

# DOWN TO EARTH

ISSUE 48



## PC200 Hybrid

### **KOMATSU RELEASES HYBRID EXCAVATOR**

TRIPLE EIGHT RACING TEAM FEATURE

INTRODUCTION OF 960E-1 DUMP TRUCK

**KOMATSU**  
*Driven by your success*



PC1250SP-8R  
**a force**  
to be reckoned with

Komatsu's latest Dash-8 excavator range is loaded with features and big on performance. The PC1250SP-8R combines digging force with greater control, all powered by an impressive environmentally friendly engine. The result is high quality, highly productive machinery – from Komatsu.

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- ✓ Quality one-piece components for greater reliability and durability
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# PRESIDENTS VIEW



**Bill Pike**  
President  
Komatsu Australia Pty Ltd

As we head into the second quarter of our financial year, the signs are very good for Komatsu Australia Ltd (KAL).

Despite a softening in the North American and European construction business, the Australian construction market is proving to be quite resilient. Government spending on infrastructure projects coupled with non-residential engineering and general construction projects will ensure continued growth in this sector.

The global demand for commodities has ensured a continuation of the strong expansion and re-capitalisation plans from our mining customers. Our mining business is thriving with a clear expansion evident in the Queensland and New South Wales markets.

The challenge for KAL going forward will be our ability to meet the very high level of customer demands. To that end we are working more closely with our customer base to more clearly understand their needs, so that we can secure production slots from our affiliate plants across the globe. In essence, the more advanced understanding we have the better placed we will be.

I'm sure many of our customers have seen the impact of strong global demand on supply lead times in the Australian market. Our direct corporate link to Komatsu's global resources places us in a unique supply position, one which allows us high degrees of input at the highest levels of our worldwide organisation.

To further capitalise on our current position KAL has developed its

internal ordering and tracking systems, allowing greater visibility and control of our supply chain. Throughout this financial year additional system enhancements are also planned.

Our national facilities upgrade continues and new branches will open later this financial year in Brisbane and Westport New Zealand. In each of our existing facilities we are also rolling out our "Feel Safe" Safety campaign, highlighting to all stakeholders the KAL emphasis on safety. Tremendous advances have already been made, but more work is planned.

To all staff who are involved in these projects, thank you and keep up the good work.

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Front Cover  
Komatsu's revolutionary Hybrid excavator – release on page 21.

## KOMATSU AND TRIPLE EIGHT: DIFFERENT INDUSTRY, SAME GOALS

**Following Komatsu Australia's decision to become a major sponsor of championship winning V8 Supercar team Triple Eight Race Engineering, this edition of D2E magazine provides a special profile of the team's star drivers, Craig Lowndes and Jamie Whincup, and how they see their relationship with Komatsu.**

Both Craig and Jamie have achieved outstanding successes on the V8 Supercar circuit, including three wins in the Bathurst 1000 for Craig (two of them partnering with Jamie) and being the first winners of the 2007 Bathurst/Sandown double in 10 years.

In 2007, Jamie was second in the Supercar touring championship series, with Craig third.

This year they are continuing their track successes with podium finishes in early races for the 2008 series – most recently at Melbourne's Sandown Raceway in June.

Since Komatsu's involvement in sponsoring Triple Eight, both Craig and Jamie have become enthusiastic ambassadors for Komatsu and its products.

Craig's sponsorship package has included a Komatsu D61EX-15 dozer which he uses on his family farm north of Brisbane, while Jamie has had the opportunity to test-drive a number of items of Komatsu equipment.

Their comments on the challenges of operating construction equipment, compared with driving a high-performance race car make interesting reading!

### The driving challenge

D2E spoke to both Craig and Jamie about driving a V8 Supercar and the common challenges facing both Triple Eight and Komatsu Australia.

As they both point out, preparation, commitment, fitness and teamwork are essential for a successful program.

"Driving a V8 Supercar can be quite physical," said Jamie.

"We are braking multiple times a lap, the gear changing is quite hard and aggressive and there is a lot of feedback

back through the steering wheel, from a 1355 kg racing car with big slicks to give plenty of camber.

"As our races go for over two hours and the cabin temperature is over 50° Celsius; well, when you are doing quite a physical activity for over two hours at 50°, you can see why fitness is important," he said.

"And there's also the mental side of things. When you start getting tired, the fitter guys can mentally keep themselves under control much better and cope with being out of their comfort zones a lot better than someone who is not as fit."

