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DOWN TO EARTH

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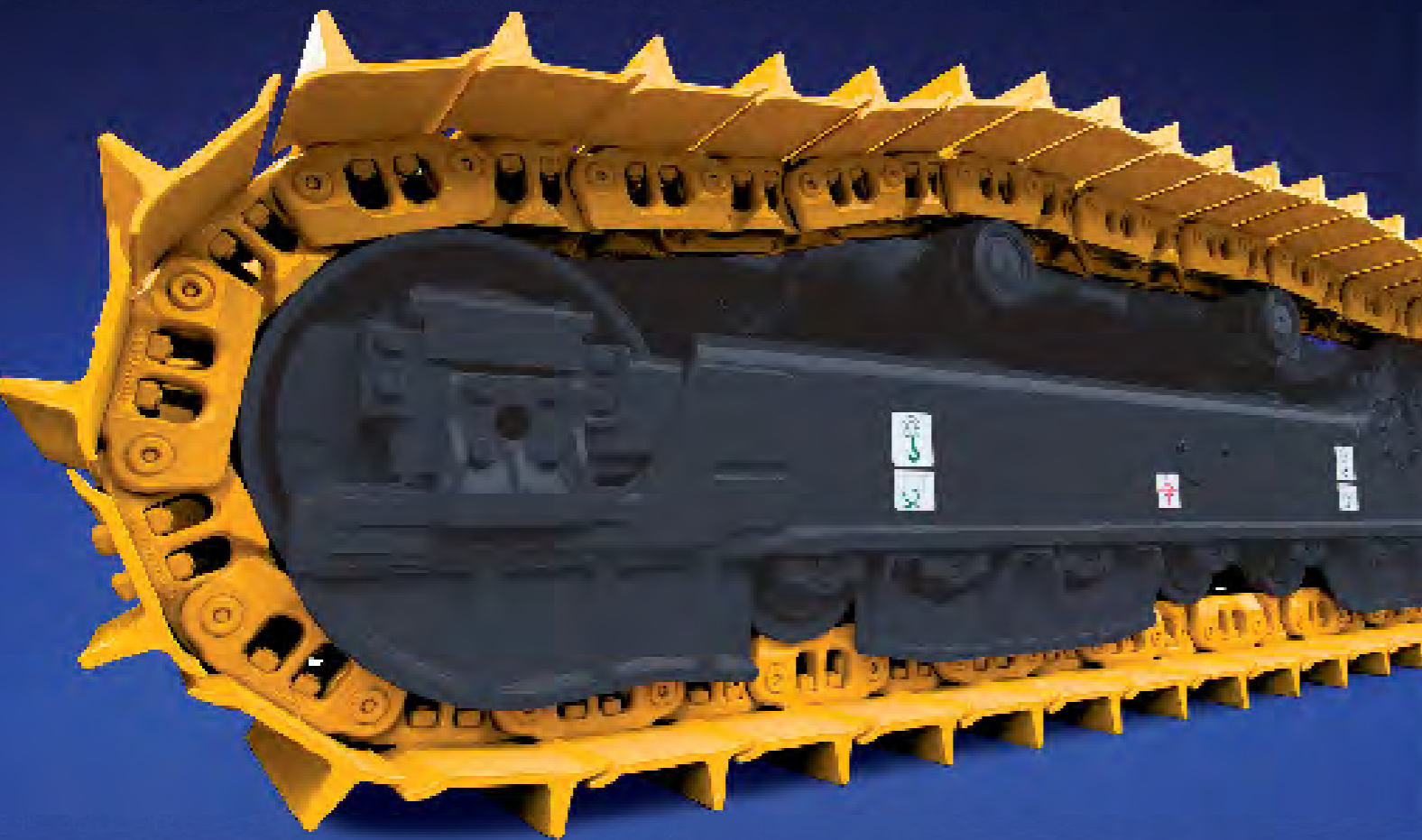
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KOMATSU

Driven by your success

We're making tracks near you.



KOMATSU COMMENTS

Over the last 6 months as the new MD for Komatsu Australia I have been visiting as many customers, Komatsu branches and sites as possible. Whilst I have been to most of our branches before, as the new "boss" I have opened my eyes and ears much wider this time, primarily to test what my focus should be going forward.

I guess it is standard practice for a new CEO to get out and make an assessment of the current state of the company. In my case I was particularly interested in listening to the views of my employees on the shop floor or those working in the field at our customer's work sites. I can genuinely say that I continue to be amazed and grateful for the level of dedication and the work ethic I found from our guys and girls at the coal face. I am very grateful because these are the Komatsu people that interact with you every day and make a difference to your business every day. Whatever I say about Komatsu, it is your

communication with my front line staff that will ultimately define your experience and therefore your attitude towards Komatsu.

Komatsu factories around the world produce the best in class equipment and I know many of our customers continue to purchase Komatsu because of our equipment's outstanding reliability and quality. Komatsu Australia's role is then to ensure we add the human dimension to compliment our fantastic products. Ultimately this is all about service and through life support.

Highly motivated, well trained and professional front line people are central to an organisation like Komatsu Australia. Together with our brilliantly designed and manufactured equipment it provides the true value add and benefits our customers expect when dealing with an OEM like Komatsu.

The other challenge as most of our mining and mining related customers understand, is ensuring we not only

have very high quality people, but can also grow fast enough to meet the current and future growth of the industry. I understand that you are relying on Komatsu Australia to be there when you need us. There is nothing more frustrating for any business to see strong growth prospects, but be held back due to supply and resource constraints. My HR team and all line managers are working hard to grow our front line personnel ahead of your requirements.

My first 6 months listening and seeing have certainly strengthened my view on the importance of Komatsu Australia's front line staff. We must grow this team as well as ensure training, systems, policy and back office staff are all aligned to support them do the best possible job for you.

Best Regards,

Sean Taylor



Sean Taylor, Managing Director
Komatsu Australia



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Front Cover

Jamie Whincup tests the 960E at Komatsu's USA test grounds



Seven genuine Komatsu track press lines are located around Australia to keep you on track wherever you are. Our trained technical professionals will come and inspect your tracks for free. We have track groups, link assemblies, carrier rollers, idlers, sprockets, pins and bushes ready and waiting to keep you rolling in the dollars. Stay on top of your undercarriage and get your FREE inspection today.

Special parts. Special people. Call 1800 630 237 or visit www.komatsu.com.au



KOMATSU RECOVERY AFTER TSUNAMI

Japan's devastating earthquake and tsunami on March 11 this year was an event which had tragic consequences for the Japanese people, with over 15,000 killed and over 125,000 buildings destroyed or damaged, writes Komatsu Managing Director Sean Taylor.

Also severely affected were six of Komatsu's manufacturing and supply operations on Japan's east coast, with production stopping or being severely constrained in the days and weeks following the earthquake.

Immediately following the earthquake, Komatsu Group formed an emergency task force headed by Kunio Noji, the company President and CEO.

This task force placed its top priority on individual human lives and safety, leading group-wide efforts to confirm the safety of employees and their families in Komatsu Group, including distributors, and suppliers, as well as providing assistance to affected people.

Despite the massive damage caused by the earthquake and tsunami, by the end of March, all our production facilities were back in operation, thanks to unprecedented efforts by Komatsu Group staff throughout Japan.

In addition to the disruptions to our own facilities, port and transport infrastructure was severely damaged, which impacted on our ability to ship products from Japan.

Deliveries of some products to customers in Australia and New Zealand were affected by these events, including some items of large mining equipment – but now, six months after the earthquake, our production and distribution chain is completely back to normal.

In addition, Komatsu as a whole is continuing to increase profits, despite the disruption from the earthquake.

In late July, Komatsu Ltd reported an 82% gain in first-quarter profit, aided

by rising demand in North America and Southeast Asia.

Net income climbed to 55.7 billion yen (\$715 million) in the three months ended March 31, from 30.7 billion yen a year earlier. Full year profit will rise 33% to 200 billion yen in the year ending March 31, 2011.

In Japan, Komatsu Group has been a significant contributor to relief and recovery efforts, with donations of cash, housing and shelter, equipment and scholarships totalling one billion Japanese yen (\$A11.843 million).

This included scholarships to students of national technical colleges located in the devastated areas of Tohoku and northern Kanto regions, designed to support those students who are expected to work for Japan's manufacturing industries in the future.

Separately, Komatsu Ltd and Rio Tinto have agreed to fund a 10-year 400 million yen scholarship for

undergraduate and graduate students enrolled in Tohoku University, which was severely affected by the disaster.

As the recovery and rebuilding efforts have continued, there has been a significant increase in demand for construction equipment – with orders for Japanese construction equipment up 30% for the second quarter of 2011 compared with the same period a year earlier.

This is particularly spurring demand for excavators and wheel loaders.

The earthquake/tsunami is believed to be the most expensive natural disaster on record. While early figures estimated insured losses from the earthquake alone at \$14 billion to \$35 billion, the final overall cost could exceed \$300 billion – a truly staggering amount. ■

All factory plants in Japan are now in full production



KOMATSU HYBRID AWARDED PRESTIGIOUS TECHNOLOGY MEDAL

Komatsu's innovative Hybrid excavator system, released in Australia in May, has been awarded the prestigious JSME Medal for New Technology from the Japan Society of Mechanical Engineers.

Komatsu Ltd President and CEO Kunio Noji received the 2010 JSME Medal for New Technology in April.

Established in 1958 to encourage the growth of Japan's mechanical engineering and industry, the JSME Medal is one of the most prestigious technology awards in Japan – and is the second such award given to Komatsu. It previously won the medal in 1989.

Komatsu's Hybrid excavator system reduces fuel consumption and CO2 emissions through the use of an Ultra-Capacitor which captures kinetic energy when braking the upperstructure's slew motion, then

reuses that energy to assist the next slew cycle, as well as delivering power to the engine.

The end result is fuel savings of 25-40% – and CO2 emissions – depending on application.

For the JSME Medal for New Technology, the Society evaluates not only the originality and excellence of the concerned technology, but also the social contribution and business result factors, said Sean Taylor, Managing Director of Komatsu Australia.

"We first introduced our hybrid excavator in June 2008, initially in Japan, then in China and the US," he said.

"In December last year, we launched our second generation Hybrid Excavators, the HB205 and HB215LC, offering improved application and productivity compared with our first generation hybrids.

"These had their global launch at Conexpo in the US in March, and were released in Australia at our BOOTS-ON event in May.

"The awarding of the JSME Medal reflects not only the technological excellence of our Hybrid system but also the good sales we achieved with our first generation models," said Sean.

"As a leading supplier of construction equipment, Komatsu will continue to broaden our Hybrid excavator model range, as well as applying our Hybrid system to other types of construction equipment – as part of our commitment to reducing our environmental impact and reducing our customers' operating costs." ■



Above: Japan's Society of Mechanical Engineers awards for New Technology was Awarded to Komatsu for the Hybrid Excavator Below: New Komatsu Hybrid Excavator models awarded the JSME medal for New Technology

STOP PRESS

Komatsu Ltd was selected as a component of the Dow Jones Sustainability World Index (DJSI) and awarded the bronze class this year. President & CEO Kunio Noji states that it is an honour to receive the recognition by this world's leading corporate social responsibility index developed jointly by Dow Jones of the United States and Sustainability Asset Management (SAM) Group, a research and rating company in Switzerland. Full story will be published in the next edition of Down to Earth.



JAMIE WHINCUP TESTS KOMATSU'S 960E DUMP TRUCK IN ARIZONA DESERT

Jamie Whincup recently travelled to Arizona and penned his adventure of driving the Komatsu 960E to dump truck the latest model in the Komatsu dump truck range.

In one section huge iron ruts are built into the ground that would swallow a car. The Komatsu's drive over them and engineers test how much the chassis is able to stretch without causing any damage.

We arrived on a Saturday, but engineers were still at work, running countless kilometers with a 960E chock full of rocks which weigh about 330 tonnes.

I was lucky enough to drive an empty 960E test truck which had already been worked pretty hard.

Our host Don Lindell was soon encouraging me to push it a bit harder and have some fun in a wide open area. It is a strange sensation because this rig is worth about \$7 million, which is more than anything I've ever raced.

