dump trucks.

HVO's origins go back 25 years when export operations started with Howick and Hunter Valley Number 1. In 1999-2000, these two were combined, then Lemington was added in 2002, to establish a super pit operation. It is the world's largest mine in Rio Tinto's coal group.

Truck loading is carried out using five P&H4100XPB shovels, two P&H1850s and a



left: Peter Gledhill, Komatsu Australia; Frank van Dijk, consultant engineer; Steve Foster, operator Darral Margery and Mark Geerssen, Hunter Valley Operations superintendent.

P&H1350, a Bucyrus Erie 1570 and 1370 dragline and an RH120 excavator.

The mine - which is on a 30 km long spread - produces 12.9 million tonnes of coal annually, with a strip ratio of four-to-five to one. It exports to South East Asia under contract, plus runs a spot market operation, and also supplies local Hunter Valley power stations.

Applications for the four Komatsu dozers at HVO include pushing up and rock removal, ripping coal, partings and overburden, dumps works, and general mine infrastructure including haul road construction and maintenance.

HVO's very strong focus on a safety culture is evident in the demands it has made of Komatsu in supplying

equipment as part of a major fleet upgrade starting in mid 2006 and continuing until early 2007. *This will be discussed in detail in our next edition of D2E - the Autumn 2007 edition.*

In placing the order for its new dozers - which replace a D475A-3, plus a number of other machines - HVO went over the standard machines very carefully, then came back

with a series of requests to further improve operator and maintenance crew safety.

"When purchasing these machines, we have developed a local specification to meet our needs on site here, and we were able to have these packaged up for us through Peter Gledhill (Komatsu Australia's NSW mining accounts manager)," said Mark Geerssen, HVO's superintendent, mobile.

And according to Steve Foster, HVO's project build manager with the new machine deliveries, since the dozers have been commissioned at the mine, apart from one or two minor issues, they have arrived ready to work.

"We took delivery of the first of these in mid-June, and we now have a total of around 800 hours across the four machines [as of mid-October].

"The D475-5E0 certainly has improved noise levels. We have to take account of the local environment and surrounding

landholders because we are operating in very close proximity to them, and so that's an important consideration for us," he said.

The dozers also include on-board diagnostics which according to Mark are the most advanced in the Komatsu range, and provide as standard the ability to communicate with Modular Mining systems and other mine management systems.

Darral Margery, a day/night shift operator on one of the new D475A-5E0s, has been very impressed with the new machines.

Previously, Darral has operated Dash 2 and Dash 3 (and Dash 5 - delete, I don't think he has operated Dash 5 dozers previously) Komatsu mining dozers, and before switching to the new dozer was on a D475A-3.

"This new dozer is very good in terms of quietness, it's got good hydraulics and transmission and rips like hell; it's probably

the best ripping machine I've ever seen," he said.

"It's also got an improved blade, which doesn't 'clatter' like you get on the Dash 3 version. Komatsu's taken a lot of the weight out of the blade, so the whole dozer is much better balanced. That means that pushing, it's just as good as ripping.

Darral also likes the Palm control system on the new dozer.

"The steering and throttle controls are mounted on the left-hand side of the hand rest, and rotate with the seat, so that when you are ripping and have to watch the back of the machine, your whole body isn't twisting," said Darral.

The other recent major purchase at HVO is of course the order for a further 13 830E trucks.

According to Mark Geerssen, the need for vehicles and equipment is drawn up by the local operation, then passed to

Core Technologies, the global procurement arm of Rio Tinto.

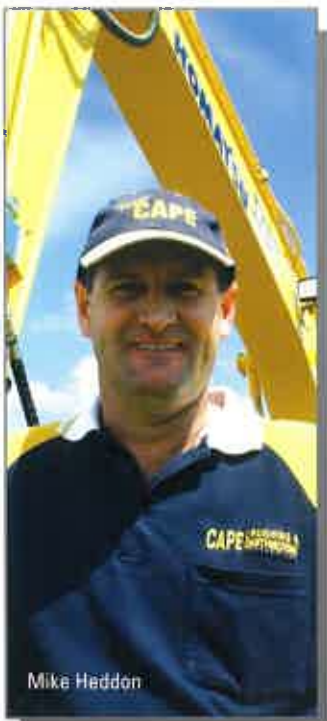
"We opted for Komatsu, because our existing fleet is Komatsu, plus Komatsu is the number one worldwide supplier of electric drive trucks in the market.

"It's also a fleet rationalisation issue. Having all the same trucks minimises training requirements, plus we can more easily develop standard procedures, tools, parts and so on," he said.

"Since this mine was consolidated into one combined site, we've always been truck-constrained from achieving the maximum throughput of the site. Having these additional trucks will allow us to achieve our maximum output," said Mark.

In Part 2 of this article, we will look in detail at HVO's industry-leading safety culture, which recently won the mine the Rio Tinto CEO's safety award for the most improved Rio operations site worldwide.

CAPE CRUSHING ACHIEVES 11-YEAR LOST TIME INJURY-FREE RECORD



Mike Heddon

Cape Crushing & Earthmoving Contractors, a major user of Komatsu equipment in its operations throughout Western Australia, has recently achieved an outstanding milestone: 11 years of operations without a lost-time injury (LTI).

The company, which started operations in 1995, provides a wide range of crushing and construction services, including 24/7 coverage at various minesites throughout WA.

It has a team of 180 employees, and is determined to maintain its record of zero harm to employees and others involved with its operations.

Cape's operations include maintaining and constructing tailings storage facilities; ore

crushing; supplying roadbase, stemming and aggregate; and carrying out a range of civil services.

It has experience in crushing iron, gold, copper and nickel ores.

To provide these services, the company owns a wide range of mobile crushing and earthmoving equipment, much of it Komatsu-sourced. This includes 16 wheel loaders, 14 excavators, eight skidsteers, five jaw crushers, three dump trucks, two dozers, a grader and a backhoe.

According to managing director Mike Heddon, Cape's foremost commitment is to safety and adhering to the policy that our "clients' maximum standard is the minimum standard we aim

to achieve".

"Working closely with our clients has enabled Cape to share its achievements, milestones and rewards, including its LTI-free status and maintain a relationship based on mutual trust, safety and commitment while striving for world's best practice," said Mike.

"During the past 11 years, we have combined Cape's safety policies, procedures and in-house standards to achieve a safe and productive workplace for our employees and our clients."

Komatsu Australia would like to take this opportunity to congratulate Mike and his team at Cape Crushing on this remarkable achievement.

MOVE TO KOMATSU PAYS OFF FOR ARMSTRONG CONSTRUCTIONS



One of the two PC400-6 Armstrong excavators 12,000 hours mechanically excellent.

Two years ago, Melbourne civil contracting company Armstrong Constructions (Vic) Pty Ltd made the decision to standardise its excavator fleet around Komatsu - and has never regretted it according to managing director Bill Armstrong.

The company's core business is water, sewerage and drainage works for metropolitan and regional water authorities, subdivision projects and councils. It also does wet hire, and general civil construction.

Armstrong's fleet consists mainly of excavators, with nine machines ranging from 12 tonnes to 40 tonnes. Other equipment includes loaders, backhoes, quad axle floats capable of carrying up to 40 tonne excavators (and available for hire), plus a couple of tip trucks.

According to Bill, two years

ago, only two of its excavators were Komatsu; now eight of them are.

"Before we made the decision to switch to all-Komatsu, we'd run a number of brands of excavator, plus two Komatsu 40 tonners. We were very happy with the Komatsu machines," he said.

"We made a conscious decision to go with Komatsu, and I am very happy that we did. One of the reasons for this is their fuel efficiency - and that proved to be a right decision with today's fuel prices!

"Our first Komatsu 40 tonner now has over 12,000 hours on it, and has not had a single mechanical problem," said Bill.

Bill's son Shaun Armstrong, the company's construction manager, said another reason for the change to Komatsu was having the branch just up the road from the company's

premises near Essendon Airport.

"We are now up to about 1000 hours on the newer ones we took delivery of, and there hasn't been a problem," he said. "The fact that Komatsu is just around the corner from us makes a helluva difference.

"Since we bought them, the service and support we've had from Komatsu couldn't be better. We do a fair bit of our own maintenance, but if ever we need something or a bit of advice, Komatsu is very quick to provide it," said Shaun.

The bulk of Armstrong Constructions' work is mainly hard rock excavation and deep trenching, working the machines very hard, and including a large amount of hammer work, Bill said.