Craig backed up these comments.

"For fitness, I run every day; I motivate myself to do that, and I am personally motivated to do well.

"And we are backed up by a team of 45 guys working full-time to ensure the race cars are strong enough, reliable enough and fast enough to last 1000km at a Bathurst race," he said.

"Racing is such a team sport that requires everyone doing their job, with every element of that team, working as a group. Without that complete package, you are only as strong as your weakest link," said Craig.

Jamie also took up the teamwork theme.

"We can deliver a fantastic product on the track, and you guys at Komatsu can sell a fantastic product to a customer – but without that constant maintenance and constant support, you won't do very well consistently.

"It's even down to making sure that the cook does a good job and feeds us the right food; it's very much a team activity and it's so important to work as a team and make sure that every element of the business is running right," he said.

**Craig comments:** "Komatsu's Driven By Your Success slogan really fits in well with what we are doing at Triple Eight.

"Triple Eight Race Engineering is an engineering team, not a race team.

"We are always looking to innovative ways to design better cars. We are all working as one team, with the

aim of winning.

"We are driven by our success. I think there's a lot we have in common with Komatsu.

"We are always designing, evolving, always challenging ourselves to be better at what we do – just like Komatsu," he said.

**Jamie comments:** "At the end of the day, that's what's important, that's what is going to allow us to be on the top step of the podium or – as in the case of Komatsu – to be market leaders.

"We're both striving to be market leaders, aren't we?

"We want to be the best out there and we are competing against fairly well regarded forces," he said. ■



**"We are driven by our success... there's a lot we have in common with Komatsu"**

# CRAIG LOWNDES



**“I know what Komatsu is all about, and what it stands for.”**

**Craig, who is now in his mid-30s, started his racing career at the age of 10, driving go-karts, before moving on to Formula Ford, and then Formula Holden in the early to mid 1990s.**

He has been a full-time race driver since 1996.

Craig pays tribute to his father who, like Craig is a motor mechanic by trade.

“Dad worked for the Holden Dealer Team in the 1960s and early ‘70s. He looked very closely at the suspension and the geometry of a car, and that’s where I learnt a lot.

“Through his commitment to motor racing is how I became who I am,” said Craig.

His family also has a background on the land, with Craig growing up on the family farm in Victoria.

Since he and his wife Nat started their family – they have two children, Levi (5) and Chilli (3) – they were keen to get back on the land, and now have around 420 acres about an hour’s drive north of Brisbane.

“We run a few beef cattle here, mainly as a hobby,” said Craig. “It makes a change from racing cars.”

Craig opted to include a Komatsu D61EX-15 dozer as part of his sponsorship package for a number of reasons.

“We have fire trails all around the boundary lines – this is quite a fire-prone area – and we need to keep them clear,” he said.

“We’re also going to put in another water tank here, so I’ll use it to prepare the ground for that.

“As well, I’m building some motorbike trails around the farm, the longest of which is about 6km, for our family dirtbikes. I also want to put in some motocross jumps and some enduro trails.”

Craig has had the dozer on the farm since mid-January and reports it’s very easy to drive – “a lot easier than I expected”.

“It was the first time I’d driven a dozer; I’d driven skidsteers, excavators, rollers and trucks in the past, but never a dozer,” he said.

“It’s all joystick control, so it’s very easy to drive – much like a skidsteer so it

hasn’t been too hard to get used to.

“The hardest thing for me has been to get my mind around the braking on a dozer, which is completely different to that on a racing car!

“I find the six-way blade is perfect for fixing up driveways, drains and all the other things we are doing here. It’s a centre-mount blade and it’s perfect for what we are trying to do here,” said Craig.

“The ripping is also good, particularly for the water tank pad we are putting in. There’s a lot of shaly rock here, and it’s good to be able to break it up before we can push it away.

“It’s been fantastic, not only for cleaning up the existing firebreaks around the property, but it’s also allowed us to add in others,” he said.

Craig, Nat and their children have been on their property about four years, building a new home on it from scratch and to their own design and ideas.

“When we bought the place, it had no houses, just a paddock,” said Craig.

“It gives us a great happy medium

between the pressure of racing and competing in the team – I’ve been racing now for 24 years, since I was 10.

“It’s great to get back here and be a farmer and family man, working around the family, with cattle, horses, dogs, etc.

“We also really love having Komatsu on board, and having the dozer fits in really well with what we’re looking to do around the farm,” he said.

