

DOWN TO EARTH



BUILT-IN ROPS SAFETY

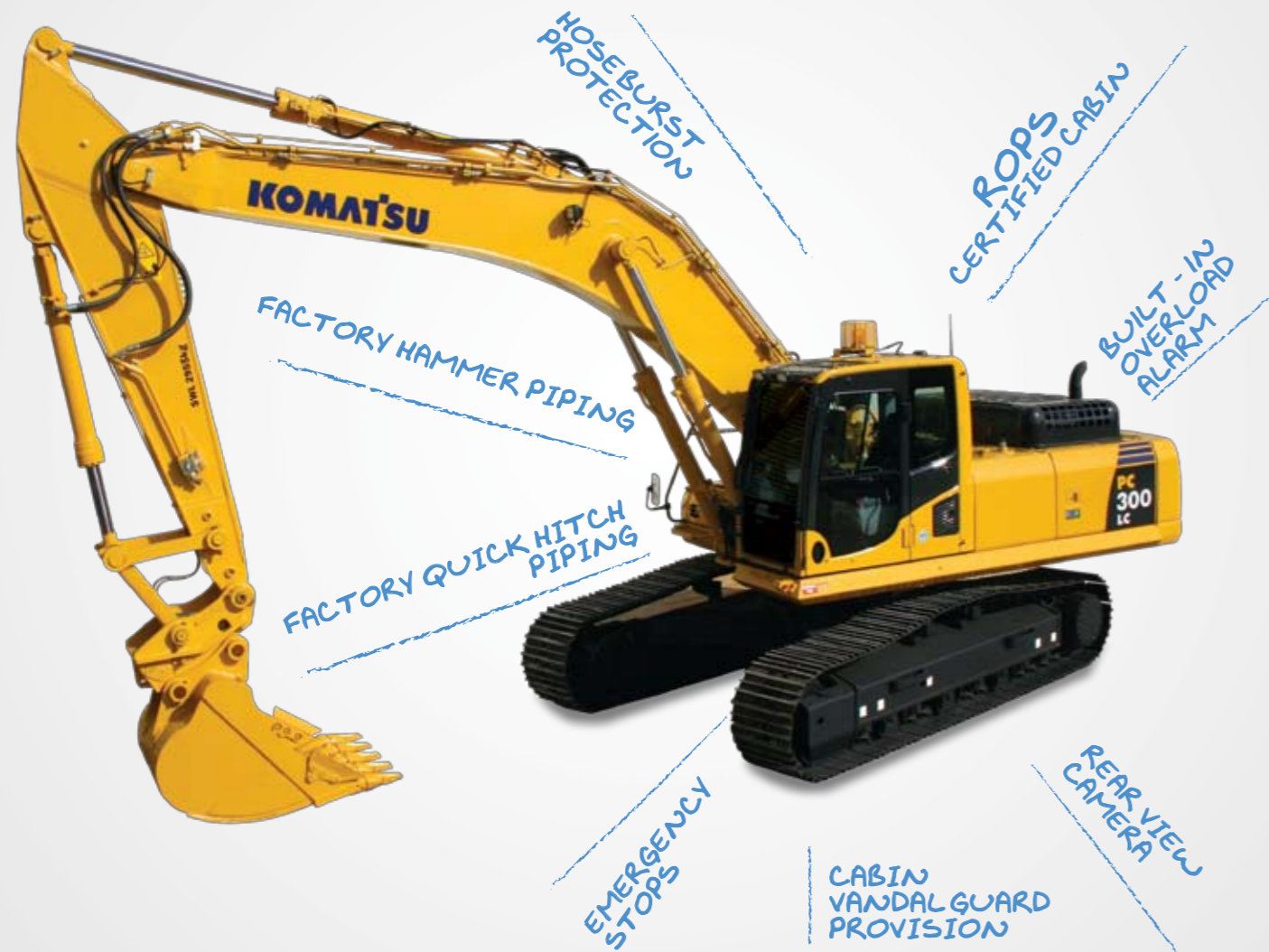
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- » Fleet Of Komatsu Equipment at Moolarben

KOMATSU

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BUILT-IN ROPS SAFETY



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Komatsu's range of Dash 8 excavators from 8 to 45 tonne now include ROPS (Roll Over Protective Structure) certification in compliance with ISO 12117-2:2008.

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Komatsu sets the benchmark in machine safety with the complete safety package (13 to 45 tonne) now including:

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Bill Pike, President Komatsu Australia

As we head into the final quarter of 2010, I'm encouraged that the Australian Economy is once again proving its resilience, and whilst there are still challenges ahead, I'm confident that 2011 will provide a great opportunity for all of our customers.

And because we're driven by your success, Komatsu is gearing itself up to provide you with everything you need to grow your business, efficiently and effectively.

Komatsu is about to embark on its single biggest period of investment in our 45 year history in Australia. This will culminate in our new state of the art Queensland headquarters in Wacol, which will create 400 jobs during the construction phase and employ 200 staff dedicated to the greater Brisbane area. Construction at Wacol is due to commence as this issue of Down To Earth goes to press.

We're also opening new parts warehouses in Mackay and Morningside as well as expanding our service and assembly capacity in the Hunter Valley and the Bowen Basin regions. At the same time, we've commenced a detailed planning process that will see us invest in expanded service capacity in the Pilbara and Geraldton regions of Western Australia. All of these activities are designed with you, our customer in mind.

And to activate this growth, we're focusing on our skills base, starting with the appointment of long term industry stalwart, Ian MacCowan to the newly created position of General Manager, Regional Operations, Supply Chain and Apprentice Development. Ian will be rolling out our award winning Apprentice Development Program nationally to build the future skills base, whilst developing our current capabilities with the launch of the Komatsu Certified Technic Accreditation System. And of course, we'll be continuing our grass roots approach to youth employment through our support of the Beacon Foundation, helping to tackle a range of youth issues in the community.

We're moving into an exciting period for our product range, starting with the rollout of ROPS compliant excavators. We're also debuting a new range of metal recycling excavators, and are continuing the drive towards sustainability with the launch of the new D65EX Dozer range which when fitted with the new generation SIGMA

blade, can deliver up to 25% better fuel economy. And of course, the world's first Hybrid Excavator is just around the corner... which we're very excited about.

Finally, the coming months are also going to be a busy time for our partners, with Team Vodafone Race Engineering looking to secure another victory at Bathurst, and of course another championship in the V8 Supercar series. And Komatsu once again is involved in the Australasian Super X series in which will be touring Australia & New Zealand in October, November & December.

As we move towards the end of 2010, I'm thrilled to be working with some of Australia's best businesses, and I look forward to a great conclusion to the year.

Sincerely,
WSPike

W.S. Pike, President

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Komatsu Rops Dash 8



BUILT-IN ROPS SAFETY

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VOYAGER II - THE NEW BGC QUARRY

August 2010: BGC Quarries commenced commissioning of its new quarry operations called Voyager II, located at the Lakes, Western Australia.

BGC Quarries has been operating the original Voyager Lakes Quarry since 1990, extracting and crushing Granite for concrete aggregate, paving blocks, asphalt, road seal, road base and general fill. The new Voyager II Quarry is located at The Lakes area, 55kms east of the Perth CBD.

Paul Berkhout, BGC Quarry Manager and Colin Greenhow, BGC Quarry foreman proposed and designed the new Voyager II Quarry back in 2006 and received the first clearing permit in 2008.

The removal of the overburden and clearing of the new pit commenced in 2008, and full construction of the Voyager II quarry crushing plant commenced in November 2009.

According to Paul Berkhout, BGC quarry manager, we proposed the new quarry to Len Buckeridge, BGC's proprietor, who approved the idea which has now become reality.

"BGC is a great company to work for and under Len Buckeridge's leadership, BGC has become the biggest house builder in Western Australia," said Paul.

"The quarry has a 30km disadvantage in transport distance and this disadvantage has been the driving force behind the quarries need, to work efficiently.

"The primary loading machine in the quarry is the Komatsu PC1250-7 and PC1100-6 excavators. In addition we have three, WA600-6's and one

WA600-3 wheel loader - which can be loading road trucks at the same time, in peak conditions," he said.

A day sales can potentially be 9,000 tonnes in peak periods – making total production at the old quarry site in excess of 1 million tonnes sales per annum plus extraction. With the growing demand for crushed aggregates in the metropolitan and country areas of Western Australia, we saw the need to build a new plant that could be competitive, and keep up with growing demand. Stage 1 of the new plant will see it produce in excess of 600 tonnes per hour of finished product.

"The reason we use Komatsu loaders to load our sales products, is that they are quick on the ground and they are also a great face loader... basically, Komatsu equipment have played a key role in the efficiencies of the old quarry at The Lakes, and will definitely be an integral part of the efficiency and growth of our new Voyager II quarry operations," Paul stated. ■

Below Paul Berkhout.



BGC Contracting is part of BGC (Australia) Pty Ltd, a large, diverse and privately owned Australian company. The company has two operational business units which deliver a wide range of mining and construction services across the resources, oil and gas, government infrastructure, building and manufacturing sectors.

With offices in Perth and Brisbane and depots in key regional areas, the company has extensive experience in major mining and civil construction projects nationwide.

Since its beginnings in 1957, the BGC Group has grown into a diversified industrial group with an annual turnover in excess of \$2.0 billion, making it one of Australia's largest privately owned companies.

"The reason we use Komatsu loaders to load our sales products, is that they are quick on the ground and they are also a great face loader."

- Paul Berkhout, BGC Quarry Manager

KOMATSU SUPPLIES FLEET OF EQUIPMENT TO NEW MOOLARBEN COAL MINE

One of the newest coal mines in Australia has recently commissioned a fleet of Komatsu equipment, allowing it to start exporting coal in May this year – just 18 months after works started on what was a greenfields site.

The Moolarben mine, north of Mudgee, NSW, had its official opening at the beginning of August, when 220 guests from around Australia and overseas joined employees and students from the Ulan Public School for the celebrations at the Moolarben mine, north of Mudgee.

Representatives of partners in the project, Yancoal Australia, Sojitz from Japan and a Korean consortium, uncovered a plaque to mark the opening of the \$450 million project.

The mine will have a life of more than 20 years, with both open cut and underground extraction of thermal coal from the Moolarben seam, most destined for shipment by rail to the Port of Newcastle for export.

