

# DOZE



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› PC800SE-7 AT BORAL › HST LOADERS › NEW DUMP TRUCK › NEW HR MANAGER

› DOWN TO EARTH MAGAZINE › Spring 2004 › ISSUE 34

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**Ted Takiguchi**  
Executive Chairman  
Komatsu Australia Pty Ltd

# KOMATSU COMMENTS

**Welcome to our latest edition of Down to Earth magazine, and my first as chairman of Komatsu Australia.**

It is my great pleasure to report that Komatsu, both in Australia and around the world, is continuing to record outstanding profits and sales figures, on the back of strong mining and construction activity globally.

Komatsu Ltd. recently ended the first quarter of the Japanese fiscal year with its operating profit up 96.6% and sales increasing by 19.8%, compared with the corresponding period last year.

Continuing growth in demand for our construction and mining products in North America,

Oceania and the Middle East/Africa is behind these improved results. In China, although sales in recent months have declined from the previous corresponding period due to the Chinese government taking measures to bring its economy to a soft-landing, Komatsu remains confident that this market still has huge long term potentials and that it will continue to grow steadily.

The full-year projections of a record year for Komatsu Ltd. remain unchanged from its May 2004 announcement of a net sales expectation of 1300 billion yen this fiscal year (ending March 31, 2005), and income before tax to hit 72 billion yen (up 166.3%) and net profit 37 billion yen.

Komatsu Ltd. is on track to reach an operating profit target of 80 billion yen a year ahead of schedule, and is set to increase the number of products offered that have a "unique and unrivaled" technological advantage.

Komatsu Australia is also projecting a record year in equipment sales in Australia, New Zealand and New Caledonia.

I would like to take this opportunity to thank all our loyal customers for continued support and look forward to providing you with "unique and unrivaled" products and service.

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### [Down to Earth Magazine

is a Komatsu Australia Pty Ltd publication]

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### Front Cover

Australia's first PC800SE-7 was recently delivered to Boral's Petrie Quarry Queensland.



# SUCCESSFUL CIVENEX SHOW

**Komatsu Australia had a highly successful local government trade show for Sydney's Civenex 2004 exhibition at the Sydney Showgrounds in late May.**

A wide range of local government and contractor equipment was on display, including a new GD555-3 grader (one of two just sold to Narrabri Shire Council), Dash 7 excavators and Dash 5 wheel loaders, the just-released WB97R-2 Tier II backhoe and the new MR-2 zero-swing mini excavators.

A highlight of the display was Komatsu's hosting of delegates from the Institute of Public Engineering Australia's (IPWEA) NSW conference on the first day of the two-day show.

With a Dixieland jazz band leading the way from the conference at the Super Dome to Komatsu's stand, around 200 delegates took the opportunity to see the latest Komatsu equipment and hear about some of Komatsu's recent achievements in the local government market, while having a bite to eat.



*General manager, sales and marketing Jim Playsted addresses IPWEA NSW conference delegates on the Komatsu stand.*



*A Dixie band lead IPWEA delegates to the Komatsu stand.*

Throughout the show, Komatsu's stand attracted a steady stream of visitors keen to see the latest equipment and partake of the excellent coffee and muffins available from the Komatsu Café.

"This show was one of the best I have been involved with for

some time," said Lawrie Mills, Komatsu Australia's regional sales manager, south-eastern region.

"The number of customers that visited our stand was very high, while the number of potential prospects was also very high calibre," he said.

# KOMATSU HUNTS IN THE HIRE & RENTAL "JUNGLE"

**Komatsu Australia was a significant sponsor of the Hire & Rental Industry Association's annual conference held at the Conrad Jupiter casino on the Gold Coast in mid-May.**

Our display at the show was designed to fit in with the conference theme, lightheartedly entitled "Survival: It's a jungle out there!"

Komatsu utility representatives were on hand to launch the new PC09 mini excavator – an ideal hire and rental machine with its ability to be towed on a trailer behind a ute – as well as our new MR-2 range of zero-swing mini excavators.



*Komatsu Australia representatives at the Hire & Rental Association Conference. From left: Phil Atley, Carl Grundy and Lawrie Mills.*

# KOMATSU ROUNDS OUT MID-SIZE HST LOADER RANGE

Since releasing its first Dash 5 hydrostatic transmission (HST) loader late in 2003, Komatsu Australia has filled out its mid-sized HST loader range, with the release of a further three models, plus two "tool-carrier" options.

Komatsu's mid-size HST range now consists of the WA150-5 (1.5-1.7 cu m), WA200-5 (2-2.4 cu m), WA250-5 (2-2.8 cu m) and WA320-5 (2.7-3.2 cu m). The two toolcarrier options are the WA200PT-5 (1.8-2 cu m) and the WA250PT-5 (2-2.4 cu m).

Its first Dash 5 HST machine was the WA250-5, released in September 2003.

Common features to all these HST loaders include:

- ▶ Two motor system, with a single pump delivering power from the engine to both a high-speed and low-speed hydraulic motor; when high rimpull is required, the pump feeds both motors, while in travel or load-and-carry operations, the pump feeds just the high-speed motor for reduced fuel consumption.
- ▶ A "dial up" variable shift control system, allowing the operator to dial in low travel speeds, while still maintaining maximum engine power. This provides maximum rimpull and digging power in tough digging applications, or maximum power to hydraulic attachments.



The WA250-5 is the largest in Komatsu's new hydrostatic loader range.

- ▶ A traction control system, providing maximum traction in slippery underfoot conditions.
- ▶ Torque proportioning differentials as standard.
- ▶ Heavy duty axles with multi-disc oil service brakes. Combined with the built-in braking effect of the hydrostatic transmission, these are expected to give exceptionally long service life.
- ▶ Multi-disc oil-immersed parking brake.

According to Colin Chamberlain, Komatsu Australia's senior product manager, wheel loaders, the

new Dash 5 HST range delivers significant cost and production advantages.

"Hydrostatic transmission is very efficient at delivering engine power to the wheels, so there are minimal energy losses," he said.

"That means maximum rimpull, and heaps of 'grunt' in tough digging and loading applications — something that's already been commented on by our customers.

"In addition, the two-motor drive system is very fuel efficient, so there are significant fuel savings compared with conventional torque converter/powershift transmission loaders."

Colin said owners could also expect significantly lower repair and maintenance costs.

"The brakes are just about maintenance-free. The hydrostatic transmission system means there are much lower shockloads on

components, so component durability is greatly extended.

"Over the life of these machines, we expect to see a 30% reduction in maintenance costs compared with conventional torque converter/powershift loaders," he said.

Ease of operation and operator comfort are other major features.

"Directional controls are by a simple forward/backward lever, eliminating the need for any gear shifting and kickdown operation going into the pile.

"The operator simply dials in the shift control applicable to the job at hand, and is then free to concentrate on digging and loading," said Colin.

"The large, air conditioned cab features a two-door walk-through design for added safety, along with full-visibility pillarless windows and low noise levels of only 70 dBA at the operator's ear."



Direction controls are by a simple lever



"Dial up" variable shift control.

# AGING PC1000 EXCAVATOR REBORN

**A 15-year-old Komatsu PC1000SE excavator that had clocked over 25,000 hours and was all but ready for the scrap heap has been rebuilt back to as-new condition by Komatsu Australia's Fairfield workshop team.**

The excavator, the first hydraulic excavator ever purchased by the Boral Group, was bought new in 1989 to replace a cable-operated dragline

Since then, it has worked at various quarries around Sydney, including Emu Plains, Prospect and Dunmore.

Before being rebuilt, the machine had been all but parked up for around 18 months (a cracked boom meant it was not suitable for serious digging work) and was in a fairly sad state when first inspected by Komatsu Fairfield's account development manager Gary Steen.

When Boral required a large excavator at its Peats Ridge Quarry to handle increased production, it had a couple of options.

Hans Zandbergen, Boral's Sydney Metropolitan Quarries Maintenance Manager, weighed up the costs involved in rebuilding the Komatsu,

compared with rebuilding an existing competitor's machine – which was still in use.

"After reviewing Gary's proposal, we decided to go with the PC1000SE rebuild," he said.

"The cost for the 100 tonne PC1000SE was around the same for the competitive machine, which is only a 75 tonner, plus we'd always been very impressed with the excellent performance and reliability of the Komatsu.

"We also received superior service and support from Komatsu Australia," said Hans.

The machine was stripped down and brought to Fairfield workshop where it underwent major repairs.

Repairs included:

- ▶ Lineboring, repinning and bushing of the entire work equipment
- ▶ Resealing of the control valve and associated piping
- ▶ Replacement of the hydraulic pumps
- ▶ Rechroming and resealing of all cylinders
- ▶ Bucket refurbishment and fitting with Hensley GET
- ▶ Major panel repairs and full cabin refurbish



*The refurbished PC1000 with the Komatsu workshop crew. Inset shows the machine before the makeover.*

- ▶ Replacement of the undercarriage
- ▶ Boom strengthening modifications.

Safety modifications, including automatic fire suppression, battery isolation and emergency stops to make the machine MDG 15 compliant, were also fitted

Throughout the process, Boral and Komatsu Australia representatives had meetings and regular inspections of progress.

