

DOWN TO EARTH

MARCH 2014

ISSUE 62

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COMMENTS

Welcome to the first edition of Komatsu's Down To Earth magazine for 2014

This edition celebrates the ongoing success of Komatsu's Hybrid Excavators, starting with the global launch of our latest Hybrid, the 35 tonne HB335LC-1. Long time Komatsu customer, NSW based BPE Contracting took the honour of taking delivery of the world's first HB335LC-1 in late 2013, following on from earlier purchases of the 20 tonne Hybrid digger. You can also read about our recent donation of a Hybrid Excavator to a Zero Emissions base in Antarctica (p.12) as well as our latest accolade; being awarded the World's Top Score in Performance to Reduce Green House Gas Emissions (p.13).

Komatsu's FrontRunner (Autonomous Haulage System) also reached a major milestone recently, with our customer, Rio Tinto celebrating the movement of 100 million tonnes using the driverless truck system in their Iron Ore operations in the Pilbara. This story on page 19 is a great reflection of how our technology can drive innovation in the world of earthmoving.

At Komatsu, we're very proud of our relationship with the Beacon Foundation - a not for profit organisation dedicated to tackling the challenge of youth unemployment, so it's with great pride that we helped celebrate their 25th anniversary recently in Sydney. You can read about it on page 17.

This edition also explores Komatsu's long term love affair with the fast moving world of motorsport - from developing gear boxes for the biggest names in Formula 1 to a partnership with one of Australia's most successful V8 Super Car Teams, Komatsu has a long and proud history of breaking new ground in car racing.

Finally at Komatsu we say we're driven by our customer's success, so it is very encouraging to see so many of our customers going from strength to strength. There's a number of stories in this edition that shows how innovative, professional and productive our customers are, right across Australia and New Zealand. So as we move well into the year, please accept my best wishes and support for your health and business success in 2014.

I hope you enjoy reading this edition of Down To Earth.

Sean Taylor
Managing Director & CEO



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FRONT COVER
Global release of 35 tonne Hybrid in Australia
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GLOBAL RELEASE OF 35 TONNE HYBRID in Australia

Komatsu Australia has announced the global release of the HB335LC-1, a 35 tonne version of its award-winning Hybrid excavator.

The HB335LC-1 features the same Komatsu-designed Ultra Capacitor-based slew-energy regeneration system as on Komatsu's proven 20-tonne class HB205-1 and HB215LC-1 Hybrid excavators.

The first commercially available hybrid excavators on the global market, Komatsu hybrid excavators were released locally in 2011. There are now over 40 sold in Australia and more than 2000 units operating around the world.

According to Amber Rickard, Komatsu Australia's National Business Manager – Construction the release of a 35-tonne class Hybrid excavator was a logical development for Komatsu, particularly in the Australian market.

"Our initial Hybrid range was developed around 20-tonne class machines, because that is where the largest sector of the market is globally," she said.

"However, in Australia, where the 35-tonne class is the larger market segment, it made a lot of sense to bring the benefits of Komatsu Hybrid excavator technology to this size machine."

Amber said that due to the success of the Komatsu 20-tonne Hybrid and the demand for 35-tonne excavators in the Australian market, Komatsu Australia were selected to host the global release of the Komatsu 35-tonne Hybrid excavator and have recently handed over the very first HB335LC-1 in the world.

"Our customers have been asking for a 35-tonne class hybrid excavator ever since the release of the HB205-1 and HB215LC-1 and Komatsu has delivered".

As with Komatsu's 20 tonne-class Hybrid excavators, the new HB335LC-1 Hybrid combines a number of unique features to deliver fuel savings and environmental benefits.

It combines the Ultra Capacitor with an inverter, motor generator and electric swing motor and the engine, all optimally controlled to suit the work situation.

The electric swing motor/generator captures and regenerates energy as the upper structure

slows during slew operations, converting it into electrical energy.

This regenerated energy is stored in the capacitor, used by the electric swing motor to rotate the upper structure and also utilised by the generator/motor to assist the engine when it needs to accelerate – reducing fuel consumption and operational costs significantly.

Amber said the HB335LC-1 will bring significant fuel-saving and CO2 reduction benefits to 35-tonne class excavators.

"Depending on application, customers will see an average fuel consumption saving of 20% from our new 35-tonne Hybrid excavator" she said.

"We expect this saving to be greater in certain applications similar to that seen in our 20-tonne class Hybrid excavators".

Amber said that over the past two years, Komatsu Hybrid users throughout Australia have achieved significant savings in fuel consumption compared with equivalent Komatsu conventional excavators.

"Conventional Komatsu excavators are recognised as being among the most fuel-efficient on the market – and Komatsu Hybrid owners have been saving thousands of dollars a year in diesel costs," she said.

"Over this same period, Hybrid owners have seen the same high levels of reliability, production and performance they are used to with conventional Komatsu excavators.

"This means that purchasers of Komatsu Hybrid excavators can do so secure in the knowledge they are investing in a fully proven concept which has successfully logged millions of operating hours worldwide since its initial launch in selected markets in 2008," she said.

"Komatsu is strongly committed to environmental conservation and also dedicated to developing new and innovative products which improve performance and efficiency -the Komatsu Hybrid excavator is the perfect combination of these ideals.

"Komatsu really does lead the way with Hybrid excavators and also have the added benefit of technical expertise and experience in Hybrid excavator technology spanning over a decade."

ABOUT KOMATSU HYBRID TECHNOLOGY

In a Komatsu Hybrid excavator, a standard Komatsu diesel engine is combined with a generator and electric motors, allowing engine output to be converted into both electrical and hydraulic energy.

The result is that energy conversion and transmission losses are reduced, while kinetic energy developed by the machine's upper-structure during slew braking operations is regenerated.

This is achieved through a Komatsu-designed Ultra Capacitor to store electrical energy.

Using electrons and ions for charging and discharging, it allows for instantaneous discharge of electricity and hence very efficient recovery and storage of regenerative power.

The Komatsu Hybrid electrical system consists of three main components:

1. An electric generator motor
2. An electric swing motor generator
3. A Komatsu-designed Ultra Capacitor with inverter.

The generator motor is positioned between the engine and hydraulic pumps, the electric swing motor generator is used in place of the hydraulic swing motor and the inverter/Ultra Capacitor is used to rapidly convert and store electrical charge.

The electric swing motor generator uses electrical power from the inverter/Ultra Capacitor or the generator motor to drive the upper-structure during the swing function.

During the deceleration or swing-braking phase, the electric swing motor generator converts kinetic energy back into electrical power and returns it to the Ultra Capacitor via the inverter.

The generator motor generates electric power with engine torque to drive the swing motor or to charge the capacitor when necessary.

The inverter rapidly converts electricity from either the electric swing motor generator or the generator motor from AC to DC for storage in the ultra capacitor and from DC to AC to supply the swing motor or generator motor for engine assist as required.

The engine assist function of the generator motor gives the Komatsu Hybrid excavator the unique ability to provide power on demand utilising only the engine RPM required for the operation. It also enables an ultra-low idle speed of 700 rpm.

The hybrid system is separate from the conventional excavator electrical system, it is double insulated and contains numerous in built safety devices to protect the user and also the system from damage. It is designed to require minimal maintenance and the hybrid components come with a special 4 year 10,000 hour warranty.

Apart from the hybrid system, Komatsu Hybrid excavators are basically the same as a conventional Komatsu excavator, offering equivalent performance in breakout force and operating speed, and are operated in precisely the same manner.



BRIEF SPECS OF THE NEW HB335LC-1 HYBRID EXCAVATOR ARE AS FOLLOWS:

Operating weight, 35,681 - 36,166 kg;

Engine, Tier 3-compliant Komatsu SAA6D114E-5 diesel rated at 189 kW;

Hydraulic pump type, six-mode HydraulMind closed-centre system;

Maximum flow, 535 lit/min;

Maximum pressure, 373 bar;

Maximum dig depth, 7380 m;

Arm breakout, 17,400 kgf;

Bucket breakout, 23,100 kgf;

Travel position length, 11.15 m;

Travel position width, 3.29 m;

Travel position height, 3.15 m;

Maximum travel speed, 5.5 km/h.

35 tonne Hybrid at the Komatsu global release.



Fast payback makes latest Hybrid

Deciding to be the world's first owner of Komatsu's latest Hybrid excavator, the HB335LC-1, was an easy decision for Brad Pemberton, of NSW-based BPE Contractors – the fuel savings from his first 20 tonne Komatsu Hybrid meant it had paid off quicker.

Based at Urunga, just south of Coffs Harbour, on the NSW North Coast, BPE Contractors was one of the first Australian buyers of Komatsu's HB215LC-1 Hybrid when the machine was launched in mid 2011 – and the company's early adoption of this technology was featured in Issue 57 of D2E magazine.

Brad was so impressed with its reliability, fuel savings and performance, that he quickly bought another.

And that meant he was keen to reap the benefits of Komatsu's latest Hybrid, the 35-tonne HB335LC-1.