"We made the decision to trade our existing machines and go all-Komatsu - but it took a lot of

work by our Komatsu rep Brian Rowley to help us make that decision.

"In the end, that decision was based on the performance of our first PC400, plus the anticipated fuel usage, and Komatsu's service and support."

Armstrong's now runs two PC400s, one Dash 6 and one Dash 7, a PC138US-2, a PC200-7, and four PC300-7s. Five of these have been bought within the past 12 months.

"Operator acceptance of the Komatsu excavators has been very good. I've had no complaints from any of our operators sitting in these new machines," said Bill.

Recent projects for Armstrong's Komatsu excavators have included working out at Tullamarine Airport, breaking out the taxiways at the International Terminal and strengthening the concrete runways for the forthcoming new A380 super jumbo jets.

Armstrong Constructions is a Quality Assured company and has been in business since 1975, specialising in civil construction and plant hire (mainly wet hire). Sewer, water and drainage installations are its core business, with its equipment able to handle large pipe diameters.

STOP PRESS

Perice Soda Holdings Ltd. featured in Issue 42 O2E, has placed a major order with Komatsu Australia for 12 new pieces of equipment, which includes 2 x WA900-3, 2 x HD785-7, 3 x WA480-6, 2 x HM300-1, a PC450LC-7, WA600-6 and SK820-5SF.

STRANO'S DASH 8 IS A WINNER



Laury Benvegno, long time star operator, loves the ride and performance of the new Dash 8 excavator. Inset: Sid Strano, managing director of Strano Enterprises.

Central Queensland contractor Strano Enterprises' recently purchased PC200-6 excavator which is proving to be a great machine according to managing director Sid Strano.

Sid, who runs Strano Enterprises along with his wife Margaret, first spotted the Komatsu Dash 8 series at the National Construction Exhibition in Sydney last year, and was very impressed with its cab and fuel efficiency.

"Knowing the reliability and performance of Komatsu equipment, I had no hesitation in purchasing a new PC200-8 excavator," he said. It was the first Dash 8 machine in Queensland.

"The new machine arrived in May and I have to say the new Dash 8 is a vast improvement on the previous model - and the Dash 7 was a good machine!

"Since we took delivery, the new Dash 8 excavator is proving fuel efficient and

reliable. Laury Benvegno, my star operator, just loves the ride and performance," said Sid.

"Laury, who has been with me for 15 years, is trustworthy and a real quiet achiever. And he looks after his machines. As the Dash 8 is the pride of our fleet, Laury is the operator."

Strano Enterprises' PC200-8 is currently working at Bundaberg's major Bargara bypass sewer pump station project as part of the construction of the western bypass along Hughes Road to the Bargara Treatment Plant at Nielson Park.

The company carries out civil construction and plant hire work in the Bundaberg region of Queensland, with its operations stretching from Maryborough to Agneswater and the town of 1770.

Sid started out as a sugar cane grower in 1975 when he purchased 400 acres of land with his brother. In order to

clear the land he purchased a dozer.

Then in 1981 there was a downturn in the sugar industry and Sid needed to look into other areas to stay afloat, so that year he started as a land-clearing contractor.

With 1981 to December 1994 being a boom time in the Bundaberg area, and good reliable contractors being scarce, Strano Enterprises filled the gap.

Sid started buying Komatsu when he purchased the first PC200-5 excavator in Australia in 1989, then in 1994 traded it in for a PC200-6, which he still has today.

"Currently the PC200-6 is still working for us and has now clocked up 15,000 on the original pins and bushes," he said. "And believe it or not the Dash 5 which I traded in is still operating in the Gladstone area!"

In 1999, he purchased another

PC200-6 and in 2004 a used PC220-6.

Sid also purchased a used WA500-1 which they use for their quarry operations and has now clocked up 25,000 hours.

So why does Sid keep coming back to Komatsu?

"The long-term performance is excellent - that's why I keep buying them," he said. "Their performance and durability is the best in the market.

"And when I do need some help, the backup from Komatsu is excellent.

"Our resident Komatsu fitter is Vern Phillips, and we don't need him very often - but when we do he's always got the answers.

"Actually the last time we needed Vern was when the seals between the engine and the hydraulic pump for the PC200-6 needed to be replaced - and that was at 12,000 hours!" said Sid.

UTILITY CENTRAL MEANS FASTER DELIVERY, BETTER SERVICE FOR CUSTOMERS



Komatsu mini excavators being prepared for delivery.

Over the past 12 months Komatsu Australia has established Komatsu Utility Central (KUC), an assembly and distribution centre for its utility range of products, allowing it to prepare and deliver machines faster throughout Australia, with a higher standard level of build quality and workmanship.

All Komatsu utility products sold in Australia - covering mini excavators, skidsteers, backhoe loaders and compact wheel

loaders - are now prepared for delivery at the Utility Central operation in Wetherill Park, in Sydney's Western Suburbs.

All machines are delivered from the ship to KUC, where they are fitted with standard fittings, such as quick hitches, buckets, radios, warning beacons, and safety signage.

According to Carl Grundy, Komatsu Australia's national sales manager, utility, this

centralised pre-delivery operation means a number of advantages for customers.

"The big advantage is faster turnaround of new machines," he said.

"Because we keep all the standard attachments in stock, they are waiting for the machines as they are delivered off the ship. That means we can turn machines around in a day or so, so they are often ready

before a customer has even finalised their finance.

"This has also meant a reduction in prices on some attachments, as we have gone to a selective tender process for the supply of these attachments. Because we are buying in bulk through Utility Central, we are getting sharper prices.

"Then once the machines are out in the field, because all components have been standardised, it is far easier for our field service technicians when they are servicing the units" said Carl.

"This means, for example, they don't need to spend time figuring out how one quick hitch works, compared with another they worked on last time.

"This will also lead to reduced servicing costs to the end user," he said.

Though all of the units are built at KUC are to the same specification, Komatsu Australia can still offer customisation of machine build to suit any requirement or application.



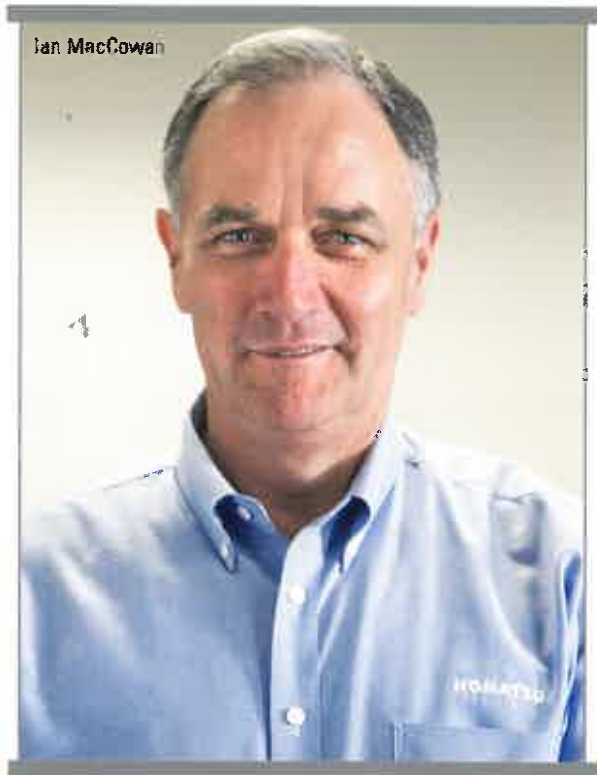
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Get the service you want at any time of day, from anywhere in Australia, for the cost of a local call.* Dial 1300KOMATSU (566 287) to speak directly with your nearest Komatsu branch.

YOU COULD WIN \$5000 CREDIT WITH KOMATSU

1300 KOMATSU CUSTOMER DIRECT LAUNCH



Ian MacCowan

In December 2006 Komatsu Australia launches its new *Customer Direct* service, allowing customers to directly contact Komatsu's total customer support team from anywhere in Australia for the cost of a local call, simply by calling 1300 KOMATSU (1300 566 287).

Ian MacCowan, Komatsu Australia's national customer support manager, said that customers calling 1300 KOMATSU will be connected directly to their nearest Komatsu branch - even if calling from a mobile.

“this service never diverts to a call centre...you will be connected directly to the nearest Komatsu branch.”

"Our *Customer Direct* service is smart enough to be able to divert mobile calls to the nearest Komatsu branch - putting customers directly in touch with Komatsu customer support," he said.