Don assures me it is ok to drive the 960E hard, because after all, this is a test truck and Komatsu engineers spend

a lot of time trying to break them.

That way, they find out about any weaknesses before they get out to a mine site. Komatsu push the trucks to the limit, including abusing the brakes to the point they catch on fire (but still, amazingly, work).

It's like our V8 Supercar testing program, you push as hard as you can so you find about any problems before the race weekend.

Truck failures in a mine can cost hundreds of thousands of dollars in lost productivity which can be devastating to an operation's bottom line.

It's much like a failure in a V8 Supercar, which can ruin your championship chances.

Mechanical failures are very rare in our

Team Vodafone Commodores, but that doesn't happen by chance. Just as is the case with the Komatsu dump trucks, it is due to hard work and harsh testing.

When we turned up at the testing centre there would have to have been about eight full-sized trucks lined up outside the maintenance centre. It was an amazing sight as you really get an impression of how big these things really are when you stand next to one, let alone eight.

When you consider how much money is tied up in these trucks you get an idea of how seriously Komatsu takes it testing program.

I did my bit for the test process during my drive and ran the 960E harder than I thought it could ever be driven.

I know it sounds unbelievable but Don and I drifted it. I came hooking down, threw it into a bit of a skando flick and locked the rears with an electronic brake.

Now, that might just sound like fun but I can say it's all part of the test program.



Jamie Whincup and the Komatsu 960E dump truck at the Komatsu test centre in USA

KOMATSU 830E'S FITTED WITH NEW SOUND ATTENUATION SYSTEM AT WARKWORTH MINE

With mining activities in the NSW Hunter Valley increasingly taking place close to residential areas, Komatsu is helping address noise-related issues by developing sound attenuation packages for its Mining Dump Trucks to limit the impact on local residence.

As of early August, Komatsu Australia was in the final stages of delivering 23 Komatsu 830E-1AC dump trucks to Rio Tinto's Mt Thorley Warkworth mine, near the town of Singleton in the upper Hunter, fitted with a "phase one" sound attenuation package, according to Kris Burford, Komatsu Australia's National Product Manager—Mining.

"The standard truck out of the factory delivers 122 dBA, but with our phase one attenuation package, we've

reduced sound levels to 118 dBA uphill, 113 dBA downhill, and 109 dBA on flat ground travelling at 9 km/h," he said.

These levels are according to the relevant ISO and Australian Standards, measured by industry professionals in this area of expertise.

"A phase two package has also been developed, which we are about to start delivering on 11 830E-1AC's going to the Bengalla mine – which is also a Rio Tinto managed site – near Muswellbrook, also in the Upper Hunter.

"That package drops the uphill sound level to 115 dBA, and we're going to reduce that even further, to 113 dBA, with a Phase 3 solution to meet the mine requirements," said Kris.

He said Bengalla's operating licence required the lower sound levels, whereas Mt Thorley Warkworth had taken a proactive approach to what it believed would be implemented in the future.

"These packages are Komatsu systems, designed and supported by Komatsu," said Kris.

"To achieve this, we are enclosing the engine bay, we have a radiator attenuator, a different style of exhaust system, and silencers installed on the grid package."

Initially the package is only available for the 830E-1AC, but Komatsu's intention is to take it across the rest of its Mining Truck line in a phased approach.

The sound attenuation kits are available as a factory option at the time of ordering, or can be supplied as a retrofit kit for the 830E-1 AC truck.

Kris said there was increasing demand in the Hunter Valley specifically for sound attenuation because of site and licence requirements.

"This is due to the fact that many mines are quite close to townships.

"On a number of occasions, mine sites have been asked to meet with best practice – which includes taking a phased approach to bring sound power levels down at the boundaries of the mines," he said. ■

Below: Komatsu's 830E's fitted with new sound attenuation system which reduces sound level of the dump truck to limit noise on local residence



KOMATSU AND ACUMINE SIGN AGREEMENT FOR DISTRIBUTION OF 4CAST COLLISION AVOIDANCE SAFETY TECHNOLOGY



Komatsu and AcuMine have recently finalised an agreement whereby 4CAST Collision Avoidance Safety Technology will be distributed and supported through Komatsu's Australian, New Zealand and New Caledonian sales and service network

Komatsu Australia has been appointed distributor of AcuMine's innovative 4CAST (Collision Avoidance Safety Technology) system, which will be distributed and supported through Komatsu's Australian, New Zealand and New Caledonian sales and service network.

With mining companies and OH&S authorities looking at ways to prevent vehicle-related incidents in the mining industry, collision avoidance technology is an increasingly recognised solution, according to Komatsu Mining Account Manager Dan Wieland.

"AcuMine's 4CAST system offers a number of features and benefits not found on other collision avoidance systems, including the ability to alert operators and drivers according to context, and the inclusion of a hand-held system for individuals walking around on the ground," he said.

4CAST modules are available for heavy mobile equipment, such as trucks, loaders and graders, as well as light equipment such as utes and 4WDs, personnel carriers, small loaders and skidsteers, as well as for individuals.

4CAST works by using a combination of GPS and radio frequency signal strength to determine a vehicle's position; each vehicle communicates its position relative to the position of all other vehicles within range – forming a peer-to-peer network.

The system provides machine and vehicle operators, and individuals on the ground, with information on other vehicles or individuals nearby, including identification, distance and direction.

Whenever necessary, it will raise site-defined alarms and notifications through an operator's display fitted in the cabin.

Alarms can be both audible and visual – and can even be site-customised to incorporate prerecorded verbal alerts from a site's safety supervisor, using their own voice.

"4CAST is designed for any type of mobile equipment, and it is necessary for all vehicles to have the system on board for them to communicate with each other," said Dan.

"It allows each piece of mobile equipment, vehicle or individual to position themselves using GPS, combining this with radio frequency signal strength to calculate distances between each of them – and then alert drivers and individuals of the distance to the nearest potential threat."

For communication, the heavy equipment module works off both the 2.4 GHz and 433 MHz frequencies, while the light vehicle and individual modules work off the 433 MHz frequency only.

The 4CAST unit for individuals is about the size of a small mobile phone, clips to a belt, lasts 12 hours on a single charge, and can be recharged off a USB connection.

"All modules are based around standard off-the-shelf radio parts, but the clever thing behind 4CAST is it uses context, so it can tell if you're on a haul road, at an intersection, or loading or on a dump site," said Dan.

"For example, if you have two vehicles on a haul road travelling in opposite directions, but separated, they can be quite close but won't be a collision risk; 4CAST's context ability can handle this, and avoid giving a false alert.

"However, if two vehicles are approaching at intersection, the system knows that, and alarms accordingly.

"Likewise, it will sound an alert if there are two vehicles on the same road, going in the same direction, but the one ahead has broken down, or is travelling at a slower speed."

"4CAST works effectively at both low and high speeds, and has the same sensitivity whether a machine is travelling at 1 km/h or 100 km/h," Dan said.

"This is important, because while most fatalities occur when light and heavy vehicles collide, there is a high incidence of collision between vehicles moving at relatively slow speeds.

"We're very excited to be able to offer the 4CAST system, as it is the only one on the market that can offer whole of site coverage, at full speed and which is unaffected by low visibility or environmental conditions," he said.

"In addition, this agreement further reinforces Komatsu Australia's standing as a company dedicated to safety and providing customers with effective safety solutions."

The relationship between Komatsu and AcuMine began in 2004 when the two companies collaborated on an early collision avoidance system for a mine in Western Australia; since then this has developed into the current 4CAST collision avoidance system. ■



Above: The optional 4CAST system fitted to Komatsu 730E dump truck

For more information about 4CAST, please contact Komatsu Australia Pty Ltd Mining Account Manager on [e: dwieland@komatsu.com.au](mailto:dwieland@komatsu.com.au)

Below: 830E fitted with the new 4CAST collision avoidance system



KOMATSU OFFERING GREAT VALUE SKID STEER/ MINI EXCAVATOR PACKAGE

Komatsu Australia has announced a package deal for purchasers of an SK714-5 skidsteer and a PC27MR-3 mini excavator, with special finance rates available through Komatsu Australia Corporate Finance.

According to Carl Grundy, Komatsu Australia's National Sales Manager, utility equipment, the deal offers a very attractive weekly rate for the two machines.

"Currently we are offering the SK714-5 skidsteer for \$140 a week, but from August 1, we are offering to package up the PC27MR-3 for a total of just \$325 a week," he said.

"When you consider you would pay around \$400 a day just for a skidsteer, that is a very attractive package.

"In addition, these are fully equipped machines, ready to go straight to work; they are not base model machine where you need to spend a lot of extra money to spec them up to work," said Carl.

The ready-to-work SK714-5 includes a 4:1 bucket, spare rim and tyre, safety beacons, reversing alarm and all other safety equipment, plus Komatsu's two-speed travel servo control.

The ready-to-work PC27MR-3 includes a canopy, rubber tracks, quick hitch, three buckets – 300 mm, 450 mm and a 1 m mud bucket, plus safety beacons, fire extinguishers and all other safety equipment.

The package includes as standard Komatsu's KOMTRAX remote monitoring system, with free machine condition and location monitoring, plus three years extended power train warranty.

"We believe this is a really good little package, at the right sort of money," said Carl.

"For someone looking to get into business, or to upgrade their existing equipment, or for plumbers, electricians, builders and other tradies looking to extend their capabilities, it's an ideal opportunity."

About the two machines

Released earlier this year, Komatsu's PC27MR-3 is a sub-3 tonne addition to its MR-3 range and suitable for transporting on a standard 3 tonne capacity tipper.

With an operating weight of 2.89 tonnes, it is powered by an Interim Tier 4 compliant Komatsu 3D82AE-6 diesel rated at 19.2 kW, and incorporates Komatsu's KOMTRAX remote monitoring system as standard.

"This new excavator has been designed for use with 3 tonne tippers, making it an extremely versatile and easily transportable unit – while still delivering close to equivalent digging power and performance to a 3 tonne excavator," said Carl.

As with other models in Komatsu's MR-3 mini excavator range, the PC27MR-3 incorporates a class-leading low-emission engine – complying with the forthcoming Tier 4 emissions standards – increased productivity, improved operator comfort and safety, and easier servicing and maintenance.

For further information on Komatsu's skid steer/mini excavator package, please contact your local Komatsu Utility representative, or call your local branch for more details. ■



KOMATSU OFFERING LOW-PRICE SKIDSTEER/MINI EXCAVATOR PACKAGE

Brief specs of the two machines are:

PC27MR-3: Mini Excavator

- Operating weight, 2890 kg engine
- 3D82AE-6 diesel rated at 19.2 kW
- Bucket capacity, 0.08 cu m
- Maximum dig depth, 2550 mm
- Bucket breakout, 2230 kgf
- Arm breakout, 1500 kgf

SK714-5: Skid Steer Loader

- Operating weight, 2530 kg
- Operating capacity, 650 kg
- Engine Komatsu 4D88E-1FD rated at 34.7kW
- Standard bucket capacity, 0.35 cu m
- Bucket breakout, 1750 kgf
- Dump height, 2140 mm

KOMATSU'S ALL NEW DUAL-BUSH UNDERCARRIAGE PREVENTS WEAR AND REDUCES UNDERCARRIAGE SERVICE COSTS

Komatsu Australia has announced a new range of "dual-bush" undercarriage now available for its D275-5, D375-5 and D475-5 bulldozers operating in abrasive conditions.

The new bush structure has been incorporated in the existing track link assembly and specifically designed to reduce wear and extend track life, significantly reducing the cost of undercarriage maintenance over the lifespan of a machine.

Key to the success of the dual-bush undercarriage is Komatsu's rotating bush system, which allows the pin and bush to rotate independently of each other while being continuously lubricated by oil contained within a sealed gallery.

Compared to conventional fixed pin and bush undercarriage systems, the dual bush undercarriage system has the potential to double the life of the machine's undercarriage in the right application, according to Komatsu's National Sales and Business Development Manager Undercarriage, Bruce Gale.

"Komatsu has spent several years developing this new undercarriage product in a variety of conditions, including extensive field trials in the abrasive oil-sands of Alberta, Canada," he said.