“Over the years, I’ve developed a good knowledge of the construction industry, and I know what Komatsu is all about, and what it stands for.

“Since Komatsu has come in as a sponsor, the company’s been really good to work with,” said Craig.

You can read more about Craig and Triple Eight Race Engineering at [www.teamvodafone.com](http://www.teamvodafone.com), or Craig’s own fanclub website at [www.craiglowndes.com](http://www.craiglowndes.com). ■

**“Driving a high-performance racing car is demanding... but so is operating a piece of earthmoving or mining equipment.”**



# JAMIE WHINCUP

**Twenty five-year-old Jamie has been racing go-karts since he was seven, which he did as a "father/son thing" with his dad around tracks in Melbourne.**

"Then we started to enjoy the racing and started to race all over Victoria and then, eventually, all over Australia. We raced, gee, 40 weekends in the year I suppose," he said.

"We did a lot, a lot, of racing, but Dad is by far my biggest influence. He was the one who drove me around and he was there all weekends helping me out with my karts.

"He enjoyed it as well, he loved his motorsports," said Jamie.

His family has long been involved in motorsports; his uncle used to race cars, with Jamie's father as his mechanic.

"So motorsports is a family interest and, Dad, yeah, he definitely does enjoy going to the racetrack."

Jamie had a similar progression as Craig, from go-karts straight into Formula Ford after his father and uncle bought him a car "much to my delight".

After winning the 2002 Formula Ford national championships, Jamie was offered a V8 Supercar spot in 2003 – but then found himself without a drive for 2004.

"I was back working at dad's printing press and really had to work hard to

make it as a racing driver."

He was offered a position with Tasman Motorsport in 2005 and, following a very successful year – including podiums at Bathurst and Sandown – was offered a performance-based contract teaming up with Craig at Triple Eight.

"Now, I look back and see I'm driving for one of the best teams in the category and I've been lucky enough to do two Bathursts and second in the championship last year – you know, they're my biggest achievements," said Jamie.

As a single person, Jamie's life at present is dedicated to racing cars.

"I don't have a partner and I don't really need any responsibilities apart from getting the racing car around the track as fast as possible," he said.

"I live in just a small apartment on the Gold Coast and being single, I can dedicate all my time and effort into being the best team member and driver I can be."

Since becoming involved with Komatsu through its sponsorship of Triple Eight, Jamie has had opportunities to operate a number of Komatsu machines, including excavators and wheel loaders.

"I particularly found driving a loader very weird. The whole pivot in the middle thing was quite strange, it

felt very unnatural at first, but after a short time I started to get into that, and I can see exactly why they do it.

"It keeps the bucket very straight, so you can get in there and shift material very accurately," he said.

"I was also very impressed that with such a big, heavy piece of machinery, how finely tuned it is, and how delicately it does things, especially the excavator.

"I've now got a lot respect for good excavator operators as well.

"I've watched those guys smooth topsoil on a bank and it all looks pretty easy, but, you've got to have three or four things happening at once and it takes real skill.

"Driving a high-performance racing car is a demanding, high-skill operation – but so is operating a piece of earthmoving or mining equipment. Those guys just don't get the same recognition as we do," said Jamie.

You can read more about Jamie and Triple Eight Race Engineering at [www.teamvodafone.com](http://www.teamvodafone.com), or Jamie's own fanclub website at [www.jamiewhincup.com.au](http://www.jamiewhincup.com.au). ■



*Pictured: Jamie tests his operating skills on a Komatsu WA470 when he was visiting the Auckland New Zealand branch early this year.*

# CDE CAPITAL OPTS FOR KOMATSU

**CDE Capital, one of the Northern Territory's leading employers of indigenous labour, has recently purchased a fleet of Komatsu for mining and construction projects across the Top End, from the north of Western Australia, the Northern Territory and Far North Queensland.**

Equipment recently delivered to CDE Capital includes eight HD785-7 dump trucks, two PC1250SP-7 excavators, one PC1250SP-8R excavator and a PC2000-8 excavator.

CDE (Central Desert Enterprises) was formed in 2000 by Sid and Jenny Rusca, who in the 1970s had started S&J Earthmoving to provide earthmoving and civil construction services in the Northern Territory.

Their sons Robbie and Shannon Rusca, in partnership with Adelaide businessman Anthony Giustozzi, formed CDE Capital in 2005 in order to pursue opportunities in the mining sector across the Top End, both in contract mining (dry and wet hire) and also in mine infrastructure construction.

