

ISSUE 25

Down to Earth

DECEMBER, 2001



In this issue

**OUR NEW STRATEGIC PARTNERS ■ FIRST 930's TO BLACKWATER ■ PHOTO COMP WINNERS
NEW PRODUCT RELEASES ■ KOMATSU HALL OF FAME ■ KIDS PAGE**

KOMATSU



Ian Olivieri
Managing Director
Komatsu Australia Pty Ltd

Another year has nearly passed and I am pleased to report that Komatsu Australia is currently enjoying improved trading conditions, fuelled in part by the strength of the Australian mining business.

In Western Australia we have now completed final deliveries of the truck and auxiliary plant fleet for the new Rio Tinto, West Angelas, Iron Ore Mine.

In the Bowen Basin we are now completing delivery of the first eight of 16 320 ton, capacity 930E Dump Trucks to BHP Billiton.

In the Hunter Valley we are also delivering the first of an order for 7 of our D475A-3 Bulldozers.

The Construction and Quarry Industries are in recovery from the slump felt in the last half of 2000. Sales continue to be increasing in all sectors, albeit at a slower pace than pre September 11. Our order bank is strong and further world events aside, we believe business will continue to improve in 2002.

We have seen some exciting changes to our organisation in 2001 with Komatsu Ltd purchasing the shareholding previously held for the past nine and half years by Nippon Steel. As a result we changed the company name to Komatsu Australia Pty Ltd.

In July this year, Japanese trading giant Mitsui & Co. purchased 40% of Komatsu Australia, returning the ownership to 60% Komatsu Ltd, 40% Mitsui.

Mitsui has extensive business interests in Australia, ranging from its commodity trading activities to direct investments in the North West Shelf, Forestry Holdings, the Hospitality Industry and a number of major mining properties.

Mitsui sees its investment in Komatsu Australia as a natural progression from its current business interests here. It brings expertise in logistics and finance operations as well as their enthusiasm for this new partnership. Mitsui's revenues in Australia are approaching AUD\$5 billion, while its global business is 13 trillion Yen.

We see the involvement of Mitsui & Co as the beginning of an exciting new era for Komatsu Australia.

Mitsui websites are at www.mitsui.co.jp/tkabz/english/index.htm and www.mitsui.com.au.



Our Cover:
The first 930E to be delivered to BHP Billiton.

Down to Earth
is a Komatsu Australia Pty
Ltd publication

Komatsu Australia Pty Ltd
PO Box 66
FAIRFIELD NSW 2165

Editor:
Annemaree Gear

Copywriter:
Mark Cherrington
Construction
Communications

Graphic Design:
Dave Bullock

Printed by:
Halkeas Printing
CHIPPENDALE NSW

© Komatsu Australia Pty Ltd.

KOMATSU

*The Management and Staff of Komatsu Australia wishes you a safe
Christmas and prosperous New Year.*

Blackwater takes Australia's first Komatsu 930E trucks

BHP Billiton's Blackwater mine in central Queensland has placed an order for eight Komatsu 930E-2 dump trucks – the first of this sized truck in Australia.

The order is also a significant development for the Australian mining business: these are the first 300+ tonne trucks of any make sold in this country.

The trucks set another first for the Australian mining industry in that they are fitted with the latest design DT Hi-Load lightweight bodies.

These innovative design truck bodies achieve their durability and reduced weight through a combination of curved plate construction (inherently stronger than flat surfaces, which require support) and special high-strength steels.

Carrying capacity of the 930E-2s fitted with the Hi-Load bodies is significantly more than that of conventional bodies, increasing the machines' productivity and further reducing operating costs.

Delivered to Blackwater during September and October this year, the trucks are powered by a Komatsu 16V160 Diesel engine rated at 2014 kW, through an AC electric drive system, providing high starting torque and a top speed of 64.5 km/h.

They will be loaded by Blackwater's P&H4100XPB rope shovel, which has a dipper capacity of 56 m³.

According to David Scott, Blackwater's Technical Services Manager, BHP Billiton opted to move to larger stripping/haulage equipment following moves to integrate the Blackwater and South Blackwater mines in the wake of BHP's takeover of QCT Resources in late 2000.

"The integration process will result in us substantially increasing the output of Blackwater, so we opted to purchase the P&H4100XPB," he said.

"We then needed a fleet of trucks matched to this size shovel, which is what put us into the 300 tonne truck market".

The trucks will be carrying out overburden removal operations, in what David described as "a normal mining prestripping application."

"The prestripping operation from this fleet will move about 23 million cubic metres a year, allowing us to ramp coal production up to about 14 million tonnes a year," he said.

Coal from Blackwater consists of thermal, weak coking and hard coking coal, destined for various steel mills in Japan and India, and export thermal coal as well for Queensland's Stanwell Power Station.

Komatsu's 930E is the most successful +300 tonne capacity dump truck in the world, with more than 250 now in operation.



The first 930E-2 truck to be delivered to BHP Billiton.

"The reliability of these trucks in the field, proven over the past five years, has made them the leading large dump truck in the world," said Komatsu Australia's Queensland mining manager, Brian Thomasson.