"This service never diverts to a call centre; any time day or night, seven days a week, it will put customers in touch with Komatsu Australia employees who know and understand our products, and the needs of our customers."

week to our customers wherever they are in Australia.

"Our new *Customer Direct* service is another element in our strategy to continuously improve the way we support our customers today and with their future demands," said Ian.

All customers who use the 1300KOMATSU *Customer Direct* service between now and the end of March 2007 will go into a draw to win one of five \$5000 worth of credit vouchers for Komatsu service and parts.

[This initiative is not yet in New Zealand - however, you can contact Komatsu NZ on 0800Komatsu to be connected to your nearest branch or Komatsu service provider.]

Calls, when not answered locally, are diverted to Komatsu Australia's regional centre and after hours to our Perth office, where customer support staff are now available 24 hours a day, seven days a

MATSU

Customer Direct

After hours, you'll divert directly to the nearest available Komatsu Total Customer Support team member.

Win one of five \$5000 credit vouchers with your local Komatsu branch. Next time you call, simply dial 1300KOMATSU to automatically go in the draw. (Entries close 31/03/07)



KOMATSU

Driven by your success

KOMATSU NEWCASTLE ACHIEVES MAJOR LTI-FREE MILESTONE



Komatsu Australia's Newcastle branch recently achieved a milestone in lost-time injury-free days, when it went past 1200 LTI-free days in July.

According to Angela Penton, Komatsu Australia's OH&S coordinator for NSW, Newcastle branch achieved this significant milestone through a number of key factors.

"Gavin Manning, the service manager at Newcastle, along with wheel motors manager Robert Uhl and used equipment manager Tony Seargent implemented a greater focus on reporting and managing of workplace injuries," said Angela.

"They also put in place a much stronger emphasis on job safety analysis and risk assessment, which went a long way to reducing the potential for incidents and injuries in the first place.

"And now throughout the organisation, we are now carrying out training in the use of our new *Komatsu Australia Risk Management Handbook*, which will go even further to reducing risk factors throughout the company," she said.

"This builds on Komatsu Australia's philosophy that our own employees should take

ownership of their safety and that of their workmates. The achievement of these LTI-free milestones at Newcastle and other Komatsu branches is a good example of putting our investment in training and safety education into practice."

Newcastle service manager Gavin Manning said the LTI-free milestone indicated the focus and commitment to safety procedures by Komatsu and its Newcastle employee.

"The continuing process of educating our people in the area of OH&S provides all current and future

apprentices, tradesmen, supervisors and managers with a safer workplace," Gavin said.

Komatsu Australia's Newcastle branch has not been alone in achieving excellent LTI-free results for the company in NSW.

The Mt Thorley-Warkworth contract service depot at Coal & Allied's Warkworth mine has passed 1500 days LTI-free, the Wollongong branch is close to achieving 1500 days LTI-free, while the Orange branch has passed 1000 days LTI-free.

DASH 8: "SO GOOD WE BOUGHT TWO MORE"



Deon Slater, manager of Devon Contractors, finds the new PC200LC-8 excavator very economical.

A Tasmanian forestry contractor has just ordered two more Komatsu PC200LC-8 excavators following excellent fuel economy, performance and operator acceptance from its first PC200LC-8 delivered in March this year - and which was the first Dash 8 excavator delivered in Australia.

Devon Contractors, based at Sheffield near Devonport, on Tasmania's north-west coast,

has contracts with Gunns Ltd, carrying out second rotation preparation for plantation forests once harvesting has taken place.

This work includes clearing the remaining slash material after logging has been completed, raking it into windrows, then creating spot mounds for planting of seedlings.

The new PC200LC-8, which replaced a PC200-6, is fitted

with a rake, rather than a bucket, for raking up the slash and then creating the spot mounds.

According to Devon Contractors manager Deon Slater, the company is currently upgrading its fleet to allow it to handle an increasing forestry opportunity with Gunns.

"We've been using Komatsu excavators for many years, and we wanted to update our fleet to the latest machines," he said.

"We're finding the latest Dash 8 machine is very economical on fuel compared with the Dash 6 and 7 machines we run. Our application requires a lot of walking and multi-function effort in often difficult underfoot conditions .

"At the same time, the PC200LC-8 is very productive; it's working hard all day, and its production rate would be pretty

close to our PC220-7 22 tonne machine," said Deon.

"It has more hydraulic power than the Dash 7 excavators, so it's considerably more productive than our PC200LC-7s."

"The operator of our first Dash 8 loves it, he thinks it's great," said Deon. "He finds it's also got a lot more room in the cab than the earlier models and is unbelievably quiet."

Devon Contractors has recently ordered two more PC200LC-8s, with one due for delivery mid-September and another in November. These have identical configurations to the earlier machine.

"We get good service from the Komatsu fellows here, so why would we go and buy any of that other yellow stuff?" he said.

LONG-SERVING EXECUTIVE RETIRES



Senior management team: Left, Ian Harvison, Michael Bragg, Anthony Crowley, Tatsuo Hirase, John Anderson, Bill Pike, Victor Telle and Sean Taylor.

Recently John Anderson, one of Komatsu Australia's (and its predecessor companies') longest-serving executives, retired, having started working for the company in 1972.

From 1980, until his retirement in June this year, John was company secretary for Komatsu Australia.

When he started working for the company in 1972, he was working directly for Komatsu Ltd in Japan, in the position of

administration manager.

His work included liaising with existing Komatsu distributors throughout the south western Pacific region, including Australia, New Zealand, Papua New Guinea, New Caledonia, Fiji and other Pacific Islands distributors.

"At that time Komatsu's Australian liaison office consisted of just six personnel looking after the entire Komatsu range," he said.

"Today Komatsu Australia is one of the largest heavy equipment distributors in Australia, New Zealand and New Caledonia, employing over 1300 people and with a network of 40 branches.

John said one of his most memorable moments with Komatsu was in 1980, with the establishment of Komatsu Australia Pty Ltd.

"Then it was an importing/wholesaling

company with a number of distributors across Australia; at that time they were Mitchell Cox, Forcepower and ANI Bradken.

"Another milestone which I recall vividly was in 1991, when Komatsu Australia became a national company - taking over distribution across Australia.

"This was a momentous occasion as it combined the assets and employees of the previous distributors under one strong organisation - a situation which continues successfully today," said John.

Now that he's retired, John and his wife Jan intend to do a little travel and spend time with the family, especially with their rapidly growing grandchild.

"Jan now needs to fit me with her daily plans, as working at home is definitely a full time job!" he said.

Everyone at Komatsu Australia wishes John and Jan a very long and happy retirement.

LATEST 100 US TON TRUCK SETS NEW POWER, FUEL AND BRAKING STANDARDS



Komatsu Australia has released the HD785-7, a 100 US ton capacity dump truck, featuring the highest horsepower and brake retardation in its class, a variable horsepower engine system for greater fuel efficiency, and the largest, most comfortable cab on the market.

Since releasing the HD785-7, Komatsu has received orders for more than 25 trucks, with a further nine pending.

Powered by a Tier 2-compliant Komatsu SAA12V140E-3 engine rated at 878 kW, the HD785-7 has a payload capacity of 91 tonnes and a heaped capacity of 60 cu m. It is matched to Komatsu's new PC2000-6 200 tonne-class excavator/shovel, or WA900-sized wheel loaders.

According to David Laidlaw, Komatsu Australia's national business manager, mining wheel loaders & graders, key features of the new truck include:

- ▶ The highest horsepower in its class
- ▶ Variable horsepower control system on the engine to optimise engine performance and minimise fuel

consumption, with reductions of up to 14% compared with the previous model

- ▶ A "new generation" operator's compartment, matching the design concepts of Komatsu's latest dozers, wheel loaders and excavators, providing increased room and driver comfort, along with lower in-cab noise levels
- ▶ Exhaust retardation, which is standard on the Australian specification, providing the highest brake retardation in its class, supplemented by new all wheel wet multiple disk brakes and fully hydraulic braking system, for lower maintenance costs and increased reliability
- ▶ Advanced transmission system, including Komatsu's K-ATOMiCS system and Auto Retard Speed Control for greater safety on downhill runs
- ▶ Automatic spin regulation (ASR), which automatically prevents the rear tires on either side from slipping on soft ground for optimal traction and improved braking

- ▶ Optional ABS (anti-lock braking)
- ▶ Easier maintenance through doubled oil change intervals and centralised greasing points and filters.