The company has a strong commitment to Aboriginal

employment and training, in order to achieve company goals in the areas in which it operates.

It prides itself on its ability to provide meaningful training and employment opportunities for those in the local community in which it works.

According to logistics manager Wally Gallio, on some of its projects, it has recruited up to 50% of the workforce from the local community –with around 85% of its permanent workforce being Aboriginal, and a strong indigenous training package in place.

“For example, when we go to Port Hedland or Tanami, we get people from the local communities, we train them and try to set them up in their own business when we leave the mine or take them with us to other jobs.”

One of its clients is Copper Co Mining's Lady Annie mine, northwest of Mt Isa, where it carried out the Stage 1 civil works and is continuing to carry out additional civil works – including the use of one PC1250SP-7 excavator on these works, said Wally.

CDE Capital also has a contract to supply equipment on a dry hire basis, including the eight HD785-7 dump trucks and two of the PC1250SP-7 excavators and the PC2000-8.

The maintenance and support element for this contract is a joint venture between CDE Capital and Komatsu Australia.

Wally said the trucks and excavators for this project are being used to cart the excavated ore from the pit to the mill.

CDE's third PC1250, (a PC1250SP-8) has been working at Tanami Gold's Coyote Mine in the NT, and has been shifted to Port Hedland, WA, to work at Atlas Iron Mining.

In addition to this equipment bought new from Komatsu Australia, CDE Capital also purchased a fleet of eight HD785-5 trucks from Singapore, shipped them to Darwin and refurbished them for use in various projects.

“When we bought our fleet of Komatsu trucks and excavators, we just thought that the price and the servicing support that we had from Komatsu were a bit

better, plus they were better able to meet the supply time constraints,” he said.

“The performance of these machines has been very good.

“The HD785-5s from Singapore were brought over and refurbished... we've found them to be pretty beneficial.

“They've had a few hours up, and we've had to change components out, but we are pretty happy with the machines,” said Wally.

“The support we've had from Komatsu has been good – especially in Mount Isa, Gavin Gardner and his team have been really good on the mining.

“Overall, we are very happy with the service we have received from Komatsu,” he said. ■

## STOP PRESS!

CDE Capital has also placed an order for a D375A-5E0 dozer and a SK1020-5 skid steer loader for delivery to Perth-based Atlas Iron for its Pardoo project.





# WA OPERATORS DELIGHTED WITH NEW BACKHOE

**Operators with Main Roads Western Australia have been “wrapt” in the performance of their new Komatsu WB97R-5 backhoe, which was delivered in late January 2008.**

The machine operates out of Port Hedland in north Western Australia, covering the Pilbara region for the department, primarily searching out soils and gravels suitable for road pre-construction activities in this very remote region.

It will also be used for excavating around bridge pylons after floods and

cyclones – which the region is prone to – and inspecting the condition of pylons that have been silted-up. Other activities will include clean-up work after cyclones and pit rehabilitation.

Pat Matthews, Perth-based plant manager with Main Roads WA, said the senior project manager in the region had discussed the WB97R-5 with him about three weeks after it was delivered.

“Over that first three weeks, they’ve been wrapt in it after having it out to work,” said Pat.

“Already he tells me we are getting a return on our investment and it’s more than meeting our expectations.

“A major factor in how much the operators like it is the machine’s comfort.

“He and the other operator find it very comfortable to drive; something that’s very important when you have to travel 5 to 10km in very hot temperatures from job to job,” Pat said.

The MRD purchased the backhoe after going to tender, which Komatsu won.

“When we drew up the tender

specs, issues included driver comfort, performance and reliability,” he said.

“We also spoke to other owners who had the same model – and the feedback was very good.

“Komatsu’s reputation for after-sales service and in terms of spares holdings was another important consideration.

“And considering they have a branch in Port Hedland for spares backup and support meant that we were very happy to go with Komatsu,” said Pat. ■

*Pictured: The new Komatsu WB97R-5 Backhoe is impressing Main Roads in the Pilbara region.*



# WA PLANT HIRER IMPRESSED WITH EXCAVATOR PERFORMANCE

**Karratha-based San Remo Plant Hire – which has just changed its name to Karratha Plant Hire to better reflect its area of operations – has had a fleet of Komatsu excavators – including a PC200-6 which is coming up to 20,000 hours – working on the recently completed Burrup Peninsula LNG project.**

Karratha Plant Hire, owned by Phil and Tammie Patterson currently owns six Komatsu excavators, including two PC40MR-2, a PC78MR-6, a PC200-6, a PC200-8 and a PC300-7.