Brad made his decision after attending Komatsu Australia's VIP 35 tonne Hybrid launch in Sydney in November – a special presentation for Australia's pioneering Komatsu Hybrid owners.

"Our Komatsu Hybrids have been ultra-reliable and the fuel savings have been a major contributor in the decision to buy them," he said.

The other driver for Brad's enthusiasm for Komatsu Hybrids is their increased component warranty to 10,000 hours.

"We only keep our excavators to 6000 hours, which means that when we trade in our Hybrid excavators, they will go to the market with a balance of 4000 hours still under warranty," Brad said.

To make the decision to purchase Komatsu's latest 35 tonne Hybrid, all he needed to know was that it would run the same or better than his first two Hybrids.

"I really don't see how you can lose; with the fuel savings and increased warranty, it's simply bad

business not to take them on board if they're doing the same job as a conventional machine," he said.

BPE Contractors was established by Brad in 1988 and since its inception the company has primarily focused on government funded work and civil construction.

It is now a significant contractor, with 70 employees and 75 pieces of equipment – and continues to be successful by differentiating itself from its competitors through its green credentials.

Brad's new fleet is currently working for Thiess Contractors on the Pacific Highway upgrade from Frederickton to Eungai, south of Coffs Harbour.

The Highway is being upgraded to dual carriageway to improve road safety and efficiency, and the project is estimated to finish in early 2016.

BPE fleet goes all over the country: from the Gold Coast in Queensland, to Albury in New South Wales and Victoria border.



purchase an easy decision for **BPE Contractors**

Brad said the future for BPE Contractors was constantly changing, but the company is ever-ready to adapt.

“Our projects are always different; they’re in different localities and we need different equipment.

“You have to adjust your business to suit your plan and your staff need to suit your business,” he said.

Brad’s investment in innovative Hybrid technology is a prime example of his willingness to change and adapt – and to profit from that flexibility and vision.



Brad Pemberton operating the HB335LC-1 Komatsu Hybrid during the VIP Sydney 35 tonne Hybrid reveal



PROFILE: STUART CRUICKSHANK

Komatsu Hybrid technical specialist (and big fan)

At first glance there may be little in common between large Komatsu electric-drive mining trucks and Komatsu's innovative Hybrid excavators – apart from the fact that they both move dirt.

But for Stu Cruickshank, Komatsu Australia's Technical Support Representative for KAC electric-drive trucks, based in Mackay, Central Queensland, the expansion of his role to include technical support for Hybrid excavators was a pretty logical development.

"Essentially, Komatsu's Hybrid technology does work on the same principles as the electric wheel motors on large mining trucks – but the way in which the Hybrid excavator has been developed is even more advanced to the electric drive trucks," he said.

"Certainly the voltages on the Hybrid excavators are a lot lower, but the ability to capture energy for the slow drive regeneration is just fantastic. It's a very smart system, and it's great to be able to work on it," said Stu.

"In comparison, an electric drive truck is just that: electric drive. Both machines generate electrical energy as a product of regenerative braking, but only the Hybrid excavator has the ability to store and make use of this energy through engine assist or your next swing cycle. In terms of the ability of a machine to increase productivity and reduce its carbon footprint, the Hybrid excavator is definitely a superior system."

Stu has 10 years of experience with Komatsu. His current role entails providing engineering level technical support to customers who own Komatsu electric-drive mining trucks working throughout the Bowen Basin. The progression of the Hybrid excavator however, remains one of his passions.

In June 2010, Stu was selected as a representative for Komatsu Australia to attend the first global technical training seminar for the HB205/215LC-1 release at the Komatsu Techno Centre in Japan. After attending this factory training, Stu returned

to develop the Hybrid technical training presentation for Komatsu Australia. Since then, Stu has been responsible for the technical training and support of the Hybrid excavator in Australia.

Most recently he was involved in the global release of the latest Komatsu Hybrid, the HB335LC-1 in Coffs Harbour.

"The Hybrid excavator is a very technologically advanced machine, delivering innovative solutions which allow customers to reduce their carbon footprint while simultaneously lowering operating costs. The fundamentals of the 20 tonne or 35 tonne excavator, in terms of the engine and hydraulic systems, are present in the Hybrid excavator. Although the Hybrid electrical system is a new addition to the excavator, the maintenance and troubleshooting of the entire machine is still very straightforward once you have completed the Komatsu technical training for the Hybrid excavator," said Stu.

"Komatsu's Hybrid machines have many safety systems built into them", he said. "The Hybrid controller continuously monitors the temperature, voltage and current of the system, and should any monitored parameters exceed safe operating levels, the Hybrid system will immediately shut down. Also, the Hybrid controller monitors insulation resistance of all high voltage Hybrid components on board the excavator. This monitoring delivers world leading levels of electrical safety. For example, if a cable was to rub through, causing an insulation issue, potentially allowing the Hybrid electrical system to contact the machine's chassis, the Hybrid system would shut down approximately 5 times faster than a conventional household earth leakage circuit breaker."

The other important element of the Hybrid excavator Stu has noticed has been the long term reliability of the product. "Since 2010, Komatsu Australia has introduced more than 40 Hybrid excavators into the country, and to date, there have been no reported product failures on the Hybrid system".

As Stu says "Komatsu's Hybrid offers customers the most technologically advanced excavator on the market today, delivering increased productivity while reducing running costs. Who wouldn't want to own a Hybrid?"

"SINCE 2010, KOMATSU AUSTRALIA HAS INTRODUCED MORE THAN 40 HYBRID EXCAVATORS INTO THE COUNTRY, AND TO DATE, THERE HAVE BEEN NO REPORTED PRODUCT FAILURES ON THE HYBRID SYSTEM".

– STU CRUICKSHANK

PROFILE: HAL TANAKA

Deputy Managing Director, Komatsu Australia



Above: Hal Tanaka

Hal Tanaka, Komatsu Australia's new Deputy Managing Director – who took up his new role in March 2013 – has had a 29-year career with Komatsu, across various segments of the company's business.

Since joining the company in April 1984, Hal has worked in product support (in Japan and internationally), in product marketing (again in Japan as well as in Europe and the USA), in sales and retail operations, in factory operations, and in product development.

He has also played key roles in Komatsu's entry into the utility market, including the acquisition of the Italian company FAI – which eventually became Komatsu Utility in the mid-1990s, and establishing Komatsu Utility as a global brand in 2002.

This became a \$US1 billion business for the company.

Following the successful establishment of Komatsu Utility, Hal moved to the USA in 2004 to manage Komatsu's utility operations, including establishing a utility equipment manufacturing facility in South Carolina.

"This was an excellent experience for me in understanding our factory operations, and ensuring the US factory followed our 'Komatsu Way' principles – which is the basis of the Total Quality Management approach that is synonymous with Komatsu," said Hal.

In 2010, he returned to Japan as Senior Manager in Komatsu Ltd's Development Division.

"This gave me detailed knowledge of all our product development programs, across mining, ICT (information communications technology), and all our hybrid technologies," he said. Australia is at the forefront of these activities, so Hal's assignment to Australia is very fitting.

Hal is passionate about product support, and ensuring that the performance and operation of Komatsu equipment is always in line with customer needs and expectations.



“DEALING DIRECTLY WITH THE CUSTOMER IS EXCITING AND GIVES YOU A DIRECT INSIGHT AS TO HOW WE CAN BEST SUPPORT OUR CUSTOMERS' REQUIREMENTS.”

– HAL TANAKA

"Earlier in my career one of my managers taught me a valuable lesson that I remember to this day. "The answers to a problem won't be found in our office – the answers are at our customer's sites or on our production line." In Japan this is known as Gemba and this is one of the fundamental elements of The Komatsu Way," he said.

In Australia, Komatsu owns and operates the largest factory owned branch network, which is a different approach to the dealership business model in Europe and the USA.

Hal believes that this is one of the driving factors of Komatsu Australia's success. "Dealing directly with the customer is exciting and gives you a direct insight as to how we can best support our customers' requirements," he said. "After all, we're driven by our customers' success!"



Above left: Aaron Marsh, Emily Smith – Field Officer, Gary Szeto, Ian Harvison, Alicia Riley, Rosemarie Sheppard, Will Beadman, David Rowland. Infront: Mel Tyas – Ranger

“IT’S AN HONOUR FOR US TO DONATE OUR TIME AND RESOURCES” – SEAN TAYLOR



KOMATSU HELPS TO REVEAL HISTORIC SYDNEY HARBOUR LANDCARE AUSTRALIA INITIATIVE

In early December 2013, Sydney’s iconic Middle Head Fort, part of Sydney Harbour National Park, received much-needed assistance as Komatsu employees donated their time and machinery to a restoration project at the historic site.

Twelve Komatsu employees set out to work over two days clearing debris and rubble from in and around the inner fort tunnel system and gunnery area, much of which was deposited by the army prior to its departure in the 1970s.

Komatsu Australia managing director and CEO, Sean Taylor, said that Komatsu was proud to be involved with the restoration of a unique piece of Sydney’s history.