"During Minexpo in Las Vegas last year, visitors were able to see 930E dump trucks operating, around the world notch up a total of two million operating hours – proof of their acceptance and pedigree in the market," he said.

Komatsu supplying further eight 930E dump trucks to Queensland

Komatsu Australia has won a contract for the supply of a further eight 930E-2 dump trucks, to the BHP Billiton Mitsubishi Alliance (BMA) Goonyella mine in Central Queensland.

This is the second order for 930E-2 dump trucks in Australia, following the first signed in July for the supply of 930Es to BHP Billiton's Blackwater mine, also in Central Queensland.

The latest order is under similar contractual conditions to those applying to the Blackwater trucks.

As with these trucks, the trucks going to Goonyella will be fitted with the latest design DT Hi-Load lightweight bodies, giving them a capacity of over 300 tonnes.

And again in common with the Blackwater trucks, the latest units will be loaded by a P&H4100 XPB rope shovel with a capacity of 56 m³.

The trucks are scheduled for delivery to Goonyella in the first quarter of 2002.

This latest order is only the second in Australia for +300 tonne dump trucks, a market which is dominated worldwide by the 930E series.



Above: The unique design of the DT Hi-load bodies for BHP Billiton's 930E's will ensure maximum efficiency on the site.

Massive Komatsu loader proves itself in Hunter Valley operation

Komatsu's WA1200-3 - the world's largest mechanical drive wheel loader - is proving highly effective in coal loading operations at Bulga Coal's open cut operation at Mt Thorley.

The WA1200-3 is a 210 tonne loader powered by a Komatsu 16V160 diesel rated at 1165 kW. In this application, it is fitted with a 25.5 m³ coal bucket.

It was delivered to Bulga Surface Operations - a business unit of the Oakbridge Group - in January 2001, and is being used to load coal into Bulga's fleet of 220 and 240 tonne dump trucks.

As of late June 2001, it had notched up just over 2000 hours of operations.

According to Lindsay Richardson, operations manager of Bulga, since ironing out a couple of initial issues, the loader "hasn't missed a beat".

"Availability since it was delivered has averaged 85% - but that includes those initial teething problems - so it's now up into the 90s.

"As a coal loading machine, it's really good. It has no trouble getting full bucket loads and fully loading our 240 tonne dump trucks.

"Plenty of reach and height means it can give them a fully heaped load," said Lindsay. "I find that very impressive, because there's not many wheel loaders around that can effectively load 240 tonne trucks.

"We've also found the hydraulics are quicker, which has given us a significant production gain.

"From the operators' point of view, it's also going very well. It has a stick-type steer, which makes it very easy and comfortable to operate.

"Previously, we had an electric drive machine, which the operators were very familiar with, but they've adapted quickly," he said.

To shorten the learning curve for operators switching from large electric drive loaders to mechanical drive, Komatsu's WA1200-3 features an automatic full powershift planetary gear transmission with modulating clutch.

This gives operators the option of operating the machine at full engine revs (similar to an electric drive loader) with no need to back off when changing direction.

However, it can also be operated more like a conventional loader at lower revs, with the operator hitting the accelerator to give more power going into the pile.

The WA1200-3 is one of two new Komatsu machines recently delivered to Bulga Coal. In March, the mine took delivery of a Komatsu PC4000, primarily used for partings removal, as well as some lower level bench prestripping and coal removal.

Fitted with a 23 m³ excavator bucket, it is being used to load 190 tonne and 220 tonne dump trucks.

Komatsu Australia has a maintenance agreement covering both the WA1200-3 and PC4000, with the company's Richard Tunnicliff permanently on site as fleet manager.

He is responsible for all maintenance on the two machines, including daily service checks, scheduled maintenance and repairs, with Komatsu Australia maintenance fitters available on a call-out basis.

The mine operates 24 hours a day, seven days a week, producing



thermal, semi-coking and PCI coals for export markets throughout Asia and in Europe.

FOOTNOTE:

You can view video footage of the WA1200-3 in action at Bulga Coal on Komatsu Australia's website, at www.komatsu.com.au. Click on the WA1200-3 case study story in the lower left hand corner, and it will take you to two 15 second video clips.

Komatsu sells first WA1200 wheel loader to Queensland mine

Komatsu Australia has received an order for a WA1200-3 wheel loader from Allied Coal's Callide Mine in Central Queensland.

This is the first WA1200-3 sold to Queensland. It follows deliveries to Griffin Coal in Western Australia in early 2000 and Bulga Coal in the NSW Hunter Valley in early 2001.

The WA1200-3 going to Callide will be carrying out both overburden stripping and coal loading, and will be fitted with a 25.5 m³ bucket. It will be loading 170 tonne dump trucks.

A broad KAL team assisted the Callide Mine personnel in their selection of the WA1200-3 loader.

Trevor Fraser from Brisbane, Warren Smith from Gladstone Branch and site fleet manager, Martin Lucock, were responsible for implementing the product support structure required on site. Graham Mochin from Mackay Branch was well assisted by Colin Chamberlain from Corporate Services in assessing the application and recommending the specifications required for Callide.

Chris Daly from Corporate Services and Toru Sunada, representing the Komatsu factory, supervised the on site assembly of the huge loader.

The loader has been purchased to accommodate expansion at the mine.