The Komatsu fleet at the mine includes twelve 830E dump trucks (with a further four to follow), five D475A-5 dozers (with a further two in March), three D375A-5 dozers, a WA1200-3 loader, two WA200-6 loaders, a PC450-8 excavator, two GD825-3 graders, two SK820-5 skidsteers, two HD785-5 water carts (with another to follow) and one HD785-3 service truck.



Brian Flannery of Yancoal – one of Moolarben’s major shareholders – paid tribute to all who had brought the mine into production less than 18 months after commencement.

“To have the first train of coal head to the Port of Newcastle from Moolarben in May of this year is a remarkable achievement, considering work didn’t start on site until March last year,” he said.

Brian Flannery said Moolarben looked forward to becoming a responsible and responsive member of the Ulan and Mudgee communities.

“We will make significant contributions at local, regional, state and national levels,” he said.

“As well as employing over 320 local people at full production, and generating 1400 indirect jobs, Moolarben will contribute \$5.9 million to the Mid-Western Regional Council and generate \$2 billion in royalties for the state and the people of NSW over the life of the mine.”

According to Mike Ries, open cut maintenance manager at Moolarben, Komatsu equipment was selected as it offered the best option of delivery times, pricing and support.

Commissioning of the equipment began in October 2009, and was largely completed by January this year.

“The commissioning process went very well,” said Mike. “We worked closely with the Komatsu people, and we

were able to share our experience and expertise to get the job done.

“All the equipment is achieving its budgeted availability, plus we’ve got good OEM support from Komatsu on site, giving us the technical support we need and supplying us very well with spare parts,” he said.

Initial overburden operations began in November last year, allowing the first shipment of coal to be transported to Newcastle in May.



Above Three of the twelve Komatsu 830E Dump Trucks and the D475A-5 Dozer working at the Moolarben Coal Mine, north of Mudgee, NSW.

Inset D475A-5 Dozer.



PENRICE UPGRADES THREE KOMATSU LOADERS UNDER “POWER-BY-THE-HOUR” CONTRACT

South Australia’s Penrice Soda Holdings Ltd, which has been on a “power-by-the-hour” contract for a large fleet of Komatsu equipment since 2006, has recently upgraded three loaders at its Angaston limestone quarry in South Australia’s Barossa Valley.

With the lease running out on a number of the loaders at the quarry, over the past few months it has upgraded three of its sales loaders and a face loader, said Chris Andrews, Mine Production Manager at Angaston.

Komatsu equipment in operation at Penrice – which is Australia’s only manufacturer of soda ash – covered by the power-by-the-hour arrangement through Komatsu Australia Corporate Finance (KACF) and rented in as required, includes two PC1250-7 excavators, two PC450LC-8 excavators, two WA900-3 loaders, two WA700-3 loaders, two WA600-3 loaders, three WA480-6 loaders, six HD785-5 dump trucks, three HD465-5 dump trucks with 60 tonne bodies, two HD325-7 water trucks, a D155A-5 dozer, a GD655A-3 grader, an SK714-5 skidsteer, and an HM400-2 and HM300-2 articulated dump truck.

In the first half of this year, Penrice upgraded three of the WA480-6 loaders and one of the WA600-3 production loaders.

“We’ve been very happy with the production and reliability of the Komatsu loaders, along with the support and service package provided by Komatsu Australia, so when the leases ran out on these machines, we opted to replace them with new loaders,” Chris said.

Penrice’s power-by-the-hour arrangement gives the quarry terms from 12,000 hours up to 18,000 hours for each item of equipment covered.

“It’s based on equipment hours, and we pay for what we use during that period.

“This arrangement has enabled us to upgrade our fleet efficiently, plus it allows us to gauge very accurately what our equipment running costs will be over a sustained period,” said Chris.

Penrice’s Angaston quarry, which was set up in 1950, not only supplies the company’s soda ash manufacturing plant in Adelaide, but also supplies products for civil construction applications such as road construction and cement manufacturing, and high-grade chemical sand for the glass-manufacturing industry.

Soda ash is a vital ingredient in manufacturing products ranging from glass containers (especially wine bottles) to washing powder, and sodium bicarbonate, used in applications as diverse as animal feed, food and pharmaceuticals.

The quarry was originally established to supply Penrice’s Osborne factory in Adelaide with the limestone required for the production of soda ash, and the quarry still provides 500,000 tonnes of high-grade limestone per year to that plant.

It has also moved into supplying the civil construction sector, providing aggregates to concrete batching plants and roadbase material to developers, councils, contractors and the like.

The Angaston quarry is the largest marble and limestone quarry in South Australia.

“We’ve been very happy with the production and reliability of the Komatsu loaders, along with the support and service package provided by Komatsu Australia.”

- Chris Andrews, Mine Production Manager, Angaston



Above Komatsu’s HM400-2 articulated dump truck is used to haul limestone material at the Angaston Limestone Quarry.

Left The WA480-6 Wheel Loader, loading the HM300-2 articulated dump truck.



KOMATSU SALES LOADER NOTCHES 30,000 HOURS @ HANSON WOLFFDENE QUARRY

Back in August 2007 Down To Earth Editor penned her visit on Hanson's Wolffdene Quarry which is located in Luscombe, Queensland. Exactly three years on Tony James, Komatsu's Customer Support Manager - Construction, accompanied the editor on a revisit to this impressive and productive Quarry.

On this occasion Reno Fabretto, Wolffdene quarry manager introduced us to Douglas (Douge) James Enoch, the quarry sales loader operator.

Douge has been operating the Komatsu WA500-3 loader for the past twelve years.

"I've been operating machines for 43 years in total and in my opinion the WA500-3 has been the best wheel loader that I've operated," said Douge.

"The WA500-3 has plenty of power, its operator friendly and has not had any major work done on it in the twelve years...that's impressive,

Douge continues by stating that one of the important things in operating is to get the best out of the machine and its vital not to overload the machine...just work the machine to its capacity.

Reno also agrees that not overworking the machine is important and in addition that the 5.6cu m bucket capacity on the WA500-3 makes all the difference to loading tipper dog trucks.

"Operators like Douge don't overload their machine - Douge gets the best performance and productivity of the wheel loader.

"Douge's smooth operation of the wheel loader is also important to note - as gear selection is critical when you push the kick down switch at appropriate revs. This contributes to the life of the machine and that's why the wheel loader has reached its 30,000 hours.

Reno states that one operator and one machine is a philosophy that is encouraged at the Hanson site.

"Douge has been the main operator on the wheel loader since we purchased it 12 years ago, this as well as operating the machines within their limits, pre-operational machine checks, oil contamination control, ensuring the machine is well lubricated, and reporting any machine issues prevents major machine failures,

"Ultimately this reduces down time and machine availability and increases the quarry productivity," he said.

According to Reno Hanson is a great company to work for. "Nineteen years ago I started working as a soil tester in the Hanson laboratory and in February 2010 I was promoted to quarry manager at Wolffdene Quarry -



From Left Tony James - QLD Customer Support Manager Construction, Douge Enoch, Hanson Sales Loader Operator and Reno Fabretto, Hanson Wolffdene Quarry Manager.

basically, if you have the willingness to learn, Hanson is there to support you."

"At Wolffdene we operate six days a week and as we are centrally located, we supply material to all concrete plants from Brisbane River to the Gold Coast and as far as Ipswich," he said.

"The annual sales production capacity is two million tonnes and our load and haul process at Wolffdene involves

several Komatsu pieces of equipment: Wheel loaders - WA500-3, WA500-6, WA480-6H and WA700-3; Rigid dump truck- HD465-7; Excavator - PC1250-7.

"We work closely with Komatsu and Tony has been on hand to assist in any issues that we may have," Reno said. "We pre-plan our major component change outs to ensure we have full productivity on site."



Komatsu WA500-3 Wheel Loader

Wolffdene Quarry is approximately 494 hectares and is situated at the northern end of the Darlington Range.

The predominant Wolffdene quarry material extracted is Greywacke, which is a metamorphic sedimentary hard rock with high strength - excellent for most construction materials.

Wolffdene has 120 years approved reserves to cater for the residential and commercial growth.



"I've been operating machines for 43 years in total and in my opinion the WA500-3 has been the best wheel loader that I've operated."

- Douge Enoch, Quarry Sales Loader Operator.

KOMATSU'S HYBRID EXCAVATOR CONCEPT GAINS CONVERTS AROUND THE WORLD



Komatsu's industry-leading Hybrid excavator, the Hybrid PC200-8 (outlined in detail in the 48 and 52 editions of *Down to Earth*) is due to be launched in Australia shortly. This new concept excavator has notched up successes in key markets in the world.

Considerable success has already been achieved in Japan and China – countries where fuel cost is relatively high, and fuel savings of up to 40% mean a much shorter payback period – and in late 2009 Komatsu began test-marketing hybrids in the selected regions in North America.

In April this year, it attracted plenty of interest from European customers at Bauma, the huge construction exhibition in Munich, Germany.

As a leading construction and mining equipment manufacturer, one of Komatsu's goals is to address growing global environmental issues by developing innovative products designed to reduce environmental impact.

Launched in 2008 in Japan as the world's first Hybrid earthmoving machine, it is now being used in all 47 prefectures. Komatsu's Hybrid PC200-8 hydraulic excavator has since become available in China and North America.

The excavator significantly achieves reductions in both CO₂ emissions and

fuel consumption and has received high praise from customers in these regions.

Some Hybrid PC200's have clocked up more than 10,000 hours, including sites requiring round-the-clock operation. Across the board, these sites have seen fuel cost reductions of more than 40%.

One successful customer in Japan has been Fuji Corporation, which operates a landfill and recycling facility for industrial waste in the middle of agricultural land near Komoro City, Nagano Prefecture.

Fuji Corporation, has been gaining attention not only in Nagano Prefecture but also nationwide for its environmentally conscious waste disposal methods.

"It didn't take us long to decide to purchase the Hybrid PC200," said Tokichiro Yamaguchi, Fuji Corporation's founder and chairman.

"It seems only natural for us to use environmentally friendly construction equipment, plus we also have an obligation to do so as a waste disposal company.

"Fuel costs have been drastically reduced following the introduction of the hybrid machine. But more importantly, it has enabled us to significantly lower our CO₂ emissions," he said.

"I would like to commend Komatsu on the launch of this impressive machine. "By demonstrating true corporate leadership, Komatsu has shown what's good for the bottom line can also be good for the planet."