"With conventional undercarriage systems installed on larger dozers, operators are required to remove the track at around half-life and perform pin and bush turn to maximise the life of the track.

"The dual-bush system does away with the need for a pin and bush turn, thus eliminating downtime and maintenance costs over the full life of the track

link assembly - with the potential to double the lifespan of undercarriage components, there is a real financial incentive for operators to upgrade.

"What this means is that the complete undercarriage system – pins, bushes and idlers etc are designed to wear at the same rate allowing change out to be carried out at the same time, resulting in big savings for operators over the life of their machine," he said.

Testing in the oil sands of Canada was conducted using a series of D375-5 and D475-5 bulldozers fitted with the dual-bushing undercarriage.

A target of 3600 hours was easily achieved when the new undercarriage was fitted – almost double that of standard undercarriage when operated in the same conditions.

Bruce said the dual-bush undercarriage was specifically suited to high abrasion applications such as sand mining.

Komatsu Australia has announced a new range of "dual-bush" undercarriage now available for its D275-5, D375-5 and D475-5 bulldozers. ■



Insert, Komatsu Dual Bush Undercarriage option for the D275-5 dozer range, which is also available for the D375-5 and D475-5 Dozers

KOMATSU LAUNCHES ALL NEW "PLUS" UNDERCARRIAGE

Komatsu Australia has launched a revolutionary new range of undercarriage that can provide customers with an extended service life when compared with standard fitment undercarriage, together with substantially reduced maintenance and machine downtime

Komatsu's Parallel Link Undercarriage System, or PLUS undercarriage, features a newly- designed rotating bush, extended link life and recessed grooved sprocket segments working in tandem to substantially reduce metal to metal wear and increase the life of the undercarriage.

The PLUS undercarriage system has been engineered with the main goal of providing significantly longer service life with reduced maintenance, said Komatsu's Sales and Business Development Manager- Undercarriage, Bruce Gale.

"100% manufactured in-house by Komatsu, PLUS undercarriage has been designed for reliability, durability and extended ongoing performance," he said.

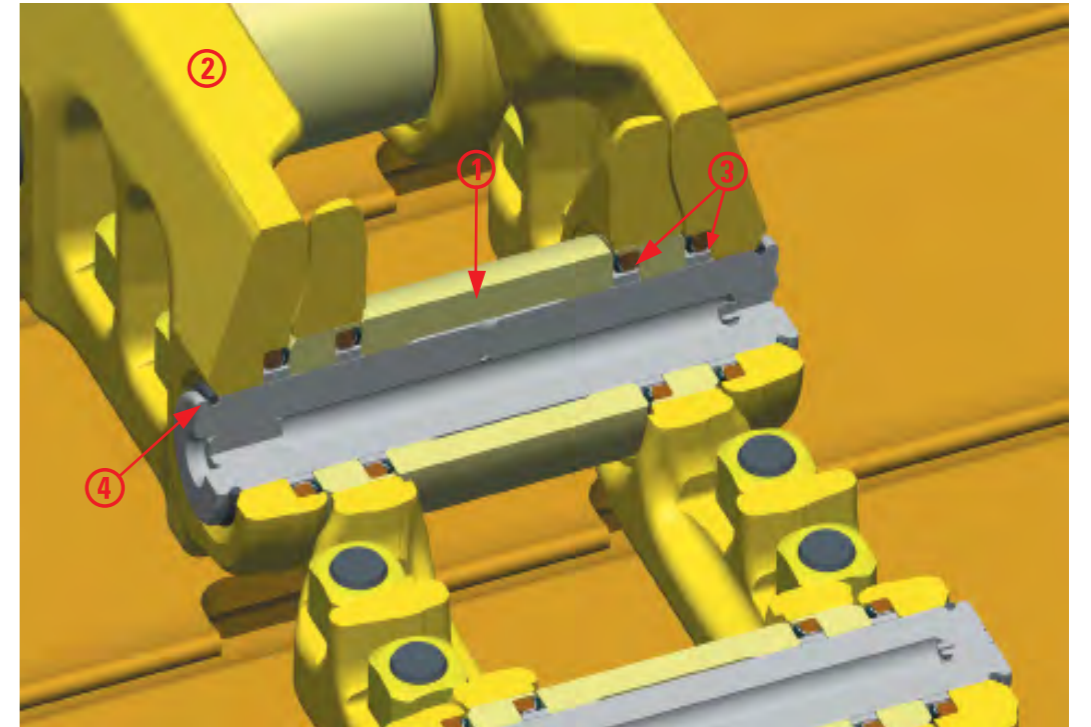
"PLUS undercarriage is now fitted standard to D51, D61 & D65 bulldozers sold in Australia and can be retro -fitted to existing machines without the need for any major modifications.

"You simply change some of the individual undercarriage components and refit the PLUS undercarriage shoe assembly – you can re-use the existing idlers & carrier rollers.

"Upgrading to PLUS undercarriage is cost effective because it's designed to last longer in operation with significant ongoing reductions in costly downtime," he said.

Komatsu says all PLUS undercarriage components are designed to wear at similar rates, increasing change-out intervals and significantly reducing the need for maintenance during the life of the tracks and hence related downtime.

Specially designed sprockets with recessed grooves prevent material build-up that can lead to binding of the track links, which is a major cause of sprocket, pin and bush wear. In addition, the sprockets themselves are segmented and can be replaced individually in the field in the case of damage.



"Komatsu engineers field-tested PLUS undercarriage extensively world-wide, including several thousand hours of testing in Australian conditions before

the product was released to the market," Bruce said. There's nothing like a real-world test to prove the worth of a product – and in the case of PLUS undercarriage,

"it's still going strong long after conventional undercarriages have reached the limits of their service life," he said. ■

KEY PLUS UNDERCARRIAGE BENEFITS:

- PLUS undercarriage components undergo a unique metal hardening process which ensures extended service life and uniform component wear.
- Segmented sprockets incorporate a recessed groove arrangement to reduce material build-up and can be changed-out individually in the field without the need to remove the track.
- The parallel-link assembly supports a rotating bushing, minimising stress and wear on the bush, pins, seals and sprocket segments.
- The new track roller design improves track guidance and is manufactured to last for the full service life of the undercarriage, reducing the need for maintenance and machine downtime.
- 1. **ROTATING BUSH** – The Komatsu PLUS link undercarriage assembly features a revolutionary rotating bush assembly that rotates freely as the machine moves. The lubricated bush rotates around the pin while reducing sliding abrasion and wear on the sprocket segments. This design feature ensures a longer working life for both the bush and sprocket.
- 2. **LONGER WEARING LINKS** – Komatsu PLUS undercarriage link design incorporates additional wear height when compared with conventional links and are through hardened for extended wear life. The links themselves are manufactured from hi-tensile steel to provide maximum impact resistance.
- 3. **LONG-LIFE SEALS** – Komatsu has designed a unique seal arrangement into the PLUS System to keep the dirt out and lubricate the assembly for the full operating life of the undercarriage.
- 4. **WEDGE RING** – The proven Komatsu Wedge-Ring is used with the PLUS undercarriage system, providing positive retention of the pin and bush assembly and facilitating field maintenance should this be required.
- 5. **NEW TRACK GUARD** – Made from special hardened steel, the redesigned PLUS track guard stops stones and debris from getting stuck in the undercarriage, preventing damage to the track link assembly. (not displayed in illustration)

KOMATSU DEVELOPS SIMULATORS AND DEDICATED TRAINING MACHINES TO IMPROVE SERVICE TECHNICIANS' SKILLS

Komatsu Australia has developed a range of hardware simulators and purchased a suite of simulation software to assist in the training and upskilling of its service technicians and apprentices. The simulator-based training is also available to customers' service technicians.

Developed by Komatsu in-house, the hardware simulators allow service technicians and apprentices to carry out testing and adjusting, troubleshooting and diagnostics across a range of machines, said Jason Alfeo, Komatsu's Technical Training Manager.

They include representative components of large items of mining equipment, and have been set up to be fully transportable for use in classroom training anywhere in Australia.

These include simulators for Komatsu's large excavator and shovel range, an electric drive truck simulator and software-based simulation covering

both hydraulic and electrical circuits.

"Our simulators include, for example, the control components from a KMG (Komatsu Mining Germany) shovel, all of which fit into a classroom and are very portable," Jason said.

"Paul Clark, one of our specialist technical trainers based in NSW, has done a fantastic job of developing several of these KMG simulators which have proved invaluable in our KMG courses."

According to Paul, these simulators allow Komatsu trainers, technicians and apprentices to simulate the control components of a large Komatsu mining excavator's functions, as well as testing and troubleshooting them.

"Our KMG simulator is highly beneficial in teaching both the electronic and hydraulic components of large mining shovel and excavators.

"A further tool available to us is our Automation Studio Software, which

can simulate hydraulic and electrical circuits, diagnostics and control components under operating conditions" he said.

Paul has also developed a relay logic KMG grease systems simulator which is now in wide use by Komatsu's technical trainers.

His latest simulator initiative is designing and building a combined PC300-8 Monitor Panel and CRI engine simulator.

This new simulator will cover all electronic functions of the Dash 8 excavator range including CRI engine, electronic pump control and machine systems, along with on board diagnostics through the a colour TFT monitor panel.

Jason said the simulators have been developed to ensure the upskilling of all Komatsu service technicians, as well as those of its customers, particularly when it is difficult to gain hands-on experience with these production machines.

"Currently, this form of technical training breaks down to about 50% covering customers, and 50% covering Komatsu Australia/Komatsu Marketing Services Australia – with our apprentices training on top of this," he said.

Paul Richardson, Komatsu Australia's National Organisational Development Manager, said that in addition to its extensive development of simulators, Komatsu's technical training group has recently obtained two PC200-8 excavators and a WA480-6 wheel loader to be used exclusively for training.

"The systems and components on these machines let us cover about 80% of what our service technicians and apprentices would come across with any item of Komatsu mining or construction equipment," he said.

"These machines are on site at our training facilities on TAFE campuses at Kurri Kurri in the NSW Hunter Valley and Acacia Ridge in Brisbane.

"This is a significant investment in technical training resources and equipment on the part of Komatsu Australia, for the future of our people and industry," said Paul. ■



Above: Paul Clark and Cameron Field Testing the Excavator Simulator's Function.



Left: Komatsu's range of hardware simulators to assist in upskilling service technicians and apprentices.

KOMATSU FURTHER BOOSTS NATIONAL APPRENTICE INTAKE TO 100 FOR 2012

Komatsu Australia is further expanding its award winning Apprentice Development System (ADS) with a planned intake of 100 new apprentices nationally in 2012.

In 2011, Komatsu engaged 40 new apprentices across Queensland, NSW and Western Australia.

The 2012 intake will expand the numbers and the system to include Victoria and South Australia, said Paul Richardson, Komatsu's National Organisational Development Manager.

"This will bring total apprentice numbers to around 250 nationally, with a target to further increase apprentice numbers to 400 nationally over three years," he said.

The recruitment process started in July and August with advertisements in regional and metropolitan newspapers, the internet and trade magazines.

"Komatsu views apprentices as a strategic sustainability resource to our business and this is behind the effort that has been applied to the design and implementation of our ADS starting in 2009, and the expansion of our apprentice intakes in 2011, 2012 and beyond," said Paul.

Komatsu's ADS seeks to develop the whole person by training which is targeted not only at technical skills, but also life and business skills.

A feature of the system is the development of alliances with TAFE, which delivers the formal off-the-job education components to Certificate III level.

Paul said that Sean Taylor, Komatsu Australia's Managing Director, had taken a strategic approach to apprentice development.

"This is driven in the workplace through our business functions, headed by Chris Cassetari, Director Regions, Ian MacCowan, General Manager Customer Support, and Steve Schofield, General Manager Human Resources."

As part of this, Komatsu Australia has recently appointed Gavin Manning, as National Apprentice Development System Manager.