Forestry specialist appointed for Komatsu NZ

Komatsu New Zealand has appointed Don Finnegan as its NZ region forestry specialist.

Don has had more than 30 years' experience in the forest industry, both on the logging and plantation management side as well as the equipment supply side.

The first 15 years of his working life were spent in general forestry operations, initially as a woodsman trainee with NZ Forest Service, before moving on to logging operations in both indigenous forests and softwood plantations.

He also spent two years training loggers in Western Samoa, before returning to the NZ Forest Service as an industrial engineer in Kaingaroa. Then a position as a forest manager with Carter Holt Harvey took him to Northland, Auckland and Hawkes Bay.

Don then moved to the equipment supply side, initially with Bell Equipment for 10 years, then his own business for three years importing and servicing motorised carriages for cable yarders.

For the past two years he has worked for Forest Systems NZ Ltd, suppliers of Satco harvesting attachments, before joining Komatsu New Zealand in June 2001.

Don will be based out of Komatsu NZ's new Rotorua facility, which will be well placed to service the forest industry in the Central North Island.

"Komatsu has a huge range of equipment suitable for forestry applications – whether excavators, wheel loaders, bulldozers or articulated dump trucks – as well as other equipment."

Don Finnegan, Komatsu's newly appointed Forestry Specialist.



"I think the experience I am able to bring to the company, combined with the considerable forestry expertise and technological support available through our Australian operations, will put us in an extremely good position to service this key industry," said Don.

"Komatsu is well aware that product support is of prime importance and we will apply the same principles in NZ that have taken us to number one in Australia."

Komatsu hands over 12 rollers to Boral

In late June, Komatsu Australia handed over 12 Ingersoll-Rand rollers to Boral Asphalt in NSW.

Komatsu's contract with Boral Asphalt requires it to provide on-going maintenance for the rollers, which completely replace the company's existing metropolitan NSW fleet.

The rollers are a mix of tandem and multi-tyre units ranging from 1.4 tonnes to 6.7 tonnes.



In addition, Komatsu Australia has provided complete pre-delivery operational and safety training to Boral Asphalt's operators.

Ingersoll-Rand machines supplied to Boral Asphalt include four DD70 (6.7 tonne) tandem rollers, one DD30 (3.15 tonne) tandem, two DD14 (1.4 tonne) tandems and five PT125R (4 tonne) multi-tyre rollers.

Above: One of four DD70 tandem rollers for Boral.

Left: At the hand over of the Ingersoll-Rand rollers: from left, Ian MacCowan, Komatsu Australia's Central Region general manager; Greg White, Boral Asphalt's operations manager; David Young, Boral Asphalt's general manager; and Ian Olivieri, Komatsu Australia's managing director.



New IR drill rig offers much longer consumables life

A new Ingersoll-Rand drill rig featuring an innovative drill monitoring system which delivers two to four times longer life for consumables has been released by Komatsu Australia.

The Ingersoll-Rand ECM-660 hydraulic crawler drill is capable of drilling hole diameters of 76-114 mm and is designed for quarrying, construction and mining applications.

A major feature of the ECM-660 drill rig is its Montabert Strata-Sense "drill automatics" system.

This system uses a single hydraulic valve block to dynamically monitor four key variables:

- rotation pressure
- feed pressure
- percussion pressure
- feed speed.

The valve block automatically adjusts pressures and speed as the drill bit traverses different rock and soil zones, whether they be soft rock, hard rock, mud, clay, cracked material or voids.

The Strata-Sense system is based on technology developed by French-based Montabert – a division of Ingersoll-Rand– which has long been at the forefront of ground-condition-sensing technology with its range of hydraulic hammers and drill rigs.

According to Angus Fotheringham, Komatsu Australia's product manager, drill rigs, the end result is a substantial increase in consumables life while maintaining optimum drilling performance.

"Our tests show we are consistently getting two to four times longer drill consumables life with the Strata-Sense system.

"Its constant adjustment of rotation, feed and percussion pressure, plus feed speed, means that impact and torsional stresses on consumables are greatly reduced – resulting in a much longer life," he said.

In fact, Komatsu Australia is so confident of the longer consumables life that can be achieved with the ECM-660 that it is able to offer fixed-price maintenance contracts based on engine hours or metres drilled.

"No other manufacturer can achieve the increases in consumables life we are now offering with this drill, and that gives us the opportunity to quote per-metres drilled maintenance contracts that are very cost-effective – and virtually risk-free – for contractors," said Angus.

And in situations where contractors or quarries prefer to do their own maintenance, the entire rig has been designed to be very simple to maintain.

"Despite having a very innovative system in the Strata-Sense drill automatics, it's all entirely hydraulic," Angus said.

"There's no complex electronics to worry about, so contractors who prefer doing their own maintenance, and who have expertise in maintaining simple hydraulic systems will have no problems with maintenance and troubleshooting in the field.

"In fact, for all drilling functions – rotation, feed, percussion – no microprocessors or complicated control systems are used; all controls are pilot or direct hydraulic."

Other features and specifications of the ECM-660 include:

- Montabert HC-120R drifter providing an impact energy of 21kW; this drifter has a reverse percussion system allowing stuck or jammed drilling consumables to be easily removed

from the hole without having to abandon them, further extending drilling consumable life.