The job was turned around in eight weeks within budget – a credit to the service personnel at Komatsu Fairfield.

The machine is now back at work at Boral's Peats Ridge Quarry.

"We are very very happy with it; it's going very well," said Greg Dressler, Peats Ridge Quarry Manager.

"We certainly made the right decision in rebuilding that machine compared with the alternative; we've got a bigger and better machine long term.

"We were also pretty impressed with Komatsu Australia's performance. They've done a very good job," he said.



*Work proceeding on the PC1000.*



*Handover of the as-new machine. From left, Hans Zandbergen, Boral; Gary Steen, Komatsu Australia; and Greg Dressler, Boral.*

# FIFTH BLUE CIRCLE D375A DOZER

**Boral's Blue Circle Southern Cement has recently taken delivery of its fifth Komatsu D375A dozer with the commissioning of a new D375A-5 dozer at its Waurn Ponds Quarry near Geelong, Victoria.**

The quarry has operated Komatsu D375A dozers since its first, a D375A-1, was delivered in the late 1980s. Since then, it has operated two D375A-2 dozers and a D375A-3, before taking delivery of the latest one.

One of the D375A-2s remains on the site alongside the new machine, while its earlier D375A-2 was traded on the new Dash 5, with 30,000 hours and still performing well according to quarry manager Alex Walker.

The dozers are used for pre-ripping limestone in the quarry, and then push-loading the scrapers.

"We don't do any blasting at this quarry, which is why we use this size dozer," said Alex.

"Our first Komatsu, the D375A-1, was the first of this model in Victoria," he said. "We had a few teething problems, but they were sorted out pretty quickly and it went on to become a very productive dozer.



*Blue Circle Southern Cement's recently delivered D375A-5 dozer, the fifth Komatsu dozer at the Waurn Ponds Quarry.*

"As a result of its performance, we bought our first D375A-2, in 1991, and that was fantastic machine. It's the one we've just traded on the new Dash 5, and we were more than happy with that dozer."

The quarry's next dozer was a D375A-3 – again, the first in Victoria. It had a number of issues with this machine, and

eventually swapped it for a low-hour imported D375A-2.

"Komatsu Australia really looked after us during this process. We were very happy with how they managed this, and that was a key element in us deciding to go with the new Dash 5 dozer," said Alex.

"Due to the support we knew

we'd get from Komatsu, and once we'd established that the Dash 5 version would give us the production, balance and ride we needed, we opted for the Komatsu against the alternative due to its lower whole-of-life costs.

"Since taking delivery of the D375A-5, in late July, it's gone like a dream," he said.

"Our operator, Mick Stones, is ecstatic about it; he likes the controls, the cabin finish and its ease of operation. In addition, the balance and ride is just spot on.

"It's still early days, and this is the wettest time of the year, so our production is fairly low, but it's certainly doing the job."

The new dozer also features walkways and handrails around the cabin and engine area to allow for easier, safer cleaning and maintenance.

"Komatsu Australia put a lot of work into these add-ons, ensuring it complies fully with OH&S requirements," Alex said.



*The new dozer features walkways and handrails around the cab and engine area for easier and safer maintenance.*

# CAPE CRUSHING PUTS LATEST KOMATSU TRUCKS INTO LEINSTER NICKEL

Western Australian mining contractor Cape Crushing & Earthmoving Contractors has just taken delivery of two of Komatsu's new HD465-7 trucks for ore and waste haulage at Leinster Nickel Operations' mine 400 km north of Kalgoorlie.

These are the first Komatsu HD465-7 dump trucks delivered in Australia.

In standard configuration, they have a capacity of 55 tonnes, but the fitting of hungry boards has increased their capacity to 60 tonnes.

Powered by a SAA6D170E-3 Komatsu engine rated at 533 kW and complying with Tier II emissions requirements, they have a maximum GVM of 98,800 kg.

Nickel ore at Leinster is hoisted to the surface via the Perseverance head frame and into a surge bin, from where it is then dumped directly into the trucks and taken to the ROM, a distance of 800 m away.

Cape Crushing added two Komatsu WA600-3 loaders to its fleet at Leinster earlier in the year to manage the ROM pad, while the ore and waste haulage is a new job it has recently taken over.



One of Cape Crushing's new HD465-7 dump trucks being loaded by its WA600-3 loader.

"We decided to put in new trucks, to give the client 100% availability," said Cape Crushing's owner, Mike Heddon. "We are buying new so that we can treat them with respect from day one, ensuring they are fully maintained and that we'll get long hours from them."

"We'd been very happy with the performance of our WA600s, and if these new trucks are half as good as they've been in terms of production and reliability, we'll be ecstatic. So far, they've been very good."

Mike said reasons he had opted for the HD465-7s included

specifications exceeding any competitive truck on the market, their cab comfort and ergonomics, and their advanced transmission and drivetrain controls.

"These are a full 60 tonne capacity truck, so we have no concerns adding hungry boards to get the extra capacity from them," he said.

"On top of that, they have the best turning circle in their class, so they are very manoeuvrable in tight conditions."

"From an operator's point of view, the cabs are very comfortable, with excellent visibility; our operators really love them," said Mike.

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

"Because this retarding system is programmable, it lets us set our ramp speeds up for optimum haulage efficiency and site safety," said Mike.

"After studying all the specifications, we came to the conclusion that these trucks far exceed the competition," said

Mike. "Komatsu dump trucks really are at the forefront of haul truck design."

He said the other key element in opting for Komatsu trucks was the support and backup provided by Komatsu Australia.

"As far as we are concerned, we are in a partnership with Komatsu."

"Because of the remote areas we work in, it's essential for us to be in partnership with someone who knows our business and the challenges we work under," said Mike.

Cape Crushing currently runs 34 Komatsu machines, including the new HD465-7 trucks, mobile jaw crushers, excavators and loaders ranging from skidsteers to WA600s.

Cape Crushing & Earthmoving Contractors was established in 1995 and is a privately owned West Australian company providing mining-related products and services to major mining companies throughout the state.

*See page 17 for further details on the new HD465-7 dump truck.*



The addition of hungry boards raises capacity of the HD465-7s to 60 tonnes.



# ROCHE STANDARDISES ON PC1250-7

**Roche Mining has standardised on Komatsu's PC1250-7 excavator as its 100 tonne class excavator of choice in contract mining projects across Australia.**

Roche now has seven PC1250-7 machines, all in backhoe configuration, working in mines in Western Australia, the Northern Territory, Queensland and NSW.

"Given the size and need for ongoing replacement of our 100 tonne excavator fleet, it made sense to standardise on one model, and to make use of the leverage we had by undertaking a group buy," said Don Taylor, Roche Mining's Executive General Manager Plant.

"The decision was based on a mix of factors, with the offer from Komatsu Australia winning

the tender based on our assessment of the PC 1250's whole of life cost-per-hour and risk of the machines achieving the cost and performance targets used in the evaluation" he said.

"Our experience with the performance of the PC1100 and hire of two PC1250's from Komatsu prior to awarding the supply contract allowed us to confirm their performance."

The first excavators were ordered in September 2003, with delivery starting in December 2003.

Don said that performance since delivery had been up to expectations.

"The PC1250 shows a clear productivity advantage over the previous PC1100 model and whilst the machines are still early in their life the reliability of the machines has been excellent."

Roche Mining operations where the PC1250-7 excavators are working are:

- ▶ Daveyhurst gold mine, north of Kalgoorlie in Western Australia
- ▶ Thunderbox Gold Mine, also north of Kalgoorlie
- ▶ Greenbushes tantalum mine in south Western Australia
- ▶ Groundrush gold mine, in the Tanami Desert, Northern Territory.
- ▶ Queensland Magnesium, north of Rockhampton (two machines)
- ▶ Whitehaven coal mine, near Gunnedah in north western NSW.



*Roche Mining has standardised on PC1250-7 excavators for its contract mining operations around Australia*

# KAL SPONSORS NZ CONFERENCE

**In July, the NZ Institute of Quarrying again held a successful annual conference, this time in the central North Island town of Wairaki.**

Komatsu Australia sponsored the Friday lunch, as well as one of the major conference awards, the Komatsu Award for contribution to the industry.

This year's award was won by Warwick Leach of HG Leach & Co. The award is used to help fund overseas travel to research the latest developments in quarry technology and practice.

A highlight of the conference was the Friday lunch, at which New Zealand's own Two French Waiters amused the crowd of nearly 400 hundred people, with singing, jokes, "taking the mickey" and being rude in that very French way!

Representatives of Komatsu Australia at the conference included Jim Gardner, Colin Chamberlain, Angus Fotheringham, Wayne Vollmer and Craig Robertson.



*Warwick Leach (left) is congratulated on his award by Komatsu's Jim Gardner*

# KOMATSU 13 TONNE SHORT-TAIL GIVES ELLIOTTS MORE VERSATILITY



*W&D Elliott's newly purchased PC138US-2 excavator gives more versatility in confined space work.*

**Sydney plant hire company W&D Elliott Earthmoving has recently purchased Komatsu's newly released PC138US-2, and is finding it gives considerably more versatility than the conventional 12 tonne PC120R-6 it replaced.**

"The 12 tonne class excavator is very good for our needs; we have three of them," said Bill Elliott, who runs the company in partnership with his wife Dianne. The company is just

coming up to its 20th anniversary (with Bill and Dianne's 20th wedding anniversary in another few months).