Most of these machines have been working on the LNG project over the past two years, although the company supplies equipment for a wide range of civil construction and earthmoving projects throughout the Pilbara region, said Phil.

Phil bought his first Komatsu excavator – the PC200-6 coming up for 20,000 hours – in 1999, and has been buying them ever since. His most recent purchase is a PC200-8.

“The performance of our Komatsu excavators has been very good,” he said.

“I’ve been very pleased with their performance, especially my original PC200-6, which has done a lot of rockbreaking and rock excavation work around the Pilbara, and more recently on the LNG project.

“I’m very happy that we’ve got 20,000 hours out of that machine, and it’s still going; if I get that much out of the other ones, I’ll be very happy,” said Phil.

“Now the old one’s mainly just trenching, and it has a rock breaker

on it permanently. I’m going to see if I can kill it with a rock breaker!” he said.

Karratha Plant Hire’s new PC200-8 is mixing roadbase and loading trucks on Phase V of the LNG project at No Name Creek, with the two PC40MR-2s carrying out camp concreting works and trenching for electrical and other systems at Gap Ridge, just south-east of the peninsula.

The PC300-7 is currently working on the Perth-Bunbury Freeway project south of Perth, while the PC78MR-6 has just come off the Phase V project, where it was doing trenching and drainage works for the past two years.

Phil said he had always been pleased with the support from Komatsu Australia.

“Port Hedland has a good-sized branch and there’s two fitters locally at Karratha, who are good young blokes, good fitters,” he said.

“Plus, my local sales rep Dean Jones has always been terrific to deal with, and nothing has ever been too much trouble for him – except for the time I took him fishing up here, and had to bait his hooks!”

Phil and Tammie started San Remo Plant Hire in 1986, with a skidsteer and tipper, and have built the company up since then.

Today, in addition to their six Komatsu excavators, their fleet includes rollers, water carts, tippers, skidsteers and backhoes. ■



# OPERATOR CHOICE AND SERVICE DRIVE NARRABRI'S CHOICE OF KOMATSU GRADERS

**Operator choice, along with service and backup, were key reasons for Narrabri Shire Council, based in the Namoi Valley of northwestern NSW, to purchase a replacement fleet of four GD655-3 Series II graders.**

The new graders join the shire's existing fleet of two GD555-3 maintenance patrol graders delivered in 2004, and a veteran WA320-3 Loader which it has owned since 1995.

According to David Parker, Narrabri Shire's Fleet & Supply Services Manager, two of the new graders are being used for maintenance patrol purposes, while the other two will be used in construction applications.

"The two patrol graders have been fitted with 12 foot blades and bull blades on the front, the other two have the standard 14 foot blades but have been fitted with

the Leica 'Gradesmart' machine control systems; these units will be predominately used for construction work," he said.

The four new machines replaced another brand of grader. David said they were selected because they came out on top in three of the five criteria used by the council.

**"Our operators tested a number of different brands and, straight up, their preference was for the Komatsu 655s.**

"They won three of the five categories: the operators' choice; service and backup – because we have a Komatsu resident mechanic based at our depot," he said.

"Our original tender was for four graders and we originally wanted two MG7s and two MG8 class machines.

"However, the package we were offered by Komatsu meant we could go for four MG8 class machines.

"Our operators tested a number of different brands and, straight up, their preference was for the Komatsu 655s.

"They liked the conventional controls, good visibility, and they loved the direct drive/torque converter system on the Komatsu machines," said David.

In addition, the upgraded cooling system that Komatsu has introduced on its Series II graders would make a big difference to the performance of the machines, he said.

"The Series II has a lot of improvements, especially in the cooling package; now you walk past the back of them and you can feel the high volume of air coming off the fan.

"...our biggest enemies have always

been heat and dust and now with the new cooling package, we don't have any problems at all.

David said another big factor in the decision to go with Komatsu graders was the local support available.

"Since Komatsu has taken over the previous Gough & Gilmour facility at Gunnedah, part of that parcel has been a resident mechanic at Narrabri. For us, it's very attractive to have someone here on deck," he said.

Narrabri Shire's oldest Komatsu machine is its 1995 WA320 loader, which has logged over 10,000 hours. This is primarily used for loading out of material in the council's quarrying operations.