- Drifter Rebound Energy Recovery Valve matching blow energy to rock hardness, for increased production; this is also based on proven technology from Montabert's hydraulic hammer expertise
- Cummins 6CTA 8.3 diesel engine rated at 176 kW at 2200 rpm supplying ample power for continuous operation.
- IR rotary screw compressor delivering 145 lit/sec of air at a pressure of 952 kPa. to provide plenty of flushing velocity.
- A fully pressurised, sound suppressed and air-conditioned ROPS/FOPS cabin with excavator-style seat and two excavator-style pilot hydraulic joystick control levers for all drilling functions. A single extra control lever is used for rapid rod changing
- Komatsu crawler tracks, for maximum durability.

Below: Ingersoll-Rand ECM-660 Hydraulic Crawler Drill



Born in the '60s – and still going strong



A Komatsu D125A-18 dozer dating back to at least the late 1960s is still giving top performance on a Northern Territory cattle station – and its owner reckons it's good for at least another 20 years.

Andrew Lines, whose father owns Coniston Station, a 2000 square-kilometre cattle station about 290 km northwest of Alice Springs, picked up the then-derelict dozer from a neighbour about five years ago.

Andrew, a diesel mechanic by trade, uses the Komatsu D125A-18 around the station, for both farm work and construction/maintenance works.

Tasks include pulling a blade plough, widening and maintaining farm roads, clearing pads for mineral exploration drilling, cleaning out and constructing dams, and contract roadworks for the Territory's Department of Transport.

One of its most recent tasks was building a dam with 15 m high walls adjacent to the homestead – almost all carried out by the dozer, with some help from an excavator.

"She's an excellent performer," said Andrew. "Still starts every time,

and works very well.

"It's got plenty of power; I've overhauled the motor and it's virtually like new now.

"I've fixed up the tracks, which have about 70-80% left on them, and the pins and bushes are still nice and tight; I'd say she's still got another 20 years of life in her," he said.

Andrew's been able to trace the machine's history back to Victoria, where from traces of the signwriting he believes it was originally owned by a government department.

(Former Komatsu Victorian sales rep Neville Drayton believes it is a machine that was owned by the Melbourne Metropolitan Board of Works in the mid 1960s).

Its next owner appears to have been a coal mine in Victoria, and it was sold to Andrew's neighbour about 10 years before he bought it.

It's hard to know how many hours are on the machine; its clock was stopped at 13,000 when Andrew purchased it, and he's done at least 5000-6000 hours in the past five years.

"When I got the dozer, it was in pieces. It had a persistent overheating problem that no one had ever been able to track down,"

he said.

"I eventually traced it to an old filter in the transmission that had never been replaced.

"I've had a couple of other problems with it over the years, but they've basically been caused by people who'd mucked around with it.

"For example, someone had moved the rollers around on the frame to accommodate new tracks, which caused the tracks to go out of alignment, and eventually stuffed the final drive," he said.

"The only other problems have been small things like seals going.

"It's also a little hard now to get parts – there were only eight of these machines brought into Australia, and the track components just aren't available any more.

"I now use D155 rollers on it, and I've had to get a few parts machined up to take these.

"I've got her going as good as new now, and I reckon there's still a lot more hours left!"

New Komatsu 22 t zero-swing is a big step forward

Komatsu Australia has released a 22 tonne zero tailswing excavator which offers owners major safety and operating advantages, while at the same time providing conventional-excavator performance.

In addition, the new PC228US-3 excavator features significantly higher production and better fuel efficiency than its predecessor, combined with significantly extended service intervals - resulting in real savings in owning and operating costs.

According to Craig Hahnel, Komatsu Australia's product manager, excavators, it is a major advance in compact excavator design.

"We're very excited about this new machine", he said. "It combines all the safety and operational benefits of a compact machine with the performance of a full-size conventional 22 tonne excavator".

Designed for work in confined areas, or where space is at a premium, such as in tunnels, busy roadways, or in built up urban areas, tailswing radius has been reduced by more than 1000 mm compared with an equivalent-sized conventional Komatsu PC220-6 excavator. Rear protrusion from tracks is only 280 mm.

Because the machine can work in a road width of 3.99 m or less, it can work one side of a roadway without having to close off both lanes.

"Short tailswing radius allows the operator to get on with the job without having to worry about hitting objects at the rear - letting them focus on excavating and loading tasks. That means much safer and faster operation in confined spaces," said Craig.

"We've also achieved some significant breakthroughs in cabin size, comfort and visibility. Even large operators will find they've got plenty of room, plus visibility to the work area is unmatched.

"Operator comfort is further enhanced with extraordinarily low in-cab noise levels - well under what they will have been used to," he said.

"This new excavator combines Komatsu's latest engine and hydraulic technology, resulting in performance and fuel consumption substantially ahead of others in this class.

"And with no trade-off in performance compared with equivalent-sized machines, it offers owners a compact alternative with large-machine performance," said Craig.