"The advanced retarder braking system on the HD785-7 includes Komatsu's AP-FOUR (anti-pitching 4-wheel oil-cooled multiple disc retarder), which applies retarding force on all four wheels," David said.

"With this system, the retarding force is shared between four wheels, reducing the possibility of tire-lock and enabling effective use of retarder capacity, for stable downhill travel.

"In addition, it allows the operator to set the downhill travel speed and go down slopes at a constant speed, freeing up the operator to concentrate on steering."

The speed can be set at increments of 1 km/h to match the optimum speed for the slope.

"This truck's retardation system has a capacity of 1092 kW in continuous descent - the highest in its class - providing more power than the truck's engine, for ample braking capacity," said David.

In addition, since the retarder cooling oil temperature is always monitored, the speed is automatically lowered to prevent overheating.

The HD785-7 also feature Komatsu's K-ATOMiCS system, with "skip-shift" function to ensure proper clutch modulation pressure when the clutch is engaged.

K-ATOMiCS controls both the engine and transmission by monitoring the vehicle conditions and, combined with the newly added "skip-shift" function, ensures smooth shifting and responsive acceleration.

With "skip-shift", optimum travel

speed is automatically selected depending on the angle of ascent, reducing the frequency of shift downs and giving smoother operation.

The variable horsepower control (VHPC) engine management system incorporates electronic engine control to provide increased climbing ability and improved fuel economy.

High power mode is suited to job sites where more time is spent working on inclines, while **Economy mode** is designed for when working on level sites or under conditions where machine load is lighter - such as when the truck is unladen - for reduced fuel consumption and lower operating noise.

Fuel consumption compared with the previous model HD785-5 can be reduced by up to 12% in heavy to medium duty applications, and by up to 14% in light duty applications. This is achieved through the variable horsepower control, which detects if the truck is loaded or unloaded and adjust the engine's horsepower to the conditions.

A very tight turning radius of 10.1 m (outside tyres) is achieved through the HD785-7's MacPherson strut type front suspension.

This incorporates a special A-frame between each wheel and the main frame, with the wider space created between the front wheels and the main frame increasing the turning angle of the wheels, resulting in a smaller turning radius.

The truck's optional ABS (Anti-Lock Braking System) has been developed using Komatsu's expertise in electronics technology, and follows the first application of ABS on construction machinery on the smaller HD465-7 truck, released in 2004. ABS prevents the tyres from locking, minimising skidding under slippery conditions.

PC2000-8 MINING EXCAVATOR SHOVEL SLASHES OPERATING COSTS

Komatsu Australia has just released the PC2000-8 mining excavator/shovel, a 200 tonne unit that replaces the PC1800-3 excavator/shovel, and which offers lower operating costs, increased fuel efficiency and the highest levels of operator safety.

With an operating weight of 200-204 tonnes in excavator configuration and 195 tonnes in shovel configuration, it is powered by a Tier 2-compliant Komatsu SAA12V140E-3 engine rated at 713 kW, and is matched to Komatsu HD1500 (150 US ton capacity) rear dump trucks.

According to Jim Chadwick, Komatsu Australia's National business manager, mining dump trucks & excavators, the PC2000-8 has a number of key features designed to increase safety and productivity, while reducing operating and maintenance costs, and fuel consumption.

"As with other Komatsu mining and construction products, the PC2000-8 offers a unique combination of industry-leading technology and componentry, all designed and manufactured by Komatsu to work together as an integrated whole," he said.

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

"Because all Komatsu mining excavator components are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance," he said.

Safety features on the PC2000-8 include Komatsu's recently developed OPG (operator protective guarding) cab, with Level 2 top guarding.

Meeting the latest ISO standards, the OPG is integrated with the cab as standard equipment, and in combination with a retractable seat belt, protects the operator from falling objects.

Other safety features include improved operator visibility, emergency stopping device and fuel-cut lever, anti-slip plates and an engine firewall.

Cab volume is 30% greater than on the earlier model, and includes an advanced air suspension seat and low in-cab noise and vibration levels, along with a large high-resolution TFT-LCD monitor.

An integrated power management system delivers optimum engine and hydraulic power as required, while power losses in hydraulic system, cooling fan and PTO are minimised through Komatsu's Total Power Management system.

An "economy mode" and Eco-gauge screen further contribute to reduced fuel consumption; compared with its predecessor PC1800, fuel consumption is 10% lower.

A 3400 litre capacity fuel tank allows

non-stop 24 hour operation between refills.

In addition to lower fuel consumption, operating costs are further reduced through increased oil and filter change intervals, 30% fewer parts than the PC1800, larger and stronger components, and the use of a "power module", containing the engine, radiator, oil cooler, hydraulic pumps and PTO packaged within a single easily removable unit.

"This power module design greatly simplifies machine disassembly for transportation and installation and removal of the components for overhaul, contributing to the reduction of hours of work for them," said Jim.

Other features designed to reduce maintenance and operating costs include Komatsu's advanced VHMS (vehicle health monitoring system) which allows remote monitoring and analysis of machine performance, EMMS (equipment management monitoring system) which monitors all key machine functions, automatic greasing system and ground-level refuelling and oil, coolant and fuel drain outlets.

"Maintenance requirements on

the PC2000-8 have been drastically reduced compared with the previous model, and this is now one of the lowest-cost excavators in the 200 tonne class," said Jim.

"Its ease of maintenance through the power module concept, longer change intervals and sophisticated on-board monitoring make it a very inexpensive excavator to own and operate," he said.

Australia's first PC2000-8 excavator is due for delivery to Western Australian contractor Piacentini & Son Pty Ltd during February 2007, as part of its general contracting fleet.

Key specs of the PC2000-8 are:

PC2000-8 excavator: Operating weight, 200-204 tonnes (depending on configuration); powered by Komatsu Tier 2 - compliant SAA12V140E-3 engine rated at 713 kW; maximum digging depth, 9.235 m; maximum dump height, 8.650 m; arm breakout, 58,500 kgf; bucket breakout, 63,800 kgf.

PC2000-8 shovel: Operating weight, 195 tonnes (depending on configuration); powered by Komatsu Tier 2 - compliant SAA12V140E-3 engine rated at 713 kW; maximum digging depth, 3.19 m; maximum dump height, 9.665 m; arm crowd, 77,000 kgf; bucket breakout, 73,500 kgf.



WA380-6 CONSTRUCTION LOADER MAKES ITS DEBUT

Komatsu Australia has announced a Dash 6 update to its general construction loader range with the release of the WA380-6 loader, offering significantly improved fuel efficiency, better balance and increased operator comfort.



The new loader joins the WA470-6, WA480-6, WA500-6 and WA600-6 loaders released over the past 12 months.

As with other machines in the Dash 6 loader range, the WA380-6 is powered by a Komatsu Tier III-compliant engine, the SAA6D 107E-1, rated at 142 kW.

Based on Komatsu's unique ecot3 technology, this engine delivers increased engine power and smoother running, through a high-pressure common rail fuel injection system and cooled EGR (exhaust gas re-circulation).

This engine technology, combined with a variable transmission cut-off system, which allows the operator to continuously adjust transmission cut-off pressure, depending on working conditions, combined with a closed-centre load sensing hydraulic system also contribute to substantially lower fuel consumption than earlier models, and Tier 3-compliant loaders from other manufacturers.

These unique features include a

new Komatsu electric engine control system to limit maximum engine revs for lower fuel consumption, combined with a new piston pump system which limits maximum boom speed according to the load in the bucket, offering the optimum choice of power or fuel efficiency.

As with the larger loaders in its Dash 6 loader line, the WA380-6 incorporates Komatsu's ecot3 (ecology and economy technology 3) approach, combining advanced electronic control, engine, transmission and hydraulic technology, with every machine component designed and manufactured by Komatsu to work together as an integrated whole.

They combine to offer lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

Key features of the new WA380-6 include:

- ▶ Up to 15% more cab space and 11% better visibility compared with its Dash 5 equivalent, with noise levels at the operator's ear below 70 dBA - up to 3 dBA lower than

competitive machines

- ▶ Reconfigured engine and major component placement, resulting in lower overall weight, improved balance and higher static tipping load
- ▶ Easier access to key components and daily service points, for reduced operating and maintenance costs
- ▶ One-touch reversible fan, for easy removal of dust, grit and other materials from around the radiator.

As well as the ultra-low emission Tier III-compliant Komatsu ecot3 engine, the new loader features lower noise levels and luxury-car standard cab comfort.