"We've found that the zero swing machine gives us more versatility in confined spaces, or on council roadworks, where we can work in one lane of traffic. Our council customers like the extra safety that provides."

Additional features on the PC138US-2 include a dozer blade and dual-flow hydraulics for augurs and other attachments.

Operator Bob Wright, who had been on the machine for about five weeks (as at the end of August), said he found it a very well balanced excavator.

"I came off the PC120, and this one's pretty much the same as the conventional machine, even though it has a longer reach," he said.

"The dozer blade certainly helps balance, but even without it, it still feels very stable. It's a very nice machine; great to drive."

W&D Elliott has been buying Komatsu excavators since 1994, and this is the company's 10th machine. In addition to its PC138US-2 and the two PC120s, it also has two PC200-6s.

"We've stuck with Komatsu

because they produce a good machine with good backup," said Bill.

"We had up around 9000 hours on our older PC120, which we traded on the PC138. We'd never had any trouble with it, but it was coming up for a track change, so we thought we'd change over rather than spend any money on it.

"Komatsu's backup is one of the best around, but they are ahead in technology. Backup is critical to us in the plant hire business; we can't afford to be stood down for any length of time.

"These days, I think all machines are pretty good, if they don't break down – but when they do break down, or even if you do something that's your own fault, you can't afford to wait too long for repairs.

"That's the advantage of Komatsu machines, and why I've told other people to go and buy them," said Bill.

# LIFETIME SAVINGS FROM GRADERS

**Predicted whole-of-life savings over eight years was a key reason why Narrabri Shire Council, in northwestern NSW, recently purchased two Komatsu GD555-3 graders.**

The graders are being used for maintenance and construction applications throughout the shire, which covers an area of 13,065 sq km, has a population of 14,477 and a total of 2300 km of roads – 1850 km of them unsealed.

According to Stephen McLean, Narrabri Shire's fleet/supply manager, whole-of-life cost was the main decider in purchasing the Komatsu graders.

"We took into account total predicted operating costs over the next eight years/9000 hours," he said.

"Factors included fuel consumption, spare parts costs, service costs, initial purchase price and the predicted trade in price after eight years.

"On all these factors, the Komatsu machines came out in front," he said.

"Other factors included the fact that they have Euro II-compliant engines, which we believe will enhance their resale value down the track, and our experiences with our existing Komatsu machines, a PC200-6

excavator and WA320-3 loader.

"Both these machines have been excellent performers, and the product support has been fantastic. The evidence of the loader and excavator helped us decide on the graders," said Stephen.

"Speaking to our operators, they have been very happy with their performance," he said.

"Tony Nott on the Pilliga Road construction project was very happy with the torque converter transmission option.

"He told me it's just made for ripping, and stops tyre slippage, which will extend tyre life. Down the track, we anticipate

that will further reduce running costs.

"Overall, since taking delivery of these new graders, we've been very happy with them," said Stephen.



*Narrabri Shire expects to see substantial whole-of-life savings over the next eight years with its new Komatsu GD555-3 graders.*

# MAJOR SUPPLY CONTRACT WITH BRISBANE CITY COUNCIL



14 items of Komatsu equipment have been supplied to Brisbane City Council's quarry under a five-year supply and maintenance contract.

**Komatsu Australia has won a major supply contract to provide 14 items of equipment – a mix of new and used – to Brisbane City Council's quarry west of Caboolture.**

The quarry, which is owned and operated by Brisbane City Works, a division of the council, provides a mix of materials for the council's infrastructure works.

Material won from the quarry

includes decomposed granite, used for general fill material; fresh granite, used for concrete mixes; and high quality hornfels and greenstone, used for asphalt mixes manufactured at Brisbane City Works' Eagle Farm asphalt plant.

Annual output from the quarry is in excess of one million tonnes.

The quarry was purchased by Brisbane City Works in

February 2003, and was serviced by a fleet of aging mobile plant.

Because of this, the council opted to call tenders for the supply of equipment on a fully maintained basis, to meet its needs for the next five years.

Equipment supplied by Komatsu includes:

- ▶ Four new WA480-5 wheel loaders (the only new items supplied)
- ▶ One WA700-3 loader
- ▶ Two HD605-6 dump trucks
- ▶ One HD325-6 dump truck
- ▶ Two PC350-6 excavators
- ▶ One SK815-5 skidsteer
- ▶ One PC75R-2 excavator
- ▶ One D275A-2 dozer
- ▶ One GD625A-1 grader.

All the used equipment items are low-hour, with the exception of the grader and HD325-6 dump truck, which

have around 14,000 hours on them.

"Under this supply contract, which lasts five years, Komatsu is supplying a complete fleet on a fully maintained basis, to meet all our quarrying needs, except for drilling and blasting, which is done by a contractor," said Peter Harris, quarry manager with Brisbane City Works.

"We opted for Komatsu, because following our calling of tenders, they came up with the best deal. Under the contract, we are responsible solely for operators, fuel and GET."

The contract includes strict availability requirements of at least 97%.

"This guaranteed availability gives a high degree of certainty for the operation, allowing us to manage our costs and production a lot better knowing the machines are going to be available when we want them," said Peter.

# BRISBANE CITY HALL CONFERENCE

**In August, Komatsu Australia was the platinum sponsor for the Institute of Public Works Engineering Australia Queensland Division South East Conference, held at Brisbane City Hall.**

Komatsu displayed the GD555-3 grader and the WA150-5 wheel loader in front of Brisbane City Hall, as well as having an impressive display stand in the main auditorium.

*Komatsu Australia's platinum sponsorship of IPWEA's SE Qld division conference gained it a prime spot to show off its latest products.*



# BZ210 DELIVERS EESI REMEDIATION

**A highly contaminated former gasworks site in central Melbourne is being rehabilitated using a Komatsu Reterra BZ210 soil recycler, delivering substantial savings in time, money and cartage and dumping costs.**

EESI Contracting, the contracting arm of Environmental and Earth Sciences International, is carrying out remediation of a former gasworks at the GRS Docklands site in Melbourne.

The highly contaminated soil, which has a very unpleasant tarry smell, consists of a mixture of liquid tar containing polycyclic aromatic hydrocarbons, along with a mix of old demolition material, rubble and general waste dumped in the tar pits and gasholders at various stages in the gasworks' life.

In remediating the soil, EESI Contracting has pioneered the use of bioremediation technology with the Reterra, mixing in organic materials and a range of additives to help reduce the level of contaminants in the excavated materials.

This is believed to be the first commercial use of a Reterra outside of Japan, and the first use of it in bioremediation

According to Bernie Morris,



*EESI Contracting's BZ210 Reterra soil recycler working on a former gasworks site in Melbourne. It works entirely within a pressurised tent structure to minimise unpleasant odours affecting the surrounding area.*

EESI Contracting's general manager, and project manager on the Docklands site, alternatives to the Reterra on this project would have been much more time-consuming and costly – and would have had a far more adverse effect on surrounding residences and businesses.

"Without the Reterra, we would have had to spread out the material to about 300-400 mm deep, then mix in lime and other additives with conventional road mixing equipment. The problem with this approach, apart from the increased area required, is the lack of material consistency," he said.

"The Reterra produces a very consistent end result, and allows us to work in a very confined space."

Depending on the degree and nature of the contaminants, the material goes through the Reterra up to three times, with customised additive mixes developed by Environmental & Earth Sciences.

In the case of liquid tar, it is mixed with quicklime to process it to a stable, friable material can that can be taken off site for dumping to landfill.

The age of the gasworks, and the fact that a lot of material was dumped in the tarpits when they were demolished, has meant the Reterra has a wide range of different materials to handle.

"Aside from the tar and contaminated soil, we are also pulling out bricks, concrete, timber and hard local bluestone rocks," said Bernie.

"The Reterra is handling pretty much everything without too much trouble; the mill hammers we believe will be good for 1000 hours if there's not too much rubble."

In this application, the machine can process up to 150 cu m per hour, but because EESI Contracting is more concerned with achieving thorough and consistent mixes than maximum production, typical throughput is closer to 100 cu m per hour.

Work on the project began in mid-May 2004, and is scheduled to finish by November, by which time EESI Contracting will have treated about 6000 cu m of material.

"We are planning to re-use about 80% of the material we are pulling out on the site, and importing clean fill to replace the 20% sent to landfill," Bernie said.

"We are working to two criteria here: a lower quality material that can go underneath a road planned for the site, plus a better quality material which will go under planned open-space areas.

"Without the Reterra, we would have had to take about 50% of the material off site and dump it to landfill – and at \$200 a tonne for contaminated materials, that would have been a lot more expensive," he said.



*The bucket on the right is the original tarry mix; on right is the Reterra-processed material.*

# BORAL PETRIE QUARRY – IN PROFILE



*Down to Earth editor Wafaa Ghali recently went to the Sunshine Coast and visited Boral's Petrie Quarry – an environmental and community focused organisation.*

Sunshine Coast, Queensland is a popular holiday destination as it is renowned for the surfing beaches such as Coolum, Maroochydore, Alexandra Headland and Mooloolaba – however, on this occasion Petrie Quarry was our destination.