- Michael A. Allegretti, Komatsu's Director, Government Relations, North America.

Following the successful introduction of the Hybrid in Japan and China, in late 2009, Komatsu began test marketing the Hybrid PC200LC-8 in North America.

One of the key objectives to test market in North America was to determine how well the machine would be accepted in a region where fuel cost is lower than in Japan or China.

States and cities with stricter emission regulations were chosen to test market the Hybrid.

The units have been put to work in several US states, some used by a number of different customers.

Hybrid hydraulic excavators have so far been tested in Illinois, Ohio, New York, Texas, Virginia, Louisiana, Missouri, Wisconsin and California, as well as Quebec and British Columbia in Canada.

So far, the Komatsu Hybrid excavator and its energy storage capacitor system have been well received by customers and key industry groups.

At a recent function to introduce the Hybrid concept, Michael A. Allegretti, director of Government Relations, North America, with The Climate Group, said "I would like to commend Komatsu on the launch of this impressive machine. "By demonstrating true corporate leadership, Komatsu has shown what's good for the bottom line can also be good for the planet."

Komatsu America Corp. has an ongoing program to collect responses to the Hybrid PC200LC-8.

This feedback covers not only fuel savings and CO₂ reduction but also the machine's productivity and performance. ■

KOMATSU ADDS FULL ROPS COMPLIANCE TO ITS EXCAVATOR SAFETY PACKAGE

Komatsu Australia has announced that all its current range of Dash 8 excavators – from the 8 tonne PC78UU-8 to the 45 tonne PC450LC-8 – now include factory-fitted ROPS complying with the recently released international standard ISO 12117-2: 2008.

According to Chris Moroz, Komatsu Australia's national business manager, construction, ROPS certification is an important addition to Komatsu's existing factory-installed standard safety package on all its Dash 8 excavators in the 8-45 tonne range.

"In addition to fully ROPS-compliant cabs, Komatsu's Dash 8 excavators include factory-fitted emergency stop buttons, hose-burst protection, and rear-view camera, which ensures complete peace of mind for owners in that these safety features are factory installed and fully warranted," he said.

"In addition, existing Komatsu Dash 8 excavators are compatible with the new ROPS standard, and appropriate documentation can be supplied following an inspection from customers' local Komatsu account managers," said Chris.

"This has been made possible because Komatsu has been at the forefront of safety cabin design since we first released our Dash 8 safety cabin back in 2006.

"That translates not only into superior operator safety, but also greater resale value, as well as improved site acceptance and contract compliance, with a number of major contractors and clients insisting that all excavators on major construction sites be compatible with the new standard," he said.

"And as Komatsu designed the Dash 8 from the ground up to incorporate ROPS-compatible cabs, they are fully integrated into the machine; our ROPS cabs are not late additions developed following the standard's publication.

"We have also not had to remake or redesign our cabs to ensure they comply with the standard."

Chris said that Komatsu's leadership in cabin development extended to the factory-installed vandal guard provision on Dash 8 cabins, which allows



owners to retain their ROPS certification and still use full guarding.

"Without this, ROPS certification can be voided if locally installed vandal guard mounting points are drilled into the frame, potentially affecting the structure's integrity and ability to offer protection to the operator in the event of a rollover.

According to Chris, Komatsu's Dash 8 ROPS cabs include other features unique to these excavators.

"Not only are Komatsu Dash 8 cabs ROPS compliant, but they offer class-leading visibility around the machine, cab volume and working space inside, plus sound-proofing to as low as 68 dBA – the lowest in the industry.

"These are features that have been on all Dash 8 excavators since they arrived on the market," he said.

"And Komatsu's commitment to operator safety doesn't just stop with

the ROPS-compatible cabs on our Dash 8 excavators."

Chris said that other pioneering safety features standard on the range include:

- » E-stops – emergency stop buttons mounted externally on the machines, so that anyone standing or working close to a Komatsu Dash 8 excavator can quickly and easily shut down the machine in the event of an emergency.

- » Hose-burst protection to prevent the boom or arm dropping rapidly in the event of a hydraulic hose failure.

- » Rear view camera, giving the operator an unmatched view of people and objects at the rear of the machine.

"As with all Komatsu equipment, our Dash 8 machines are designed from the ground up as an integrated whole, with all components and elements – from engine, hydraulics and electronics, through to the boom/arm, track gear, and cab – working together for optimum efficiency, safety and reliability," he said. ■



NEW D65EX-16 DOZER DELIVERS 25% MORE FUEL EFFICIENCY

Komatsu Australia has released a new version of its 20-tonne class D65-series dozer, the D65EX-16, incorporating features that can deliver up to 10% more production, 15% less fuel consumption – and a total 25% increase in fuel efficiency.

Powered by Komatsu's Tier 3-compliant SAA6D114E-3 ecot3 engine delivering 139 kW net, the new dozer (which is also available in a swamp dozer version, the D65PX-16) features an automatic transmission with lockup torque converter, delivering up to 10% lower fuel consumption compared with its predecessor.

This, combined with Komatsu's new generation SIGMA Dozer blade (first released on the D155AX-6 in 2005) – which can deliver up to 15% higher productivity than a conventional semi-U blade, results in up to 25% better fuel efficiency.

According to Kevin Edwards, Komatsu Australia's National Business Manager, the automatic gearshift transmission and full automatic lock-up torque converter are the keys to the D65EX-16's overall improved performance.

"Constant monitoring of the dozer's application requirements allow the system to engage the torque converter when high torque is needed, or to lock-up the torque converter automatically and supply 100% direct drive during less demanding working conditions – reducing overall fuel consumption by up to 10%," he said.

"In addition, all powertrain components are sealed in a modular design that allows them to be removed and installed without oil spillage, making servicing work clean, smooth and easy."

Complementing the increased fuel efficiency of the D65EX-16's powertrain is the new generation SIGMA Dozer blade.

"Komatsu has taken advantage of end-user experience since the previous launch of the blade on the D155A-6 in December 2005," Kevin said.

"We have improved this new generation blade to make a vastly more versatile blade, offering the best performance in productivity, grading and spreading.

"Available on the EX version only, this Komatsu-patented blade works like a V-shape bucket for optimum and aggressive penetration," he said.

"Thanks to a standard pitch function, it also offers a perfectly flat edge for top grading performance.

"Komatsu has significantly improved the blade's effective capacity and its rolling characteristics, with lateral edges helping push the rolling material continuously towards the centre.

"The result is a 15% increase in dozing productivity when compared with a conventional semi-U blade – delivering up to 25% higher fuel efficiency per metre of dirt moved," Kevin said.

A straight Power Angle Tilt (PAT) dozer blade with a highly durable box structure is also available as an option on the

D65EX-16 (standard on the D65PX-16), resulting in more versatility across a wide range of applications.

Other features of the D65EX-16 include:

- » Operator selectable working modes, with the option of E (economy) mode for general operations and P (power) mode when higher production or pushing power is required.
- » Komatsu's Palm Command Control System (PCCS) joystick control for the travel system, and its Palm Command Proportional Pressure Control (PPC) blade control joystick.
- » Powertrain electronic control system, incorporating automatic/manual shift selectable mode; automatic shift is for general dozing, while manual shift is for dozing or ripping on rough ground, when more operator control is required.
- » Hydrostatic Steering System (HSS), with engine power transmitted to both tracks at all times, for smooth, powerful turns.
- » Redesigned ROPS cab – with a fully adjustable air suspension seat – is wider, deeper and taller than on its predecessor and fully integrated with the ROPS structure, and offers the best visibility in its class.

» Cab damper mounting, incorporating long-stroke dampers to soften shocks and vibration in rough conditions, suppressing vibration and providing a quieter more comfortable operating environment.

» Komatsu's Parallel Link Undercarriage System (PLUS), with rotating bushings combined with heavy duty double seals

» Supplied with Komatsu's KOMTRAX remote monitoring and tracking system as standard. ■

Brief specs of the D65EX-16:

D65EX-16: Operating weight, 19.95 tonnes, powered by Komatsu SAA6D114E-3 ecot3 diesel rated at 139 kW; SIGMA Dozer blade capacity, 5.61 cu m; drawbar pull, first gear, 1 km/h, 28,000 kg; transmission, three-speed automatic Torqflow transmission with lockup torque converter.

Brief specs of the D65PX-16:

D65PX-16: Operating weight, 21.31 tonnes, powered by Komatsu SAA6D114E-3 ecot3 diesel rated at 139 kW; PAT blade capacity, 4.25 cu m; drawbar pull, first gear, 1 km/h, 28,000 kg; transmission, three-speed automatic Torqflow transmission with lockup torque converter.



BUILT FOR PURPOSE: KOMATSU'S "READY MADE" SCRAP METAL RECYCLING EXCAVATOR PACKAGES

Komatsu Australia has released a range of purpose-built scrap metal recycling Dash 8 excavators which are designed, specified and built to meet the needs of the scrap metal recycling industry.

Its range of Dash 8 scrap metal recycling excavators, with operating weights from 13 tonnes to 45 tonnes, incorporate Komatsu-approved modifications to ensure they meet scrap metal yards' requirements for durability, reliability, performance, safety and uptime.

According to Peter Vansittart, Komatsu Australia's Business Manager, Forestry & Special Projects, the scrap metal handling range combines the benefits of Komatsu's Dash 8 excavators and its Australia-wide service and support network, with a Komatsu-approved metal recycling package.

"We recognise that this business is very tough on excavators, so we've built in additional features to ensure we can deliver the reliability and durability that's needed – while at the same time delivering the highest-possible safety standards," he said.

"Our built for purpose scrap metal recycling excavator package incorporates additional safety features specifically for this industry, including machine guarding, attachments piping and maintenance enhancements."

Specific features for metal recycling applications include:

- » A 1 m high "cab riser" unit (with provision for a slide out generator to power a magnet attachment)
- » Komatsu's newly released parallel lift cabin (option on PC220-8 and PC300-8 only), which lifts through 2400 mm to total height above ground of 5440 mm, and giving excellent visibility into high tipper bodies and general work area
- » Windscreen guard which hinges open
- » Severe application "Fortress" glass incorporating Kevlar tint, or polycarbonate as an option
- » Safety handrails
- » Walkway with emergency escape point
- » Non-slip material on upper structure
- » Komatsu safety cab incorporating Operator Protective Guarding 2 (OPG2) system

- » Open-door safety cut-out switch
- » Automatic greasing system
- » Second or third member heavy duty shear piping
- » Engine bay debris screens
- » High Intensity Discharge (HID) work lights
- » Heavy duty belly plates
- » Guarded emergency stop buttons
- » Fire extinguishers
- » Battery isolation lockout system
- » Boom-to-arm quick hitch
- » Rotating beacon.