"Gavin works closely with our regional apprentice co-ordination teams to ensure that the managers in the regions have the skills development back up needed when implementing the learning and experience plans that the apprentices follow as part of the overall ADS," said Paul. ■



Below: Apprentices in training @ Komatsu facilities in Fairfield, Sydney

This advertisement appeared on SEEK and in the National and Regional print media during August

Entry Level and Mature Age

Join Komatsu's

Award Winning Apprentice Development System

Learn Life Skills, Technical Skills and Business Skills

Start Your New Career Here

NSW / WA / QLD / SA / VIC

Plant Mechanics (Heavy Vehicle Mechanics) - all locations

Automotive Electricians – NSW / WA / QLD

High Voltage Electricians – NSW / QLD

Boilermakers - QLD

Komatsu is a global leader in the manufacture, service and maintenance of heavy earthmoving equipment to the Mining and Construction industry sectors and is renowned for its quality and reliability. Komatsu's award winning Apprentice Development Programme ensures that our Apprentices receive the best training and learning opportunities to maximise their potential career development.

If you are completing Years 10, 11 or 12, or are seeking a new career, the Komatsu Apprenticeship Development Program will set you on the path to a fulfilling and rewarding career.

What Komatsu seek in our apprentices:

- Minimum Year 10 Maths and English
- Technical aptitude and a mechanical interest
- Self motivated with a responsible attitude and mature outlook
- Strong commitment to a structured on site workshop and off site training program
- Ability to work within a team environment
- Drive to be committed and successful

What Komatsu can offer you:

- Sponsored Certificate III training at TAFE
- Extensive technical, life and business skills training program
- Tool kit, safety equipment and protective uniformed clothing
- Extensive employee assistance program support and practical opportunities
- A strong team culture focused on your success and career growth

How to Apply: To apply for an Apprenticeship opportunity with Komatsu, please send a covering letter and resume online at: www.komatsu.com.au click on Komatsu World / Careers

KOMATSU CUSTOMER SUPPORT CENTRE WORKING FOR CUSTOMERS WHEN THE COUNTRY IS ON HOLIDAY

Komatsu Australia has been able to respond to the ever-increasing round-the-clock requirements of customers with its state-of-the-art nationwide customer support centre, in operation 24 hours a day, seven days a week.

The Komatsu Customer Support Centre (KCSC) was able to prevent a customer from experiencing significant downtime over the Australia Day holiday period, utilising the advanced functions the support centre can offer.

Huddy's Mining Services was operating a PC1250SP-7 excavator at a remote site 120km out of Mt Isa and required an urgent shipment of spare parts to keep the machine in service over the holiday period. Faced with extended and costly downtime, the customer phoned the national support centre (in Sydney) at around 6.30pm the night before Australia Day in search of the parts they required.

With the parts scattered in various Komatsu warehouses in Perth and Brisbane, Komatsu Customer Support Agent Michael Cowell was able to arrange dispatch by 7.30pm that evening.

Huddy's Mining Services' Aaron Blackwood said the parts were literally dispatched from the multiple locations that evening and arrived in Mount Isa the morning of Australia Day.

"The Komatsu customer support centre has literally saved us thousands of dollars," he said.

"Being able to ring one phone number and have all our spare parts, servicing and technical enquiries dealt with is a service that's second to none.

"The fact the support centre is open 24-hours, 365 days of the year meant we were able to get our parts on a national holiday, preventing any lost production and loss of income," he said.

Komatsu Customer Support Centre Manager Chris Cadden said that the centre's availability prevents customers having to wait up to 48 hours for the next business day to roll around.

"Our aim here at the support centre is to keep customer machine downtime to an absolute minimum at all times," he said.

"We have fully-trained staff on call 24 hours a day to attend to any customer requirement, no matter where they are located and what the issue is.

"Cutting-edge IT infrastructure has been employed to link the entire Komatsu network, including the branches and warehouses nationwide"

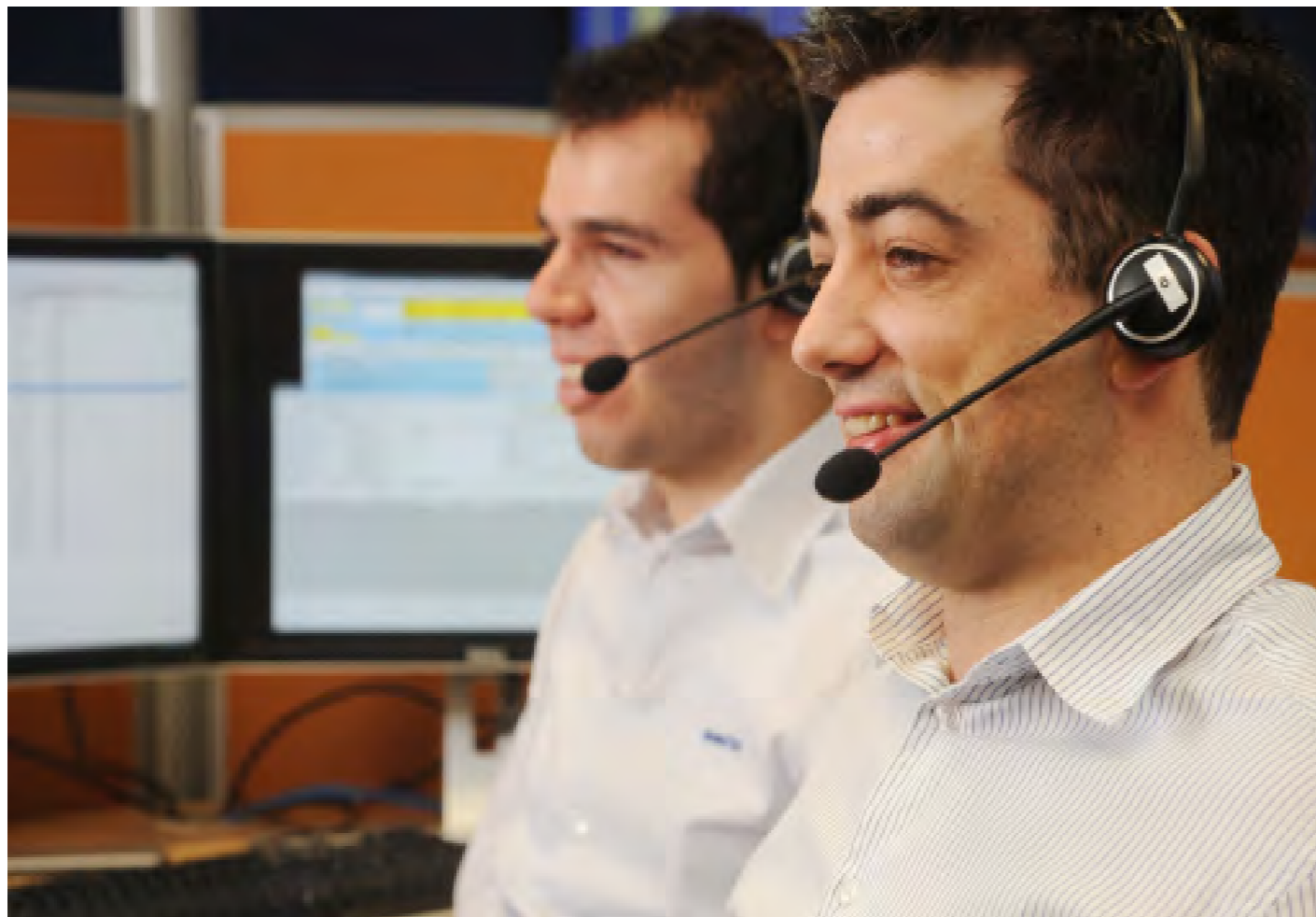
"We have invested heavily in the people at the support centre – with administration, customer support, spare-parts and technical support all available around the clock".

"All customers need do is call the nationwide 1300 number and help will always be at hand," he said.

The Komatsu Customer Support Centre can be contacted via a single number –1300 566 287.■

For more information on Komatsu's range of services visit www.komatsu.com.au or call 1300 566 287 – 24 hours a day, 7 days a week!

Below: fully trained Komatsu Customer Support Centre staff are on hand 24 hours a day, 7 days a week to assist with customer enquiries.



ECHUCA RESIDENT FITTER PROVIDES DEDICATED CUSTOMER SUPPORT TO AREA

Komatsu Australia is celebrating six years of dedicated mobile service to the Echuca regional area with more than 70 Komatsu machines actively in service in the area – stretching from Shepparton and Bendigo in Victoria to Deniliquin in NSW.

Komatsu's resident technician based in Echuca, Dave Thomson has been with Komatsu Australia for 5 years. Dave joined Komatsu in July 2006 as a Heavy Vehicle/Plant Mechanic. Dave was employed to fill the role of the Echuca Service Resident due to his previous experience as a Diesel mechanic in the agricultural field around Echuca and Kyabram and also due to his understanding of local customer needs and requirements.

"Since starting as Komatsu's 'local' technician it's been great to see the number of machines in the area grow being used in a wide variety of

industries and projects," he said.

"Many operators have multiple Komatsu machines, so it's important the company has a local presence to ensure quality parts and service are always on hand. Dave is supported in Echuca by the Komatsu Branch located in Wodonga. The branch supports Dave with Parts, specialised tooling, technical assistance as well as new product training.

"It's vitally important that modern machines be serviced correctly to factory specs – by placing residents like myself in regional areas Komatsu ensures customers have ready access to the service they need, when they need it," he said.

Komatsu first established a presence in the Echuca region when the mobile service was based in the town during 2006.

Komatsu Wodonga's Branch Manager, John Hunt, said factory service was previously only available to Komatsu customers by travelling technicians

from Wodonga. This resulted in a 6 hour return trip which adds tremendous costs to Customers and was also inhibiting Komatsu's growth in the area.

"By placing a dedicated technician in Echuca we've been able to provide our regional customers with a level of factory service second-to-none in the area," he said.

"Komatsu is dedicated to servicing our customers nationwide – no matter their location.

"Komatsu Australia has resident technicians throughout regional Australia, including Dave in Echuca.

"Customers in regional areas face lengthy downtime if they aren't able to access parts and service when a breakdown occurs. By having known and trusted technicians close at hand

Komatsu has you back on the job in the shortest time possible," he said.■



Dave Thomson resident technician servicing the Echuca area

JEFF WYNANDS RECEIVES BARRICK SAFETY AWARD

Jeff Wynands, safety co-ordinator/leading hand serviceman at Komatsu Australia's Kalgoorlie Consolidated Gold Mines (KCGM) shovel maintenance team in the Super Pit, has been awarded a major safety award at the mine.

KCGM manages the Super Pit operation for joint venture partners Newmont Australia and Barrick Gold of Australia, with Komatsu Australia having an ongoing contract with KCGM to manage shovel maintenance.

In March, Jeff was announced as the Barrick Australasia Safety Champion Award winner.

Craig Ross, Director of Risk Management with Barrick in Salt Lake City presented the award to Jeff at KCGM.

"Jeff has been heavily involved in our site safety since the new management and operating structure was put in place several years ago," said Garry Giles, Komatsu project manager at KCGM.

"He is truly a safety champion at the site. He chases everyone up, he works on a lot of safety processes to ensure

they are continually improved, plus he's very closely involved with KCGM, our customer here, including working on their safety committee," Garry said.

With the site restructuring some years ago, one of the aims was major improvements in safety management, he said.

"We have had a very good run over the 13 years we've been here; we have an excellent LTI (lost time injury) record, and we're getting a lot fewer hand injuries.

"It's thanks to people like Jeff, the culture we have here, and Jeff's mentoring of our team that we are achieving these good results," Garry said.

"Jeff also has the people skills and the personality, so he gets on well with everyone, and brings them along with him.

"This is the second time Komatsu has won the award at site in eight years and it's a very good result for Jeff and all of us at the site," he said.■



Jeff Wynands



David Small (far right) Welcomes customers to the Boots On event held in the Hunter Valley in early May 2011



Komatsu's D51-EX22 fitted with Topcon's GPS Machine Control (3D) System



The Hybrid Excavator proves its more than just another excavator by regenerating energy and saving costs



KOMATSU PUTS ITS BOOTS-ON



In mid-May, Komatsu Australia held its third **BOOTS ON** training and customer event, taking over the HPOTS Training site at Cessnock in the Hunter Valley for a week.

The event was used to introduce Komatsu sales teams from around Australia and New Zealand to the company's latest products – including its new hybrid excavator range – as well as launch the hybrid in Australia.