Key features include:

- incorporation of Komatsu's advanced excavator technology for easier maintenance, increased uptime and higher productivity
- 15% higher production than the previous PC228US-2, at the same time providing 8% better fuel efficiency, substantially reducing operating costs
- digging force increased by 10%, while digging force in 1
- Power Max mode has been increased by 8%
- Komatsu's latest Hydraumind hydraulic system technology, providing improved operating speed combined with smooth movement and control
- new cabin 11% larger than the previous model, with in-cab noise levels reduced from 76 dBA to 69 dBA and a new, larger air conditioner
- improved balance and stability



Above: Where space is an issue, the PC228US-3 is the answer.

- 9% increase in final drive performance, resulting in the best power-to-weight ratio in its class.

Two versions of the PC228US-3 are available, a standard undercarriage version with an operating weight of 21.98 tonnes and an LC undercarriage version with an operating weight of 23.28 tonnes.

Power comes from Komatsu's new SAA6D102E engine rated at 107 kW, and which meets the latest European and US regulations (Tier II) for engine emissions.

In addition, engine oil change intervals have been extended from 250 hours to 500 hours.

On the hydraulic system, a new hydraulic filter design has resulted in filter replacement intervals extended to 1000 hours, while hydraulic oil intervals have been extended to 5000 hours.

The hydraulic system itself features three modes:

- Active Mode, for faster cycle times and maximum production rates
- Economy Mode, for improved fuel consumption, while still providing good cycle times
- Breaker Mode, providing optimum engine speed, hydraulic flow and pressure for hydraulic hammer operation.

Maximum dig depth on the PC228US-3 is 6.62 m, while digging height is 10.7 m. Bucket breakout is 15,200 kgf, with an arm breakout of 11,000 kgf.

"Because the machine can work in a road width of 3.99 m or less, it can work one side of a roadway without having to close off both lanes."

Komatsu Photographic Competition

Winners

We wish to thank all entrants for participating in this year's Komatsu Photographic competition. The quality and diversity of the photographic entrants was very interesting, with some very humorous entrants. This made Richard Bennett's decision a very difficult one. Below are the winners, with Richard's comments and the reason for selection.

1st

Ross Tenney, South Australia
"Seltic Rose"

This is a strong, story telling, attention getting photograph because the fishing trawler is obviously aground.

The photographer has composed the image well with a strong foreground.

Good use has been made of birds and the tidelines forms a strong diagonal line of direction to the subject.

People in the photograph give scale and their attention is on the boat.

The Komatsu excavator is well positioned against a clear uncomplicated background.

The reason why the excavator is digging sand at the seashore is obvious. It is clearing sand away from the hull of the trawler so that it can be refloated at high tide.



1st Runner up

John Doust, Tasmania

This is an excellent photograph of the Komatsu taken from an interesting low viewpoint which dramatises the business end of the machine.

The black coal and white background really make great use of contrast and the uncluttered background is well chosen.

2nd Runner up

Graham Henschke, South Australia

A great human interest situation. One can't help smiling. The man with the spade certainly has his job in front of him. The body language of the man in the blue clothing suggests that he doesn't expect the situation to be retrieved for some time. The early morning mist successfully portrays the feeling of winter.



Komatsu Excellence Awards reward job skills

Komatsu Australia Excellence Award winners

Winners in each of the three divisions of the Komatsu Excellence Awards for 2001 were as follows:

Apprentices: David Mullen, from Komatsu Australia's Western Region, based in Perth.

Service technicians: Glenn Chard, from Queensland Region, based in Brisbane.

Parts: Mark Moran, from Central Region, based in Sydney.

Prize for each of the winners is a trip to a destination of their choice within Australia.

In addition, the region which gains the highest number of points overall is awarded a Perpetual Shield for the next 12 months. This year's winner was Queensland Region.



Parts interpreter's section winner, Mark Moran, going through his paces during the Excellence Awards.

Komatsu Australia has completed its 2001 Excellence Awards, aimed at recognising and rewarding job skills among parts interpreters, service technicians and apprentices.

2001 "Award Champions" for each of the three categories are detailed in the accompanying panel.

Entry to the Excellence Awards is open to Komatsu parts interpreters, service technicians and apprentices throughout Australia and New Zealand.

Entrants in each region sit a theory test, with those scoring highest in the test for each category flown to Sydney for the overall company awards.

The aim of the awards is to thoroughly test the finalists in a simulated workplace environment, assessing both their practical skills, as well as their product and technical knowledge.

Details of the three categories are:

Apprentices: Theory exam to test trade knowledge, plus assessment of practical work skills. First, second and third-year apprentices are eligible to enter. Judging/co-ordination by Ross Graham (Western Region) and Doug DeCean (Corporate Services)

Service technicians: Involved troubleshooting and repairing a WB97R-2 backhoe which had a number of "faults". This is a purely practical exercise, in which technicians had to find and fix the faults. It is open to both workshop and field service technicians. Judging/co-ordination by Scott Randall (Corporate Services, based in Brisbane) and Andrew Gale (Corporate Services Fairfield).

Parts interpreters: Theory exam to test product knowledge, plus a "customer" simulation designed to challenge parts



interpreters to ascertain exactly which parts are required. Judging/co-ordination by John Higgins and Dave Robertson (both Central Region), with assistance from general manager, parts Phil Lehmann.