"All machines offered for our scrap metal recycling excavator package go through a full 'Komatsu-approved' process, to guarantee they comply with factory specifications," said Peter.

This incorporates Komatsu's SMART (Structural Modification Assessment And Request Transaction) process, which ensures:

- » Reduced risk to the end user and customer
- » No compromises in performance
- » Modifications and attachments meet all relevant Australian Standards
- » Metal recycling attachments are properly matched to machine capabilities, ensuring optimum performance at all times.

"The end result is maximum performance and productivity, enhanced machine reliability and durability, greater operator and employee safety and increased uptime," he said.

"Our industry-specific modifications are on top of the standard benefits built in to every Komatsu Dash 8 excavator.

"These include our Komatsu safety cabs, industry leading fuel efficiency, lower noise levels, increased operator comfort, higher productivity and increased uptime through the KOMTRAX remote monitoring system and our exclusive nationwide contract maintenance packages," said Peter.

"The end result is a range of excavators ready made to go to work immediately in the scrap metal recycling industry; no additional modifications or changes are required when they arrive on site." ■

"Our built for purpose scrap metal recycling excavator package incorporates additional safety features specifically for this industry."

- Peter Vansittart, Komatsu Australia's Business Manager, Forestry & Special Projects



SUCCESSFUL OPEN DAY AT KOMATSU TOMAGO FOR 68 STUDENTS THROUGH BEACON PROGRAM

In March, 68 students from eight schools in the Newcastle/Hunter region attended a Komatsu open day at the company's Tomago branch, as part of its commitment to the Beacon Foundation's solutions for tackling youth unemployment and related issues.

"Following the Komatsu/Beacon open day, it was quite evident that inviting the students onsite and showing them our equipment, and explaining various jobs – such as what a plant mechanic does – will contribute to our future recruiting process and apprenticeship programs," said Gavin Manning, Komatsu's NSW Apprentice Development Manager.

"The whole exercise is also invaluable to the students, as it helps them to make informed decisions on their future," he said.

Following the visit, students and teachers were surveyed as to what they got out of the open day, and how future events could be improved and fine-tuned.

Students who attended were asked: "What was the most useful/enjoyable part of the day?"

Here are some responses:

- » Learning about the company
- » Looking around the workshop
- » I enjoyed seeing the size of the equipment
- » The information at the end was good
- » Learning about the machinery they worked on
- » I now know what a heavy plant mechanic does

- » I have to try harder at school
- » Everything was great, it has changed the way I think about my future
- » Finding out how to get a job at Komatsu
- » Walking around the different areas of the shed
- » I liked watching the people working on the machines
- » I want to be a plant mechanic and work for Komatsu
- » The talk about the apprenticeship program was really good
- » I liked going on to the site

- » It opened my mind to what employers are looking for
- » It has helped me make up my mind
- » It was all useful and enjoyable
- » I need to take maths next year at school.

Feedback from teachers, who were asked: "What do you think will be the most significant outcome for your students from today?" included:

- » To understand the expectations of industry employers so we can better prepare students
- » The program will definitely produce positive outcomes for the students



- » Giving students the opportunity to hear the facts from an employer
- » Learning about heavy plant mechanics
- » Understanding the importance of a student preparing themselves for success in an apprenticeship application, and the expectations of employers in maintain an apprenticeship.

Teachers were also asked what they would have done differently to prepare the students for the open day:

- » They have gained a better understanding of the importance of targeting the right students for the open day
- » Giving the students a briefing/overview on Komatsu and plant mechanics. ■



KOMATSU ANNOUNCES NATIONAL ROLL-OUT OF AWARD WINNING APPRENTICE DEVELOPMENT SYSTEM

From next year, Komatsu Australia will roll out nationally its award-winning apprenticeship training scheme, which aims to not only give apprentices the technical training they require, but also essential "life-skills".

Komatsu Australia's Apprentice Development System (ADS) for plant and heavy machinery apprentices – set up and piloted with Komatsu's NSW Hunter Valley apprentices during 2009 and 2010, took the runner-up spot in the federal Education Minister's 2009 Awards for Excellence.

The innovative apprenticeship training system is designed to give entrants to the industry not only key trade skills, but also life and personal responsibility skills and awareness.

In its first year alone, it has achieved measurable results – with apprentices being six months ahead of their peers doing "traditional" apprenticeships, and set to have a one-year advantage at the completion of their training.

As a result of this success, the scheme will be rolled out nationally from 2011 to all new Komatsu apprentices, said Paul Richardson, Komatsu Australia's national organisational development manager.

"We launched the Hunter Valley pilot scheme in 2009, and it was the response and feedback to that which won us the federal Government award last year," he said.

"We've since refined it somewhat, based on our experiences with our 2009 intake, and made some minor adjustments which are being applied to our Hunter Valley apprentice intake for 2010.

"It's now at the stage where we feel confident about rolling it out nationally, and it will be applied to our 2011 apprentice intake. We'll have more than 30 apprentices around Australia participating in this program next year," said Paul.

"As part of this, we're extending our partnership with TAFE NSW, which helped us develop the pilot program, to now include TAFE Queensland and Western Australia.

"This national rollout will be handled by Komatsu Australia's national organisational development group, the largest part of which incorporates a technical training function."

Overseeing this process will be Ian MacCowan, Komatsu Australia's newly appointed GM for Regional Operations, Supply Chain and Apprentice Development.

In his new role, Ian – a 19-year veteran of Komatsu Australia – has responsibility for operations, supply chain and apprentice development.

"This new apprentices development role reflects a change in focus at Komatsu to apprentice development as a company, rather than our previous regional or branch focus," he said.

"In the past, most of Komatsu Australia's apprentices training has been through various group training providers, where the apprentices work for Komatsu, but are actually apprenticed to and employed by these providers.

"We are now bringing our apprentices in-house and over the next couple of years we aim to increase that to around 100 new apprentices a year.

"Currently we have a total of 130 apprentices, either employed in-house, or through group training providers. As Paul said, we will put on more than 30 new apprentices next year – entirely in-house – followed by around 100 new apprentices in 2012, and every year after that," Ian said.

He said that Komatsu had a number of aims with its Apprentice Development Scheme.

"We want to not just train our apprentices, but to give them life skills as well, plus bring higher levels of overall skills and skills development for the industry – and we hope also see higher retention levels for us.

"There is another resources boom coming up; with the last one, we found an insatiable demand for skilled mechanics, electricians, boilermakers and the like, to the extent that we had to bring people in from South Africa, the Philippines and other overseas countries.

"Now we want to start training our own people from the very beginning,

to develop our own people through our own culture," Ian said.

"In the past, we opted for group training providers – as did other employers – for various reasons, but now we recognise that if we are to develop people for the future, we need to lift their skill levels. Our customers are also demanding that.

"And even if some of our people do leave us a year or so after finishing their apprenticeships, they will have been thoroughly trained in the Komatsu culture.

"They'll know our equipment extremely well – so they will be very valuable to Komatsu customers," he said.

"And while often we find they'll go out chasing the big dollars with the mining and resources companies for a few years, when they want to settle down, they come back to Komatsu to use their skill and expertise, where it is respected, and they'll have had some very very valuable experience that they can pass on to the next generation of apprentices.

"Our customers are delighted with our apprentice program, and there are very strong social benefits for us, the community and our customers," Ian said. ■



Above Ian MacCowan, Komatsu GM Regional Operations, Supply Chain and Apprentice Development.

"This national rollout will be handled by Komatsu Australia's national organisational development group, the largest part of which incorporates a technical training function."

- Ian MacCowan.

Below Apprentice, Luke Robey



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SKILLS SUPREMACY: THE KOMATSU CERTIFIED TECHNIC ACCREDITATION SYSTEM

Komatsu has taken technical skills development to greater heights with the establishment of the Komatsu Certified Technic Accreditation System.

A skilled technical workforce is critical to the success and sustainability of the Komatsu Australia business and the key component of delivering on customer needs.

Komatsu provides high quality technical training on our equipment and technology for Komatsu trades people and our customers.

Jason Alfeo, Komatsu's Technical Training Manager, considers that, "Learning and skills development of complex concepts and tasks requires time, practise, reinforcement and experience.

"For a person to be considered 'fully competent', the material learned in the training program must be applied and transferred in the workplace," Jason said.

Komatsu Technical Training

Komatsu technical training programs are based on the competency standards

specified in the skills levels of Komatsu's Technical Skills Competency Map.

Level 1:
Introduction and General Service.

Level 2:
Structure and Function.

Level 3:
Test and Adjust.

Level 4:
Troubleshooting

There are two development pathways for each Komatsu machine.

The Learning Pathway allows people to move through the four levels by attending training, and successfully completing assessments at each level, leading to the award of Certificate of Completion.

Paul Richardson, Komatsu's Organisational Development Manager, points out that, "A Certificate of Completion indicates that a person has

successfully completed the program and the assessment to the standard required."

The Accreditation Pathway requires a person with a Certificate of Completion, to obtain on the job experience, documented evidence and undertake a competency assessment in the workplace.

"Completion of both pathways satisfies the requirements for Komatsu Certified Technic accreditation," said Paul.

The Komatsu Certified Technic Accreditation System

Komatsu Certified Technic accreditation is awarded to qualified Komatsu and customer trades people.

A Komatsu Certified Technic, through a combination of evidence, demonstration and workplace competency assessment, satisfies the skills requirements against Komatsu's Technical Skills Competency Map.

Jason Alfeo states that, "Accreditation applies to a specific machine grouping at one or more of the four skills levels."

Komatsu Certified Technics' are awarded a Certificate of Accreditation and an identification card attesting to their status.

Purpose and Benefits

Accreditation recognises excellence in achievement of post training skills development.

For Komatsu customers, Certified Komatsu Technic means they can be assured that a person is fully competent in the maintenance and repair of the specific machine.

Anthony Crowley, Komatsu's General Manager, Customer and Operations Support, explained, "Our technical people are our front line team. Our customers will benefit from the confidence they have in our highly

skilled people who are supporting their equipment."

For individuals, pursuit and attainment of accreditation is a career development pathway and a significant achievement.