BOOTS ON included a customer open day on the Friday, where Komatsu customers – again from around Australia and New Zealand – had the opportunity to operator and evaluate the hybrid in actual digging conditions, as

well as other new Komatsu equipment.

It culminated in the launch of the hybrid at a gala dinner that evening, where the keys to the first two hybrids sold in Australia were handed over to their owners – Oliver and Tom Diprose of Gradco Pty Ltd and Andy Divall of Divalls Earthmoving.

More than 120 customers, along with a dozen media representatives, attended the customer day and hybrid launch dinner.

In addition to the new hybrid machines – the HB205 and HB215 – other new Komatsu equipment on display and available for evaluation and test-driving included:

- The "premium-spec" WB97R-5EO "Platinum" backhoe/loader
- The PC27MR-3 sub-3 tonne short-tailswing mini excavator
- The 35 tonne PC350LC-8 flagship construction excavator
- The D51EX-22 dozer.



Left, David Small GM Construction + Utility at the formal handover of the first two Komatsu Hybrid Excavators in Australia. Hybrid owners Tom Diprose (left centre) and Oliver Diprose (far right) of Gradco & Andy Divall (right centre) of Divalls Bulk Hanlage



TO LAUNCH HYBRID & OTHER NEW EQUIPMENT

Other equipment at BOOTS ON included WA250PZ, WA430 and WA500 wheel loaders, SK820 skidsteer, its Vantage graders, PC88 zero-swing excavator and HM400 articulated dump truck
Komatsu Australia also invited other suppliers, including Topcon distributor Position Partners – which was able to demonstrate the productivity advantages of fitting the latest machine control systems to Komatsu graders, dozers and excavators.

"BOOTS ON is a terrific opportunity to intensively educate our own people about our latest developments and technology – and then provide our customers an opportunity to see and operate this technology themselves," said David Small, Komatsu Australia's general manager, construction and utility. "Customers are able to try out and see our equipment operating in actual earthmoving applications, and see for themselves the productivity and performance advantages Komatsu can offer."

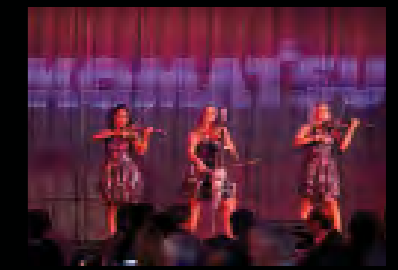
"For example, with our new hybrids – which use the slew motor to regenerate power through our Ultra-capacitor system – they were able to place a machine at an angle on a pile of dirt, and swing it through 180 degrees to prove to themselves the power and efficiency of the hybrid system," he said. "Overall, BOOTS ON is a very worthwhile event for us, allowing us to talk directly to a large number of customers in real operating environments." ■



David Small celebrated the 90th year anniversary during the launch of the Komatsu Hybrid Excavator evening



MC Comedian Jean Kittson



Chris Moroz, Sth QLD Sales Manager highlights the benefits of the Hybrid. (Chris was formally the Business Development Manager for Construction)

AUSTRALIAN CONTRACTOR GO FOR KOMATSU HYBRID'S COMPETITIVE ADVANTAGE

The first purchasers of Komatsu's innovative new Hybrid excavator have identified the competitive advantage it delivers as a key reason for going with this new technology.

At the Australian launch of the Hybrid, at a function in the NSW Hunter Valley in mid-May, David Small, Komatsu Australia's General Manager,

Construction, handed over the keys to the first two purchasers, Oliver Diprose of Launceston-based Tasmanian

contractor Gradco, and Andy Divall from Goulburn, NSW-based Divall's Bulk Haulage. ■

NEW KOMATSU HYBRID SAVINGS FOR DIVALL'S BULK HAULAGE

Since taking delivery of a new Komatsu HB205 Hybrid excavator in early June, Goulburn, NSW-based contractor Divall's Bulk Haulage has been achieving around 25% fuel savings compared with a conventional machine.

Owner Andy Divall has been very pleased with the performance, operation and fuel efficiency of the new machine.

"We've put it into an application within our quarry where it does same job day in day out – and where we've had a conventional Komatsu machine working," he said.

"As a result of that, we have two or three years of Komtrax fuel data in that operation, and we're able to overlay that with the hybrid in exactly

the same application and get some real numbers on the savings.

"Already we've up to a couple of hundred hours, and we're burning about four litres of fuel an hour less," Andy said.

"The Komatsu Hybrid goes through about 12 litres an hour, compared with 16 litres and hour for the conventional machine.

"We are really pleased with the machine. Our operator loves it – and in fact he can't tell the difference in operation compared to the previous machine."

Andy said the company had no qualms about going with new Komatsu technology in purchasing the first Hybrid excavator in Australia.

"We have confidence that Komatsu has done its research into the product, and it will perform as promised," he said. ■

STOP PRESS

Since the 'BOOTS ON' customer experience in May 2011, Brooks Hire Service Pty Ltd - one of the largest hire company's in Perth has placed an order for two Komatsu Hybrid excavators. Brooks Hire specialises in the supply of equipment to the earthmoving and road building industries in Western Australia. Brooks Hires' fleet has over 350 items of plant equipment plus smaller items such as pumps and rock breakers.

Down to Earth will have the full article regarding Brookes Hire in the next edition.



Divall's new HB205-1 HYBRID Excavator is now showing fuel savings & great performance in Australian conditions

KOMATSU HYBRID DELIVERS ON PROMISED FUEL SAVINGS FOR GRADCO

Since taking delivery of one of Australia's first two Komatsu Hybrid excavators in mid-June, Launceston, Tasmania-based contractor Gradco Pty Ltd has been achieving "outstanding" fuel consumption reductions, according to CEO Oliver Diprose.

Immediately on delivery, Gradco's new HB215 was put to work at the MMG mine at Rosebery, working on the mine's tailing dam embankment, final trim and general earthworks, which is where it will be until early in the new year.

"The machine is impressive; I really can't speak highly enough of it."

A design feature of the Hybrid is that operation is identical to a conventional machine, Oliver said.

"That's meant very good operator acceptance; our operator is off a conventional 20 tonne Komatsu excavator, and he can barely tell the difference in terms of operation and feel.

"As far as I'm concerned, that is great because he doesn't have to learn any special techniques to operate it – he just does what he's always done.

"The machine is also very economical – using between 10 and 12 litres per hour compared with 16-18 litres on the conventional machine, so that will translate into significant cost savings for us," Oliver said.

In May this year, when the machine was ordered, Oliver said the opportunity to reduce fuel consumption through Komatsu's Hybrid concept presented a compelling reason to opt for a new technology machine.

"Traditionally fuel usage is a high cost item for companies in this industry," he said.

"Any opportunity we could get to reduce fuel consumption and improve our bottom line we saw as a major benefit."

Oliver said that when Gradco had the opportunity to purchase the first Hybrid machine, it didn't take much convincing to make a decision.

"We run a number of Komatsu excavators in our fleet, and saw the Hybrid as a logical advance in excavator technology.

"We have confidence in the brand, we've always had very little downtime with our Komatsu excavators, and that gave us confidence to buy a Hybrid, sight unseen, off a spec sheet," said Oliver.

"Machinery is in our blood; it's been a passion of ours since our grandfather started the company in the 1950s.

"We are always looking for new types of equipment, new ways to do things in our business, so that we have a point of difference to our competition," he said.

"In an industry where there's a lot of companies doing very similar things, any point of difference we can achieve is a big advantage for us.

"The Komatsu Hybrid is going to give the opportunity for Gradco to do our bit for the future, and to keep this industry sustainable for the long term," said Oliver.

"The technology behind the Hybrid is world-class. It's delivering all everything Komatsu promised, and we are very pleased with our decision to buy the machine.

"We've been fortunate to have lots of interest from our clients, and MMG is thrilled to have the machine on their site," he said. ■



GRADCO TAKES ON THE PC350LC-8 & PC850SE-8

Tasmanian-based Gradco Pty Ltd has recently commissioned two Komatsu excavators which have gone to work at MMG's Century mine site in Queensland's Gulf region, at a similar time as it took delivery of one of Australia's first Komatsu Hybrid excavators (see article above)

The two new machines at MMG Century, a 850SE-8 fitted with a 5.5 cu m rock bucket and a PC350LC-8 fitted with a 3D machine control system.

According to Gradco CEO Oliver Diprose, the PC 850SE-8, which is loading 40-50 tonne dump trucks is producing "outstanding" performance in very tough conditions.

"The machine is free digging what the mine calls 'zone 3' rock type material, which is extremely hard digging – and it's doing it with ease," he said.

"We've been very impressed with the machine's performance in those conditions."

The PC350LC-8, fitted with a Trimble GPS system is working on a tailings storage facility upgrade at Century, predominantly carrying out batter work and final trim.

"One of the benefits of having Komatsu as a supplier is that we were able to have the machines prepped and delivered from Komatsu's Melbourne and Townsville branches, which is closer to the worksite, while still dealing with our local Komatsu sales team here in Launceston," said Oliver.

"The other good thing is that Komatsu Australia has support personnel on site at the mine; while that's not something we've had to call on yet, it certainly

gives us peace of mind," he said. The two machines will be on site at Century for about six months, then will

be transported to Tasmania, where they will carry out similar types of work. ■



EA HIRE OPTS FOR HYBRID'S ENVIRONMENTAL BENEFITS

EA Hire, a major supplier of excavators and other earthmoving equipment to major infrastructure projects around Australia, has purchased two Komatsu HB215LC Hybrid excavators – part of an order for more than 35 Komatsu excavators ranging from PC45MR-2s to eight PC350LC-8s.

The company was established by Laurence Eales and his wife Prue in 1999 – initially as Excavators Australia – changing its trading name to EA Hire in 2005 when it expanded its fleet to other types of equipment.

It started with a single excavator on Sydney's M5 motorway, working for Baulderstones, and quickly grew from there.

Today it runs around 150 items of plant – 80% of them excavators – carrying out works along the east coast of Australia, including major road construction projects, tunnelling projects, railway lines, dams and other infrastructure.

The two Hybrid machines will be going to work on the \$1.65 billion Hunter Expressway project, providing dual

carriageway between the F3 exit west of Newcastle and the New England Highway near Branxton.

Laurence is putting the Hybrids into applications which will maximise their fuel savings, taking advantage of Komatsu's regenerative Hybrid system, which uses the slow braking to charge the capacitor and then quickly convert it back into power for slewing and to assist the engine.

"They will be digging out table drains, pulling batters, where we will have to swing to the side a fair bit, along with trenching works, drainage work, loading trucks – all the kinds of works where it is going to be the most advantageous," he said.

Laurence said that this new Hybrid-type technology was becoming increasingly important on projects – and would be sought after by his clients.

"We've had interest from other projects for the hybrids, and it is creating a bit of a buzz out there, because the environmental elements of projects are so critical to a lot of projects these days.

"It is a big part of the business now and, with just about every contract, clients are

looking at innovative ways of reducing their carbon footprint," he said.

"It is a very important step going forward for all businesses.

"In a number of projects that we have tendered, the environmental side can actually play a big part in winning the contract.

"Clients and head contractors want to know what type of machines we are running, down to whether or not we have Tier 3 engines, and even if they can run on bio-diesel.

"So having the hybrid machine, which with its reduced carbon emissions, gives us a huge advantage in our tender process and shows that we are serious about our environment – and for all our major clients as well," said Laurence.

The Hybrids, along with all EA Hire's new Komatsu excavators over 20 tonnes, have been set up to take the very latest Topcon 3D GPS excavator kits.

"We've got the latest Topcon GPS systems on them, and we'll be making use of that to ensure we are digging out those drains as

accurately and precisely as possible – which will also contribute to fuel savings," he said.

"But they are also very flexible machines. For example, we have them fitted up for hammer work, where you don't get the advantage of the hybrid system so much, as they are not slewing all the time.

"That means for us, they can still be used in other applications, but when you have a more environmentally sensitive project, then you've got that flexibility where you can use it in an application where it's slewing much more and reduce your carbon emissions," said Laurence.

"We have always aimed to be the market leader in our hire business; we always want to be one step ahead of our competitors, being innovative, looking at new technology, and looking at new ways to improve our business – so the hybrid is a very good fit for the business."