“The Middle Head fortifications played a pivotal role in Sydney and indeed Australia’s history for more than 150 years,” he said.

“The fort served as a bastion of defence from the early days of the 19th century, through two world wars and up to the last days of the war in Vietnam.

“It’s an honour for us to donate our time and resources to aid Landcare Australia and the NSW National Parks and Wildlife Service in restoring and maintaining Middle Head Fort as a historically significant site for future generations,” Sean said.

Landcare Australia’s partnerships manager, Odessa O’Brien, said that Landcare Australia welcomed support from Komatsu Australia and its employees in maintaining the Middle Head fortifications.

“Komatsu’s history of civic projects made them an obvious choice to help restore and maintain these historic fortifications,” she said.

“We are thrilled to have the support of Komatsu’s employees and backhoe loader at Middle Head. This will not only benefit the people of Sydney but also show other businesses across Australia how they can get involved and support landcare projects and the environment.”

Project manager and ranger for the site, Melanie Tyas said “We are thrilled, as four year’s worth of hand-digging has been done in two days. It’s such a great Christmas present for the volunteers.”

Komatsu is proud to support Landcare Australia’s Corporate Environmental Volunteering program, a partnership with the NSW National Parks & Wildlife Service and the Foundation for National Parks & Wildlife. Komatsu’s environmental initiatives extend beyond its support of this historic site within Sydney Harbour National Park; Komatsu debuted its first Hybrid excavator in 2008 and now manufactures three Hybrid excavator models, which offer improved fuel economy and reduced greenhouse gas emissions.

Komatsu Australia has a decades-long history of civic initiatives internationally, from land mine removal in Angola and Cambodia to its long term partnership with the Beacon Foundation, a non-profit group that tackles youth unemployment and social issues.



Above: Mackay

KOMATSU'S NATIONAL EXPANSION PROGRAM REACHES MILESTONE IN MACKAY

In June 2013, Komatsu Australia revealed its recently upgraded Assembly Facility in Mackay, which forms part of a nationwide expansion program that is designed to increase capacity and capability at the global earthmoving equipment company's sites in Australia.

The multi-million dollar upgrade at the Connors Road facility was the first of a two stage expansion in Mackay for Komatsu. The second phase features a brand new Customer Support facility also in Paget.

The Connors' Road facility is the assembly location for Komatsu's largest Truck, the 960E, which has a haulage capacity of 330t and is powered by a 78 litre, V18 engine that produces 2610kW of power which in turn is transmitted through electric wheel motors. This is the only location in Australia where 960Es are assembled.

Komatsu Australia Managing Director Sean Taylor said that "Komatsu's central Queensland fleet of 960Es is the largest anywhere in the world, and as such our investment in Mackay is of global significance to Komatsu"

Key elements of the expansion at Connors Road include:

- Assembly Capacity of 960E trucks increased by 75%.
- Installation of a New Paintshop capable of painting ultra-class mining machines
- Creation of a WA1200 assembly bay. The WA1200 is Komatsu's largest Wheel Loader with a bucket capacity of up to 35m³. Australia accounts for over half of the global production of WA1200's each year
- New Staff Amenities (lunch room, changes rooms)
- Site designed to the highest safety & Environmental standards

In addition to the upgrade at Connors Road, Komatsu Australia has recently completed works at a second location in Paget which will become Komatsu's new Customer Support facility. The new customer support site will feature:

- Parts Warehouse – Close to double the existing Mackay Warehouse
- Service Workshop – Designed to suit mining and construction class machines
- Track Shop
- Washbay
- Sales & Customer Support Offices
- Site designed to the highest safety & Environmental standards

Komatsu's Queensland General Manager, Dean Gaedke said that "the investment in Customer Support is a recognition of the company's focus on putting the customer at the center of our business."

Komatsu's expansion in Mackay forms part of the company's largest ever investment in Australia as it expands its footprint around the country.

The first stage of this national expansion commenced with the commissioning of Komatsu's state of the art assembly, reman and service facility in Wacol, Brisbane in April 2012 and has been followed by significant investments in Perth & a new National Training Center in Brisbane.

These projects will be followed by further expansions in Port Hedland and Sydney this year, and follow on from a number of new branches opened in the past 12 months in areas including Whyalla, The La Trobe Valley and South-Western Sydney.

PERTH AND SHERWOOD SITE DEVELOPMENTS



Above: Perth



Above: Sherwood



Komatsu donates Hybrid excavator to zero-emission Antarctic base

Above: Mr Andreas Wagner – CEO International Polar Foundation, Ms Keiko Fujiwara – Managing Director & CEO of Komatsu Europe International, Mr Raf Cools-BIA – General Manager Benelux

Komatsu has donated a new HB215LC-1 Hybrid excavator to the International Polar Foundation, which operates the only zero-emission scientific base in the Antarctic, Belgium's Princess Elisabeth Station.

The excavator was supplied through Komatsu's Belgian distributor BIA, which also provided attachments for the machine.

It was handed over on November 27 by Keiko Fujiwara, Komatsu Europe CEO and Managing Director, accompanied by other BIA and Komatsu senior managers to representatives of the International Polar Foundation.

The excavator left the port of Zeebrugge, Belgium on December 2, and is scheduled to arrive in Antarctica on January 15, 2014 – from where it will be transported overland 240 km to the Princess Elisabeth Station.

The HB215LC-1 hydraulic excavator is a second-generation hybrid machine fitted with Komatsu's

cutting-edge fuel-saving technology. Average fuel consumption and CO2 emissions are 25% less than a conventional excavator.

The International Polar Foundation was founded in 2002 by Belgian polar explorer Alain Hubert, Professor Hugo Declair and Professor André Berger.

Its aim is to bring about a better appreciation of the role of science, particularly research in the polar regions.

The Foundation supports polar scientific research for the advancement of knowledge, the promotion of informed action on climate change, and the development of a sustainable society.

It partners with corporations and institutions both on specific projects, as well as to implement its mission of supporting science in the polar regions, meeting the climate challenge and achieving a low-carbon society.

The Princess Elisabeth Station in Antarctica, located on Utsteinen Nunatak in Queen Maud Land (71.57°S 23.20°E), is a Belgian scientific polar research station opened in February 2009, and is the only zero-emission base on the Antarctic.

It runs entirely on solar and wind energy through the use of a "micro smartgrid".

Designed, built and operated by the International Polar Foundation, the station is the first polar base to combine eco-friendly construction materials, clean and efficient energy use, optimised energy consumption and innovative waste management techniques.

It is built against the Utsteinen ridge, which is exposed to gales of up to 300 km/h, and can withstand such strong winds through its aerodynamic shape and foundation anchoring several metres deep into the permafrost.

The station is connected to nine wind turbines stretching out along the ridge, and which generate much of its power.

The upper deck of the building is the actual station, able to house up to 16 scientists at a time, while the lower deck contains a garage for snowcat vehicles and other utility equipment.

KOMATSU EARNS WORLD'S TOP SCORE IN PERFORMANCE TO REDUCE GREENHOUSE GAS EMISSIONS

Komatsu Ltd. has been chosen as one of the most advanced companies in the world concerning the reduction of greenhouse gas emissions.

In its Global 500 Climate Change Report 2013, CDP*, known to enjoy the highest trust of investors from around the world for its evaluation of private-sector companies' engagement in global climate change, ranks Komatsu's performance of reducing greenhouse gas emissions in the manufacturing and supply chain processes as a leading company in the world.

CDP analyzes and evaluates corporate efforts and performance of the world's largest 500 companies (market capitalisation) to tackle global climate change.

Specifically, CDP evaluates corporate information disclosures in the scale of 100 points, and corporate performance in the five grades of A, B, C, D and E.

Komatsu received 95 points in the Climate Disclosure Leadership Index and A in the Climate Performance Leadership Index.

KOMATSU WAS THE ONLY JAPANESE COMPANY WHICH WAS RANKED "A" IN THE INDUSTRIAL SECTOR.

Komatsu was the only Japanese company which was ranked "A" in the Industrial sector.

Komatsu recognises environmental efforts as one of its highest priority tasks, as it fulfills corporate social responsibilities and ensures sustainable growth.

Based on this commitment, Komatsu is aggressively making efforts to reduce its environmental impact, including the reduction of greenhouse gas emissions, in all aspects of its corporate activities.

Products and services which contribute to reduced environmental impact, such as the reduction of greenhouse gas emissions, include Komatsu's innovative Hybrid excavators, which reduce fuel consumption by up to 40%, and its market-leading

Autonomous Haulage Systems, which optimise machine performance, lowering fuel and consumables usage.

* Started by an independent NPO of the United Kingdom in 2003, CDP is the world's largest program being used to evaluate corporate engagement in global climate change. Today, CDP is supported by 722 institutional investors representing USD87 trillion in assets.

Every year, the CDP organization distributes standardised survey questions concerning climate change to the world's large-listed companies and collects their responses for assessment.