It also incorporates Komatsu's closed-centre load sensing (CLSS) hydraulic system - the same proven hydraulic system used on Komatsu excavators for the past 15 years - to further reduce fuel consumption by precisely matching loading and steering performance to the application and materials.

According to Charles Wheeldon, Komatsu Australia's national business manager, quarries, the new WA380-6 represents a significant upgrade over the Dash 5 model.

"The WA380-5 was recognised as a market-leading loader, with its fuel-efficient performance, excellent operator comfort, low operating and maintenance costs, and high productivity," he said.

"We've introduced a number of significant improvements that make the WA380-6 an even lower-cost, higher-production machine.

"Ease of maintenance has been substantially improved, with better component placement and wider-opening gullwing engine covers, the cab is quieter and more comfortable, with controls that are easier to use.

"And by adopting a smaller engine block and reducing cab weight, the center of gravity has been moved lower and to the rear of the machine, giving improved dynamic stability and a higher static tipping load.

"While productivity is comparable with the WA380-5, fuel efficiency is up to 13% better in loading applications, and up to 39% better in load-and-carry operations," Charles said.

"These figures make this a very economical machine to run in typical construction and local government loader applications, where higher fuel prices are having an increasing impact on operating costs and profits."

WA500-6 QUARRY LOADER RELEASED

Komatsu Australia has just released the Dash 6 version of its popular WA500 wheel loader - the latest in its range of ground-breaking Dash 6 wheel loaders, powered by its ground-breaking low-emission ecot3 engine, transmission and hydraulic technology.

The release of the WA500-6 (263 kW, 32.4 tonnes, 4.5-6.3 cu m) follows the launch last year of the

circulation).

Dual-mode engine power settings, combined with automatic transmission with a mode-select system, further lowers fuel consumption

All these features combine to provide lower emissions and increased fuel efficiency, along with improved operator comfort and safety in a fully integrated machine/component package.

load sensing (CLSS) hydraulic system - the same proven hydraulic system used on Komatsu excavators for the past 15 years - to further reduce fuel consumption by precisely matching loading and steering performance to the application and materials.

For easier operation and to further reduce fuel consumption, the WA500-6 features Komatsu's new "power kick-down system".

When the engine's Economy mode is pre-selected and the operator pushes the kick-down switch in second gear, first gear is engaged. By pressing the switch one more time, engine power mode is automatically changed from "E mode" to "P mode" for increased power going into the pile.

When shifting back to reverse, the power mode is automatically disengaged, allowing standard loading operations to just be done in Economy mode.

Other key features of the WA500-6 include:

- ▶ A newly designed drivetrain with large-capacity torque converter for optimal efficiency and unparalleled

initial rimpull-to-weight ratios, giving easier material penetration

- ▶ High-torque engine and large-capacity torque converters, allowing better matching of the engine and drivetrain, particularly at low engine speeds

- ▶ Dual-mode engine power settings, combined with an automatic transmission with a mode-select system, for lower fuel consumption

- ▶ Up to 15% more cab space and 11% better visibility compared with the Dash 3 equivalents, with noise levels at the operator's ear as low as 71 dBA - up lower than competitive machines

- ▶ A modulated clutch system to reduce tyre slippage and allow smoother speed reduction when approaching trucks

- ▶ Joystick steering system is standard on the WA500-6

- ▶ Low-effort finger-controlled levers for boom and bucket operation

- ▶ Stronger, more robust loader frame and components, giving longer intervals between rebuilds, longer life and lower repair and maintenance costs.

In addition to the ultra-low emission Tier III-compliant

Komatsu ecot3 engine, the new loader has lower noise levels and luxury-car standard cab comfort.

It also incorporates Komatsu's closed-centre

WA600-6, and earlier this year the WA470-6 and WA480-6.

As with the other loaders in Komatsu's Dash 6 loader line, the WA500-6 incorporates Komatsu's ecot3 (ecology and economy technology 3) approach, combining advanced electronic control, engine, transmission and hydraulic technology.

Every machine component is designed and manufactured by Komatsu to work together as an integrated whole.

The WA500-6 is powered by Komatsu's SAA6D140 E-5 engine, rated at 263 kW and delivering increased engine power and smoother running, through a high-pressure common rail fuel injection system and cooled EGR (exhaust gas re-



MODIFIED KOMATSU LOADER FOR TOUGH WASTE HANDLING JOB



Waste Management's WA250-5 Wheel Loader is the most cost effective loader, working in the toughest conditions.

Waste Management, one of New Zealand's leading providers of waste and environmental services, has recently taken delivery of a specially modified Komatsu WA250-5 loader for crushing and handling of waste materials at its East Tamaki waste transfer station.

The decision to purchase the WA250-5 was made following detailed whole-of-life costs comparisons across six machines, taking into account purchase price, operating costs, fuel consumption, resale value and other issues.

Waste Management, which is part of the Australian-based Transpacific Industries Group Ltd, has a joint venture operation with Manakau City Council called Waste Disposal Services.

This joint venture operates the East Tamaki transfer station, which handles 60,000 to 80,000 tonnes a year, plus a landfill operation at Whitford, handling 200,000 tonnes of material a year - and which is also used to generate power for the national grid from gases

produced from the landfill material.

According to Chris Wills, Waste Management's Operations Manager - Landfills, a waste transfer operation is one of the toughest applications around for a wheel loader, with a wide range of materials underfoot creating very rough surfaces, as well as material being constantly dumped from above.

The WA250-5, which has been fitted with solid rubber tyres, under-belly guarding and protective grills, works in a pit with waste dumping stations either side, pushing and crushing material into a hopper which feeds 10 tonne capacity bins for transfer to the landfill.

"It's handling all sorts of material, from steel, timber and glass, to various types of household waste, with very rough underfoot conditions - which is why we needed the special guarding put in place," he said.

All guarding and modifications were supplied and installed by Komatsu NZ from its head offices at East Tamaki; in

addition, the standard components removed from the loader, such as the tyres and autolube system have been stored, so that when the time comes for the machine to be sold, it can easily revert to a standard loader.

Wills said that following its delivery in mid September, operator response to the WA250-5 had been very positive.

"All the operators are very happy with it. In particular, they are finding the hydrostatic drive is really good; it gives plenty of power and makes for very smooth operation.

"In addition, this type of operation means that often one wheel lifts off the ground, and with the previous main loader it would just spin. Having the hydrostatic transmission improves that problem a lot."

Anticipated whole-of-costs for the WA250-5 compared with other machines were a key factor in selecting it for this operation, said Wills.

"We prepared a whole-of-life costing analysis for six

competitive machines, looking at initial purchase price, operating costs, resale value and fuel consumption - which is certainly one area where the Komatsu compared very well - and it all added up to the most cost-effective loader," he said.

"We also wanted a machine with a good resale value after 10,000 to 12,000 hours."

Before buying its new Komatsu, the East Tamaki transfer station had two smaller loaders, one of which was "past its sell-by date" and the other required a major overhaul. The older loader has now been disposed of, with the remaining one used as a backup loader to the WA250-5.

Increasing throughput at the transfer station required a move to a larger primary loader, said Wills.

The East Tamaki waste transfer station is one of two operated by the Waste Disposal Operations joint venture with Manakau City Council, which together with the Whitford landfill handles the bulk of the waste produced by the council's 250,000 residents.

It is one of the fastest-growing council areas in the Auckland region.

Waste Management has other operations in New Zealand, including another large landfill in Auckland, a joint venture with six councils in Christchurch, operating four waste transfer stations and a landfill plus waste collection and recycling businesses in most regional centres.

Komatsu New Zealand is the New Zealand distributor for Komatsu construction, utility and mining equipment.

Further information: Komatsu NZ, ph 0800 KOMATSU, website www.komatsu.co.nz, email info@komatsu.co.nz.

THREE GOOD REASONS WHY COORONG WENT FOR KOMATSU



Coorong Council's D155AX-6 dozer is primarily used with a ripper.

South Australia's Coorong District Council, around 100 km south east of Adelaide, has recently taken delivery of its fifth item of Komatsu equipment in the past three years - based on machine reliability, the ease of doing business with Komatsu Australia and operator preference.

Coorong District Council, which contains the towns of Tailem Bend, Meningie and Tintinara, also incorporates the famous Meningie Lakes, through which the Murray River flows into the sea.

Primarily a rural council, it is responsible for maintaining around 1600 km of unsealed roads and 300 km of sealed road, according Ron Downs, the council's rural roads supervisor.