Steve Schofield, Komatsu's General Manager, Human Resources, expanded on the approach, "We are serious about engaging with our staff and ensuring they grow and reach their full potential. This initiative is important for our technical people and they deserve credit and endorsement for their effort and achievement."

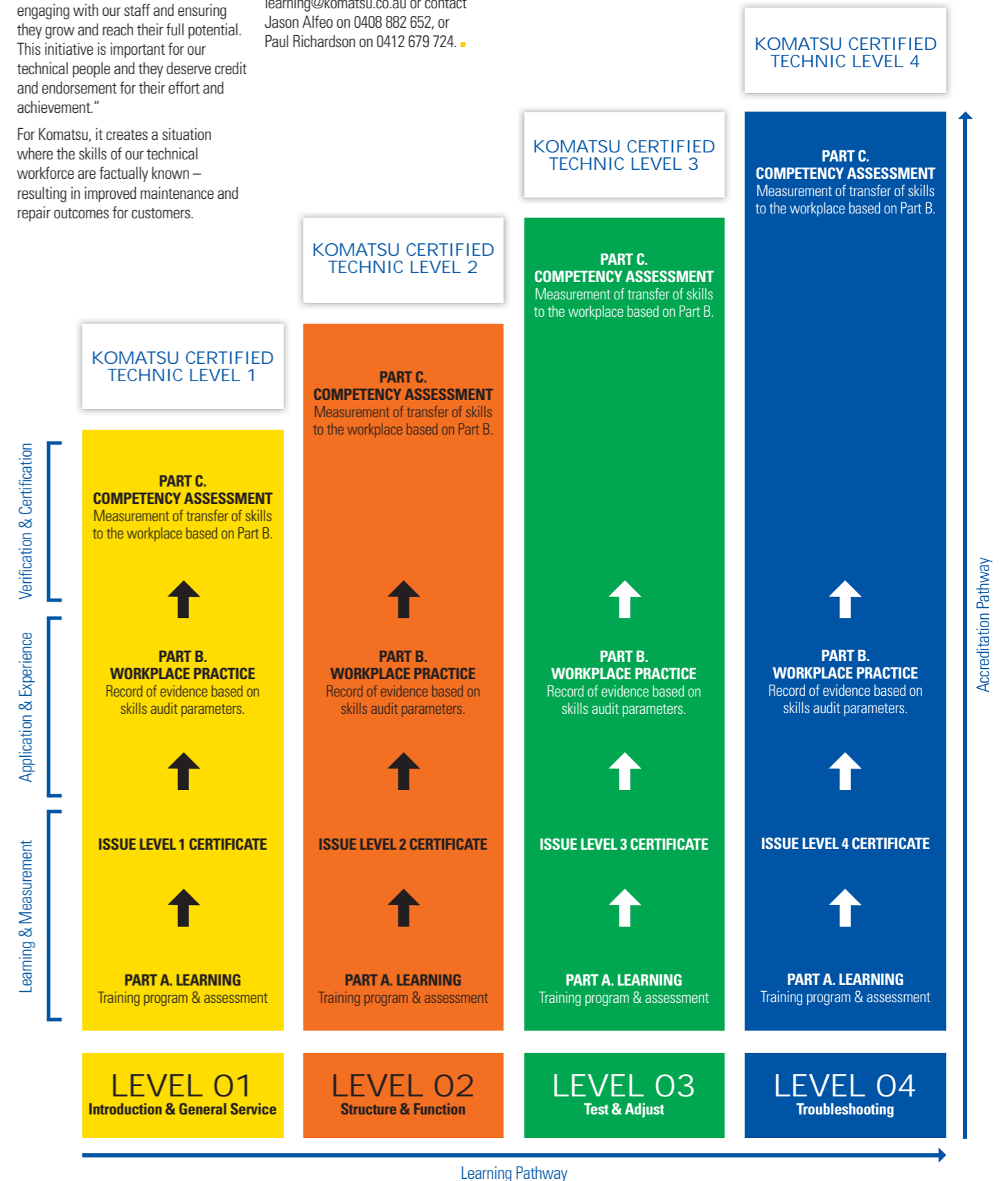
For Komatsu, it creates a situation where the skills of our technical workforce are factually known – resulting in improved maintenance and repair outcomes for customers.

Anthony Crowley added, "At Komatsu we are focused on Continuous Improvement. This accreditation system demonstrates that we apply these principles broadly across our business, particularly in developing the skills of our people."

For further information please email, learning@komatsu.co.au or contact Jason Alfeo on 0408 882 652, or Paul Richardson on 0412 679 724. ■

"We are serious about engaging with our staff and ensuring they grow and reach their full potential."

- Steve Schofield, Komatsu's General Manager, Human Resources.



KOMATSU INTRODUCES REVITALISED SALES AND MARKETING TEAM TO NZ MARKETPLACE



Above Dean Riordan

“Keeping our customers informed is critical as Komatsu NZ continues to meet the challenge of these uncertain times and prepare for the eventual recovery which lies ahead.”



Above Les Harris



Above John Quayle



Above Les Reid



Above Phil Thomson



Above Charles Maundrell



Above Jean - Pierre van Heerden



Above Phil Dring



Above Greg Stewart

Komatsu New Zealand has recently revitalised its sales and marketing team to allow it to better meet the challenges of running a successful heavy equipment business in the 21st century.

Headed by recently appointed National Sales and Marketing Manager, Philip Dring, Komatsu NZ has identified a number of key areas for improving its standing in the New Zealand market.

“Our overall challenge is to raise the level of our game, achieving a position commensurate with that of our global ‘blue chip’ parent company, Komatsu Ltd,” he said.

“Winning teams stand out above the rest, consistently raising the level of their game plan, demonstrating tenacity and stamina to ‘go the distance’, exciting the customer with attractive well-executed performances and attaining results at the highest level.”

Philip said that determination, discipline and vision were hallmarks of the modern day professional.

“We will be working with all sectors of the market as we aspire to replicate recent successes and winning formulas.”

Komatsu NZ recently introduced its revitalised sales and marketing team to the marketplace.

“Keeping our customers informed is critical as Komatsu NZ continues to meet the challenge of these uncertain times and prepare for the eventual recovery which lies ahead.

“Refocused and working across key nationwide territories, our sales and marketing team combines to bring youth and experience to the customer,” said Philip.

Komatsu NZ’s new equipment sales team is deployed throughout the country with four territories in the North Island and three in the South Island.

Komatsu NZ’s Territory Sales Managers (TSMs) consist of:

NORTH ISLAND

- » Auckland North Shore and Northland: Charles Maundrell
 - » Auckland Central, East, South and West, North Waikato, Hauraki Plains and Coromandel: John Quayle
 - » South Waikato, Bay of Plenty, Taupo and Hawkes Bay: Les Reid
 - » New Plymouth, Palmerston North and Wellington: New appointment to be announced shortly
- SOUTH ISLAND**
- » East coast, covering Blenheim, Christchurch to Timaru: Dean Riordan
 - » West Coast, including Westport, Greymouth, Hokitika, plus Nelson: Les Harris
 - » Southland/Otago, including Oamaru, Queenstown, Invercargill: Greg Stewart

Other key team members include Used Equipment Support Manager, Phil Thomson; Market Development Manager Jean Paul (JP) van Heeren; and three specialised administrators in Peter Tracz (new equipment), Lloyd Gatland (used equipment) and Frank Webb (technical).

“Winning teams stand out above the rest, consistently raising the level of their game plan, demonstrating tenacity and stamina to ‘go the distance’, exciting the customer with attractive well-executed performances and attaining results at the highest level. We will be working with all sectors of the market as we aspire to replicate recent successes and winning formulas.”

- Philip Dring National Sales and Marketing Manager Komatsu NZ

TAFE AWARDS NIGHT CELEBRATES KOMATSU THIRD-YEAR APPRENTICES’ ACHIEVEMENTS

In early May, TAFE NSW South Western Sydney Institute held an awards night at Smithfield RSL to celebrate the achievements of apprentices completing their third year of studies – including three Komatsu Fairfield apprentices.

The apprentices were presented with their certificates of achievement as Plant Mechanics. Komatsu Fairfield apprentices who had successfully completed their third-year TAFE training were John Odgers, Michael Laria and Christopher Najem.

Steve Galea, workshop leading hand at Fairfield, represented Komatsu on the night and presented gifts which the Komatsu Service department donated to the awards night to mark the apprentices’ achievements.

In return, Komatsu Australia was presented with a certificate of appreciation from Wetherill Park TAFE for the company’s generous contributions to vocational education and training at the college’s heavy vehicles section.

“Events such as this are an important milestone in the lives of these young people, who are making the transition from apprentices to fully fledged tradespeople,” said Matt Buttigieg, Service Manager at Komatsu’s Fairfield Branch.

“The future of this company and the industries we work with is very much dependent on having properly trained, skilled tradespeople who can provide the required levels of support and service.

“Komatsu Australia is proud to support the work that is being done through TAFE NSW in helping deliver the training programs we need,” he said.

“Komatsu Australia is proud to support the work that is being done through TAFE NSW.”

- Matt Buttigieg, Service Manager, Komatsu’s Fairfield Branch



Above Stephen Galea.



Above Christopher Najem.



Above John Odgers



Above Michael Laria.

PM GILLARD MAKES A PITCH FROM KOMATSU’S PERTH BRANCH



In the final days of the federal election campaign Prime Minister Julia Gillard chose Komatsu Australia’s Welshpool facilities in Perth to make a major pitch to Western Australian voters. Hosted at the branch by Komatsu Australia’s Regional Director Chris Cassettari and Richard Edmiston, Western Region Operations Manager - she was given a tour of the facilities, which supplies, assembles and services much of the large mining equipment going to the state’s iron ore and other operations.

The Prime Minister then addressed management and shopfloor workers at the branch, before giving a nationally televised press conference from the floor of the main workshop. To mark her visit, Chris Cassettari presented the Prime Minister with a model of a PC2000-8 mining excavator.

GRIDLOCK CIVIL BUILDS BUSINESS AROUND KOMATSU PERFORMANCE AND SERVICE

Adelaide-based civil construction solutions specialist Gridlock Civil has built its business around the performance and reliability of its Komatsu equipment since being formed only three years ago.

Owners Philip Warren and Peter McGlen have more than 40 years' civil construction experience between them, both with backgrounds as project supervisors/operators with leading contractors.