Komatsu's 20 and 35 tonne Hybrid excavators both reduce CO² emissions and fuel consumption



KOMATSU IN MOTORSPORT

A TRADITION OF BREAKING NEW GROUND



The same traits that lie at the core of Komatsu's DNA – leading technology, quality and reliability – are also fundamental to success in the world of motorsport.

So it makes perfect sense that Komatsu maintains a strong link with the advanced world of motor racing as a supporter of teams, individuals and major events.

However, its involvement over the past two decades has gone well beyond simply putting its name on the sides of racing vehicles and on the lapels of driving suits.

Komatsu was heavily involved in the technical aspects of Formula One racing in the 1990s by providing expertise and technology to the world's foremost teams.

It formed multi-year partnerships with Team Lotus and Williams Grand Prix Engineering.

Patrick Head, co-founder of the Williams team, fondly recalls Komatsu's contribution during the 1980s and 1990s.

"When Lotus pulled out of F1 (in 1994) Peter Wright, who had been working with Lotus, gave me a call and said that he had been talking to the people at Komatsu," Head says.

"They wanted to stay in F1 despite the demise of the Lotus team. So he put me in touch with Mr Noriaki Abe, who represented them. He wasn't a full-time (Komatsu) employee. I had a couple of meetings with them in Japan.

"IT WAS VERY GOOD QUALITY; THEY WERE A VERY PROFESSIONAL COMPANY TO WORK WITH"

– PATRICK HEAD

"It was mainly to supply hardware (for gearboxes). They made an extremely good quality spiral bevel gear primary drive for us, which we ran in 1986-7 on the FW11 Honda turbo car. They also made a straight cut final drive (gear) which we ran in 1988-9."

Patrick said Komatsu's engineers always responded professionally to the team's briefs when supplying gear profiles for the team's transverse gearboxes fitted to the world championship-winning Williams Renault cars of 1996 and 1997.

"They were responsible for gear profiles once we'd given them all the installation detail; how wide the gear was, what the reduction ratio was, the difference between shafts, the bearing mountings, all that sort of thing.

"It was very good quality; they were a very professional company to work with. When they named the delivery date, they either hit the date or they contacted us in advance and told us they had problems and when the delivery would be.

"It was a very good relationship for Williams."

Komatsu also supplied sensors for these gearboxes while engaging in vigorous research and development to support its Formula One efforts; an indication of its standing as a technologically progressive organisation.

In Australia, Komatsu formed strong ties with teams and drivers in the Australian Touring Car Championship and later the V8 Supercar Championship.

During the mid-1990s it was involved with Kevin Waldock, a successful car owner/driver who also had ties with Komatsu via his mining interests.

Waldock drove his bright yellow, Komatsu-emblazoned Ford Falcon to excellent results in 1995, including ninth at the Sandown 500 and eighth at the Bathurst 1000.



Komatsu was also a prominent fixture in the touring car hospitality areas.

Waldock's Komatsu-branded hospitality transporter was one of the first of its type in the race paddock and provided track-day accommodation that was the envy of rival teams and sponsors.

Guests also experienced the thrill of top level touring car racing from the passenger seat as they were taken for hot laps in Waldock's Komatsu Falcon.

In 1997 Komatsu sponsored 1980 Formula One world champion Alan Jones and his team in the inaugural season of the V8 Supercar Championship.

Jones recorded promising results at the wheel of the Komatsu EL Falcon, including victory in a heat at the final round of the season at Oran Park.

By 2008 Komatsu had become a premier partner of the ultra-successful Triple Eight Engineering V8 Supercar team.

Komatsu has enjoyed prominent exposure since that time at the front of the grid thanks to Triple Eight's dominance of the sport, with five drivers' championships, five teams championships and five Bathurst wins.

The winning partnership has also drawn attention to Komatsu's range of industry-leading earthmoving equipment, with champion driver Jamie Whincup's well publicised test drive of the 960E dump truck

in Texas and Craig Lowndes' use of Komatsu equipment on his farm.

In 2013 Whincup became Komatsu's official apprentice mentor, taking 200 apprentices under his wing and providing valuable guidance to help kick-start their careers.

Komatsu also supports the successful racing efforts of customer Sherrin Rentals, which runs an FG Falcon in the Dunlop Series (a V8 Supercar feeder category) and a BMW 135i in the Australian Manufacturer's Championship.

Komatsu is active in other forms of motorsport and even extreme sports.

Since 2012 it supported freestyle motocross star Jackson Strong in his preparations for the X-Games by supplying him with a CK25 skid-steer to shape the test track on his property in Lockhart, NSW.

Last year it also became a sponsor of Australian Motorcross champion Jay Marmont and celebrated the new partnership by providing a 40-tonne, 239(FH)kW D155A dozer to help build one of Australia's best supercross/motocross training tracks in Picton, NSW.

In 2013 Komatsu has got behind former Drift Australia champion Beau Yates, who is in the process of building a Toyota 86-based drift car to re-enter the sport.

In North America Komatsu has backed events in major racing series, with naming rights sponsorships of the Komatsu 300 NASCAR race in Nova Scotia, Canada, and the Linder-Komatsu Grand Prix of Miami Grand-Am race.

It also provided title backing of two-time NHRA Full Throttle Funny Car world champion Tony Pedregon's fire-breathing Chevrolet Funny Car in 2010.

Komatsu intends to continue supporting motorsport teams and individuals as they bid for victory in their chosen disciplines.

It will also provide ongoing support to a number of Komatsu customers and staff members who share the company's passion by competing in different series around Australia.

This includes two apprentices plying their trade, one in go karts and another in junior dragsters, and Garry Povah, who competes in the Off Road Australia Championship in his spare time while being senior manager of the ground-breaking Autonomous Haulage System project (Driverless Mining Dump Trucks).

KOMATSU MECHANIC WINS APPRENTICE OF THE YEAR



Above: Todd Connolly, Komatsu Australia's Head of Marketing and Corporate Planning, Komatsu's Graduate Mechanic Ben Mowat and Paul Richardson, Komatsu's Australia's National Organisational Development Manager.

Graduate mechanic Ben Mowat is 2013 Apprentice of the Year, after receiving his accolade at the annual Earthmover and Civil Contractor awards ceremony.

Following Komatsu's award for 'Best Apprenticeship Training Program' in 2012, the mature-age Komatsu apprentice earned the judges' top commendation based on his commitment, drive and focus, according to Earthmover and Civil Contractor.

"The judges felt that Ben's commitment to training in addition to his busy home life showcased the commitment and drive necessary to successfully complete an adult vocational course," they said.

"He is an excellent role model for his children, and his success this year serves as a reminder to us all that it's never too late to improve yourself, personally or professionally."

Staff from Earthmover and Civil Contractor took time out to thank Komatsu Australia for its support, which they said brought their attention to the importance of the awards in the context of a growing skills shortage in Australia.

The Earthmover team said it inspired them to streamline the judging process and reduce the number of awards bestowed, in an effort increase awards' appeal and motivate aspiring apprentices.

"MY ADVICE TO NEW APPRENTICES IS TO TAKE EVERYTHING ON BOARD AND WORK HARD, AND YOU'LL GET TO WHERE YOU WANT TO GO"

— BEN MOWAT

Ben, who completed Komatsu's award-winning, in-house apprentice program 12 months ahead of schedule, said he was surprised to claim Earthmover's top personal award.

"I was actually shocked to hear my name called," he said.

"But as I received the award and it started to sink in, I can't tell you how immensely proud I felt."

Ben has since progressed to a field service position in Komatsu's Tomago branch near Newcastle, NSW, and credits his success to Komatsu's apprentice program and his passion to open a new chapter in his life.

"The program really is quite unique; it includes the job- and trade-specific training you need to do well in your job, but it also extends to life skills such as public speaking and successful interpersonal relationships," he said.

"My advice to new apprentices is to take everything on board and work hard, and you'll get to where you want to go," he said.

"I'm very happy where I am now, and I know that I've earned it."

BEACON CELEBRATES 25 YEARS WITH RECEPTION HOSTED BY GOVERNOR-GENERAL

The Beacon Foundation, established to develop innovative, effective solutions to youth unemployment, celebrated its 25th anniversary on October 4, 2013, with a reception hosted by the Governor General, Her Excellency the Honourable Ms Quentin Bryce.

Ms Bryce is the national patron of Beacon, and has attended a number of events that have included presentations by Chief Executive Scott Harris.

Held at Admiralty House, Sydney, those attending the reception included Komatsu Australia's Managing Director and CEO Sean Taylor, and National Marketing Manager, Wafaa Ghali.

Komatsu Australia has been a long-term supporter of Beacon and its aims, going back to 2000.

"This was a special occasion for Beacon and for our supporters, and we are extremely grateful to the Governor General for her ongoing patronage of the Beacon Foundation and her hospitality at the Admiralty House reception," said Scott Harris.

"It was a magnificent setting and a fitting tribute to the many people who have supported Beacon's journey so far.