Accompanied by Robert Chaplin, Komatsu's Queensland quarry and major account manager, we met Petrie Quarry's manager, Jim Boorer on a warm sunny day in July this year.

Jim explained that Petrie Quarry has a number of community and environmental partnerships which are based around establishing and managing habitats for koalas and specific fish and frog breeds.

"Through local community initiatives and the partnership with Pine Rivers Shire Council we are planting 25,000 trees on the quarry buffer for koala habitat – this fodder plantation is used for young, sick and injured marsupials," said Jim

"We also have a 60 megalitre dam on the quarry. Recently we collected and released a number of Saratoga fish into



*Petrie Quarry's new PC800SE-7 excavator with K VX teeth is the first PC800-7 sold in Australia.*

the dam, in order to provide for further fish stocking into Lake Samsonvale."

In 2003 Boral Petrie Quarry won the Melwire national award, given each year by the Institute of Quarrying Australia. This award recognised the high standards in environmental management achieved at the quarry since operations commenced in 1991.

Petrie Quarry's main raw material is Rocksburg green stone, a hard metamorphic rock which is difficult to penetrate. For this reason Boral Quarries (Qld) purchased Australia's first PC800SE-7 excavator, and fitted it with the K VX GET system.

"The PC800SE-7 replaced the WA600-1 wheel loader. The main reason we went for the excavator is that penetration digability of the green stone is difficult for the wheel loader, causing instability and extra shock loading for the operator.

"On the other hand the excavator sits in a stationary position providing greater stability and easier operation," said Jim.

"Additionally, we have fitted the PC800SE-7 with K VX GET: In the past we have used the conventional adaptor and tooth system which required repeated welding repairs to the tip system.

"The K VX GET system is a unique bolt-on system which incorporates longer lasting teeth, compared to a conventional adaptor and tooth GET system.

"As the K VX teeth wear they are self-sharpening, producing better stockpile penetration, a better bucket fill factor and therefore increased production. We have also fitted our WA600-1 with K VX," he said.

According to Jim, operator, Raymond Gadd didn't take long getting a handle on the PC800SE-7. Within an hour he was up and running at full production.

"Raymond loves the large cabin on the PC800SE-7; there's less noise and vibration, overall better operator comforts," said Jim.



*Left, Petrie Quarry manager Jim Boorer with Komatsu Australia's Robert Chaplin.*

# NO DOLE SUCCESSES AT PERTH HIGH SCHOOL

**Balga Senior High School (in Perth's northern suburbs) is one of the latest Beacon Foundation success stories.**

Students at the school have shown that zero per cent youth unemployment is not an impossible goal.

In May, more than 50 Year 10 students signed a charter pledging they would not go on the dole next year.

This was the second year the school's Year 10 students have made the pledge; every one of 2003's Year 10 leavers has since secured employment or continued studying.

The success is a massive turnaround from the previous

year, when less than half the school's leavers found work. In an area high in youth unemployment in Perth's northeastern suburbs, this is considered a remarkable achievement.

In 2003 the school introduced the Beacon Foundation's "No Dole" scheme to move youngsters away from welfare and towards employment or training.

Principal Merv Hammond said the key to the success of the "No Dole" project was the students' commitment to the pledge and local business support.



Newspaper article on the Balga High School Beacon signing (courtesy of the **Sunday Times**)

# NEPEAN IS LATEST BEACON SCHOOL

**Nepean High School, near Penrith in the outer western suburbs of Sydney, is the latest high school to have its students commit to the Beacon Foundation's "No Dole" pledge.**

On August 19, the school's Year 10 students publicly signed their pledge not to go on the dole, but to proceed to further education or employment as

they near the end of their schooling.

Nepean HS is also in a near neighbour of Komatsu Australia's Fairfield head office and NSW operation premises and, in fact, national parts marketing manager Warren Anastasi is a parent at the school.



Komatsu representatives included Wafaa Ghali, Warren Anastasi and Lawrie Mills.



Nepean High School principal Elaine Talbert with Beacon chief executive Scott Harris witness students signing their "No Dole" pledge.

Komatsu has become involved with the school as a local employer, offering mentoring and possible employment assistance, and working closely with the Civil Contractors Federation to involve members of the construction industry.

Earlier, in July, Komatsu Australia personnel were involved in a function at Penrith Town Hall, promoting Beacon and its aims to local businesses and seeking support for Nepean HS's "No Dole" program.

# VICTORIAN CONTRACTOR GOES FOR REPLACEMENT KOMATSU CRUSHER

Victorian-based crushing contractor David Eldridge Pty Ltd has recently replaced its five-year-old Komatsu BR500JG-1 mobile crusher with a new BR550JG-1.

Based in Ballarat, the company carries out contract crushing throughout Victoria, crushing a wide range of materials with its fleet of custom-designed trailer-mounted crushers and screeners.

Its Komatsu BR550JG — the only off-the-shelf machine in its crushing fleet — is primarily used for crushing basalt in Melbourne's western and northern suburbs. In addition, it also crushes concrete material for recycling applications.

Clients include existing Quarries, civil contractors, local government and land

developers throughout the state.

According to company owner David Eldridge, the BR550JG was purchased following an excellent performance from the older machine.

"The BR500 was the first of the larger Komatsu crushers sold in Australia, and it performed very well for us," said David.

"However, the new one, which we've had since February this year, is a great improvement from the point of view of ease of use and adjustment," he said.

"The older machine was not overly user-friendly in terms of ease of control and making adjustments that are required all the time on a mobile machine.



David Eldridge (right) with Komatsu's Brett Tymensen taking delivery of the new crusher.

"Because these crushers are so versatile and easy to move around, being 10 ton lighter than the BR500, they are doing different jobs all the time, and need to be set up quickly for different materials and output requirements.

David said the new crusher was delivering slightly higher production rates, with a

marginally larger jaw running at a faster speed.

"Realistically, production is around 130-300 tonnes per hour, depending on the material and jaw settings," he said.

"The basalt we are crushing for the Melbourne market is probably the hardest material we are dealing with."

# KOMATSU FLEET STARTS AT HUNTLY



HWE's Komatsu PC4000 loading one of eight 730E dump trucks.

A fleet of Komatsu equipment has recently begun operations extracting coal and overburden for contractor Henry Walker Eltin from the new Awaroa pit at the Rotowaro Mine near Huntly, in the central North Island of New Zealand.

HWE has a seven and a half year contract, at the Rotowaro Mine, to mine coal and overburden with an annual rate

of up to 20 million bank cubic metres a year, in what is currently the largest earthmoving operation in New Zealand.

It has commissioned a fleet of two 370 tonne PC4000 mining excavators fitted with 22 cu m backhoe configuration buckets and eight 190 tonne capacity 730E dump trucks.

A new D375A-5 dozer and a GD825A-2 "Super" grader have also been delivered to supplement the existing auxiliary plant fleet, which is mostly sourced from Porter Hire.

This is some of the largest mining equipment ever seen in New Zealand. The plant was assembled and commissioned on site by a team of highly qualified Komatsu personnel and was completed on time and without incident.

The fleet has been financed through Komatsu Corporate Finance.

Since the fleet's commissioning — one excavator, four trucks, the dozer and grader in early June and the remaining excavator and trucks in late July — they have performed to expectations, according to Bob McLoughlin, HWE's country

manager in New Zealand.

"It's really too early to say, but generally their performance has been pretty good," he said.

So why did HWE opt for Komatsu?

"Apart from the purchase cost and equipment quality, we were also interested in a package deal that would encourage the supplier to put the resources into New Zealand to provide cost-effective support to the mining industry."

"With this fleet, we have a permanent Komatsu presence on site, with a project manager and fitter/technical representative, plus consignment stock of parts. They also support our own maintenance team at the mine," said McLoughlin.

## "I WON'T GO PAST KOMATSU"

**When Tasmanian logging contractors Noel and Andrea Jackman went to buy their two latest excavators, they didn't even get a price from other suppliers; they went straight to Komatsu.**

And the reason: "Because of their fuel efficiency and performance, plus the backup and support from Komatsu Australia," said Noel.

Noel and Andrea have recently taken delivery of two Komatsu PC300 excavators: a standard PC300-7 in January this year, and in late July, the first PC300-7 High-Wide forestry excavator sold in Tasmania.

They join a Komatsu PC300-6, PC300-5 and a PC200-5 used for earthmoving, two Komatsu-Dresser TD15C dozers, three other makes of excavator and three log skidders.

Noel's and Andrea's company, ND Jackman Pty Ltd, trading as United Loggers, carries out logging works in the southern forests south of Hobart for

Gunns and Forestry Tasmania.

Their initial PC300-7, fitted with a Komatsu cut-off saw and Don Howe grabs, is used for landing and processing logs.

The PC300-7 High-Wide, fitted with a Don Howe splitter, is used out in the forest, building tracks, extracting logs, barking and splitting.

"Both these machines are a lot more productive than our previous PC300-6, and they're also much more stable," said Noel.

"We've also been very impressed with the fuel consumption on both the Dash 7s.