In addition to this major Komatsu excavator purchase – including the two Hybrids – EA Hire has entered into a national service agreement with Komatsu Australia, which is overseen and managed by Paul Chenery, Komatsu Australia's major account manager for NSW construction and utility sales.

Under this agreement, all repairs and maintenance of EA Hire's equipment – Komatsu and non-Komatsu equipment – is handled by Komatsu Australia.

"Our machines go through Melbourne or Brisbane if they need a service, but if there are any issues at all, Paul here in Sydney manages it as far as parts and services go," said Laurence.

"This includes most of our service and repair work on another brand of equipment that we own," he said.

"We've gone with Komatsu now because we find them very reliable and durable, especially in the hydraulic pumps.

"The service we've had from Komatsu in NSW has been great, and we have a very good relationship with the local service people.

"That's why we've decided to go with Komatsu nationally for all our servicing requirements," said Laurence. ■



Left: Laurence Eales with his New Komatsu Hybrid Excavator during the handover at Komatsu's Fairfield site in Sydney.

EXCELLENT OPERATOR RESPONSE TO KOMATSU TRUCKS AT YARRABEE

Five Komatsu 830E dump trucks delivered in mid-2011 to Yarrabee Coal in Queensland's Bowen Basin have been well received by the mine's operators.

And according to general manager Ashley Souvan, the trucks – which are mainly used for hauling overburden – have shown dramatic productivity improvements compared with the previous trucks used in the application, and once some initial teething problems were sorted out.

"Since we had those issues sorted out, we've had no problems at all with the trucks," said Ashley.

"And the operators are very happy with them – they absolutely love the trucks," he said.

The trucks are primarily loaded with another brand of shovel, and in some

instances with Komatsu PC4000 shovels, hauling over distances of between 500-900 m.

About Yarrabee Coal Mine

The Yarrabee Coal Mine produces a low volatile, high energy pulverised coal injection (PCI) coal – predominantly used in the steel industry.

ROM coal production for 2011 is forecast to be 2.7 Mt (million tonnes) with the longer term potential is to increase ROM production to over 3.8 Mtpa from 2013. Saleable coal production in 2011 is expected to be 2.6 Mt.

Yarrabee's mine plan consists of the extension of current mining areas combined with the progressive development of new areas as the older areas are exhausted, with measured

resources being progressively converted to reserves as exploration activity advances and improves confidence in the resource model.

A number of drilling programs completed in recent years have added significantly to the resource base of the operation, with additional exploration drilling expected to further enhance the resource base in the project area.

The successful expansion of Yarrabee's operations depends on a strong safety culture, and it has a safety campaign focused on placing the mine in a favourable position compared with its industry peers.

Labour turnover is relatively low and ensures a safe and stable operating environment exists at the mine. ■

Three of the five Komatsu 830E's which were delivered to Yarrabee Coal in Queensland's Bowen Basin.



LATEST MINING SHOVELS AT KALGOORLIE'S SUPER PIT FEATURE TIER 2 TWIN CUMMINS DIESELS

Komatsu Australia has recently supplied two new 760 tonne PC8000-6 mining shovels, each powered by dual Tier 2-compliant Cummins QSK60 diesels, to Kalgoorlie's Super Pit in Western Australia.

The new \$17 million shovels join two older QSK60-powered PC8000-6 face shovels in the Super Pit. One has been in service since late 2003, the other since late 2005.

The Super Pit, Australia's highest-producing open pit gold mine, is the source of around 800,000 ounces of gold a year, requiring the moving of 89 million tonnes of gold-bearing ore and overburden a year in the Super Pit.

Kalgoorlie Consolidated Gold Mines (KCGM) manages the Super Pit operation for joint venture partners Newmont Australia and Barrick Gold of Australia.

High utilisation targets are set for the PC8000-6 face shovels, which are working in excess of 7000 hours a year and are subjected to a demanding maintenance regime.

"Any time a machine is down there is a flow-on effect to production targets," said Garry Giles, Komatsu project manager at KCGM.

"You can quickly have 10 to 12 trucks banked up, and then these trucks have to be redeployed."

Garry manages Komatsu's shovel maintenance operation in the Super Pit, one that is based on Kaizen methodology, meaning 'change for the better' or 'continuous improvement'. It also has a strong safety culture – with safety co-ordinator/leading hand servicemen Jeff Wynands recently being awarded a "safety champion" award by KCGM (see separate story).

To ensure the shovels meet the required level of availability, there is constant monitoring and critiquing of maintenance activities for improvement.

"There's a lot of pride in what we achieve here," said Garry. "We accept the fact there's no one else to blame but ourselves if we have a problem."

"Planned maintenance is the key... in fact, over 75% of the maintenance we carry out on the shovels is planned maintenance, and that's world-class."

"We have people from all around the world coming here to see how we execute our maintenance practices and benchmark against them."

Fitted with 38 cu m buckets, the PC8000-6 'Super Shovels' deliver up to 60 tonnes of rock at a time to the haul trucks, 40 of which operate in the Super Pit.

The shovels are digging at a rate of 1300 to 1500 cubic metres an hour, and are taking less than 25 sec for a dig-to-dig cycle – a remarkable time for such a big machine.

The Cummins QSK60 engines in the new PC8000-6 machines are Tier 2 emissions compliant. Tier 2 levels are the lowest regulated emissions in the world for off-highway engines over 560 kW (751 hp).

"Our operators are saying the Tier 2 machine is very responsive, more responsive than the older Tier 1 units," said Garry.

The distinguishing feature of Cummins Tier 2 engines is their modular common rail fuel system, including a high-pressure fuel pump generating around 1600 bar to enable cleaner, quieter and faster power delivery.

The system also prevents unbalanced fuelling between cylinders to significantly reduce engine vibration, noise and harshness, making the Tier 2 engine 80% quieter under load and at idle.

The QSK60 engines are proving themselves in KCGM's Super Pit operation, constantly handling load factors as high as 75-80% and providing a key link in the high utilisation requirements of the site. ■

ACKNOWLEDGEMENTS: This article is based on "Super stars in the Super Pit" an article written by Cummins Diesel, and appearing in the Cummins Commentary website (<http://cumminscommentary.com.au>)

The Giant PC8000-6 face shovel at KCGM Gold Mine in WA



KOMATSU'S WA GRADER SUCCESS STORY

Following the sale of the first Komatsu "Vantage" GD555-5 grader to Western Australia's Shire of Trayning in November last year (see separate story in this edition), Komatsu Australia has notched up some significant other successes in the state.

Andy Mullins, Komatsu Australia's Western Region Government Manager, said that the sale to Trayning set the scene for a number of subsequent grader sales.

"Eric Eeles, the Shire of Trayning's works manager, has been a very good supporter of ours, and he and his team have greatly assisted us with some ideas on small improvements to make

them more suitable to WA and outback conditions," said Andy.

"These have been taken on board and are being fed back to the factory."

After Trayning's purchase, the Shire of Roebourne took the state's first GD655-5, followed by City of Kalgoorlie purchasing a GD555-5, then the Shire of Denmark buying GD555-5. This shire also owns a GD555-3, which it has had since 2006.

"Then the Miners came on board, with a GD555-5 going underground with ByrneCut," said Andy.

"This was followed with GD655-5s going to BGC, Cape Crushing and Earthmoving, Thiess Contracting – which bought two – and

Dingo De Construction in Tom Price," he said. The Shire of Broome is also about to take delivery of a GD655-5. "Now the private contractors have started, with Wolfe Civil back as a Komatsu customer purchasing a GD555-5, the first in Australia with a Topcon system

machine control system fitted. This has been a very hectic 12 months and our team of Dean Jones, Adrian Franklin, Steve Maffescioni and Curtis Bateman are looking forward to another local government tender season," said Andy. ■



LAUNCH OF NEW KOMATSU GENUINE AXLE OIL

Komatsu Australia announced the introduction of its new high-performance genuine AX080 Axle Oil in June 2011 – oil specifically engineered for use in the company's range of construction and utility machines.

Komatsu Genuine AX080 Axle Oil has been designed and developed for use in machines with axles that feature integrated brake or differential units. AX080 meets the stringent Komatsu Engineering Standards (KES), as well as all applicable international oil standards. The oil has been developed to exhibit excellent heat resistance, maintaining its friction characteristics over an extended period to maximise brake performance. Komatsu Genuine lubricants also meet the latest international specifications, meaning they can be utilised on mixed-fleet operations.

Komatsu National Sales and Business Development Manager – Consumables, Daniel Hopkins-Jones, said the addition of AX080 Axle Oil completed the range of Komatsu Genuine Oils. "Komatsu's range of lubricants, including engine, transmission and hydraulic oils, greases and coolant products are all specifically designed for Komatsu machines and engineered to the highest global standards. Komatsu customers know the risks associated with using inappropriate oil in their machines. With Komatsu Genuine lubricants, customers are provided with the peace of mind that the product meets the right specification and is designed to keep their machine running for longer," said Daniel.

The full range of Komatsu Genuine lubricants provides customers with a

convenient way of purchasing all their oil requirements from one source. We also offer our customers the option to purchase our AX080 Axle Oil in either 20-litre or 205-litre quantities.

As part of the launch to introduce the new Komatsu Genuine AX080 Axle Oil, we ran a promotion offering our customers the chance to win one of two Yamaha YZ250F Motocross Bikes valued at \$10,999 each!

customers the chance to win one of two Yamaha YZ250F Motocross Bikes valued at \$10,999 each!

We are pleased to announce our two winners:

- Rowan Reid from Reid Brothers Timber in Victoria
- Paul Somerville from Central Earthmoving in Western Australia



Left to Right: Jaydon Hirst (Komatsu Geraldton Branch Supervisor), Right - Paul Somerville from Central Earthmoving in Western Australia



Left to Right: Greg Shahin representing Reid Brothers Timber, Mark Walshe (Customer Support Sales Representative)

NSW UNDERCARRIAGE CAMPAIGN WINNER

Gary Rodgers from Coastwide Civil was the winner of our NSW Undercarriage Campaign. By investing in our genuine Undercarriage product during the month of July, Coastwide

Civil was announced as the winner of this promotion and scored \$5000 worth of filtration, lubrication and KOWA products of their choice. Congratulations to Gary and his team. ■

Left: Phil Walker (Komatsu Customer Service Sales Representative) Centre: Gary Rodgers from Coastwide Civil. Right: Andrew Sturgeon (Komatsu Customer Support Sales Representative)



D51EX-22 PROVES TO BE THE BEST DOZER

Victorian contractor Horsburgh Earthmoving is finding a recently purchased Komatsu D51EX-22 dozer matched with Topcon's 3D-MC2 high-speed GPS-based machine control system is allowing him to deliver increased production, faster completion times and work more paying hours.

Horsburgh Earthmoving is a newly established bulk earthworks and wetlands construction specialist based near Geelong, south-west of Melbourne owned by Travis Horsburgh.

Travis took delivery of the new D51EX-22 in July this year, and found its final trim and grading abilities made it invaluable, allowing it to work throughout one of Melbourne's wettest winters in the past decade.

"The D51EX-22, combined with Topcon's 3D-MC2 has been very useful for time-saving and cost-cutting," he said.

"We don't find ourselves doing things two or three times where we can do it first time round, plus it saves on surveying costs and having an extra man on the ground to be constantly pegging stuff out.

"It's also great having the dozer at this time of year – being the wettest that we've had in 10 years – there have been a lot of areas where we can't get graders

in, because it's just been too wet to run rubber tyred machines, so I've been able to work when others can't.

"The dozer has just taken over with the 3D-MC2, because we are getting that finished quality," he said.

"For example, the last subdivision job I was on, we cut the time needed for a grader by boxing out all the roads, through to the topsoiling – pretty much start to finish, the job was done with the dozer.

"I was able to go in and box the roads out to subgrade, then push the dirt into piles for the excavator just to load out, so we reduced a lot of time by not having an excavator there to box the roads out.

"From start to finish, we did the whole subdivision except for the drainage, including all roads and topsoiling; I guess we'd saved five to six weeks compared with conventional methods," Travis said.

The end result has been that the Komatsu dozer/Topcon system combination has given him more working hours.