"IT IS THE GENEROUS SUPPORT FROM OUR SPONSORS AND OTHER SUPPORTERS THAT HELPS US WITH OUR GOALS"

– SCOTT HARRIS

"We have achieved so much, yet have so much more we want to do and it is the generous support from our sponsors and other supporters that helps us with our goals of putting every young Australian on a positive pathway post-schooling.

"It has not always been easy, but we are having great success working collaboratively with business, community and schools to get the job done."

Scott said that Beacon's recently released National Outcomes Report highlighted the results the organisation had been able to achieve.

The reception at Admiralty House followed a visit that Ms Bryce made to Beacon's headquarters in Hobart in 2011.

"The Governor-General's visit to Hobart in 2011 was an exciting time for Beacon, as she graciously met the Beacon head office team, and students of local schools," said Scott.

"Ally Gulliver-Davis was one of those students – a Beacon Student Ambassador at the time from Geilston Bay High School – who spoke about her personal journey and the impact Beacon had made on her.

"Ally's address had a lasting impression on the Governor General, who requested Ally's attendance when she agreed to host an event for 80 of Beacon's major supporters as acknowledgement of our 25th anniversary," he said.

Scott, Beacon Founder and Board chair Bill Lawson and Ally – now an employee of Beacon – met privately with Ms Bryce before she made her way around guests and gave an address acknowledging the work of Beacon.

BEACON



Above left: Sean Taylor (Managing Director) & Ian MacCowan (Beacon Ambassador). Above right: Bill Lawson (Chairman of the Board - Beacon), Her Excellency the Honourable Ms Quentin Bryce (Governor General) & Scott Harris (CEO, Beacon).

ABOUT BEACON

Founded in 1988 by a group of Tasmanian business people who wanted to do something about long-term youth unemployment – and all the social and community issues that arose from that – today Beacon is a national non-profit organisation working in more than 110 secondary schools across all Australian states and territories.

Its core philosophy is that every young Australian can develop an independent will to achieve personal success for themselves and their community.

Beacon has an established track record of helping inspire and motivate students to either stay in school and increase their educational engagement and attainment, or choose a positive pathway that enables successful transition to employment, further education or training.

V8 Supercar champ Jamie Whincup's year as mentor to Komatsu apprentices

Komatsu Australia's Apprentice Mentor Program, launched in January 2013, has seen multiple V8 Supercar champion Jamie Whincup taking on a mentoring role with the company's apprentices around Australia.

Under the program, Jamie has been visiting Komatsu apprentices at various Australian branches, and talking with them about the challenges of racing and performing at the highest levels – and how his approach to overcoming these challenges has relevance to apprentices' everyday work and life experiences.

According to Colin Shaw, Komatsu Australia's General Manager People & Strategy, Jamie has been influencing and mentoring apprentices on the three main pillars of learning, which are the mainstay of the company's award winning Apprentice Development Scheme (ADS). These are:

- Technical skills,
- Life skills
- Business skills

"We developed this Apprentice Mentor Program with the aim of creating a talking point for Komatsu apprentices, as well as adding value to their employment with us, thereby contributing to increased employee engagement, productivity and retention," said Colin.

"The program aims to mentor and empower apprentices ability to apply their training and develop a 'best of breed' mentality in their respective fields.

"A secondary benefit was to help contribute to Komatsu becoming an employer of first choice for apprentices, and attract the highest calibre applicants.

"Most importantly the ADS program is a commitment to our customers that Komatsu is building a sustainable future by increasing our technical capability to ensure we have the knowledge and expertise to service and maintain their equipment." he said.

The program has also been an opportunity to leverage Komatsu's association with Jamie's racing team, Team Red Bull, as well as providing a social media platform for apprentices to network among their friends and peers.

Colin said, "The Apprentice Mentor Program made an ideal match to the business and life skills required under the ADS, which is one part of Komatsu's broader training program. The program's benefit is to ensure that there is a significant increase in technical training hours and skills development for the industry."

"We have also invested in a purpose built, state-of-the-art national training centre in Brisbane. The Komatsu Technical Education Centre (KTEC) is a multi-million dollar facility designed to maximise the skills development of our apprentices, technicians and customer technicians."

KTEC is Komatsu's primary East Coast learning centre and also services New Zealand and New Caledonia, the facility covers an area of 4,000 square metres consisting of two 1600 square metre Bays with a ceiling height of 10-15 metres and various training rooms and laboratories. Jamie visited the Queensland apprentices at KTEC in 2013 as part of the ADS Program.

"Our vision for the ADS is to have mentors with a wide range of knowledge, professionalism, business and life skills – and Jamie fits this bill perfectly.

"He is a professional V8 Supercar Champion who has not finished outside the top two positions in the championship during the past six years.

"As an expert and a professional in his field, he is an ideal mentor to our apprentices, just as our involvement in V8 Supercars makes a perfect fit of interest for all our people engaged in technical trades," Colin said.

Jamie Whincup states that, "there are a lot of similarities between Komatsu machinery and my race car. They are both are very high tech, and as such both require highly skilled technicians to maintain them."

"It is very rewarding to work with Komatsu's apprentices and watch them develop both professionally and personally.

"I've had the opportunity to operate a number of Komatsu machines, including a PC5500 excavator, 960E mining dump truck and a WA500 wheel loader, and I have the highest respect for the crew that maintain these incredible machines... Just like my pit crew, the apprentices and tradespeople at Komatsu are critical members of the team, so it's great to see the company invest so much in their training," said Jamie.

During 2013, Jamie visited Komatsu apprentices – as well as selected Beacon students – across five Komatsu branches during the year's V8 Supercar season.

According to Colin, "Jamie's involvement with our apprentices and our partnership with the Beacon Foundation are major parts of our Corporate Social Responsibility (CSR) strategy along with our commitment to good safety and the environment practices."

The program will continue during 2014, with Jamie talking to and interacting with over 200 Komatsu Australia apprentices throughout the year.



Adelaide



Perth



Brisbane



Melbourne



Sydney



Rio Tinto's Komatsu autonomous trucks reach 100 million tonne milestone

In April last year, Rio Tinto reached a significant milestone in the Pilbara region of Western Australia, with 100 million tonnes of overburden and iron ore moved by its Komatsu autonomous haul truck (AHT) fleet.

The Komatsu 930E autonomous haul trucks are a key component in Rio Tinto's strategy of employing next-generation technology to increase efficiency, reduce costs and improve health, safety and environmental performance.

The 100 million tonnes milestone includes material from Rio Tinto's West Angelas operation, where this new technology was first trialled, Yandicoogina, which currently operates a fleet of thirteen 930E AHTs and more recently Nammuldi operations, where twenty 930E AHTs began operation in March 2013 – and have already moved in excess of two million tonnes.

Hope Downs four is to commence autonomous operations in early 2014, with four Komatsu 830E autonomous-ready trucks already on site.

Rio Tinto's General Manager, Mine of the Future™, James Petty said the Komatsu technology had performed well to date.

"Since we commenced trials in December 2008, we have demonstrated improvements in both safety and productivity and in that time we have trained more than 270 employees to operate and work alongside these autonomous haul trucks," he said.

"Our teams managing this equipment recognise the significant opportunity they have to be up-skilled in a mining system which is at the forefront of the global mining industry."

Rio Tinto expects to have more than 40 Komatsu trucks operating autonomously across three sites in the Pilbara by early 2014.



RIO TINTO'S AUTONOMOUS TRUCK FLEET AT A GLANCE:

- 33 autonomous 930E Komatsu haul trucks currently operating across two mining operations.
- Truck payload is 290 tonnes
- 10% improvement in utilisation with the Komatsu autonomous trucks.
- Plan to increase the fleet to more than 40 Komatsu autonomous haul trucks – consisting of 930Es and 830Es – across three sites by early 2014.
- More than 100 million tonnes of earth has been moved since the trials began in December 2008.



Brooks Hire expands out of WA, makes major investment in Hybrid excavators

“LOOKING AFTER OUR CUSTOMERS, PLUS COMPLETE HONESTY, HAS BEEN A KEY COMPONENT OF OUR SUCCESS,” – STUART BROOKS

Brooks Hire, one of Western Australia’s largest and most successful plant hirers, is expanding its operations into other states – and as part of its program to differentiate itself from competitors, it has made a substantial investment in Komatsu’s innovative Hybrid excavator.

Brooks Hire currently owns 19 Komatsu HB215LC-1 hybrids, which are deployed in its operations throughout Australia – particularly in Queensland.

Company General Manager Stuart Brooks, said that its investment in Hybrid machines was due to the fuel-saving benefits it achieved, and its ongoing reliable and productive performance.

“Our fleet of Komatsu Hybrids certainly gives us an edge over our competitors,” said Stuart.

“Not only are we saving significant amounts in fuel costs – including fuel delivery costs – but

increasingly our clients are demanding that contractors and plant hirers use the most environmentally friendly technology available. And the Hybrid excavators certainly tick that box,” he said.

Brooks Hire, which employs around 70 people, currently runs more than 1000 pieces of equipment, excluding attachments.