"Bush boss Michael Casey, my operator on the original PC300-7, is very happy with his machine.

"And the operator on the High-Wide, Luke Cowmeadow, has been very impressed with its performance and stability. He's also commented that he's not forever pumping fuel into it.



*Noel and Andrea Jackman's new PC300-7 "High-Wide" was the first of these sold in Tasmania.*

Noel said the service and support from Komatsu was a key reason he kept coming back.

"That new excavator threw a fan off for some reason. It happened on a Saturday

morning, and they had it back at work for me by first thing Monday – even though the Komatsu fellows had a wedding to go to Saturday afternoon.

"You can't ask for more than that," he said.

## "KOMATSU NEVER LETS US DOWN"

**When it comes to choosing logging equipment, Eden based Cocks Group has plenty of experience to guide it – which was instrumental in its recent purchase of a new Komatsu PC270-7.**

Established by Lloyd, Cedric and Colin Cocks, this family company has been harvesting timber in Southern NSW and Northern Victoria for over 50 years. For 30 of those years it has been using Komatsu equipment.

The logging division of the company is now run by Lloyd's son Stephen Cocks, and Greg Weber, a director and the timber harvesting manager.

When asked why the company had purchased yet another Komatsu, Greg said the answer was obvious.

"We currently have eight Komatsu excavators and nine Komatsu dozers. These, and the other Komatsu machines we've had, have given us excellent service with extremely good reliability and low fuel consumption.

"Why would we purchase anything else but another Komatsu?

"Our newest Komatsu is PC270-7 fitted with the VHLC guarding package boom and a Pulpmate feller/buncher head. We have

had it for over a year and at present it is working about 100 km inland from Eden, near Bombala."

Another Cocks machine is its zero tailswing PC228USL-3, which is working near Eden. It has a Scandinavian logging guarding package and boom arm and it is fitted with a Unicon 2 feller-buncher head.

"The old Komatsu machinery has proved to be very good and reliable, and our newer gear is following suit by never letting us down." Greg said.



*Cocks Group's newly purchased PC270-7; the company has been using Komatsu equipment for the past 30 years.*



# NEW 60T TRUCK OUT-SPECS OTHERS

**Komatsu has just released the HD465-7 dump truck, featuring Komatsu's new-generation driver's compartment, an advanced transmission system and specifications exceeding any other truck in this class.**

It has a nominal capacity of 55 tonnes, but with "hungry boards", capacity can be up to 60 tonnes, and is powered by a Tier II-compatible Komatsu SAA6D170E-3 engine rated at 533 kW.

Key features of the new truck include:

- ▶ "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

- ▶ Best turning circle in its class, making it highly manoeuvrable in confined applications
- ▶ Advanced transmission system, including K-ATOMiCs system and Auto Retard Speed Control for greater safety on downhill runs
- ▶ Payload measuring and logging system
- ▶ Wet multiple disk brakes and fully hydraulic braking system, for lower maintenance costs and increased reliability
- ▶ Optional ABS (anti-lock braking) and automatic spin regulation for improved traction and braking in soft or slippery ground conditions
- ▶ "Mode control" system on



*Komatsu's new HD465-7 dump truck is the most advanced 55 tonne class truck on the market.*

the engine to optimise engine performance and minimise fuel consumption

- ▶ Easier maintenance through extended oil change intervals and centralised greasing points and filters.

The advanced transmission system on the HD465-7 includes an Auto Retard Speed Control

(ARSC) system, which 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.

# MAJOR MINING GRADER UPGRADE



*The GD825A-2 "Super" mining grader has been substantially beefed up and improved.*

**Komatsu Australia has released an upgraded version of its GD825A-2 mining grader, with a more powerful transmission and drivetrain, beefed up blade and circle area, and improved serviceability.**

The new GD825A-2 "Super" has an operating weight of 29.25 tonnes, a blade length of 4878 mm and is powered by a Komatsu S6D140E engine rated at 209 kW.

Upgrades to the grader introduced over the past two years include:

- ▶ New transmission controller
- ▶ Additional clutch capacity in forward and rear gears
- ▶ Upgraded final drive bevel gear and pinion
- ▶ Beefed-up and strengthened work equipment, through use of castings, larger wear plates and a larger circle surface area
- ▶ Upgraded front end for longer life, with a larger front ball assembly and additional bushes

- ▶ Improved wiring harness, through the use of Deutsche-type connectors and woven braiding
- ▶ Improved serviceability, through an elevating cab that lifts 710 mm, allowing hydraulic pipes and control linkages to be inspected and repaired, even on the job site.

"Over the past two years, Komatsu has introduced some major mechanical and component changes to improve availability and durability while extending component life – which in turns reduces total operating costs," said David Laidlaw, Komatsu Australia's product manager, mining graders and dozers.

"Recently this has resulted in us selling eight of these graders into mining applications throughout Australia and New Zealand."

According to Laidlaw, the GD825A-2 has always offered class-leading production capabilities due to a number of key features, including:

- ▶ Largest blade range in its class
- ▶ Best weight distribution over the front axle, resulting in less side slip and greater productivity in heavy-duty conditions
- ▶ Longest wheel base, combined with shortest turning radius, combining high manoeuvrability with improved stability and balance
- ▶ Standard 23.5R25 wide-base tyres for improved operations in soft underfoot conditions
- ▶ Best front and rear visibility

# REPLACEMENT IR TO PEAK DOWNS

**BMA Coal's Peak Downs mine in central Queensland has recently ordered two new Ingersoll-Rand DMM3 overburden drill rigs, replacing two DMM3 rigs that had been at the mine for the past eight years.**

The rigs are used for drilling overburden to depths of up to 55 m, for dragline and truck and shovel operations. At current mining rates, the drills are required to drill at least 440 km per year each.

The first of the new drills will be delivered in early September, with the second one due to go on site in October or November.

They include a number of improvements over the older machines, including upgraded compressors, delivering 2600

CFM, compared with 1925 CFM, allowing for an increase in drill rates.

Other improvements are primarily safety-related, with design improvements to give better access to the drills and safer operation.

Both the older drills have operated for more than 43,000 hours, and have been maintained under a parts maintenance contract with Komatsu Australia.

Purchase of the new drills incorporates a maintenance effectiveness guarantee to deliver high machine availability, supported by a backup machine located onsite if necessary.

This support machine has also been offered as a dry hire



*BMA Coal's Peak Downs mine has recently ordered two new IR DMM3 drill rigs to replace its existing two DMM3s.*

machine, to provide BMA Coal with greater flexibility in terms of available drill hours.

According to Allan Cooper, contracts co-ordinator at Peak

Downs, the DMM3 Overburden drills were purchased on the basis of lower total operational cost through extended periods of superior availability.

# KOMATSU REMAINS IR DISTRIBUTOR

**Atlas Copco has finalised its purchase of Ingersoll-Rand Drilling Solutions effective July 1, 2004, and has announced that Komatsu Australia will remain the Australian and New Zealand distributor for IR drills.**

In March this year, Atlas Copco, the Swedish-based manufacturer of construction and mining equipment – including surface and underground drill rigs – announced its purchase of IR Drilling Solutions, which manufactured construction, mining and quarry drills in factories in Texas, USA and in Japan.

Under the purchase, IR Drilling Solutions becomes Atlas Copco Drilling Solutions, but the IR drill range will continue to be developed, manufactured and marketed as a separate brand, competing against Atlas Copco products in some market segments.

In Australia and NZ, there will be no change to the IR drill rig distribution arrangements, with Komatsu Australia – which has handled the range in Australia since 1995 – continuing as the Australian and New Zealand distributor.

In addition, IR Drilling Solutions employees have moved across to Atlas Copco Drilling Solutions, and will continue offering the same levels of product and factory support as previously.

As part of its acquisition of IR Drilling Solutions, Atlas Copco has announced that it will increase investment in the Drilling Solutions business.

This will include investments in product development, supply and logistics, and additional growth in support infrastructure.

Angus Fotheringham, Komatsu Australia's senior product



manager, IR drills, welcomed the change in ownership of the IR drill product.

"Atlas Copco is a very strong player in the worldwide construction and mining equipment business, particularly in drilling.

"We will see some very good synergies from the Atlas Copco ownership of IR, particularly in its on-going focus on R&D and product support," he said.

For his part, Sergio Camozzi, Atlas Copco Australia's managing director, welcomed Komatsu Australia's on-going distribution of IR drills.

"Komatsu Australia has been a very successful distributor for this product range over the past nine years. We are delighted that it has committed to continuing this relationship, and look forward to it growing the market for IR drills," he said.

# SUCCESS FOR KOMATSU IN NZ'S SOUTH ISLAND "COAL CHAIN": PT 1

Over the past couple of years, Komatsu has notched up some major successes in supplying equipment to the "coal chain" from the wild West Coast of New Zealand's South Island to the export port of Lyttelton on the island's east coast.

As a result of these successes, Komatsu equipment now makes up 80% of the equipment used for extracting and handling coal, right the way from the mine sites to the coal loader.

Let's follow the process through.

## Stockton mine

The coal mining process starts at the Stockton Plateau, 1200 m above sea level, with its high rainfall, regular snowfalls and whiteouts when the cloud cover descends (a frequent occurrence on this wet and windy coast).