Overall co-ordination and administration of the Excellence awards was carried out by Komatsu Australia's trainee engineer Brennan Garbutt and resource development co-ordinator Barry Potter, overseen by general manager, human resources Carol Johnson.

According to Brennan, the aim of the awards is to recognise and reward outstanding achievements of Komatsu tradespeople in their areas of specialisation.

"It also gives them a strong incentive to improve their skills – and to see the benefits to them directly from improving their skill levels," he said.

"For example, Dave Robertson, winner of the parts interpreters excellence award in 2000, has since been promoted to supervisor, and was also a judge in this year's awards."

According to Carol Johnson, key aims of



The Komatsu Excellence Awards were to develop safety awareness and practices, along with the broadening of personal development. "I was very pleased with the level of safety compliance displayed by all participants," Carol said.

"The involvement and commitment given to this competition at all levels of the company, particularly from a regional perspective, is extremely encouraging.

"All this combined to confirm that the message behind 'Our People Are Our Power' is held in high regard by managers of all departments," she said.

"I commend Brennan Garbutt and all the people that assisted in the organisation of this event. It was a very professional and well conducted competition."

Ian Olivieri, Komatsu Australia's managing director, said the excellence awards were an important initiative for the company, in conjunction with its "Our People Are Our Power" philosophy.

"The aim is to develop our own people to willingly take part in ownership of our business, reflecting our belief that every person makes a difference and every person counts as part of the whole jigsaw and is an integral part of Komatsu's continuing growth," he said.

"We were also very pleased to welcome our New Zealand contingent participating in their first Komatsu Excellence Awards," said Ian.



Clockwise from top: Concentration is the key, a contestant deep in thought. "Hands on": an apprentice tackles a tricky problem: Judges Scott andall and Andrew Gale judging a Service Technician: a contestant hard at work during the competition.

Tim Callaghan appointed KNZ product support manager

Komatsu New Zealand has a new product support manager with the recent appointment of Tim Callaghan to the position.

Tim has been with Komatsu in Australia since the late 1980s, specialising in product support roles.

His involvement with Komatsu began in the Mackay branch workshop in Central Queensland, where he was a mechanic, after which he moved to Townsville, initially as a field service representative, and later as a field service supervisor and product support representative.

His next move was to the Cadia mine in central western NSW as project manager, and then to Komatsu's Orange branch as manager. Late in 2000, he was appointed manager of its newly opened Wollongong branch, a position he held until moving to New Zealand.

Tim sees his role as developing Komatsu's aftermarket sales in New Zealand – an area where the company has not traditionally been that strong.

"I'll certainly be working to enhance our existing accounts, but also working to develop new accounts," he said.

"For example, we've recently substantially reduced prices of genuine Komatsu parts across the board, especially in the field of genuine Komatsu undercarriage.

"Our undercarriage prices in New Zealand have seen some deep cuts, both for parts and complete component sets, which will make us a lot more competitive in this market.

"We'll also be moving to promote Komatsu GET products in

New Zealand, including our Hensley and KVX lines. Certainly regional sales manager Jim Gardner's experience as former product manager for GET with Komatsu Australia will be invaluable here," said Tim.

Other product support initiatives being introduced by Komatsu New Zealand, and which Tim will be responsible for implementing, include:



- Working closely with Komatsu New Zealand's existing network of service partners, and enhancing the relationship with them.
- Providing additional service training for Komatsu fitters and mechanics in New Zealand
- Introducing Komatsu Australia's computer system to the New Zealand operation, providing better integration between the Australian and New Zealand operations, and improving customer support capabilities
- Retooling new workshop facilities at new Komatsu New Zealand premises to be established in Auckland (the location of these premises is yet to be decided)
- Establishing a new sales and support facility in Rotorua, servicing Rotorua, the Bay of Plenty and surrounding regions, particularly the forestry industry.

Komatsu releases toolcarrier variant of WA270

Komatsu Australia has recently released the WA270PT-3, a toolcarrier version of its WA270-3 wheel loader.

Designed for use in a wider range of applications than the conventional version, the WA270PT-3 features parallelogram type lifting arms.

These arms keep loads parallel to the ground and provide constant lift forces throughout all stages of the lifting cycle – essential when handling palletised loads with forks, when craning and when placing loads.

A hydraulic quick coupler allows for fast and easy change of attachments, including those from other brands of toolcarrier.

Attachments available include a wide range of buckets, pallet forks, crane arms, log grapples and many others.

Applications include local government, forestry, agriculture, industrial – in fact, any situation where parallel lifting and more precise control of loads than can be provided with conventional Z-bar linkages is required.

The WA270PT-3 also features Automatic Load Stabilisation, providing a comfortable and stable ride for the operator when roading or on rough ground.

Bucket sizes on the WA270PT-3 range from 2 m³ to 2.4 m³.

Power comes from a Komatsu SD6 102E1 diesel rated at 103 kW, through a fully automatic powershift transmission with kickdown, controlled through a multi-function lever that allows the operator's left hand to stay on the steering wheel at all times.

This servo-operated multi-function lever allows simultaneous control of the bucket (or other attachments), as well as forward/reverse travel, and transmission kickdown.