To better service its customers, Brooks Hire has recently implemented the use of Greentree enterprise resource planning (ERP) software, which is able to be integrated with Komatsu’s KOMTRAX remote monitoring system to track and monitor each machine, and automatically produce accurate billing documentation based on hours of work.

“Looking after our customers, plus complete honesty, has been a key component of our success,” said Stuart.

“This approach is standing us in very good stead as we move to become an Australia-wide company.

“And we now have the ability to mobilise gear anywhere in Australia, providing our customers with the highest levels of service.

“We can also offer significant cost benefits through our ability to transport and support our equipment anywhere in the country. Our size and experience means we have the capability to handle very large projects – along with the purchasing power to quickly gear up for our clients’ needs,” he said.

HAZELL BROS OPTS FOR KOMATSU IN MAJOR PORT PIRIE CONTRACT FLEET



“WE ARE A PROUD FAMILY COMPANY THAT HAS BEEN BUILT ON THE BACK OF HAVING DEDICATED AND LOYAL PEOPLE WHO LOVE WORKING FOR THE COMPANY”

– GEOFFREY HAZELL

A fleet of 15 new Komatsu machines are key elements of Tasmanian-based family owned construction and resources company Hazell Bros recently awarded major materials handling contract for Nyrstar’s lead smelter in Port Pirie, South Australia.

The contract covers the purchase, operation and maintenance of a fleet of 42 separate pieces of plant and equipment including wheel loaders, articulated dump trucks, excavators, skidsteers, water carts, sweepers and mobile crushing plants.

Included in this fleet are eight new Komatsu wheel loaders, ranging from WA200-6 to WA470-6, two HM300-2 and one HM400-2 articulated dump trucks, a P55MR-3, PC300-8 and PC350LC-8 excavator, and an SK820-5SF skidsteer.

The fleet, which has a combined value of over \$8 million, forms an integral part of the plant’s operations in the smelting and refining of lead.

Hazell Bros has a long relationship with Nyrstar, already undertaking contracts in vehicle operation and servicing at Nyrstar’s Port Pirie and Hobart facilities.

Managing Director Geoffrey Hazell said the company was delighted to be strengthening the relationship between Nyrstar and Hazell Bros with the awarding of this contract.

It provides employment to 63 people on site who will play an integral role in the operation of the Nyrstar facility, as well as being part of a family company.

“We are a proud family company that has been built on the back of having dedicated and loyal people who love working for the company, and key staff based in Tasmania have been integral in the bidding, setup and ongoing operation of this contract,” Geoffrey said.

“Hazell Bros has been expanding on the mainland for the past three years, with operations now in Melbourne and the Gold Coast employing over 150 people.”

“For the growth and success of Hazell Bros in the future, we are continuing to look outside of Tasmania for opportunities,” he said.

Nyrstar’s Hobart General Manager Jeremy Kouw said it was positive for Tasmania to see local businesses expanding across Australia.

“We work very closely with our contractors and it is positive for Tasmania to see local business benefit from our industry’s regional operating footprint,” Jeremy said.

Hazell Bros commenced the materials handling for Nyrstar Port Pirie on July 1, and will deliver a five-year contract.

CORNFOOT BROTHERS MAINTAIN THEIR KOMATSU TRADITION



Third generation of Cornfoot from left: Luke, James, Jake, Norm Cornfoot Snr (who started in the earthmoving industry in the 1950s), Brian Rowley – Komatsu Australia's sales representative, followed by David & Michael Cornfoot

Melbourne contractor Cornfoot Bros Earthmoving opted to purchase Komatsu excavators in the early 2000s and is still purchasing and operating Komatsu machines today.

When D2E interviewed David Cornfoot, the company's construction foreman and part owner (along with his brothers Norm and Brendan) in mid 2005, the company had purchased four Dash 7 excavators – 16 to 30 tonne machines – over the previous two years, due to their reliability, fuel economy and the fact that "our customers prefer them".

That tradition has continued, with Cornfoot Bros purchasing its two latest machines, a PC220-8 and a PC160LC-8 in September 2013, giving it a present total of six Komatsu excavators in its fleet.

"We've had a very close relationship with Brian Rowley, Komatsu Australia's Sales Representative all these years," said David. "He has a good knowledge of what the customer wants, and he is prepared to make sure that the deal is successful for all concerned."

"We've continued to buy Komatsu equipment, particularly excavators, due to their excellent

performance, long life, good resale and excellent backup from the service department when we need it," he said.

"While we opt to service our own machines, whenever we need any technical assistance or information, Komatsu is always there to help."

More recently, Cornfoot has taken delivery of a D475A-5 dozer, the third Komatsu dozer in its fleet, which is being used for heavy ripping and material stockpiling.

"ALL IN ALL, WE ARE EXTREMELY HAPPY WITH THE KOMATSU PRODUCT."

– DAVID CORNFOOT

"This unit is performing well, and meeting all expectations," said David. "All in all, we are extremely happy with the Komatsu product."

Cornfoot traditionally operates in the outer northern and western suburbs of Melbourne, concentrating



especially in wetland developments, harness track construction, major landfill work, and larger residential earthworks in subdivisions.

Norm Cornfoot Senior, the father of David, Norm and Brendan, started in the earthmoving business in the 1950s, and his sons began working as Cornfoot Bros Earthmoving in 1992.

"As the third generation take on the challenges of the Earthmoving and Construction industry, we envisage the tradition to continue between Cornfoot Bros and Komatsu," said David.

High-capacity WA900s win over operators at Whyalla iron ore loading facility

“CAPACITY OF THE WA900S WAS A KEY ISSUE IN DECIDING TO GO WITH KOMATSU LOADERS.” – HADYN SHEPHERD

BIS Industries has recently taken delivery of four Komatsu WA900-3E0 wheel loaders – chosen for their ability to handle higher capacities in confined spaces – to handle iron ore in a ship-loading facility at Whyalla, South Australia.

Bis Industries, a leading provider of logistical support solutions to the mining and resource sectors and related industries, was recently awarded a contract by Arrium Mining (formerly OneSteel) to provide ore handling services at Arrium’s Whyalla steel works.

According to Hadyn Shepherd, Bis Industries’ General Manager, Mining Services SA, the ore is railed from Arrium’s Middle Back Ranges mine to an ore stockpiling shed at Whyalla. Here the WA900s load the ore into a hopper, which feeds a conveyor feeding the facility’s ship loader.

With the ore having a density of 2600 kg per cubic metre, the loaders are fitted with 8.9 cum buckets.

Two WA900s were delivered in November 2012, with another two delivered in late June 2013.

The loaders’ hours of operation revolve around when they are required to load ships; currently they are likely to be doing 3000-4000 hours annually, but this could potentially go up to 6000 hours, said Hadyn.

Since being delivered, he said the new loaders had turned in a very good performance.

“We’ve had no issues with them, and the operators love them.

“We had an initial problem of ‘it’s not another brand’, but once they started driving the Komatsu machines they were a lot happier with them – they have better operator comfort, they don’t bounce around as much.”

Hadyn said capacity of the WA900s was a key issue in deciding to go with Komatsu loaders.

“Being inside a shed, turning circles and dimensions are pretty critical for us.

“With the Komatsu loaders, from a turning circle point of view, compared with an equivalent sized machine in another brand, the capacity is around 20% more.

“Because we are feeding a hopper, and we are contracted to feed it at a certain rate, every bit more per bucket that I can get in there, the quicker our feed rates are,” he said.

“We also use WA900s in Western Australia, in another part of our business, and I got some feedback internally, which told me there was no reason not to buy them.

“Another key reason for us moving to Komatsu was Andrew Fowkes [Komatsu Australia Account Manager, Northern Area, South Australia].

“We have been predominantly another brand, but Andrew has put a lot of work in and convinced me to give these a go,” Hadyn said.

IS THIS AUSTRALIA'S HARDEST-WORKING EXCAVATOR/OPERATOR TEAM?

Pilbara-based excavation contractor Yule Works probably has some of the hardest-working Komatsu excavators in Australia – with its first machine, a PC300-8, having logged 17,000 hours in very tough conditions and no major component failures.

Yule Works co-owners John Yule and his father Alistair decided to go into business together in 2008.

"He's been driving excavators pretty much his whole life, and I was very new to the industry, so when we started, he had to teach me the ropes," John said.

They bought the PC300-8 new in 2008 when they picked up a hire agreement with a supplier to a major resources project in the Pilbara region of north Western Australia.

The demanding nature of the work meant that the machine worked literally almost non-stop for its first two years – with Alistair working one 12-hour shift, and John the other.

"In the first two years, we were working 24 hours a day; dad would work through the day and I would work through the night – then, every month or so we would swap over," said John.

"Today, we have nine employees and five diggers – built up basically from just me and him at the start, with the one machine between us for the first few years."

Yule Works' original Komatsu machine is still with them, and John expects it to keep performing for some years to come.

The excavator is oil sampled regularly to ensure there are no major component issues coming up – and the samples indicate plenty of life to come.