They saw a need within a niche market of providing high-quality specialist civil construction solutions to both the private and government sectors, and decided to establish Gridlock Civil.

Beginning in 2007 with just four employees plus Phil and Peter, Gridlock Civil purchased one PC35MR-2 excavator – which became the foundation of a strong working relationship with Komatsu.

Today Gridlock Civil employs over 20 staff along with many other contractors.

With the growth of the company came the need for the procurement of plant that could perform, as well as being reliable and robust enough to tackle Gridlock's ever growing scope of works, said Phil.

"For Gridlock Civil there was only one choice and that was with Komatsu plant," he said.

"Shortly after we started, we decided to purchase an SK820 skidsteer, then a PC18MR-3, a PC35MR-3 – which recently replaced our original PC35MR-2 – and a PC78UU-6 excavator.

"Using our Komatsu equipment, we find we can achieve a greater quality of work, on time and within budget," said Phil.

Gridlock Civil recently completed a major project in Adelaide's Hindmarsh Square, and is currently in the middle of another major streetscaping project in Rundle Street.

Other customers include the Electricity Trust of South Australia (ETSA), various utilities, the SA Department for Transport, Energy and Infrastructure, as well as numerous local government agencies.

"Our clients utilise Gridlock's services, based on our performance and reliability – both of which could not be achieved without the help of our Komatsu equipment and our commitment to outstanding service," Phil said.

"When we started the company, we opted for Komatsu because of our previous experience working with the product, as well as the name and its reputation.

"We'd both been on a few Komatsu excavators over the years, and we thought we would give them a go. Since then, Komatsu's service and support has been very good; they have always been there to help us.

"We were very impressed with our first machine, the PC35MR-2," he said.

"It was very reliable, had plenty of power and grunt, as well as being very versatile for our needs – a complete machine package.

It played a key role in Gridlock Civil's provision of a 24-hour emergency response team for ETSA and private industry in the event of major metropolitan power cables failing.

"That machine had to be on duty 24 hours a day, as we run a full-time night shift for emergency callout work. If an electrical cable goes down in the city, it needs to be fixed in a hurry, and we need to be there – so we have to have reliable equipment.

"We just traded it in recently on our new PC35MR-3.

"Trading to the PC35MR-3 was an easy decision for us; we'd had such good life out of the PC35MR-2, which was doing very hard work.

"It had to rip through bitumen up to 150 mm deep, then through the 150 mm stone ballast that underlies a lot of Adelaide's streets before it could even start trenching. It was usually excavating to a minimum depth of 1.5 m."

Following the original PC35MR-2, Gridlock Civil's next machine was its PD78UU-6, which it bought because of the good run it was having with the first Komatsu.

"The best thing about this machine is its versatility," said Phil.

"It's able to work inside a car parking space on the side of the road, and with its knuckle-boom configuration is able to dig within the tracks.

"We bought our PC18 – which includes a long-reach boom – because the price was right, and it's an ideal size machine for working on footpaths," he said.

"Because it has retracting tracks, when we're doing street lighting works on a footpath, it allows us to dig, and still maintain pedestrian access.

"We use it to dig electrical sleeves or caissons, because you can no longer drill to install these services due to all the pre-existing services under the pavement.

"It's been a brilliant machine and is a very versatile little excavator. Again we are very pleased with its performance."

"Our SK820 skid steer we use mainly as a pay loader in our yard, loading out sand and rubble and the like. It's excellent for this work, and has plenty of torque."

"Since we set up the business, we've been very pleased with the support we get from Komatsu," said Phil.

"Our local Komatsu rep Andrew Fowkes is always following us up, making sure everything is going right for us. We are really happy with the support we are getting from him and the company.

Phil said the company aimed to have a machine capable of carrying out every task required in the course of its business.

"We are now looking at going to the next step in our business, up to a 20-30 tonne machine in the near future. It is more than likely to be a Komatsu," he said. ■

KOMTRAX RECOVERS ANOTHER STOLEN MACHINE IN QUEENSLAND



Above Dean Bryant with the recovered PC45MR-3 excavator, believes the Komtrax system is a 'life saver'.

Komatsu's KOMTRAX satellite monitoring system has once again helped a Queensland customer recover a stolen machine.

The PC45 MR-3 mini-excavator was stolen from a fenced and patrolled secure site – along with its attachments and another operator's skid-steer loader – late at night.

Owners Dean and Marilyn Bryant became aware of the theft around 6am the following morning, arriving on-site to find an empty space where the excavator had been parked.

Dean phoned the police and also Komatsu around 7.30am to establish the machine's position using the KOMTRAX system.

He said "It was a shock to arrive on-site to find the machine missing".

"I was reversing up to where we had parked the machine overnight and noticed in the mirror it was gone," he said.

"I jumped out of the truck, only to find its attachments had also been taken.

"We followed the machine's tracks to where the thieves had obviously parked a truck to take the machines away.

"This meant the machines were mobile and recovering them was a matter of urgency," Dean said.

"Within 36 hours police were able to make a recovery, and the machine was returned to the owner."

Despite the good news, another (non KOMTRAX-equipped) machine that was stolen alongside the Komatsu is yet to be recovered.

Dean said "KOMTRAX had proven to be a lifesaver when it came to his family's livelihood".

"The excavator had been moved to a transport yard ready for shipping – if it wasn't for Komtrax we don't know where it would have ended up.

It's worth every cent having the service

installed – you just never know when you are really going to need it!" he said.

KOMTRAX Satellite Monitoring uses state-of-the-art GPS tracking and specialised diagnostic sensors to monitor a machine's critical operating data including machine location, working conditions, engine temperature and fuel consumption.

"KOMTRAX is much more than just a simple GPS locator – it's a reliable and efficient way to manage any operation, whether a single machine or an entire fleet.

"By monitoring a machine's working status, KOMTRAX is able to help prevent mechanical damage because it alerts the operator to imminent problems – such as overheating, or simply running out of fuel.

One of KOMTRAX's significant benefits is its ability to locate the machine to which it is fitted, no matter where that machine is on the planet". ■

"KOMTRAX is much more than just a simple GPS locator – it's a reliable and efficient way to manage any operation, whether a single machine or an entire fleet."

- Dean Bryant

More information on Komtrax can be found at www.komatsu.com.au or by calling 1300 566 287.

KOMTRAX



10 YEARS ON, **KOMATSU** BACKHOE STILL GOING STRONG FOR **RAY BEDGGOOD**

Over 10 years ago, Down to Earth interviewed Ray Bedggood about the Komatsu WB97R-2 backhoe he purchased brand new in March 2000. Incredibly, he still has the same machine, and it's still earning for him today.

At the time of the machine's purchase, Ray told D2E that his new Komatsu backhoe – his fifth backhoe and first Komatsu – was the best one he'd operated.

"This machine — there's no comparison with my previous backhoes," he said.

"It's got more power, the hydraulics are better, the transmission is really impressive and it digs really well," he said.

"I've only been on it a week, but already I'm delighted with it."

10 years later, and Ray still describes his WB97R-2 as a "great machine".

"I have to say that I've never been that happy with the air conditioning on the machine, but apart from that I'm bloody wrapt," he said.

"I have worked my butt off on that machine. I could turn up to a job, and the other guys would reckon I could replace a grader, an excavator and a dozer with the one machine.

"It's worked very hard, there's been a fair bit of wear and tear, but that's only to be expected over 10 years and 15,000 hours.

"The motor has been absolutely brilliant. I change the oil and filters every 250 hours, and I've replaced a couple of water pumps and alternators, but aside from that I've never put a spanner to it," he said.

Ray's company, R and R Excavations, which he runs with his wife Robin, had been a permanent subcontractor with Akron Roads for 27 years – until it went into receivership in February this year.

He's been a backhoe owner/operator for 40 years, and before that spent 15 years operating dozers, scrapers and other earthmoving equipment.

With the collapse of Akron, and the loss of super investments in the GFC over the past two years, Ray said he and his Komatsu backhoe would be working for a few more years yet.

"A new company, Lojac, which includes some ex-Akron people, has started up and a lot of former Akron subcontractors are now working for it – but there's still a bit of money to make up.

"But this Komatsu backhoe doesn't owe me anything, so we'll just keep on working," he said. ■

"The motor has been absolutely brilliant. I change the oil and filters every 250 hours, and I've replaced a couple of water pumps and alternators, but aside from that I've never put a spanner to it."

- Ray Bedggood



RELATIONSHIP, SUPPORT AND OPERATOR SATISFACTION KEEPS QUARRY SUPPLIER WITH **KOMATSU**

As a result of an excellent relationship with sales rep Bryce Bevan, good performance and a high level of operator satisfaction with a Komatsu WA430-6 loader, Hunter Valley-based Rosebrook Sand & Gravel has purchased an additional two of these loaders for other operations.



"Because we'd had a very good experience with our existing WA430-6, the purchase of two more meant we had machines with a very high degree of parts commonality, and our operators and fitters would be familiar with them."

- Colin Jackson, Managing Director, Rosebrook & Gravel

The company purchased its first WA430-6 in early 2009, for use at its Maitland Vale operation and has since bought two more for use at its Cawsey Park and Dalswinton quarries.

The three loaders joined two Komatsu PC350-7 excavators used in gravel extraction duties, dating back to about 2002, and which the company "inherited" when it purchased another quarry operation.

Rosebrook Sand & Gravel is a family-owned business operating five quarries throughout the Hunter Valley.

It supplies a range of quality products to leading companies including Thiess Contractors, Ultrafloor, Hunter Readymix, and Adbri, along with various government bodies such as Lake Macquarie and Dungog Councils and Hunter Water Australia.

The Rosebrook operation was purchased by the Jackson family in 1981, and since then has grown from supplying around 15,000 tonnes of material a year to over 400,000 tonnes annually today – with secure gravel reserves for a further 13 years from its existing quarries.

To ensure continued quality of product, the company regularly upgrades its plant and equipment to enable it to stay at the forefront of its industry.

New methods of screening and washing ensure it can provide a clean, well-graded and consistent product on which its customers can rely, with Rosebrook's range of graded gravels going from 6 mm to 400 mm.

Its products include the famous Rosebrook Red River Gravel – of which it is the only supplier in the Hunter Valley.

According to managing director Colin Jackson, the three Komatsu loaders are used for feeding the quarries' bins, as well as loading trucks.

The decision to go for two additional WA430-6s was made for a number of reasons, said Colin.