"Last month, I estimated my turnover in hours with the weather and stuff, averaged about 50 hours a week. If I hadn't had the Topcon system on, I wouldn't have gotten close to that.

"Having this system on has probably given me another 10 to 15 hours a week work by being able to have other work to go on to," Travis said.

He's also been very impressed with the comfort and performance of the dozer.

"It's one of the most comfortable dozers I've ever driven," he said.

"From an operator comfort point of view, it's great – the noise levels are next to nothing inside, you've got full visibility of the blade from inside the cab, the ergonomics are really well thought out and its power is unbelievable.

"I've driven a lot of other brands of dozer before – all the other brands – and I find this to be one of the best," said Travis.

He described the service and support from Komatsu Australia as being very good.

"I've had a few little issues and the guys have been real quick to jump on it, and we got it sorted out, so we haven't had any downtime."

In addition, Travis makes full use of the KOMTRAX remote monitoring system.

"Each night, I can get home and look at an estimate of fuel usage, running temperatures for the day, where the workload has been, percentage workload, and keeping track of where the machine is.

"Then at the end of the month you get a statement to average out your working hours and the percentage of, for example, load rates and fuel usage.

"That has also been a big help in keeping an eye on how the machine is running."

And because of the benefits of KOMTRAX, Travis intends to keep buying Komatsu equipment.

"I can see KOMTRAX being enormously valuable across a fleet of machines, as a way of monitoring operator practices and comparative machine performance – in addition to the other machine monitoring benefits."

Travis said he went for the D51EX-22 because he was after "something different".

"It was, I suppose a new class of dozer, and I wanted a finish dozer that had enough power, but was small enough to be able to do a wide variety of work.

"And this dozer has certainly worked out to be the right package for what we are after, in the type of work that we are chasing," he said. ■

KOMATSU NEW ZEALAND AT QUARRY CONFERENCE IN ROTORUA

The New Zealand 2011 IOQ/AQA Conference took place in Rotorua on 6 - 8 July this year with the Komatsu sales and marketing team in full attendance.

The theme for the 2011 Conference was Cornerstone of the New Zealand Economy, illustrating the importance of aggregates to the country's future economy and growth. The conference was well attended by over 300 delegates and a large number of exhibitors.

The conference program included a number of sponsored events including a dinner at the Agrodome with the very enthusiastic presentation by "Bring Back Buck" Shelford, a true All Black Hero, which everyone thoroughly enjoyed. Another item on the program was an afternoon site visit to the Waotu quarry, where a number of Komatsu machines were on display including a PC270 and a D65. Attendees were treated to a display of a functioning quarry followed by an invitation to walk around the site

and take in all the action. As part of its involvement in the event, Komatsu entertained a number of clients on Thursday evening with dinner in Rotorua's Skyline restaurant, set high on the side of Mount Ngongotaha featuring extensive views of Rotorua city, Lake Rotorua, geothermal areas and surrounding hinterland. Access to the restaurant included a spectacular gondola ride up the side of the mountain. The Komatsu stand looked fantastic

and was situated in a superb location right at the entrance of the conference venue. The entire Conference was extremely well organised and a great experience. Komatsu NZ are looking forward to attending the IOQ/AQA Conference next year which will be held in Wellington and trust it will be as successful and valuable as this year. ■

NZ'S NEW CANTERBURY/MARLBOROUGH TERRITORY MANAGER-WAYNE HAWTIN

Wayne Hawtin appointed to fill some big shoes – and help support a massive rebuilding.

Wayne Hawtin has been appointed Komatsu New Zealand's Territory Sales Manager Canterbury/Marlborough, covering the central and north-eastern regions of the South Island, replacing Dean Riordan, who tragically passed away earlier this year.

It's an important role for Komatsu NZ, as Wayne's territory includes Christchurch, which was devastated in the massive earthquakes in September last year and February this year – and for which a huge, long-term rebuilding effort is now under way.

Wayne was previously in the hydraulics industry for the past 20 years, in sales and support roles, giving him wide exposure to the civil construction and related industries.

"A lot of my previous customers ran earthmoving equipment, such as excavators, dozers and the like, so I've had a lot to do with the construction industry throughout my working life so far," he said.

Wayne paid tribute to his predecessor, who had an outstanding reputation in the industry.

"Catching up with Dean's former clients, and meeting Komatsu customers in the region has made it

very evident to me that I've got very big shoes to fill."

A big challenge for Wayne in his new job will be servicing customers working on the on-going rebuilding program following the Christchurch earthquake.

"The earthquake brought tragedy and immense loss of infrastructure for Christchurch – and it will present challenges as well as opportunities for the industry," he said.

"While it is very unfortunate to have a disaster like this, there will be a lot of demolition and then rebuilding for the construction industry.

Shortly after starting with Komatsu, Wayne was required to go into the city's "Red Zone" – a contractors-only zone to see a prospective customer.

"It was a very sobering experience," he said. "The only things moving there are trucks and excavators."

"The Red Zone covers the whole Christchurch CBD district, an area two or three kilometres on every side – basically the entire CBD.

"There's a lot of high rises still standing, and a lot of those buildings are going to go. There are hundreds of buildings to be demolished, including one of up to 27 storeys.

"Rebuilding of buildings won't start for another two years, although the reinstallation of basic infrastructure – water, sewer, power, and the like, is due to start just after Christmas," Wayne said.

The rebuilding program is being carried out by a broad-based alliance

known as the Stronger Christchurch Infrastructure Rebuild Team (SCIRT). It includes Christchurch City Council, the Canterbury Earthquake Recovery Authority (CERA), the New Zealand Transport Agency (NZTA), City Care, Downer Construction, Fletcher Construction, Fulton Hogan, and McConnell Dowell New Zealand. ■

Below: Travis Horsburgh in his new D51EX-22 Dozer



KOMATSU JAPAN SPOTLIGHT SYDNEY FOR HYBRID TVC

During the first week in August, Komatsu Ltd visited our Sydney shores to film an exciting hybrid excavator television commercial (TVC) which will be televised on Japanese TV in a few months time.

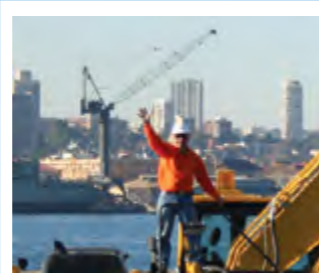
Komatsu Ltd's Corporate Communications Department, Advertising Group Manager, Mr Tooru Nakayama commissioned Dentsu and Sun Ad both based in Tokyo, and Dynamite Productions based in Sydney to film the 30 second TVC and a advertising print campaign.

Two HB205-1 hybrid excavators were used for the film and print advertising shoot. One was barged across Sydney Harbour during the early morning hours of the day, and the other excavator was taken down the south coast of NSW at the Bombo quarry site. This is an old disused quarry site with magnificent ocean views and great rock formation.

This global campaign featuring the hybrid excavators signifies the considerable success which has been achieved in Japan, China, America and now Australia –

countries where fuel cost is relatively high, and fuel savings of up to 40% mean a much shorter payback period.

The hybrid excavators have globally clocked over one million operating hours in the field, Komatsu continues to strengthen its leadership in innovation in the construction equipment market by delivering the second series of the hybrid model that features enhanced hybrid components.■



Craig (Shine) Summerfield National Customer Application Manager on the Hybrid excavator on the barge at Sydney Harbour. Shine operated both Hybrid Excavators during the film & photo shoots.



Left, Tooru Nakayama, Komatsu Ltd's Manager Advertising Group, Wafaa Ghali, Komatsu Australia National Events & Promotions Manager, Jaime Alden Komatsu Australia National Used & Rental Equipment Coordinator & Dentsu's Account Supervisor for the TVC, Masanao Nakano



Komatsu's Hybrid Excavator at NSW's Bombo Quarry during the Japanese photoshoot.

SHIRE OF TRAYNING TAKES GD555-5 GRADER FOR SHIRE MAINTENANCE

Shire of Trayning, located around 250 km east of Perth in Western Australia's wheatbelt, was the first shire in the state to purchase Komatsu's latest grader series, the Dash 5 Vantage, when it took delivery of a GD555-5 in November last year.

Since then, the shire has received high levels of customer support and service from Komatsu Australia – and the GD555-5 operator speaks very highly of his machine, particularly its direct drive system.

The Shire of Trayning covers an area of 1632 sq km, consisting of agricultural land, nature reserves and national parks in the north eastern wheatbelt region of WA.

Trayning lies 235 kilometres east of Perth on the Goomalling/Merredin Road. It has a population of approximately 430 people, primarily farming communities devoted to wheat, coarse grains and various livestock.

Among the shire's duties are maintaining and upgrading when necessary some 600 km of gravel roads – which is the primary function of the Komatsu grader, said Eric Eeles, works manager with the Shire of Trayning.

When deciding on which grader to purchase, the shire looked at around five different makes, Eric said.

"Certainly the Komatsu was up there in terms of features and design, plus the price for it was very good."

With Trayning being one of the first shires in WA to purchase a Komatsu Vantage grader – other shires in the state have since followed suit – it has made a number of suggestions on how the grader can be improved to better suit local conditions.

"Komatsu has been very helpful with us with looking at different designs or different alternations that could be made to the machine," said Eric.

"For example, one was the new design of the cab, which has the angled doors on the front, including rear vision mirrors which stick out a bit.

"One issue for us is that the area we are in is among the most arid in the southern hemisphere.

"It's a wheat belt area, so trees are a premium around here – and most of the tree belts are growing along the edge of the road. We've only got a chain-wide road reserve and we try to keep the trees on it, so we've got lots of branches hanging out.

"Consequently, they take out rear vision mirrors and windscreens," he said.

"We mentioned that to Komatsu, so they went back to the drawing board and redesigned the rear vision mirror with a hinge in the middle of it – so if it happens to get brushed by a tree branch or something like that, it will actually fold back out of the way without being torn off.

"They are listening to a lot of the things that we are saying about that machine.

"Most local governments in Western Australia, out in the wheat belt area and other areas, are really looking for the same thing.

"We were really the first shire to pick one of these graders up and Komatsu is certainly giving us every amount of assistance we could ask for," said Eric.

He also described Komatsu's after-sales service as "really very good".

"We've had no problems with Komatsu's support for us, because we are on a service regime where they do all of the servicing.

"When it comes due, I ring up Komatsu and let them know, and they just send a service person up and we make sure that the machine is in the shed in here, so they can work in comfort."

Eric has been very impressed with the KOMTRAX reports he gets for each machine.

"They send me a report each month, and it gives you all the information you need about the machine: how many days it's been working, hours it's working, what's actually being done, how long it idles.

"Our local rep, Andy Mullins, was even able to tell when we'd been doing some heavy construction work from the KOMTRAX reports because the fuel consumption levels went right up," said Eric.

"We'd just rebuilt a 6 km section of a gravel road and we'd cleared it all, ripped up all the water table, putting in table drains and rebuilding the road surface.

"Andy had noticed that our fuel consumption had gone up considerably – and we were able to show them why.

"It's certainly a great system," said Eric.

Trayning Shire's operator Peter Boulton said he had no problems switching to the Komatsu Vantage grader after driving another make for a number of years.

"Some of the levers are a bit different, but within 30 seconds of being in the cab, you pick it up very quickly.

"And I find the direct drive transmission system great, absolutely brilliant – you just can't stall it," said Peter.

"You can go up a gear, you can get from one end of the job back to the start of the job quickly, then you can drop it into fourth and it just does its run through, just picks up and away it goes.

"For example, when you are pushing gravel, if you are pushing in third or fourth, when it hits a mountain, it just drops back down and just keeps chewing through it," he said.■

Below, GD555-5 Grader impressed Shire of Trayning with the new design cab and improved visibility. Inset, Shire Trayning grader during the handover in November 2010.



KOMATSU'S WACOL PROJECT WILL ENHANCE THE NATIONAL CUSTOMER SUPPORT CAPACITY

Komatsu's all new Queensland headquarters is progressing ahead of schedule, despite unseasonal rain throughout its construction.

The Greenfields project in Wacol, Brisbane, is Komatsu's largest investment in its 45 year history in Australia, and forms part of a nation wide expansion phase that will see Komatsu enhance its assembly and customer support capacity around Australia.