"It is still in great working condition. It's still tight to operate and we get comments and compliments on it all the time," he said.

"Today it's got 17,700 hours on it at the moment and it's been working with hard rock, granite, its whole life.

"At about 10,000 to 11,000 hours, we started using a rock breaker on the machine, so the last 5000 hours at least, it's been fairly solid with the rock breaker," he said.

"It's served us really, really well and we are extremely happy with the machine; it has had no major component failures – and in fact has been the cornerstone of our whole business.

"We based our business around that machine and have relied on it 24 hours a day – and it has provided for us," John said.

Since the initial PC300-8, Yule Works has purchased a PC350-8 and three PC450-8s – and all are giving the same outstanding levels of performance and reliability, backed by excellent support from Komatsu Australia.

"One of our PC450s has 11,750 hours on it, and we've had a pretty good run with that machine as well," said John.

"It did have the stick crack at 6000 hours. It actually started a shift under warranty at 5995 hours and finished the shift at about 6007 hours with the crack; Komatsu came to the party and warranted the stick – and we were obviously really pleased with that.

"Other than that, we've had no other problems with the machine," he said.

"Our PC350 was machine number three and that's now got 8800 hours on it and has had absolutely nothing wrong with it, in fact, it still looks like new, that machine.

"Then the PC450 that we bought last year has 4300 hours on it and it hasn't broken down at all, not once," he said.

Their most recent machine is the third PC450-8, bought for a recent contract, and delivered in September.

"We needed to be reliable, because we are actually working 24 hours a day, seven days a week, loading material out.

"So we bought another PC450 to allow for extra servicing commitments; that's now got about 500 hours on it and is working just as well as all the other ones.

"I would also like to mention how much help salesman Dean Jones, from Komatsu's branch in Perth, has given us over the past five years.

"Every time I need something I call him directly and he consistently responds with a great attitude. We have bought every machine from Dean and hopefully we can continue our great relationship we have with him," said John.

This most recent machine was financed through Komatsu Australia Corporate Finance, who John described as "more than helpful".

"We dealt with John Meakins from Komatsu Finance, and he was very easy to deal with, very helpful, and always available to chat when we needed him to.

"He actually flew up here to sign the agreement and have a look at our machines; it is really good to see the people you deal with face-to-face and shake hands with them," he said.

"We rely on the machines and so we put a lot of effort into maintaining them and cleaning them and keeping them in good condition, because they basically run 24 hours a day," John said.

"All the machines, up to the 6000 hours warranty, are serviced by Komatsu and after that, we tend to use an external contractor – but all major works, we get Komatsu to come out and do.

"We have the Komatsu fitters coming out from Karratha or sometimes they travel down from the Port Hedland branch, and they are always available, willing and helpful.

"We have received great service from Matt Bryant and Aaron Bryant over the past five years, really helping our business to thrive," he said.

"Our operators really appreciate this as well.

"We get lots and lots of comments from our guys, especially when they first come to work for us – they always comment on the machines, how good they are, the condition," John said.





Proven stability and ease of operation is key for **West Wimmera Shire**

“THE KOMATSU LOADER IS ONE OF THE MOST STABLE LOADERS AROUND.” – TERRY OUGH

In July 2013, Victoria’s West Wimmera Shire Council purchased its second Komatsu toolcarrier loader, a WA250PZ-6, based on the stability, reliability and ease of operation of its three-year-old WA320PZ-6.

With both loaders requiring to be operated by a large number of operators, including the shire’s truck drivers and contractors using them to self-load, ease of operation and stability were critical criteria for the council.

Located in Western Victoria on the South Australian border, and about 400 km west of Melbourne, West Wimmera Shire is a predominantly rural area based around the towns of Kaniva and Edenhope.

Shire Works Manager Terry Ough said a major element in the decision to buy the second Komatsu loader was based on its experiences with the older WA320PZ-6.

“We bought the WA320 in February 2010, and while the decision was a fair bit based on price, it wasn’t the cheapest loader and wasn’t the dearest,” he said.

“At the time, we looked very closely at loader stability and it seemed to stand out in that mid-budget field of loaders.

“While they are essentially yard loaders, our loaders also need to be all-rounders, able to load trucks in rugged terrain.

“That’s what we are about, and that’s why we are very aware of stability in a loader,” Terry said.

“The Komatsu loader is one of the most stable loaders around.

“And since we went with the WA320, we have been more than satisfied with the performance and its ability to load our larger trucks,” he said.

“We use it mainly as our truck and trailer fleet loader and in fact, for the three years, we’ve never had a complaint about it.

“That’s what really swayed our decision for the second loader when we went again.

“This time we needed a mid-range size loader, so we could do the smaller jobs, such as shoulder sheeting, with our patrol units,” he said.

“It’s also a better loader for emergency works: you simply back it on to the tagalong trailer and off you go.

“That’s also why we got a four in one bucket on the new one: for emergency situations such as tree removal, as well as for the minor maintenance stuff, like the patrol units.

“And once again, it fell in the mid budget range, and we really had no qualms about Komatsu’s ability, having already owned the WA320,” said Terry.

The shire’s WA320 is its primary loader for its 11 different quarry sites, and during the season is constantly on the move between sites to load its larger trucks.

With both loaders used for self-loading of the shire’s and contractors’ trucks, they don’t have a single dedicated driver.

“They are driven and operated by everyone and anyone, those loaders,” Terry said.

“And having two loaders with the same controls configuration also exactly aligned with their operations. It was certainly a point of consideration when we bought the second one.”

“Komatsu Finance really understands my business”



When it comes to financing equipment, south Queensland plant hirer Stephen Orchard of Sniffers Plant Hire is a big fan of Komatsu Australia Corporate Finance – so much so that he’d like to use it for every piece of gear he has to buy.

Based south of Brisbane, Sniffers Plant Hire carries out jobs throughout Queensland, as well as in NSW down as far as Coffs Harbour, with his fleet of 15 Komatsu excavators, ranging from 13 tonne class PC138s through 45 tonne class PC450-8s delivered in the middle of this year.

These two largest machines are being used on the Toowoomba Range emergency floodworks project.

Since starting as an owner-operator in 2000 with a skidsteer and a small tipper, he’s built his company up to a significant plant hiring operation working on some of the largest projects in Queensland.

These have included major Brisbane busway and road projects, such as the Inner City Bypass and the Inner Northern busway, sections of the Ipswich Motorway, Gateway Arterial upgrades, a large rail duplication project in Rockhampton, as well as major water and gas pipelines work.



“EVERY KOMATSU MACHINE I BUY GOES THROUGH KOMATSU FINANCE – AND I WOULD USE THEM FOR EVERYTHING IF I COULD” – STEPHEN ORCHARD

Stephen aims to ensure his fleet is as flexible and productive as possible, so all excavators below 35 tonnes have tilt hitches, while all excavators under 30 tonnes are zero swing machines.

“There’s quite a niche market in us having zero swing machines, because we can work on roadways and just have to shut down one lane, plus in most jobs around town, the construction sites are pretty tight,” he said.

He also has all his excavators piped to run hydraulic breakers, and hardwired to take Trimble GPS systems – of which he owns 10.

Stephen began using Komatsu Finance when he purchased his first Komatsu machine, a PC138US-2, in 2004.

“Since then every Komatsu machine I buy goes through Komatsu Finance – and I would use them for everything if I could,” he said.

“Their finance man, Shane Kennedy, is very easy to deal with, and he’ll really go the extra mile.

“And because he’s dealt with us a lot before, he will even ring our insurance company and tell them we have a new machine and arrange the cover note to make sure we are covered.

“He also has all the paperwork organised, so I don’t have to muck around, then they’ll come out and meet us at a time that suits us, and we will sign it up.

“I have even financed GPS systems, all my attachments and everything; even though I buy them directly, Komatsu will finance them for me. Anything directly related to the machine, they will finance.”

Stephen said that Shane and the Komatsu Finance team will also help out if there are cash-flow issues.

“If we are having dramas, they take the time out to listen to your situation – whereas the banks, as soon as they hear that you are having dramas, they want to tear your throat out.

“In this game, cash flow is everything, but it doesn’t mean you are having trouble – it just means you are waiting on money,” he said.

“But the banks just seem to have no idea about business; they are just in the game of banking, whereas Komatsu understands a lot more.”

KOMTRAX saves NDF excavator from determined thieves

“IT’S SUCH A RELIEF TO TRACK IT DOWN AND BE ABLE TO GET BACK TO WORK.” – NICK FAZZALARI

The owner of a Victorian excavation firm is thanking his lucky stars after brand-new equipment stolen from his site was located within just 30 minutes.

Thieves stole Nick Fazzalari’s Komatsu PC45MR-3 Excavator from a worksite in Melton, 40 km north-west of Melbourne’s CBD, in the early hours of the morning.

However, the thieves realised that the PC45MR-3 was fitted with Komatsu’s KOMTRAX GPS tracking system and abandoned the machine, a fact Nick is only too happy about.