"One of the main reasons we bought Komatsu was because of our relationship with Bryce Bevan, who's always looked after us.

"In January this year, we purchased a couple of extra quarries, and we wanted to standardise on one sales loader/bin loader across our operations," he said.

"Because we'd had a very good experience with our existing WA430-6, the purchase of two more meant we had machines with a very high degree

of parts commonality, and our operators and fitters would be familiar with them.

"We've also opted for annual maintenance contracts with Komatsu for each of the machines.

"Basically, we wanted to keep things simple by having the same machines at our plants.

"The support we've had from Komatsu has been very good; initially, we did have a few parts issues, but they have been sorted out. Our operators are also very happy with the machines," said Colin. ■

KOMATSU “TAG-TEAM” LOADERS SPEED UP WASTE HANDLING OPERATIONS



Two Komatsu loaders – a WA200PZ-6 and a WA100M-6 both fitted with Komatsu quick couplers – are working in tandem for South Australia’s North Adelaide Waste Management Authority (NAWMA) to improve and speed up its waste handling operations.

NAWMA, which is owned by three councils in the northern Adelaide metropolitan area – Salisbury, Playford and Gawler – provides waste management services to these three Councils, plus a further eight councils in the surrounding area.

At its Waste Processing Facility at Elizabeth West, NAWMA receives residential waste material, known as municipal solid waste (MSW), containing minimal recyclable material with residents placing recyclables in separate recycling and green organics bins. Commercial and Industrial (C&I) waste is also received and processed in the same plant.

It uses the WA200PZ-6, which is fitted with a standard bucket, to push the loose MSW and C&I waste into a baling machine, where it is compacted and strapped with plastic strapping to hold the resulting bales together.

Then the WA100, fitted with a bale-clamp, handles the MSW bales – which weigh around 1.5 tonnes and measure 1200x1200x1200 mm – stockpiles and loads the bales onto semi-trailers for transport to landfill, said David Diprose, Manager Operations at the facility.

“A key element of this operation for us is that the quick couplers have made the two machines essentially interchangeable, so if one goes down or is unavailable, we can use the attachments on the other machine,” he said.

“That means we can manage both baled and unbaled material with the one machine if we have to, significantly removing the potential for down-time with the baling operation.”

“We went for the two Komatsu machines due to the price and the

options provided with them; even though we have two different-sized machines, compatibility between them both was important, so we can swap attachments as we need to,” David said.

Attachments for the loaders include standard buckets and the grab, plus a rotary broom sweeper for the WA200, which is used for sweeping the large concrete hardstand and truck parking areas outside.

David said that since delivery, NAWMA “has had a few little teething problems, but really no dramas at all.

“We were also impressed with Komatsu’s national training person, Aaron Marsh, who took our operators through the operation of both machines, and did a very good job,” he said.

“The WA200PZ-6 compares very well with the previous loader unit we had, as it’s around the same size and capacity, while the WA100M-6 is a massive improvement.”

“Previously we had a forklift truck doing the bale handling, but the WA100 gives us much better visibility, so it’s much safer around the work area, plus it’s faster and more responsive,” said David.

“As a result it’s reduced loading times, because the operators have a far better view of where they are going and the semis themselves when loading the bales.” ■

“A key element of this operation for us is that the quick couplers have made the two machines essentially interchangeable, so if one goes down or is unavailable, we can use the attachments on the other machine.”

- David Diprose, Manager, Operations, NAWMA



HOW KOMATSU HELPS KEEP ONE PLUMBER OUT OF THE POO!

Sydney-plumber Michael Kairouz has one of the most unforgettable business names around: Mr Poo Plumbing Works. Going under the slogan “Let your poo be our problem” he recently opted for a new Komatsu PC18MR-3 excavator after looking at every competitor on the market – and deciding to flush the rest of them away.



“Why did we go for Komatsu? It’s the best machine on the market.”

- Michael Kairouz, Mr Poo Plumbing



“The PC18MR-3 is a perfect size for our operations; it’s just 1 m wide, so I can tow it behind the van without any problems.”

Michael, who operates the business himself, along with a plumber’s labourer and subcontractor, has found he’s picked up more work since buying the new Komatsu.

“Actually, we’ve had a lot more work – not only our own business, but also working for landscapers, builders and other plumbers.”

He also appreciates the KOMTRAX remote monitoring system that comes standard on Komatsu mini excavators.

“The tracking system is fantastic; it means I don’t need to worry about the machine being stolen, plus Komatsu can easily see if any problems are developing and what the cause is.

“And my local Komatsu rep Matt Watton is brilliant; he’s a top person to deal with,” said Michael.

“I’ve got a great relationship with Matt. We’d been looking to buy a new machine over about three years before we finally made the decision to get the PC18, and he’s always been there.

“He’s been very patient with me over the past three years, answering my questions, giving advice on the best machine and so on.”

Michael has also appreciated the after-sales support from Matt and the Komatsu Australia team.

“When we first got the machine, we had a minor problem with it, but we had excellent service from Komatsu to get it sorted.

“The service rep came out, he knew exactly what he was doing and what the problem was, and he had all the parts he needed with him. He got in, he fixed the issue, then got out very quickly, and didn’t muck me around at all,” Michael said. ■

Michael started his business 20 years ago. Based at Ingleburn, he works throughout the Sydney metropolitan region – “Wherever the work is, we’ve got to follow it,” he said.

He bought his Komatsu PC18MR-3 around March this year.

“This is our first new machine; we’d previously had two PC12MR excavators I’d bought second-hand, but I had to sell them so we could put in new concrete yard – so we made

do without an excavator for a while,” Michael said.

“Why did we go for Komatsu? It’s the best machine on the market.

“When we were looking to buy a new excavator, I looked at every opposition machine on the market. None of them compared to the Komatsu,” he said.

“And considering it’s just a 1.8 tonne machine, it feels really solid – in fact it feels and digs more like a 3 tonne excavator.”

WHAREHINE GROUP

A LOYAL KOMATSU CUSTOMER SINCE EARLY 1970s

The North Auckland-based Wharehine Group, which carries out a range of construction-related activities in the Auckland-Northland region, has been a long-term purchaser and operator of Komatsu equipment, notching up serious hours while still maintaining excellent reliability and performance.

Its current Komatsu fleet includes a GD655-3 grader purchased about 18 months ago, a 1997 PC350-6 with 25,000 hours, a D155A-1 dozer bought new in 1973 and now with around 40,000 hours, a number of HD285 rigid dump trucks, a Komatsu WF222A sheepsfoot compactor, a D21-6 dozer and two D41P-6 dozers with swamp tracks.

Wharehine Group works across a wide range of industry sectors associated with the civil construction industry in the North Auckland region.

Managing director Steve Dodd said that the company was a long-term buyer of Komatsu equipment due to its reliability, durability, operator acceptance and performance.

"We've been buying Komatsu for a long time – since at least the early

1970s; it's all going really well. And it's extremely good equipment from a reliability point of view," he said.

"We find the Komatsu NZ service team very good to deal with; while we do most of our own servicing, when we have to call on them to do something, they do it very well."

Wharehine's latest machine, its GD655-3 grader, is used for working on State Highway projects, as well as local roading, laying pavement materials.

"Our operator really likes it, it goes really well," Steve said.

"We bought this machine based on the performance of our GD625 grader, which we bought used some years ago from an Australian mining operation with about 10,000 hours on it.

"It went really well, very operator friendly, never gave us any problems, which is why we bought another Komatsu grader."

Steve has also been very impressed with the performance of the company's 37-year-old D155A-1 dozer.



"We bought this machine new in 1973 – it was one of the first three D155s in New Zealand – and we've used it ever since," he said.

"Most of the time, it's towing a Komatsu-branded scoop for residential construction type projects, as well as doing a bit of blade and ripper work.

"At 40,000 hours it's on its third engine, but we'll still get a few more years out of it. The great thing about the machine is that the frame is very solid, so it's very rebuildable.

"The operator loves it, and it's still making money for us, so I'm happy with it," said Steve. ■

"We've been buying Komatsu for a long time – since at least the early 1970s; it's all going really well. And it's extremely good equipment from a reliability point of view."

- Steve Dodd, The Wharehine Group



PERSONAL TOUCH AND "BEST EVER" AFTER SALES SUPPORT KEEP ABSOLUTE CIVIL WITH KOMATSU

A Western Sydney-based contractor, which bought its first Komatsu excavator five years ago because of the local rep and the company support behind each machine, has kept on buying Komatsu due to the "best ever" after sales support.

Absolute Civil, based at Kemps Creek, specialises in electrical infrastructure works and rail communications and signalling infrastructure construction, working mainly in the Sydney metropolitan region, as well as some country work.

Its four 5 tonne Komatsu excavators, purchased over the past five years since it started business in July 2005, are all the equipment it owns.

"The first machine we bought was one of our PC50MR-2s – which we still have," said Absolute Civil director Craig Hill.

"We bought a second PC50MR-2 in 2006, another in 2008, and our most recent Komatsu – the PC55MR-3 – in about April this year.

"We originally went for Komatsu for two main reasons," he said.

"The first was because of our local Komatsu representative Matt Watton,

who's very good to deal with; he understands our business, he knows what we need to keep our machines running, and he's always available to sort out any issues.

"The second reason is because when you buy a Komatsu machine, you get the whole company supporting you, and you're not going through a separate dealer. Plus you know they've got a whole warehouse full of genuine parts.

"And that's why we've stayed with them," Craig said. "Komatsu's after-sales service is second to none; it's the best I've ever dealt with.

"The machines are also extremely reliable and well built; over the past five years, the only thing we've had to do with these machines is to replace a couple of hoses.

"Certainly you pay a bit more, but you get that back many times over



in terms of service and the reduced downtime," he said.

In addition, Absolute Civil's latest machine, its PC55MR-3, incorporates Komatsu's KOMTRAX remote monitoring system.

"We've got it all set up to show us startup and shutdown times, along with normal day-to-day location tracking – plus Komatsu Australia is monitoring the machine," Craig said.

"One thing about KOMTRAX that I do like – though we haven't used it yet – is the ability to put a 'fence' around the machine, so it can't work outside of a certain area.

"When we have to leave the machine on a worksite, that will give me peace of mind; I'll feel a lot more at ease knowing that KOMTRAX is there," he said. ■



Left Craig Hill with Paul Symington, in Absolute Civil's first PC50MR-2, purchased about five years ago.