Optimum performance in difficult conditions is achieved through the use of the standard, multi-disc self-locking differentials with 45% locking value in both axles. These give full traction in the slickest underfoot conditions.

The heavy duty full floating axles are of a size normally seen on larger machines, and allow the use of heavy duty outboard planetary oil-bath, multi-disc brakes.

Komatsu is offering radial tyres as standard, using 20.5 R25 L3 tyres for improved ride, stability and traction.

Control of the machine is enhanced in roading and load-and-carry operations



through Komatsu's Automatic Load Stabiliser (ALS) system, which automatically cuts in at speeds over 5 km/h.

The WA270PT-3's two-stage hydraulic system features an Automatic Power-Speed (APS) system which automatically adjusts to individual operating conditions to provide the optimum combination of power or speed.

In short loading cycles in restricted spaces, the system increases oil flow for fast bucket lift and tipping.

However, during heavy breakout and lifting work, the APS system reduces flow and boosts pressure, delivering maximum power to the bucket and the transmission system.

Access to the cab has been substantially improved over other models, with well-positioned, wide steps and grab handles giving direct and easy access into the cab for the operator.

The flat-floor cab provides minimal obstruction on the floor and simpler cleaning, factory air conditioning is provided as standard, along with a tilttable steering column and full air-suspension seat and a quiet operator environment with sound level at the operator's ear of 74 dbA.

Other standard features include a warning beacon

on the top of the cab, and a Turbo II pre-cleaner to extend service and maintenance intervals of intake filters.

Brief specs of the WA270PT-3 are: Operating weight, 12.7 tonnes; powered by Komatsu S6D102 E1 diesel rated at 103 kW; bucket capacity range 2-2.4 m³; bucket breakout, 9600 kgf; operating load, 3.7 tonnes; maximum speeds F/R, 41.8/27.2 km/h.

“The WA270PT-3 features Automatic Load Stabilisation, providing a comfortable and stable ride for the operator when roading or on rough ground.”



Komatsu drill service packages

reduce risk

Complete maintenance packages for drill rigs used in the drilling, construction and mining industries are available through Komatsu Australia.

According to Angus Fotheringham, the company's product manager, drill rigs, contract maintenance packages can remove much of the risk for drilling contractors, quarries and mines.

"We are able to offer maintenance contracts covering cost-per-engine-hour or cost-per-metre-drilled," he said.

"These are full service contracts, covering parts, labour and scheduled servicing, as well as breakdowns or repairs for drills.

"Typically, for quarries these contracts run for 7000 to 8000 hours, or for periods of three to five years," said Fotheringham.

"And because they are agreed-rate contracts, owners can get a very accurate handle on their drilling costs over the life of a project – removing much of the risk."

In the case of cost-per-metre-drilled contracts, drilling consumables can also be covered.

Komatsu's drill service contracts are available for new or used drill rigs sold through the company.

Angus said that with the recent release of Ingersoll-Rand's ECM-660 drill rig in Australia, Komatsu was in a position to substantially lower per-metre-drilled consumable costs with this new drill.

"Our new 660 features innovative technology from Montabert that constantly monitors the material being drilled, adjusting rotation, feed and percussion pressure, plus feed speed to suit the conditions, from hard rock to loose material or even voids.

"The result is that we are able to achieve drilling consumables life two to four times longer than for conventional drill rigs," he said.

"In a cost-per-metre-drilled contract, we will stand by these claims. By taking advantage of these longer consumables lives, we can

offer customers fixed-cost drilling at very competitive rates.

"That further reduces the risk for drill owners. They know what it will cost them for every metre they drill, and they can price accordingly over a 12-month rolling period.

"On top of that, there is no need to have your own service people on call – all those issues are handled by Komatsu Australia."

Komatsu Australia has had many years'

experience in providing service contracts on its heavy equipment, going back 10 or 15 years in the case of its large mining equipment.

"Since we took on the Ingersoll-Rand drilling franchise in the early 1990s, we've been offering full service contracts for the mining industry, and we're now keen to expand that into the quarrying and contracting sectors.

"Providing service contracts is a core business for us," said Angus, who has had many years of experience in developing maintenance contracts for the drilling industry.

"We've got people in this company who are very experienced in servicing these types of contracts.



Jim Gardner appointed Komatsu NZ sales manager



Jim Gardner, formerly product manager GET with Komatsu Australia, has been appointed regional sales manager with Komatsu New Zealand.

Jim has had many years' experience with Komatsu, having been with Komatsu Australia and its predecessor companies since 1985, both in general line and mining sales.

For the 12 months prior to his joining Komatsu New Zealand in late August, he was product manager GET, and before that was product manager, Ingersoll-Rand drill rigs.

"I am very much looking forward to the challenge of helping grow the Komatsu business in New Zealand," he said.

"Many elements of the market here are similar to the Australian market, but in other ways, there are some fundamental differences.

"For example, the forestry market here is very important, and extends across virtually the whole country. Mining, on the other hand, is not on the same scale as in Australia, while in construction, equipment tends to be much smaller," said Jim.

"We also intend to increase our sales in the after-market business, where Komatsu traditionally has not done that well.

"For that reason, we've appointed Tim Callaghan, who's had over 12 years experience in product support with Komatsu in Australia, as product support manager, New Zealand," he said.