“My machine was operating in Melton; I’d worked that day and knocked off at about 3pm. When I went back to work at about 6am the next day, the machine was gone,” he said.

“I got in touch with Brian, my local Komatsu representative, at about 7am; he put me straight through to Mary Jo O’Donovan in the KOMTRAX team.

“By 7:30am, they’d sent the location of the PC45MR-3 – about 15-20 kilometres away in a public park, so I went over and found the machine exactly where KOMTRAX team said it would be.

“The thieves must have found out that the machine was fitted with GPS tracking; you could see that they’d tried to pull the electrical systems out.”

Machinery theft is an all-too common occurrence in Victoria, with local police estimating that on average, three machines are stolen every day, with less than 2% found and returned.

“The police told me that the thieves had wiped their fingerprints off the excavator, so it seems like they weren’t new to the game,” said Nick.

“I’d actually bought the PC45MR-3 brand-new three weeks ago to replace a competitor’s excavator that was stolen a few years back.

“It’s such a relief to track it down and be able to get back to work.”

Nick stated that had the machine not been found, he would not have been able to sustain his excavation company, NDF Excavations.

“While I bought the PC45MR-3 for its performance and reliability, a part of the reason behind it was to secure the \$80,000 investment I’d made – having KOMTRAX fitted was peace of mind that I’d hoped I wouldn’t have to use, but now I’m very glad to have had it!

“The machine itself is insured – at a discounted rate because of its GPS tracking unit – but the loss of income would have been absolutely devastating to my business.

“Even though the thieves tried to rip out the beacon radio, GPS aerial and GPS unit, Komatsu took the machine and restored it to its original condition; it’s back to work already, which is just a fantastic result.”



“IF I BUY A MACHINE, IT HAS TO HAVE A KOMATSU BADGE ON IT!”

When Tasmanian contractor Lindsay Doyle is looking for a new piece of earthmoving equipment these days, if it doesn't have a Komatsu badge on it, he won't buy it.

Lindsay, whose family-owned company L&S Doyle carries out civil excavations, vegetation clearing under powerlines, and cable-laying works for the NBN rollout, all throughout southern Tasmania, primarily sticks with Komatsu because of its service and backup.

“The guys down at Cambridge do an excellent job for all our maintenance and servicing,” he said.

“Whenever we've had an issue with a machine – even a major issue – the backup has been fantastic, both from the factory and the branch down there.

“That's the reason that I don't choose anything else these days. If I am going to buy a machine, it's got to have a Komatsu badge on it,” said Lindsay.

He doesn't have any service contracts as such with his machines – just using the local branch for all his equipment servicing.

“They know all the machines, they oil-sample them and do everything,” he said.

“OUR PC130S WOULD BE THE BEST MACHINES WE'VE EVER HAD” – LINDSAY DOYLE

Lindsay's fleet consists of the three recently delivered PC27MR-3 mini excavators, which are used for NBN rollout work, a brand-new PC88MR-8 short-tail excavator for road maintenance and civil works, two PC130-7 excavators, plus a WA180-1 and WA250-3 wheel loader.

“Our three PC27s are used in trenching for cable-laying, working in conjunction with a small truck, then backfilling after the fibre-optic cable has been placed,” he said.

One of its PC130-7s, fitted with a mulching head, is used for vegetation clearing under power lines for Aurora Energy, while the other is used for general civil construction works.

“We purchased our latest machine, the PC88, specifically for our road maintenance contract works, as it's ideal for cleaning culverts, drainage

works and dig-outs, as well as general maintenance on the roads,” Lindsay said.

“And when it's not doing that, we use it in our private civil construction work, alongside our PC130, putting in roadways, clearing sites, setting up for new house site, and the like.

The two loaders are used in a local quarry operation run by the company.

“Our main loader there is the WA320, backed up by our little WA180-1, which is quite an old machine, but still going strong.”

Quite a few of the company's machines are six years old or more – but Lindsay says longevity is a real strong point with his Komatsu equipment.

“Our PC130s would be the best machines we've ever had; the older of them would be nine years old now, and both of them have gone really well.

“Before we had the PC130s, we had PC60s – I had three of them at one stage – and again had a really good run out of them, before we upgraded to the larger machines because our work changed.”

And that machine performance and reliability, combined with the local product knowledge and support is what keeps Lindsay coming back to Komatsu.

Below left to right: Jason and Lindsay Doyle with the companies PC27MR-3 mini excavators.





GROUND-BREAKING TECH STANDS UP TO THE TEST

Geotech, a leading New Zealand-based geotechnical engineering company based on the West Coast of the South Island, is a long-term user of Komatsu's advanced K VX range of ground engaging tools.

Komatsu New Zealand's general manager Philip Dring said Geotech had been committed to K VX ground-engaging tools (GET) since the company began in 2000.

"The metallurgical technology behind the K VX system means these tools won't break or come loose and fall in the crusher; they have been developed to deliver outstanding penetration and wear for thousands of hours," he said.

"Geotech uses K VX GET on all of its excavators, wheel loaders and boggers."

Philip said the unique design of Komatsu's K VX system produced consistently strong results in a range of applications for Geotech.

"For example, Geotech works through solid granite to get to the coal in its operations, something the K VX GET handles with no problems," he said.

"GEOTECH USES K VX GET ON ALL OF ITS EXCAVATORS, WHEEL LOADERS AND BOGGERS." – PHILIP DRING

"And once the coal seams are reached, the K VX products cut through it easily, while delivering unrivalled wear resistance."

Phil pointed out that K VX GET has also been designed to be easy to change over and simple to use, while the ability of each K VX tooth to be rotated allows them to double their lifespan.

"Geotech now fits K VX on each new piece of equipment used in digging and loading applications," he said.

"They know if their machines have K VX, it's a good match – and they'll always be using the right tooth for the job.

"And at Komatsu, we manage our sites around New Zealand to ensure that Geotech and our other customers always have a full supply of K VX GET products, so they know they can rely on their equipment 100% of the time," he said.

Based on the West Coast of New Zealand's South Island, Geotech Ltd is a ground engineering company specialising in large-scale mining, hard and soft rock tunnelling, slope stabilisation, pressure grouting, bulk to precision blasting, industrial rope access and geotechnical ground investigation.

Geotech is focused on high-end contracting in extreme, challenging and in environmentally and culturally sensitive sites.

Current major projects include being the primary contractor onsite at Strongman mine, working for long-term client Solid Energy.

BARRY POGSON AND KOMATSU PROVE AGE IS NO BARRIER

They've seen their fair share of sunsets – but don't dismiss Barry Pogson and his PC60 as being too old for the job.

At 70 years of age, Barry is still the first choice in the Melbourne area for coring work (cutting hollow tubes in solid rock) and Barry's first choice is his trusty PC60.

"I've been doing this for more than 25 years now, so I know what I need from my machines," he said.

Barry said the tough bedrock he cuts through with his core barrel attachment could overwhelm some machines, but not his PC60.

"THEY'RE QUITE SPECIAL, REALLY – WHY WOULD I EVER GIVE THAT UP?"

– BARRY POGSON

"It's got a scary amount of torque running through the core barrel," he said.

"It's enough to keep the barrel turning and cutting through basalt and weathered granite, even with the weight of the excavator on top of it."

Barry estimates his PC60 is more than 20 years old, but its length of service and more than 8000 operational hours haven't diminished its effectiveness.

"They always were, and still remain, an underrated machine," he said.

"They'll hack it with the big fellas every day of the week, but they're still small enough to get into places others can't.

"And they just last and last – they're a lot more robust than many of the other machines you see around."

Barry said he has no plans to retire any time soon, and that goes for his PC60 too.

"I love what I do and make good money doing it, so I think I'll keep it up," he said.

"I'm very happy with the PC60 and I'm definitely not looking to replace it any time soon.

"It's still doing what the new machines do – it's just as reliable and capable.

"They're quite special, really – why would I ever give that up?"



UNDER CONSTRUCTION

Make your way from start to finish through the rocky roads and try not to land on the **Caution Banner!**

HEY KIDS – KOMATSU KIDS IS NOW ONLINE!
Go to www.komatsu.com.au and click on the Komatsu Kids link. There's heaps to do and see.

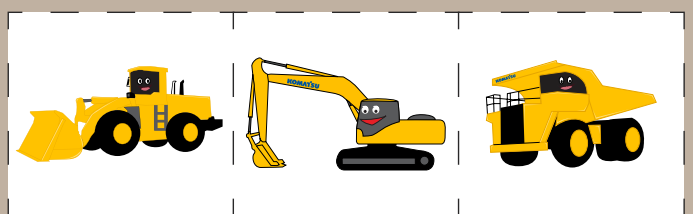



* Ask mum and dad to help you cut out your chosen Komatsu machine below to play the game

INSTRUCTIONS

Players take turns to roll the dice with their chosen object to move along the number of squares rolled. If a player lands on the footprints they automatically move forward two squares. But if a player lands on a square at the top of the caution banner they automatically slide down to the other end losing the position.

The winner is the player who is first to land on the last square.



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