Komatsu equipment owned by Coorong includes a WA270-3 loader purchased in 2003, three GD555A-3 graders bought over the past three years - the most recent six months ago - and a D155AX-6 dozer delivered in early November 2006.

Of the three graders, two are used for patrol grading, six days a week, and are shared by two operators, each working three days on, four days off - constantly resheeting and reconstructing the council's network of unsealed roads. The third grader is used for construction works.

The D155AX-6 dozer is primarily used with ripper for raising rubble in council gravel pits, which is then crushed and used in road construction and maintenance, with the WA270 used as a stockpile loader to load the council's tippers from these pits.

The initial decision to switch to the first Komatsu grader three years ago was made based on the brand's reputation, cost of ownership and operator preference.

"I'd had dealings with Komatsu machines some years ago, and I was always very happy with them," Ron said.

"For a few years here, we'd run

another brand of dozers and graders, but two years ago, when the time came for a new grader, the Komatsu machine came up better on fuel consumption, delivery availability, cost of ownership and operator preference.

"We always involve our operators in machine decision-making, and they were very impressed with the Komatsu graders, so we bought our first one."

"We've been so happy with its performance, the support and backup from Komatsu, and the cost of ownership that we've since bought two more," he said.

Coorong opted for its most recently delivered Komatsu machine, the D155AX-6 dozer, when it developed a need for a larger machine.

"Recently we've been moving to harder materials, which makes for longer-lasting, better quality roads, but also makes it a lot harder to rip," said Ron.

"We found with our previous

dozer - which was a class smaller - that it couldn't manage the harder materials, so we opted to move up a size - which is why we went for the D155AX-6."

"Our production has gone from around 1400 cu m a day - depending on the pit - to around 1800 cu m with the bigger dozer."

"We opted for Komatsu due to the overall cost of ownership, their reliability and the fact that it was the latest model dozer," he said.

"Previously I'd spent 22,000 hours on a Komatsu dozer, and it had never given me any problems at all, so I know how reliable they are."

"The operator likes it; he's been very happy with it. Before this he'd been on two machines from another manufacturer, and he's been very pleased with the new machine."

"As with the graders, he was involved in the purchasing decision - we went up to see one in action in Queensland - and he was very happy to switch to the Komatsu dozer."

Coorong's oldest machine, the WA270-3, does around 1000 hours a year, working as a stockpile loader with its trucks, loading from the gravel pits.

Komatsu Australia carried out all servicing on the loader and the dozer.

"This is not under a contract, we just work it out between us. Komatsu is very easy to deal with like that.

"With the patrol graders, which each do around 3000 hours a year, every 2000 hours, Komatsu will go out and do a service, just to check everything's going OK, and that they are running well, replace filters, oils, etc."

Operators carry out the internal oil changes on all patrol graders, Ron said.

KOMATSU MINIS GIVE BETTER RETURN AND SERVICEABILITY FOR NZ HIRER



Wayne Cowley, owner of Cowley's Hire (on left) with Kevern Rogers, the Northland Regional Manager for Fulton Hogan Ltd, one of Cowley's Hire's customers.

Cowley's Hire Centres, one of New Zealand's largest privately owned equipment hire operation, is finding the customer acceptance, ease of servicing and return on investment with its fleet of eight Komatsu mini excavators to be outstanding.

The company, based in Whangarei, with three other depots in Northland, owns five Komatsu PC18MR-2s and two PC20MR-2s plus a PC40R. The PC20MR-2s were purchased about 12 months ago, while the PC18MR-2s have been delivered over the past three months, with the most recent delivered late October.

Cowley's Hire head office is in Whangarei, with depots in Waipapa (Kerikeri), Ruakaka (Marsden Point) and the Whangarei suburb of Kamo.

According to owner Wayne Cowley, it is one of the biggest one-off dry hire operations in NZ, with its main depot having an area of 3.7 acres.

It has a fleet 42 excavators from 1.5 to 20 tonnes, two Komatsu D31 dozers, a GD405 grader, and a JV100WA roller along with cement mixers and a whole range of other hire equipment, totalling 5000 items.

Customers range from NZ's largest contractors, such as Fulton Hogan and Works Civil, through to local government, smaller contractors, farmers, tradesmen and home handymen.

In addition to its construction, building and industrial equipment hire operations, the company also operates a party hire business - including offering for hire NZ's largest

marquee.

Cowley's Hire was originally founded by Wayne's father 54 years ago. Wayne purchased the company from his father some 20 years ago.

Cowley said he had switched to Komatsu over the past year because they were more economical to run compared with other brands.

"Their serviceability is downright incredible; it's just brilliant," he said.

"Some other mini diggers can take two and a half hours just to change a hose; with these Komatsu machines, it's just a matter of tilting up the cab unit and you have easy access to everything, all the components.

"In addition, the Komatsu excavators are recognised by our customers and the market

as being top-of-the line," said Wayne.

"It means we pay a bit more for them up front, but we like to turn our machines over at about 3000 hours - which means they still have good resale value.

"Because we are looking for a return on these machines when we come to sell them, we expect to get back the extra dollars we've spent up front in the higher resale values later on."

As part of its commitment to offering the best-quality machines and setups on the market, Cowley's Hire also fits swivel heads on all its excavators.

"We are the only hire company to offer this as standard," said Wayne. "Certainly it's an added expense to us in doing this, but it makes our machines that much more hireable.

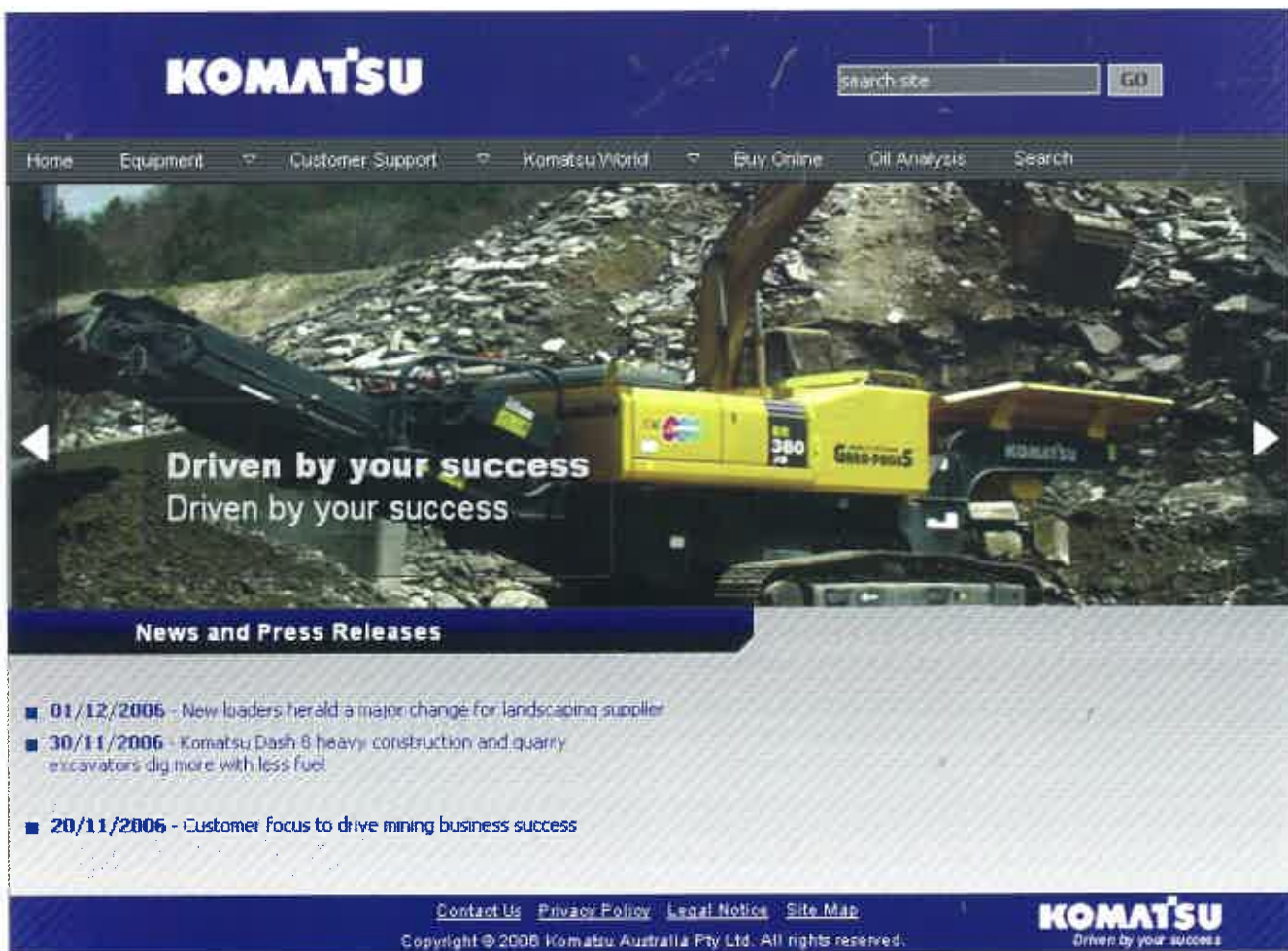
"We believe in giving our customers the best of what's available - and we're certainly getting a good response from our customers to the new Komatsu machines," he said.