Craig makes two excavator owners very happy

In early September, Craig Hahnel, Komatsu Australia's product manager, hydraulic excavators, had the enjoyable task of delivering some very good news to two Australian Komatsu excavator buyers.

This was the announcement that they'd been the lucky buyers of the 1500th Komatsu Dash 6 excavator and 4000th Komatsu excavator sold in Australia.

Coincidentally, both winners were in Queensland, so Craig headed for the Sunshine state to deliver the news.

1500th winner

Craig's first stop was Peter Evans of PJ & WL Evans Excavations in Brisbane, who'd just taken delivery of a 12 tonne PC120-6 excavator.

Accompanying Craig were David Laidlaw, Komatsu Australia's Brisbane sales manager, and sales representative Ron Moodie.

Peter was not aware of the reason for the visit and was very surprised and delighted to be awarded his prizes.

They included a commemorative brass plaque for mounting in the cab, indicating the machine was the 1500th Dash 6 Hydraulic Excavator sold in Australia, plus a specially mounted scale model.

Peter's main prize is a trip for two to the Melbourne Cup.

"I am very excited about winning the prizes, as I've never been to the Melbourne Cup before and am really looking forward to it," said Peter.

His PC120-6 was the eighth Komatsu excavator he has purchased over the past 10 years.

"I have been very happy with their performance and reliability, while the level of service I've received from Mick Brown, Komatsu's resident serviceman, has always been excellent," Peter said.

4000th winner - Helvory Contractors.

Craig's next stop was a little further north, to visit mining contractor Helvory Contractors, which had its recently delivered Komatsu PC1800-6 excavator working on rehabilitation and general excavation duties at BHP Billiton's Goonyella Riverside mine at Moranbah, Central Queensland.

Craig, along with Komatsu Brisbane sales rep Jason Peters, visited Tony Ivory, one of Helvory's principals, and Michael Hill, Helvory's mining manager at the mine.

Tony was presented with a commemorative plaque for mounting in the machine's cab, along with a mounted scale model – plus the big prize: a trip to Japan to visit Komatsu's factories and facilities.

The PC1800-6 delivered to Helvory is only the second unit of this model sold in Australia, and the first new machine bought by the company.

However, the success of two used Komatsu PC1600-1s that the company already owned were instrumental in its decision to buy the PC1800-6, according to Tony.

"We already have two PC1600s working at Moranbah and have been very happy with their productivity, reliability and the product support provided.

Top: Craig Hahnel congratulates Peter Evans on the purchase of Australia's 1500th Dash 6 excavator. Left: Craig Hahnel (left) and Jason Peters pose for a photo with Helvory Contractors' Tony Ivory and Michael Hill in front of the 4000th Komatsu excavator sold in Australia.



"In addition, sales rep Jason Peters was very efficient with follow up and answering queries during our decision-making process," he said.

Tony explained that the new PC1800-6 will be working 24 hours per day, operated by three crews on a six-day roster, loading 135 tonne rear dump trucks.

It is working on rehabilitation projects, along with removal of topsoil, assistance in mud removal and in various other areas where a machine of this size is required.

As well, BHP Billiton is hiring the machine for a trial to examine whether the excavator can be used to dig coal unshot, therefore saving on blasting costs and improving wash plant recovery by mining coal with less fines.

"Although this may be the 4000th excavator Komatsu has sold in Australia, this PC1800 is the first new machine Helvory has bought, so it is a very momentous occasion for them," said Craig.



KOMATSU KID'S CORNER



Colouring comp winners...

0-4 years

Katie Lovatt (4)
Woodburn, NSW



5-9 years

Aaron Honey (9)
Chidlow, WA



10-13 years

Andrew Schulz (10)
Boardertown, WA



14+ years

Steven Beltrame (16)
Rostrevor, SA



KOMATSU CODE BREAKER

Test your skills as a super spy code breaker. Find the words listed on the right... They are all located within this grid.

Z	K	T	R	U	C	K	S	V	L
D	A	Q	P	K	T	R	I	L	P
R	P	W	I	L	Y	B	Q	V	G
I	E	X	C	A	V	A	T	O	R
L	R	K	L	S	H	G	K	F	A
L	B	Z	K	X	S	P	M	J	D
S	G	D	B	O	F	R	T	W	E
L	J	F	C	D	M	Z	G	K	R
X	T	S	R	N	H	A	Y	O	W
S	E	R	V	I	C	E	T	F	A
N	L	H	E	J	K	R	B	S	Z
Y	E	Q	Y	B	E	T	K	P	U
Z	W	R	C	D	W	A	U	A	P
O	K	S	A	K	B	I	Z	R	Q
W	N	O	W	O	H	L	F	E	F
P	L	D	G	Z	Q	P	R	S	T
B	H	K	B	A	C	K	H	O	E
D	O	Z	E	R	G	M	K	S	Z

- LOADER
- EXCAVATOR
- KOMATSU
- DOZER
- TRUCKS
- SPARES
- SERVICE
- DRILLS
- BACKHOE
- GRADER

THE NEW KOMATSU SKID STEER LOADER IS COMING...



...**FAST**

KOMATSU
www.komatsu.com.au