NORRIS PLANT HIRE (GEELONG) GETS GOOD FUEL EFFICIENCY FROM ITS KOMATSU EQUIPMENT

Norris Plant Hire (Geelong) operates a fleet of around 90 items of earthmoving equipment – including six Komatsu excavators, a Komatsu wheel loader and two Komatsu graders – providing plant hire and civil contracting services to a wide customer base in the Geelong, Melbourne metropolitan and south west Victoria regions.

A key reason for its sticking with Komatsu is the fuel efficiency it achieves with these machines, compared with other makes.

Founded by Keith Norris in 1964 with just a wheelbarrow and a shovel, today it is run by Keith's son Tim, who joined the business in 1994 as general manager, and a few years later became its sole director.

Since then Tim has expanded the company from its primary focus on plant hire, setting up a civil construction division in 2003.

Over the years, the company has carried out a wide variety of civil construction projects, across the commercial, educational, medical, retail and tourism sectors, as well as a large number of local government projects.

According to Tim Norris, the company has been buying Komatsu equipment since 1998, when it purchased a PC120-6 excavator – which is still in the fleet.

"We went for our first Komatsu because I'd always liked Komatsu equipment.

"It's pretty much state-of-the-art, particularly in excavators. It's extremely reliable and very fuel efficient," he said.

"For us, the key areas are operator comfort and fuel efficiency

"Since we bought that first machine,



Above The Komatsu PC220-8 excavator is one of the six working for Norris Plant Hire. The GD655A3 (below), has been fuel efficient for the organisation.

we've been really pleased with our Komatsu excavators; we've since bought a load of new machines, and they just keep getting better with every model".

Norris Plant Hire bought its first Komatsu grader, a GD555A-3 about four years ago, and recently added a second unit, a GD655A-3 about six months ago.

"We'd been very happy with our first Komatsu grader, which is why we went for the second one," Tim said.

"The operator is extremely pleased with it – and previously he was dedicated to another brand of grader.

"The fuel efficiency of this machine is one of the key areas; it's very fuel efficient compared with other graders we've hired in the past.

"We also find the service we get from Komatsu Australia is pretty good," said Tim. "While we do our own minor servicing, we get the field service

technicians in for all major services; they just come out to us wherever the machines are and do what's necessary."

"The fuel efficiency of this machine is one of the key areas; it's very fuel efficient compared with other graders we've hired in the past."

ROCLA QUARRY LONG TIME CUSTOMER OF KOMATSU



Left Terry Woodbury, Rocla Quarry's Operator with Darren Bartolo, Komatsu CSSR.

Outstanding reliability, long product life and exceptional customer service are just a few of the reasons a NSW central coast quarry continues to utilise the services offered by Komatsu.

Rocla Quarry Products are a long-time customer of Komatsu at their site in Calga, approximately an hour drive north of Sydney. Just like any modern Quarry operation, Rocla rely upon their machinery to provide maximum return on investment, and in these harsh economic times minimising downtime has become even more of issue for the industry.

As operators look to even the most basic service items in search of cost-savings, ground engaging tools have become a particular area of focus for the industry.

Using the right Ground Engaging Tools (GET) for your application is just one of the ways operators can literally shave thousands off their consumables bill each month – whilst minimising downtime and maximising the time their machine actually spends pushing, loading or digging. But how do you know exactly what GET best suits your application - especially in high wear applications like quarrying?

Komatsu is able to provide full GET solutions for the entire earthmoving, quarrying and mining industries with

Australia's largest range of GET products from their genuine Komatsu, K VX and Hensley product lines.

Komatsu recognised that operators of mixed fleets could benefit from an integrated approach when it comes to GET, and as a result provide the customer far more than just replacement parts for Komatsu branded machinery. In fact, Komatsu can supply GET for any make or model of machine!

As Australia's largest factory run equipment provider, Komatsu has invested heavily in training it's Customer Sales Support Representatives (CSSRs) to understand the GET needs of each individual customer.

Rocla's quarry at Calga operates a Komatsu D375A-5 in a primary earthworks role. For more than five years local CSSR Darren Bartolo has been able to provide Rocla with a range of Komatsu services, including the supply of Komatsu genuine GET for the D375.

Rocla say they have chosen to stick with the Komatsu genuine GET for this machine due to its reliability, durability and long life span. The team at Rocla comment on the fact they have trialled numerous ripper points and edges, only to find nothing lasted as long as the genuine Komatsu Centreline Ripper boot.



Rocla take their relationship with suppliers seriously, and make comment that they are particularly impressed with level of Service Komatsu provides. Not only does Komatsu supply quality product, they feel Komatsu offers timely service and exceptional value for money.

In addition to the range of GET, Rocla also utilise Komatsu's field services, including on site service in the event of a breakdown, and for planned plant repairs. The quarry has also taken advantage of a fixed price plan for the D375, ensuring the ongoing reliability of the machine is maintained by factory accredited service personnel.

Rocla says "We choose Komatsu due to the reliability and long life span of the product".

And when it comes to maximising the potential of any operation, it's all about having the right equipment for the job!

For more information of the full range of Komatsu GET contact your local Komatsu representative on phone 1300 566 287.

"We choose Komatsu due to the reliability and long life span of the product."

– Rocla Quarry Products, Calga NSW.

MACHINE PERFORMANCE AND SUPPORT KEEPS DEWATERING SERVICES COMING BACK TO KOMATSU

Service, support and good on-going performance has kept Kalgoorlie-based mine pipeline services provider Dewatering Services Australia coming back to Komatsu equipment since buying its first Komatsu excavator four years ago.

The company's fleet of Komatsu equipment includes its first-ever, a PC130-7 excavator, a PC40MR-3 excavator, two SK820-5SF skidsteers (including one purchased in the past couple of months) and a brand-new PC200LC-8 excavator.

Dewatering Services specialises in pipeline installations for mines in remote areas of Western Australia, providing all design, materials, earthworks and support services on a turnkey basis, according to co-owner Chris Daly.

Established in May 2003 by Chris and business partners Brett Butterworth and Zack May, most of the company's work is in the Goldfields, Pilbara and Kimberley regions – but it has worked all over WA.

"Mining accounts for 98% of our business, providing pipelines for pit dewatering, bore fields, tailing dams and ore-processing plants, along with installation of associated infrastructure," said Chris.

"Everywhere you go in mining you need pipelines."

Its excavators are used for pipeline excavation and pipe handling work, digging trenches, general civil works and moving a lot of pipe around, with the skidsteers used for moving pipes, as well as for general cleanup work around sites.

"We bought our first Komatsu, the PC130-7, because we needed another digger able to cope with a substantial amount of trenching we were working on at the time," said Chris.

"We decided a 13 tonner would suit our needs, and we looked at a couple of brands. Komatsu had a bigger presence than the others in the Goldfields, plus the price was very competitive.

"We went for the PC130-sized machine because it fits on the back of a plant trailer and it's not over-sized.

"That makes it a very versatile machine – plus there's not many in the area, which gives us an edge over



our competition. It's easy to load, it's versatile, and its performance is not that far below a 20 tonner," he said.

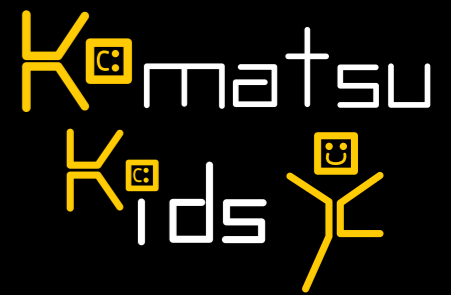
"We've been very pleased with the Komatsu machines; their excavators have been fantastic, and generally the support from the utility guys like Dave Spalding has been very good.

"All in all, we've had no real issues with them, and their reliability has been excellent.

"In the four years we've been with Komatsu, we've had no problems – that's not bad at all," said Chris. ■



Above The PC130 is preferred by Dewatering Services Australian because it fits on the back of a plant trailer as well as the performance is nearly as that of a 20 tonner.



HAPPY HALLOWEEN



HOW TO MAKE A WITCHES HAT

This bewitching witch's hat makes a great table decoration for your Halloween party.

What you'll need:

- 2 sheets of black construction paper
- 1 sheet felt (green, orange, purple, or red)
- Strip of black felt
- White craft glue
- Scissors
- Tape

How to make it:

Roll 1 sheet of black paper into a cone. Secure with tape. Trim the bottom of the cone so that it will stand up on the table. Use a cup or jar as a guide and cut out a circle from black paper large enough for the hat brim.

Glue the cone to the circle and set aside to dry.

Cut strips of felt and glue them around the cone.

Cut a strip of black felt to go around the base of the cone.

If you like, cut a bat out of black felt and glue to your hat.

Traditional Halloween colors include black, orange, purple, red and green. However, you can use whatever colors you like for this project!

Visit the Komatsu Kids website for fun games, activities, jokes and more:

www.komatsu.com.au/kids

HALLOWEEN COOKIES

Ingredients

- 1 1/2 cups sifted all-purpose flour
- 1/2 teaspoon salt
- 1/2 teaspoon baking soda
- 1/2 cup butter
- 1/2 cup peanut butter
- 1 cup packed brown sugar
- 1 egg and 1 teaspoon vanilla extract

Directions

Sift flour with soda and salt. In a separate bowl, cream margarine, peanut butter and sugar until light and fluffy. Beat in egg and vanilla.

Fold in flour mixture until just blended. Shape into rolls about 5cm in diameter. Wrap in wax paper and chill in refrigerator overnight or until firm.

Slice rolls 5mm thick. Make Halloween faces using peanuts, raisins, chocolate or butterscotch chips, or red candies for eyes, nose and mouth. Use colored coconut or chocolate sprinkles for hair.

Bake on an ungreased cookie sheet at 180 degrees C for about 12 minutes.



HALLOWEEN TRIVIA

Halloween is a holiday celebrated on the night of October 31. Traditional activities include trick-or-treating, bonfires, costume parties, visiting "haunted houses" and carving jack-o-lanterns. Irish and Scottish immigrants carried versions of the tradition to North America in the nineteenth century. Other western countries embraced the holiday in the late twentieth century including Ireland, the United States, Canada, Puerto Rico and the United Kingdom as well as Australia and New Zealand.

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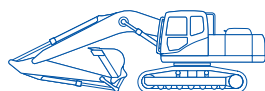
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