"We've only had our older two Komatsu diggers less than a year, and already they are close to 1000 hours. In comparison, we have some other machines in our fleet that are three years old, and still haven't reached 1000 hours - which goes to show the popularity of the Komatsu machines.

"Another reason we went for the Komatsu 1.8 and 2 tonners is that we can put them on a trailer, and we can keep the all-up weight below 2.5 tonnes - which means they can still be transported this way."

To contact Cowley's Hire Centres, call (09) 438 3613, website www.cowleyshire.co.nz.

OUR NEW WEBSITE GOING LIVE IN 2007!



Ian Harvison

In early 2007, Komatsu Australia will launch its new website (at www.komatsu.com.au), with a complete makeover, offering a new look and feel, much faster loading speeds, greatly improved navigation, more detailed and useful customer information, and ready access to our on-line ebusiness parts-ordering system.

Access to the new site is virtually instantaneous, and immediately brings up detailed information on products and services available through Komatsu Australia, said Ian Harvison, Komatsu Australia's general manager, information technology.

"We have partnered with Microsoft, the world's largest and most successful software company, building our new website using Windows Sharepoint Services," he said.

"This gives us access to the most up-to-date website building and content management systems on the market, ensuring we have a website that is easy to use and navigate, providing our customers with ready access to vast amounts of information on the products and services we offer.

"In addition, it extends the accessibility and ease-of use of our ebusiness on-line parts-ordering service, allowing customers to search for and order parts, components and consumables for their equipment 24 hours a day seven days a week, at their own convenience," said Ian.

"This system is far more accessible than it was previously, and offers customers the opportunity to save significant time and cost in ordering parts.

"I would strongly encourage all Komatsu Australia customers to register for our on-line parts ordering service; you will be amazed at its ease of use, and the time-saving and convenience benefits it offers," he said.

"At the same time, with the new

website, we have retained our popular regular news updates sections on Komatsu equipment and services, end user reports and Komatsu news, but we have now supplemented these with making vast amounts of information on Komatsu new products readily available," he said.

"For example, we now offer complete specifications of all equipment available through Komatsu Australia, including detailed specification brochures in PDF format.

"I'd like to invite all Komatsu Australia customers to visit our website in early 2007, and spend some time exploring it. We also invite feedback from customers on how you find the site, and any suggestions or ideas you have for how we can improve it further for you," said Ian.

DASH 8 BURNS LESS FUEL, HAS MORE POWER



Brian Field

A NSW Northern Rivers region contractor, Ballina Pipeline Constructions, is getting significantly better fuel consumption, combined with increased productivity, from its new PC200-8 excavator.

According to owner Brian Field, fuel consumption of the PC200-8 is around 15 litres per hour, compared with about 18 litres per hour from his two PC200-7s.

"We measured the fuel consumption the other day

when it was digging shale and loading trucks, so working fairly hard, and came up with some very good figures," said Brian.

"My operator loves the machine; he reckons it's very good - it's more productive, it's got a lot more cab room and the display is much easier to read.

"I love the fuel savings. That was one of the reasons I went for the new Dash 8, because with the way the cost of fuel is going this is very important.

"The Komatsu guys told me it would burn less fuel - and it certainly does," he said.

Brian started Ballina Pipeline Constructions about 25 years ago "from nothing," he says proudly, and today has a substantial fleet of Komatsu earthmoving equipment, plus trucks and rollers.

The company carries out a wide range of civil construction-related projects throughout the Northern Rivers region, including earthworks, roadworks and pipelaying.

His Komatsu equipment includes the new PC200-8, two PC200-7s, a PC78-?, PC45-?, PC40-? and PC15-?, along with a WA180-? Wheel loader and a GD???-? grader.

"I run all Komatsu equipment, except for my trucks and rollers," he said.

"I've been buying Komatsu since 1990, and in that time I've owned around 23 excavators.

"Why? Because they look after me, they are good reliable machines, I get good deals from them, the trade in prices are good, there is a local service guy in town, and the sales rep is a good bloke."

EXCELLENT EXCAVATOR RELIABILITY AND PERFORMANCE FOR HANSON

Following outstanding performance and reliability of a Komatsu PC300-5 since 1991, Hanson's Wagga Wagga Quarry recently took delivery of a new PC400-7 for overburden stripping and material extraction.

According to quarry manager Ross Campbell, the PC300-5 had logged 23,000 hours in its 15 years as the prime excavation tool at the quarry, and is still there - although it will shortly be moving to one of Hanson's Tasmanian quarries, where it will be used for overburden rehabilitation work.

"We had a very good run from that machine. Over that time, we never had to do anything to the motor or the hydraulics," he said.

Hanson's Wagga Quarry is located alongside the



Murrumbidgee River and has been in operation for 40 years. It extracts up to 200,000 tonnes a year of sand and river gravel for various construction purposes in the surrounding region, including as roadbase, concrete materials, sand and gravel products and aggregates.

As well as the new PC400-7, the

quarry has also recently taken delivery of a Komatsu WA420-3 wheel loader for sales loading work.

Its new PC400-7 is fitted with a 1.8 cu m bucket, and is used for loading 40 tonne articulated dump trucks.

Ross said the quarry had opted for the larger machine due to

increased sales.

"We needed a bigger loading tool, and the 40 tonner is a better match to the 40 tonne ADTs," he said.

"We went for another Komatsu because of the past performance and reliability of the PC300-5, and because they offer a better excavator than anyone else.

"Our operators are very happy with it. It has a bigger cab and is a lot more comfortable for them."

"In addition, the backup from Komatsu Australia is very good, excellent in fact," said Ross. "Komatsu has also placed a mechanic in Wagga now, which has been a really good move. They are looking after us very well."

GARY STEEN, SUPPORTS KAL CUSTOMERS



Left: Gary Steen, Komatsu customer support representative with Dave Cooper, AWJ Civil's maintenance manager.

In this edition of D2E, we profile Gary Steen, one of three Komatsu Australia customer support sales representatives based in our Fairfield branch. Gary, who started with Komatsu 15 years ago, is one of Komatsu Australia's longest-serving and most successful customer support people, a role he first took on when he was appointed Sydney product support representative in 1998.

Gary's operations cover major customers and quarries around Sydney, including the larger contractors, bigger government departments, quarries such as Boral, PGH and Readymix, along

with the large landfills and recycling operations.

"I work with these customers to plan maintenance, carry out machine inspections, undercarriage inspections, bucket inspections and provide technical advice," he says.

"I'm their first port of call for any Komatsu-related requests or issues. For example, if there's ever a problem with invoices or a warranty issue, they'll call me - as well as for technical and product support matters.

"That means I'm almost always the first one within Komatsu to hear about something.

"I know what projects are happening and who is doing what, when, where and how."

Gary's 15 years with Komatsu means he has got to know a lot of customers, and developed close relationships with them.

"Many of our customers have become more my friends than just business associates, which is a really important thing for me."

Gary says the change from being a product support rep to a customer support position also changed the focus of what he does.

"With the creation of the CSSR role, it's a lot more customer-focussed, rather than being machine-focussed - which is what it tended to be in the past.

"Because of this, there's now much more of a push to understand what drives our customers, the issues that affect their businesses, and how we can help them become more successful," he says.

"Being able to provide valuable solutions that benefit our customers by utilising our many quality products and services is what strengthens our relationships"

"We have got so many good products available through Komatsu now, that we can even offer products to those customers who don't own Komatsu equipment," says Gary.

"For example, we can offer Berco track as a high-quality undercarriage alternative to non-Komatsu machines, or we can supply K VX and Hensley as solutions to any GET problem."