Here a Komatsu PC1250-7 fitted with a 9.5 cu m coal bucket and owned by Doug Hood Mining, extracts the blasted coal for mine owner Solid Energy.

Once processed on site, the coal is trucked by a fleet of HD785-5 coal body trucks,



*WA480-5 loader with an 8 cu m coal bucket at the Ngakawau Coal Facility.*

owned by Kaipara Excavators Ltd (one of NZ's biggest Komatsu fleet owners) to a lower level for transfer off the plateau and closer to sea level.

## Ngakawau Coal Facility

The coal is transported by a unique aerial ropeway from the Stockton Plateau down to the Ngakawau Coal Facility, owned and operated by Solid Energy.

At this facility, a recently delivered WA480-5 loader, fitted with an 8 cu m coal bucket, is used to feed coal from the stockpiles to a receivable hopper.

From here, the coal is

transported by train to Reefton, about 80 km from the main West Coast town of Westport, the route is through the beautiful Buller Gorge.

## Reefton operation

At Reefton, Solid Energy has a number of operations, blending and screening coal to customers' requirements, both for local power generation and for the export market.

In early 2003, Komatsu delivered two WA380-5 high-lift loaders fitted with stick steer and massive 5 cu m buckets.

These two loaders needed the performance and lifting height

to enable them to load 3.2 m high-sided trucks and direct to coal wagons at ground level.

They joined a Komatsu WA320-3 loader delivered about five years ago as a general yard loader.

Wayne Vollmer, Komatsu NZ's West Coast, Nelson, Marlborough, Canterbury region sales representative, has sold and delivered many of these equipment items over the past 13 years.

"Our customers in these regions are, by purchasing Komatsu equipment, making strong statements of support for the quality of our product and the strength of our operation in New Zealand," he said.

"These successes are an indication of just how far Komatsu has come in New Zealand in the past three years, and the strength and support we now have behind us.

"I would also like to express our appreciation to these customers for choosing Komatsu, 'coast-to-coast' in the South Island," said Wayne.

*PT 2 continues: D2E issue 35.*



*Doug Hood Mining's PC1250-7 at the Stockton mine.*



*Two WA380-5 loaders with high-lift arms at Reefton.*

# FIRST PC600-7 TO SUNSHINE COAST

**Fuel consumption, backup service and previous experience with Komatsu equipment were key factors in Sunshine Coast Quarries' (SCQ) recent order for Australia's first PC600LC-7 excavator, plus a PC300LC-7 and two WA480-5 wheel loaders.**

SCQ is located on 260 hectares of free hold land in Queensland's Sunshine Coast hinterland, 120 km north of Brisbane and 40 km west of Noosa.

Tom Boss, SCQ's site senior executive, and his crew have been operating the quarry for the past five years. Before this, Moy Pocket Blue Metals operated the quarry.

Each year, the quarry produces 650,000 tonnes of concrete and asphalt aggregates together with various road base products.

Increasing demand recently created the need to upgrade productivity of the quarry by commissioning new equipment.

Tom said he considered several factors when making the selection.

"We looked for better fuel economy, availability of good back-up service, suitability of the equipment for our quarrying operations and took into account the good service experienced from a Komatsu WA500 loader we already had



*Sunshine Coast Quarries' new PC600LC-7, fitted with K VX GET, is the first of this model sold in Australia*

working in our quarry.

"All of these factors made Komatsu equipment the obvious choice for our operation.

"Our new Komatsu equipment is working 12 hour shifts each day and we are very impressed

with the performance.

"We particularly like the improved operator comfort, reduced noise levels, better safety features, superior productivity and the reliability of these machines."

# OLD DOZER JUST KEEPS ON GOING

**Far North Queensland contractor Pat Byrnes is a great fan of older Komatsu dozers; in addition to a D53-17 he's owned from new since 1984, he's got a 1981 D85A-18 he bought in 1997 and a just-acquired 1984 D155A-1.**

However, it's his D53-17, which now has around 17,000 hours on it – with about 10,000 of those hours driven by Pat, that's the subject of this edition of *Down to Earth* magazine's Hall of Fame.

"That machine just goes and goes; it's an unreal machine," said Pat. "We've never had to do anything major to it, and everything we have done we did ourselves.

"At 11,000 hours, we stripped the final drives down and turned all the gears, but essentially the back end was perfect. Then at 14,500 hours, we rebuilt the motor, but there was really nothing wrong with it apart from burning a little oil.

"It's on about its fifth or sixth

set of new tracks, but I've never had to touch the brakes or the transmission."

Over the past 20 years, Pat's D53 has been all over Far North Queensland, including to the tip of Cape York, to the Lockhart River on the east coast of the Gulf of Carpentaria, to Mornington Island on the barge Karumba and out to Weipa, and as far south as Townsville and Charters Towers.

In that time, it's done all sorts of work: major tourist developments, land clearing, road construction and maintenance, subdivisions, agricultural work – you pretty much name it.

In 1986, Pat got a contract from Cook Shire Council which required the dozer walking the entire distance from Lakeland Downs to the Weipa turnoff – a distance of around 600 km.

"We unloaded the dozer at Lakeland Downs, and spent the next six or seven months pushing and spreading gravel



*Pat Byrnes' D53-17 has logged 17,000 hours since he bought it in 1984.*

the length of the road," he said. "We'd push the gravel up from one pit, then walk her to the next pit and repeat the process."

In 1987, he picked up a five-week contract to do a bit of dozer work on the Daikyo Golf Course at Palm Cove – and ended up working there for the next 11 months.

The D53-17 was Pat's second Komatsu dozer, following a good run he'd had with a D41 he'd bought in 1981.

"That was a really good machine, but we found it was a bit small for the kind of work we were doing, so we bought the D53 new out of Brisbane in September 1984," he said. "I've pretty much stuck with Komatsu dozers ever since.

"I particularly like the older machines; they are great machines to be able to rebuild and maintain yourself, and they just go and go and go," said Pat.

# WA1200s PUT IN IMPRESSIVE PERFORMANCE AT YANDI

**Two Komatsu WA1200 mining loaders at Pilbara Iron's Yandicoogina iron ore mine in the Pilbara have delivered excellent performance and reliability in tough operating conditions – with a third machine due to go to the mine in early 2005.**

The first was delivered in December 2002 and the second in late 2003. They are used as primary digging machines in blasted material, both overburden and ore, loading Komatsu 730E dump trucks.

According to Bob Hirte, Manager of Yandi operations, the machines are working well in high ambient temperatures. "We've had no engine overheating problems at all," said Bob.

"The material is well blasted although it is reasonably abrasive. The loaders are standing up well to this.

"Their reliability and productivity is very good. The fact that we've now got two of these loaders onsite, with a third on order, is an indication of our confidence in these machines.

"They've also been well accepted by the operators and the maintenance crews here," said Bob.

"This size of loader is also very well suited to the 10 m base heights in this pit; we don't have any issues with overhangs in the digging face," he said.

HI Yandi is bringing in its third WA1200 to handle an increase in capacity at the mine.



*One of Pilbara Iron Yandicoogina's two WA1200s loading a 730E dump truck. A third WA1200 is due for delivery early next year.*

Target rate for the WA1200's is 3,100 tonnes per direct operating hour, a figure that

Bob said they were consistently achieving.

# READYMIX SELECTS WA700-3 FOR FACE OPERATIONS

**Readymix's Albion Park Quarry, just south of Wollongong, has recently taken delivery of a new WA700-3 wheel loader, replacing the WA700-1 face loader that had been at the quarry for 11 years and logged approximately 30,000 hours.**

The loader is mainly used for loading basalt raw feed onto the dump trucks for transport to the crushing plant. It joins two WA500-3 sales loaders that were delivered to the quarry in October 2002.

Chris Larson, Albion Park Quarry Manager, said the replacement WA700-3 was chosen on the basis of the excellent performance of the previous face loader and to

complement the other Komatsu equipment on the site.

"The performance of the previous loader, the fit with our

existing two Komatsu D465 dump trucks, and the performance of our other Komatsu machines on site were

key reasons why we went for the new WA700," he said.

"In addition, the service we've had from Komatsu has been excellent. We have a very good relationship with them."

The loader as supplied to Readymix is fitted with a 8.7 cubic metre bucket with K VX teeth, hydraulically lifting rear steps for easier and safer access, halogen gas lights for improved visibility and an automatic fire suppressant system.

Chris said the K VX ground engaging system would reduce maintenance costs and improve the operator's ability to maintain a smooth working floor at the quarry face.



*Readymix Albion Park's WA700-3 face loader replaces a WA700-1 which had been at the quarry for the past 11 years.*

# KOMATSU APPRENTICE AWARDS

## Hunter Valley



*Komatsu Australia's award-winning Hunter Valley-based apprentices, with Newcastle management personnel, from left: Jeremy Brett, Business Unit manager; Matthew Payne, fourth-year apprentice; Michael McNab, fourth-year apprentice; Joshua Chesmore, first-year apprentice; Gavin Manning, Field Service Supervisor; and Robert Uhl, Reman Wheel-motor Manager.*

- ▶ Joshua Chesmore, with the initiative award for first-year apprentices
- ▶ Mathew Payne, with the excellence award for fourth-year apprentices
- ▶ Michael McNab, with the prized Hunter V-Tec overall Apprentice of the Year Award.
- ▶ Jeremy Brett, Komatsu Australia's Newcastle branch business unit manager, said the awards were testament to the quality of the apprentices coming through Komatsu, and the company's commitment to training new service and maintenance people.