Once complete, the 61,000m2 site will feature state of the art facilities to support the Queensland market. The site will be home to:

- Mining & Construction Machine assembly
- Paintshop featuring the largest spray booth in the southern hemisphere

- Remanufacturing Center
- Service Workshop and Track Shop
- Condition Monitoring Services including Oil Testing Laboratory
- Mining Office Headquarters
- Queensland Regional Headquarters & Sales Office Construction of the 7 buildings is 70% complete, with the attention now turning to the heavy duty concrete hardstand areas as well as fitout of the offices and workshops.

The new site at Wacol will complement Komatsu's Brisbane network including the Parts Distribution Center in Morningside, as well as its two Rocklea branches, the Used Equipment Sales Yard and the Utility Store. ■



Komatsu plans to open the new Wacol site in the 1st quarter 2012

KOMATSU PARTNERSHIP HELPS SHAPE THE FUTURE FOR MOTOR CROSS RIDER JACKO STRONG

Renowned freestyle motocross rider Jackson "Jacko" Strong has partnered with Komatsu Australia, providing him with the equipment required to build and shape the many jumps he needs to train on in preparation for events such as X-Games and X-Fighters.

Jacko, who pioneered the front-flip, is currently training at his home base in Lockhart, NSW and is working on variations of the extremely difficult trick.

Using a Komatsu CK25 skidsteer, he has shaped around 8000 cu m of dirt into the ultimate FMX test track.

"Throughout my career I have had a lot of involvement with all different types of earthmoving machinery to build jumps and tracks," Jacko said.

"The Komatsu CK25 skidsteer is by far the best machine I have ever used

because of its power to size ratio and all terrain traction, which makes it easy to build tight, technical tracks.

"I am very fortunate to be associated with quality brands and I'm pumped to have Komatsu join the team this year," he said.

"These jumps are my office and with FMX constantly evolving, I need to have the equipment on hand to make immediate changes."

"To ensure I have all my L's dotted and T's crossed I had built a complete replica of the roll-in that is used at X-Games," he said.

"Winning the Gold medal at the X games is definitely the highlight of my career so far." ■



Top Right: Jacko Strong gold medalist motor cross rider partners with Komatsu

KOMATSU FAIRFIELD WELCOME PLUMPTON HIGH SCHOOL TO SITE



In late May, Komatsu Australia, in conjunction with the Beacon Foundation, hosted an apprenticeship presentation at our Fairfield branch for students and staff from Plumpton High School in Sydney's western suburbs.

Eight students and three teachers attended the presentation, which was kicked off by National Apprentice Development Systems Manager, Gavin Manning, with other speakers including Tom Zube Regional NSW Manager and John Nalder, Workshop Supervisor – Fairfield

Other staff members who attended were Natasha Borg, Tim Brown, Patrick Coward,



Plumpton school students standing in front of the Komatsu's WA380 at the Fairfield, Sydney site.

Phillip Hawkes and Andrew Borg from our Fairfield branch. "The aim of the presentation was to give students an idea of what to expect if they took on

an apprenticeship with Komatsu," said Gavin. Following the presentation, John took the group for a tour around the workshop.

The visit ended with a BBQ at which the students got to speak to some of our first-year apprentices. ■

SUCCESSFUL CIVENEX SHOW IN SYDNEY FOR KOMATSU



Komatsu Australia again attended this year's Civenex Construction and Public Works Expo, held at Eastern Creek in Sydney's Western Suburbs.

Komatsu used the exhibition to have the public showing of the new Hybrid excavator following its launch at the very successful BOOTS-ON event the week before. In recognition of its advanced technology, the HB205-1 Hybrid won a highly commended award for most innovative product at Civenex. Also making an appearance on the



Craig Lowndes visit to Komatsu stand during the Civenex show made quite an impression on the young and old.

Komatsu stand during the exhibition was Australian V8 Supercar legend Craig Lowndes, who talked to customers, posed for photos and signed autographs.

Other highlights of Komatsu's display were the PC27MR-3 mini excavator, WA250-6 wheel loader, WB97R-5E0

Platinum Backhoe loader and the SK820-5 skid steer loader. ■

HONDA AND KOMATSU HAVE ENJOYED A STRONG BUSINESS RELATIONSHIP GLOBALLY FOR MANY YEARS

Honda and Komatsu have enjoyed a strong business relationship globally for many years. Building on that relationship Honda Australia has now contracted Komatsu Forklift Australia to supply forklifts throughout their Victorian operations.

Komatsu battery electric and LPG forklifts along with Komatsu supplied OMG warehouse equipment has been installed at Honda's Campbellfield, Somerton and Tullamarine sites. Honda management is impressed with the improved productivity that Komatsu forklifts have delivered and their forklift operators are pleased with the comfort, safety and ease of use that the Komatsu forklifts provide.

The battery electric Komatsu forklift FB20M-12 is the main model selected by Honda. These state-of-the-art electric forklifts deliver performance similar to engine forklifts but with no emissions

and a much superior turning radius. Komatsu FB20M-12 is a 3 wheel forklift with dual drive ac motors that improve traction and incorporate regenerative braking. Wet disc brakes and Operator Presence Safety System (OPSS) make the Komatsu one of the safest forklifts in the world. The increasing use of battery electric forklifts by Honda is a reflection of a broader change in the Australian forklift market to move toward electric powered forklifts.

Expanding the business relationship further Komatsu Forklift Australia in association with Honda Australia has taken a significant step on its environmental improvement strategy. "In addition to our energy and water initiatives already being implemented, I have confirmed that our next generation of company sedans will be Hybrids – supplied by Honda Motor Corporation" said Ted Ishikawa, Managing Director, Komatsu Forklift Australia.

The Honda Insight that Komatsu Forklift Australia has selected is one of the most technologically advanced hybrid vehicles available. This vehicle actually coaches its driver to drive more efficiently. "The Honda Insight not only reduces our environmental footprint but also provides better safety for our staff with standard safety features such as Curtain Air Bags, ABS Brakes, Electronic brake Force Distribution (EBD), Vehicle Stability Assist (VSA) with Traction Control and Bluetooth Phone System. All features combining to provide a 5 star ANCAP safety rating." said Joe Hashem, General Manager of Komatsu Forklift Australia.

This environmental step forward further strengthens the relationship between Honda Australia and Komatsu Forklift Australia.

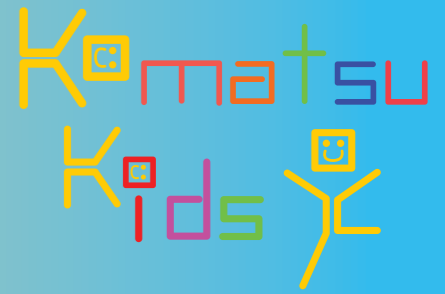
"I am pleased to reduce the environmental impact of Komatsu Forklift Australia and look forward to announcing further environmental initiatives in the near future." said Mr Ishikawa.

Honda Australia's Managing Director & CEO, Mr Satoshi Matsuzawa said "Honda Australia have utilised Komatsu Forklifts in our operations for many years and we are very pleased to have been selected as Komatsu's supplier of choice for their new vehicles."

"Komatsu battery electric forklifts fit very well within our operation and our Insight Hybrid vehicles provide a sensible and practical solution for company fleet requirements. Honda Australia is proud to be working with Komatsu, enhancing our Environmental Vision and strengthening our efforts to reduce CO2 emissions." ■



Komatsu Forklifts is the supplier of choice for Honda Australia



HELLO KOMATSU KIDS

SPIN & LEARN

Spin the wheel, match the machines to the correct name to help you learn the name of the Komatsu Machinery

Ask Mum or Dad to help you cut along the dotted lines.

DIRECTIONS

1. With care, cut along the dotted line to create the base and top of the spin wheel game
2. Then will also need to cut yellow circle out on both wheels.
3. Find a staw or something cyclinder to connect the base and top wheel.

Ask Mum or Dad for help!

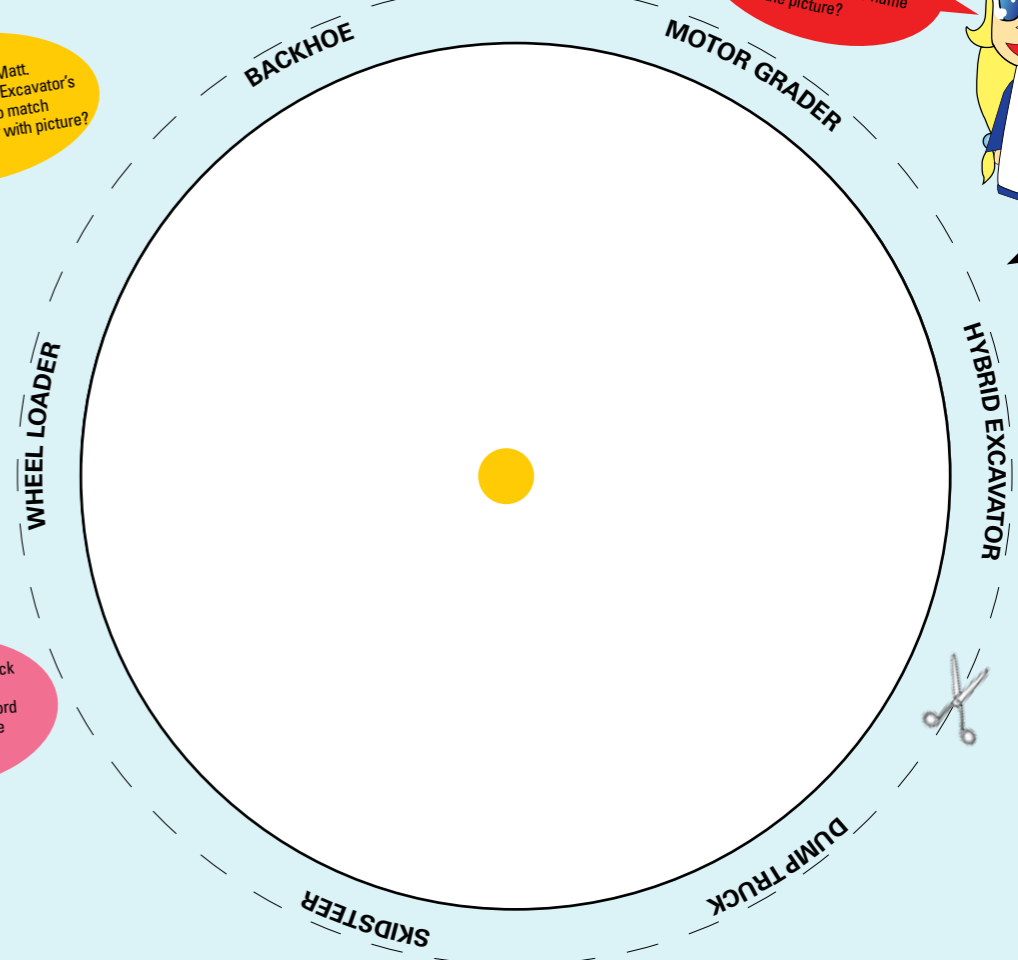


Hi kids, My Name is Matt. Did you know Hybrid Excavator's have long arms. Try to match the Hybrid Excavator with picture?



Hi Folks, Welcome back My Name is Kim. Can you match the word Motor Grader with the picture? Have a go!

Hi there, My name is Sue, and I like Backhoe machines- do you? can you match the Backhoe name with the picture?



The new champion in its weight division



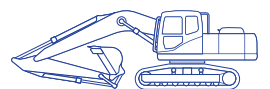
Introducing the Komatsu PC350LC-8 The NEW Heavy Duty Construction/Quarry Excavator

The new Komatsu PC350LC-8 has improved stability, increased lift capacity, a wider track gauge, higher ground clearance, ROPS certified cabin as standard and a beefed-up 36 tonne operating weight.

So you get everything you're expecting... and a load more.

You'll find the new Komatsu PC350LC-8 has serious, heavyweight advantages. Speak with your local Komatsu representative or visit www.komatsu.com.au

Call 1300 566 287 or visit www.komatsu.com.au



KOMATSU