For Gary, one of the highlights of his time at Komatsu so far has been a trip to Norway last year - a reward for converting more customers to K VX GET than anyone else in the company throughout Australia.

"I was very proud to win that trip, and the opportunity to visit the factory in Norway, and see different applications for the

product was fantastic," he says.

"The K VX system really works, and it proves itself. And because of our success with K VX, I'm now in the fortunate position of being able to take customers to see other applications of this product and hear the benefits from other users.

"The K VX product is a little more expensive up front, but it's the whole-of-life benefits we are now able to prove to customers. Lower fuel consumption, reduced downtime with GET changeovers, increased production - they all add up to a lower whole-of-life cost compared with other products.

"I really believe in the K VX product, and the value it brings to customers, which makes it very easy for me to sell it to them."

The other big kick Gary gets from his job is bringing in major rebuild jobs for the Fairfield workshop. These are typically the larger dozers, loaders and excavators.

"They come in looking like a wreck, and leave our workshop looking like a brand-new machine," he says. "It's great to see the look on the face of the customer when they see the end result.

"A job like this gives everyone in the workshop - from the welders and fitters, through to the guys in the paintshop work for good lengths of time. They also give our apprentices a great training opportunity.

"It's a big group effort, and at the end of the job, we always take a group photo of everyone involved in front of the overhauled machine.

"It's a really good thing to be able to do," says Gary.

"I have seen a lot of changes within the company and many improvements in the products and services, it's been great to be a part of this continuing growth."

KOMATSU OPENS NEW CAIRNS BRANCH

Komatsu Australia has opened a new branch in Cairns, North Queensland, with facilities including an 650 sq m fully equipped workshop, a 150 sq m parts storage area and an office, staffed by two fitters and two parts interpreters.

The new Cairns branch, based at 45-47 Hargreaves Street, Edmonton, was opened to allow Komatsu Australia to better service its customers in the Cairns region, said Dave Clive, manager of the company's north Queensland region.

"We opened this branch as a way of showing our commitment to our customers in the region, and as an element of our strategy of growing the business in Far North Queensland," Dave said.

"The response from our

customers has been excellent. The investment here has paid off very quickly, and our workshop is very busy. For example, right now we are working on two graders, a compactor, two backhoes and a wheel loader.

"We also stock a comprehensive range of genuine parts, based on the machine population in the region - so we are able to respond very quickly to any machine breakdown issues," he said.

"We are now looking for a branch Supervisor to run this operation." The Cairns branch is in addition to Komatsu branches in Townsville and Mt Isa. It can be contacted on phone (07) 4045 0942, fax (07) 4045 4833.



The new Cairns branch will service north Queensland region



Nth QLD region manager, Dave Clive (left) with president, Bill Pike at the Cairns branch opening



Left: Mai Groves, Bill Pike, Dave Clive and Graeme Corcoran



Left: Ian Kidner, Leanna Batch and Jeff Robertson



Left: Chris Cassetti, Graeme Tredree and Dave Lindsay



Left: Amber McDermid, Sandy Crane, Rachel Prosper and Chris Smart

KOMATSU HELPING TO MAKE A CONCRETE DIFFERENCE IN THE KIMBERLEYS



carried out off-site at a local commercial location, casting wall panels for road transport to sites at local communities throughout the East Kimberley.

In Stage three, the project will move to its own off-site casting in a full factory setup, incorporating casting beds, overhead cranes and yard storage.

The aim of the project is that the Trainees will move through stage 1 and into stage 2 during their 12-month traineeships, which began in March 2006, and be able to participate as employees and potentially entrepreneurs by the time they have completed Stage 3.

The Komatsu skidsteer will provide a valuable training tool for the Something Concrete trainees, as well as opportunities for the project to gain additional work in addition to its current building activity.

According to Beacon's executive director, Scott Harris, the Something Concrete program is the latest initiative from the foundation, aimed at providing alternatives to the dole and a life of welfare and despair.

"This program follows our No Dole, Real Jobs and Polish programs, which following successful pilots, have been rolled out in communities around Australia.

"Something Concrete has the potential to provide an alternative to the lack of quality accommodation and job opportunities that applies in too many remote area communities in parts of Australia," he said.

"In addition to Komatsu Australia, we are receiving generous support for this program from the Macquarie Bank Foundation, Readymix and Sinclair Knight Merz."



The Something Concrete program is a community, public and private sector partnership which is building homes and developing skills as part of a demonstration project which, if successful, will be applied in other remote-area communities where accommodation is critical and job skills generally low.

Beacon supporter Komatsu Australia has donated a new SK820-5 skidsteer loader to the project; the machine was delivered to the site in August.

Stage 1 of the program, which is employing five young Aboriginal people under project manager Graham Lovell, involves the construction of three precast concrete units on a residential lot in Kununurra, using site-cast "tiltup" construction techniques.

In stage 2, precasting will be



A Beacon Foundation project, in association with the East Kimberley-based Wunan Foundation, has been established in the East Kimberley region to develop construction industry-based skills for young Aboriginal people.

KOMATSU RELEASES NEW SUPER COOLANT FOR LONGER MACHINE LIFE, LESS ENVIRONMENTAL IMPACT



Komatsu Australia has recently released a new Komatsu-developed coolant line, providing increased machine life, longer coolant change intervals and lower environmental impacts.

Coolants are employed to prevent freezing, corrosion and rust in cooling systems, as well as providing other useful functions. Using the correct coolant will have a significant beneficial impact on the life of engines, radiators and powertrains.

Komatsu's Super Coolant AF-NAC, based around Komatsu's cutting-edge proprietary technology, incorporates anti-cavitation protection and long-life additives, which contribute to lower machine operating costs.

The considerable technological advances in coolants in recent years have had a major effect on the longevity of core components of construction and mining equipment. While the main features of a coolant are to prevent overheating of the cooling system, it also acts to prevent corrosion and rust.

In addition to these properties, Komatsu's Super Coolant AF-NAC provides the high degree of anti-cavitation protection demanded by heavy-duty construction and mining equipment.

And with the greater attention now given to environmental issues, Super Coolant AF-NAC contributes to lower pollution through a dramatic reduction in environmentally harmful additives.

Super Coolant AF-NAC is recommended for all Komatsu equipment, from the latest ecot3 technology machines, to the oldest equipment still in operation.

Key features of Super Coolant AF-NAC include:

- ▶ Addition of special polymers developed through Komatsu's proprietary technology, providing the highest levels of high cavitation prevention
- ▶ Highly heat-resistant, long-life additives which give a high degree of resistance to corrosion and rust, while extending coolant life.
- ▶ Special additives to prevent generation of water-clogging scales, which cause

overheating, suppressing overheating of key components.

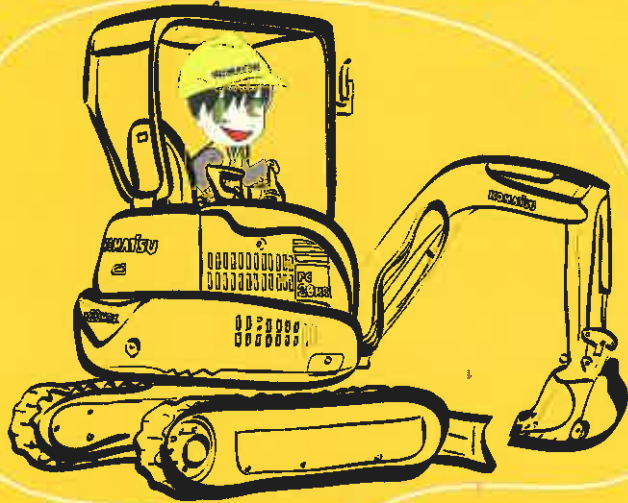
- ▶ No amine compounds, nitrite and borate, all of which are environmentally harmful additives. In addition, this coolant further contributes to lower pollution through the reduced use of additives that add harmful nutrients waterways.

Komatsu's Super Coolant AF-NAC, which is suitable for all Komatsu equipment, as well as other brands of earthmoving and construction equipment, is available through your nearest Komatsu Australia outlet - or talk to your local Komatsu Customer Support Sales Representative.

FINGER PUPPETS



Kim



Mat



Sue

ASK

- Ask mum or dad to help you cut your puppets.
- Not intended for children under three.

CUT AROUND



FOLD



PLAY



SPOT THE DIFFERENCE WINNERS:

- Brodie Schulz. Age 6, from Bordertown SA
- Madison Bearley. Age 10, from Labrador
- Luke Gilbert. Age 13, from Waldara

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