"We are getting some great young people joining the company through our apprenticeship program, and it's terrific to see them recognised through these awards," he said.

"It's also wonderful to get recognition of Komatsu Australia as a great place in which to work and get a start in this industry," he said.

**Komatsu Australia has again notched up considerable successes with its Hunter Valley (NSW) apprenticeship program.**

A number of Komatsu apprentices won awards at both the HRATA and Hunter VTEC Apprentice Awards, while

Komatsu Australia's Newcastle branch was announced as Host Employer of the Year for the region.

Matthew Payne won the Hunter Region Apprenticeship and Training (HRATA) award for Apprentice of the Year in his trade classification of

Automotive Heavy Vehicle Mechanical Certificate III, while Michael McNab won Most Outstanding Apprentice of the Year, Plant and Heavy Vehicle, from Kurri Kurri TAFE.

Other Hunter VTEC awards won by Komatsu Australia apprentices were:

## Queensland

**Two Komatsu Australia apprentices with the Townsville branch received awards at the annual TOR GAS Award night in June this year.**

Ben Martin received the award for most outstanding first-year apprentice in metals and engineering, while Dominic Pozzebon was awarded most outstanding second-year apprentice, metals and engineering.

TORGAS is a Queensland-based specialist in apprentices and trainees.

*From left: Ben Martin, most outstanding first-year apprentice, Metals and Engineering; Tony Johnstone, Northern Contracts & Branch Manager and Dominic Pozzebon, most outstanding second year apprentice, Metals and Engineering.*



# KACF SPREADS ITS WINGS

**Komatsu Australia Corporate Finance Pty Ltd (KACF), the finance arm of Komatsu Ltd, has established a network of representatives across Komatsu Australia's territories in Australia. In May 2004, it also established a branch in New Zealand.**

KACF provides the following financial services to Komatsu Australia customers in mining,

civil construction, forestry, quarrying, local government and other sectors:

- ▶ Finance leases
- ▶ Operating leases
- ▶ Chattel mortgages
- ▶ Hire purchase
- ▶ Power by the hour.

According to KACF's director of operations, Craig Gee, because

KACF works solely within the industry, and closely with Komatsu Australia, it has a far better understanding of the needs of customers and the sectors in which they work than more traditional financiers.

"We can now provide finance to all types of purchasers of Komatsu equipment, from owner operators and local government, to civil

contractors, forestry contractors and quarries, up to the largest mining and infrastructure projects.

"Our finance packages are available at highly competitive rates, tailored to meet customers' cash flow, taxation, balance sheet and currency requirements," he said.



**NSW/NZ**

Craig Gee, ph (02) 8962 8600 (int +612 8962 8600), email [cgee@komatsufinance.com.au](mailto:cgee@komatsufinance.com.au).



**Victoria/Tasmania**

Peter Johnston, ph (03) 9205 9300, email [pjohnston@komatsu.com.au](mailto:pjohnston@komatsu.com.au).



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**Western Australia/South Australia/Northern Territory**

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# OLYMPIC GOLD FOR KOMATSU EMPLOYEE

**Ayumi Tanimoto, an employee of Komatsu Ltd in Japan, was a successful competitor at the recent Athens Olympics, winning a Gold Medal in the 63 kg weight category women's judo.**

In winning Gold at the Olympics, Ayumi said it was one of the happiest moments of her life.

"I thank everyone who has supported me all the way to this accomplishment, including my employer Komatsu.

"I have completely felt that I can go for the Gold Medal. And it's so nice to go home regardless of the results.

"One of the Komatsu posters says 'We don't care whether you win or not. All we want is to

just support what you can best'. Thank you everyone!" she said.

Ayumi was born in Anjo City, Aichi Prefecture in 1981. She started judo when she was nine, and at the age of 13, began learning the sport seriously at the Oishi Dojo in Osaka.

She joined Komatsu Ltd in April 2004 after graduating from Tsukuba University.

Ayumi is a member of the Komatsu Women's Judo Club, which was established in 1991 as part of Komatsu's 70th anniversary commemorations.

Since then the Komatsu Women's Judo Club has won the championship of All Japan Company Judo Club Competition four times.



*Ayumi shows off her medal-winning style. This photo was taken during pre-Olympic competition in Japan.*

Members of the Komatsu Women's Judo Club have also won a variety of individual titles at competitions both in Japan and abroad.



*Ayumi Tanimoto, of Komatsu Japan, won gold at the recent Athens Olympics*

Komatsu Australia would like to congratulate Ayumi on her fantastic achievement.

## THE KIWI IN KOMATSU HQ



*Kelvin Coley.*

**While it is common for Komatsu's Japanese-born employees and executives to be working in Komatsu subsidiary and associated companies around the world, it may come as a surprise to learn there is a New Zealander working out of Komatsu Ltd's head office in Tokyo.**

Kelvin Coley, a fluent Japanese speaker, is part of the overseas marketing team in Komatsu Ltd's construction and mining equipment marketing division's Asia/Oceania group.

A resident of Japan for the past 10 years, he joined Komatsu in April 2000 after graduating from the University of Tsukuba, just out of Tokyo.

Kelvin, who grew up in the King Country town of Otorohanga, first went to Japan when he spent a year there as a high school exchange student, later doing a four-year university degree.

His first job at Komatsu was in the product marketing side, primarily working with graders.

Since April 2002, he has been with the Asia/Oceania group, and is responsible for much of the day-to-day liaison between Komatsu Ltd and Komatsu Australia in this part of the world.

"I am responsible for two main functions," he said.

"The first is dealing with orders from Komatsu Australia for

construction equipment.

"My second role is in dealing with Komatsu Australia as a subsidiary of Komatsu Ltd, checking stock levels, market shares, and other issues.

"Whenever Komatsu Australia places an order for construction equipment, it comes through me, so I have on-going dealings with the product managers, such as Colin Chamberlain, Julian Reynolds and Kevin Edwards.

"I am also responsible for dealing with technical issues and inquiries, liaison with the design teams at our factories, and any issues to do with deliveries, customer queries and so on," said Kelvin.

## BRIAN ROWLEY: FROM SHOP FLOOR TO SALES REP

**Brian Rowley, who has been with Komatsu Australia for the past eight years, has recently made the transition from Melbourne branch's workshop floor to northern suburbs sales representative.**

Brian, who has worked in the earthmoving equipment industry for the past 15 years, was formerly workshop supervisor at Komatsu's Campbellfield premises.

He started at Komatsu on the workshop floor in 1996 [CHECK], moving to leading hand a few months later, and workshop supervisor two years after that.

Prior to joining Komatsu, he had worked for other major suppliers in the earthmoving equipment industry.

Brian, who moved to sales in May this year [CHECK], said his main reason for the switch was

"I needed a change, but I didn't want to leave the company".

He said the switch from service to sales had worked very well for him.

"The northern suburbs of Melbourne is an area I know very well, and I've been dealing directly with customers in this region for the past 10-15 years. That's made it very easy to step into this role.

"I've also found my years of experience on the workshop floor has been a big help on the sales side, because of my ability to talk in great detail on the mechanical and technical side of our products.

"For example, if a customer has concerns about reliability issues, I can tell them just how many hydraulic pumps have been through our workshop in the past six years, and help put

their minds at rest," said Brian.

"In addition, I think my experience on the service side has given me an excellent insight into customers'

requirements, and I'm able to provide the assurances that the support will always be there when they need it."



*Brian Rowley, Melbourne northern suburbs sales rep.*



# MARGARET FITTLER: HR MANAGER



*Margaret Fittler*

**Margaret Fittler has recently been appointed Komatsu Australia's national human resources manager. She was formerly OHS&E/QA employee development manager for the company's south-eastern region.**

Reporting to executive chairman Ted Takeguchi,

Margaret is responsible for the Human Resources (HR) and related issues associated with Komatsu Australia's 1200 plus employees throughout Australia and New Zealand.

The industry shortage of skilled tradespeople in the construction and mining sectors, at all levels has been identified as an issue and Margaret's new role will encompass an on-going apprentice and trainee recruitment program to increase future tradespeople in the industry.

Under this program, at least eight new apprentices are joining Komatsu Australia branches each year.

Margaret has been with Komatsu Australia for nine years. Her previous responsibility for central region's quality assurance

program was a sound foundation for the advancement of future policy and procedures for on-going employee development.

During this time, Margaret has undertaken study programs to ensure her skills and knowledge keep pace with her job requirements.

In taking on this role, Margaret aims to update Komatsu Australia's existing HR systems, and implement new processes. This will also include a strong focus on safety issues as they affect the company's employees, as well as customers, contractors and others who interact with Komatsu personnel and equipment.

"One of my key tasks will be further developing and upgrading our Take 5 safety processes to ensure that we

remain at the forefront of safety awareness at all levels of the company," she said.

"This is due to the increasing focus throughout industry on identifying hazards and risks, and the requirement to carry out job safety analyses wherever our employees and customers are involved with Komatsu products."

As part of this, a major project for Margaret over the next few months will be the Komatsu Australia Plant Risk Assessment program.

"Our aim is to identify best practice for plant risk requirements, to ensure that we meet or exceed all legislative and regulatory requirements in all our markets, as well as our customers' on-site requirements," she said.

# JOHN KHOURY: AWARD WINNER

**John Khoury, a parts interpreter based in Komatsu Australia's Melbourne branch service department, was last year selected as the recipient of the company's Product Support Excellence Award – an achievement recognised at the company's annual Sales Excellence Awards night.**

According to Erin Pistrutto, Komatsu Australia's south east regional parts manager, John won the award because "he always demonstrates that he cares about our customers, our company, his co-workers and doing the job right".

"John represents the type of employee that we need to have up and coming in our organisation. As a manager it is tremendously satisfying to see him recognised and rewarded for his excellent work," said Erin.

As part of the award, John travelled to Japan, visiting Komatsu's Mooka and Osaka manufacturing plants.

The Mooka plant is where Komatsu produces its rubber tyred machines such as loaders and dump trucks, while Osaka is where track type machines such as excavators, crushers and dozers are manufactured.

At a presentation to Komatsu Australia's 2004 Sales Excellence Awards night, John described his experience in Japan.

"Upon entering both factories, you are presented with assembly lines that stretch for over 150 m, with each line having up to 50 fitters working at a frantic pace to meet deadlines.

"The figures speak for themselves. Osaka plant alone

has a monthly production of over 548 units, at a lead-time of 0.7 days per unit. Mooka plant, with considerably fewer workers, has a monthly production of 320 units, at a lead-time of 1 day per unit.

"The level of commitment and dedication required on the assembly lines to be able to completely assemble a machine between 0.7 and 1 day is so high, that you can't help but respect and admire each and every employee involved," said John.

"I'm still in awe of the dedication shown, and now know that the level of service I was providing hadn't peaked, but had a way to go to reach the bar set in Osaka and Mooka.

"I'd like to thank all involved with implementing this initiative, and say that it was well



*John Khoury*

received and greatly appreciated on my behalf.

"I know it will continue to motivate and educate future recipients as it has done for me, which can only be beneficial to fellow staff and Komatsu Australia customers in the future," said John.

## KOMATSU EBIZ SAVES WORKSHOP MANAGER TIME AND MONEY



Rosenlund's Dwayne Hudson using Komatsu's on-line parts ordering system.

Using Komatsu Australia's eBiz on-line parts ordering system is saving lots of time, money and frustration for the workshop manager for a major earthmoving and demolition contractor.

Dwayne Hudson, workshop manager with the Rosenlund Group, based in Brisbane, Australia, looks after a team of 12 staff responsible for the on-going running of around 70 machines and road vehicles, including nearly 30 Komatsu excavators, all older Dash 5 and Dash 6 units.

They range from PC27MRXs to PC400-5s.

Dwayne was one of the first customers to use Komatsu eBiz, and before that was using Komatsu's Link 1 system of parts books on CD to identify and order parts.

"The new system saves me heaps of time, and makes us a lot more productive," he said.

"It works really well; it's a great time-saver for me.

"Because our machines have a very very high usage rate, and most of our repairs and maintenance work is done on-site, we have to fit our maintenance schedules around the needs of the worksites.

"With the Komatsu eBiz system, I simply go on line, and key in what parts we need for our

machines, and immediately see what parts are available.

"Then I can schedule my maintenance for a certain machine around the time when all the parts will be delivered to us.

"This allows us to schedule machine maintenance a couple of weeks in advance; I just go on-line, see price and availability of the parts we need, and then I can forecast what machines we'll be working on, and when, over the next two weeks."

The other thing Dwayne greatly appreciates is the ability to view parts prices and availability, and order parts, at a time that suits him.

"I start here at 6 am. As soon as I get in, I can put in all the orders for the parts I want for that day; I'm not sitting on a phone for half an hour waiting, or having to wait until the parts interpreters start at 7.30 am, or waiting for them to call me back if they need to hunt for more information.

"I just go on line, I can see if the part I need is at the local branch, then we can work around when we'll be able to collect that part."

"We also use the on-line parts ordering system for another supplier, and it's just a nightmare to use," he said.

"Komatsu's system in comparison is so much better.

"I ran the managing director through it the other day, and straight away he was able to pick up how to use it, and the advantages it gave for us.

"The big advantage is that the Komatsu eBiz system uses the same parts books everyone's used for a hundred years, which makes it very very easy to use.

"Once you've logged in, there's only four steps between selecting the parts you want and ordering them."

"One excellent feature is the ability to set up a 'history book' for parts orders for each machine, so you can allocate the cost of that part to a particular machine, and keep a running log of what that machine is costing us," he said.

The system also makes checking parts ordered against parts delivered much easier and quicker.

"Say if I place an order for 20 items. Straight away, I'll get an emailed confirmation order back from Komatsu," said Dwayne.

"Then when the order arrives, I just give a copy of that confirmation to the fitter so he can check it off."

"The support from Komatsu has been excellent. If we do have a problem, say if the system goes down, I'll just ring Steve Gordon or Tony Petrucci, and they'll have an answer for me within half an hour, or we'll work through it together," he said.

"I'm using this system every day and it cuts out all the waiting on the phone, or waiting for someone to call me back. It's made us a lot more efficient and lets our department do its job so much better and more productively," said Dwayne.

## Design a Christmas card competition Rules

**1. Contest of skill.** This is a contest of skill. Winners will be selected based on judges' selection of colour neatness, originality and creativity. In the event of a tie score for a prize, the entry with the highest point score will win. Winners will be notified by telephone and in writing by email. The winner will be published in *Down To Earth* in December 2004.

**2. Competition Period.** The competition runs from October 1, 2004, until November 11, 2004. All entries must be post-marked on or before November 11, 2004.

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

**4. Entering the competition.** Entrants must design a creative Christmas card on the activity sheet included on the inside back cover on this edition of *Down To Earth*. Fill out the entry form and send the activity sheet to The Editor, *Down To Earth*, Komatsu Australia Pty Ltd, PO Box 66, Fairfield, NSW, 2165. Entries will not be returned. Entries must be received on or before November 11, 2004 to be eligible to win a prize.

### 5. Prizes

a) First three winners will win the Komatsu Kids Pack (which includes 1x backpack, 1x cap and 1x drink bottle)  
b) All prizes will be awarded. Prizes are not transferrable. No substitutions (including for cash) are permitted. All prizes won by minors will be awarded to their parents or legal guardians on their behalf.

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

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

**8. Judges decision is final and no other correspondence will be entered into**

# KOMATSU KIDS CORNER



Answers from "SPOT THE DIFFERENCE" from last edition of D2E!

## DESIGN A CHRISTMAS CARD COMPETITION

In the box below, design a Christmas card using any Komatsu machine (for example; excavator, wheel loader, dump truck, bulldozer or even the skidsteer loader - use your imagination!). The most creative entry will be considered for the Komatsu range of Christmas cards. This is a contest of skill, winners will be selected based on judges selection of colour, neatness, originality and creativity.

The best three entries will win the Komatsu Kids Corner pack (this includes 1x backpack, 1x cap and 1x drink bottle) and the best three entries will be placed on the Komatsu website. [www.komatsu.com.au](http://www.komatsu.com.au)

Name .....

Age ..... Address .....

..... Postcode.....

Phone ..... Email .....@.....

Parent/Guardian agrees to allow Komatsu Australia to use the winning artwork as referred to above.

Parent or Guardian Signature .....



WA250-1



WA250-3



WA250-5



# GOOD.

# BETTER.

# BEST.

## HYDROSTATIC DRIVE CUTS FUEL CONSUMPTION BY 20% ON NEW MID-SIZE DASH 5 WHEEL LOADERS.

Hydrostatic drive has come of age. Technology advances combined with Komatsu's legendary hydraulic expertise have helped produce a series of mid-size wheel loaders that are right at the leading edge. The latest Dash 5 machines mark a great step forward in the evolution of wheel loader design. *Our best yet.*

## The 5 Star Loaders

- New generation Hydrostatic drive provides infinitely adjustable speeds, maximum rim-pull from as low as 3 kph and 20% better fuel efficiency.
- SpaceCab™ provides the operator with one of the largest, quietest and most comfortable cabins to support greater safety and productivity.
- Hydraulic cooling fan swing-out design, generous gull-wing engine-covers and a fully integrated monitoring system provide greater accessibility for easier servicing.
- With an in-cab noise level of 71 dB(A) and an external level of just 104 dB(A) the new Dash 5 are very quiet neighbours.
- KOMsafe design offers greater visibility, ergonomically designed two door cab access, steps and grab rails as well as ground level maintenance checks.

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FOR EVERY NEW WHEEL LOADER SOLD TO LOCAL GOVERNMENT, KOMATSU WILL DONATE \$1,000 TO THE BEACON FOUNDATION'S FIGHT AGAINST YOUTH UNEMPLOYMENT.

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