"It's always been a very good, reliable machine for us," said David. ■



# CI PROGRAM PAYS OFF IN A BIG WAY AT KALGOORLIE'S SUPERPIT

*This is an edited version of an article by Fiona Thomson that originally appeared in the May 2008 edition of "The Dirt". KCGM's quarterly newsletter for employees, contractors and the community.*

**Komatsu has successfully applied its continuous improvement program to its on-site operations Kalgoorlie's Superpit, operated by Kalgoorlie Consolidated Gold Mines (KCGM), which include responsibility for availability and maintenance on the mine's four PC8000 shovels, as Fiona Thomson reports.**

On-going maintenance of the four shovels at the Superpit, and ensuring they achieve the required levels of reliability and availability is a major challenge in the current global climate of an unprecedented mining boom.

For example, Komatsu Australia's parts department has to order parts for shutdowns up to two years in advance! There are only six PC8000s in Australia, four of which are at KCGM, and parts are just not readily available.

To ensure that Komatsu Australia maintains the required levels of support, reliability and availability to KCGM,

it has applied "Kaizen" methodology (meaning "change for the better" or "continuous improvement") at this operation for the past four years.

Garry Giles, Komatsu Project Manager at KCGM is "always encouraging my guys to look at ways to improve" and since he has been at site, he has seen many improvements in the way the team conducts its work.

On a monthly basis the Komatsu team, along with KCGM's Steve Bryce (Maintenance Superintendent) and Kapila Karunaratna (Manager Mining), set monthly targets in association with an activities checklist and 3W (what, who and when) action log.

Garry continually reviews action items that have previously been implemented to ensure they keep working the way they were intended.

"This is a great way to continuously review what had been planned to be achieved – forming an integral part of Komatsu's 'Plan-Do-Review' CI methodology," said Garry.

In addition, each year for the past three years, a business improvement specialist from Komatsu's Japan headquarters has visited KCGM to

undertake time-and-motion studies on the process/equipment interface – monitoring and critiquing maintenance activities for improvement.

In October 2007 Komatsu commissioned a shutdown caravan equipped with a communication system to improve the level of communication on the shutdown pad.

Full computer access – the same as when working in any site office – allows better compliance data (job safety analysis) and parts and maintenance program access.

At all times requests for parts can be emailed, organised ready for pick up at the store, allowing supervisors to keep up to date with all their normal input and data entry from the pit, saving many trips backwards and forwards.

This idea came from Komatsu's site shift foremen and was supported by Gary Giles and those in the KCGM team – a great example of supplier-customer teamwork!

And in a further bid to maintain and improve shovel availability, Komatsu (with KCGM support) last year, changed its two 20 minute daily inspections to a 40 and 20 minute

schedule per machine.

This has allowed more time to complete small jobs rather than having to reschedule for larger maintenance shutdowns.

As a consequence, availability has increased and MTBF (Mean Time Between Failures, or reliability) has increased.

Superpit General Manager Russell Cole commented that "Komatsu's take up of the 40/20 initiative has been excellent and they have really made it their own."

The Komatsu team at the Superpit has also come up with a host of other ideas to increase reliability and extend service intervals and life of components and consumables, covering such aspects as hydraulic systems, air conditioning, lighting, GET and the shovel buckets themselves.

Many of these ideas have since been shared with other Komatsu mining operations around Australia.

Clearly Garry and his team are committed to making their KCGM service depot one of the world's best practice operations. ■



# TAKE 5 HELPS KOMATSU ACHIEVE EXCELLENT LTI RECORD AT KCGM

**Komatsu has recently clocked up an impressive lost-time injury (LTI) free record at Kalgoorlie Consolidated Gold Mines (KCGM), where it operates four PC8000 shovels (see main story on page 10).**

Komatsu Australia is responsible for maintenance of the four shovels, and has just logged 1000 days LTI-free – having had only two LTIs since 1999.

Previously, it had achieved 2000 days LTI-free, giving a total of more than 3000 days LTI-free during its time at KCGM.

Garry Giles, Komatsu Australia's project manager at the mine, attributed this success to the company's Take 5 strategy, which allows it to continually track individuals' compliance to ensure they are thinking about jobs before actually starting them.

For example, during 2007, the Komatsu team at KCGM completed a series of major shutdowns on the shovels without recording any significant incidents.

It was also able to improve safety

standards while steadily increasing equipment performance.

"This is a very pleasing result for the Komatsu team at the KCGM site, as all personnel have worked very hard to achieve this goal – as we all strive to achieve zero harm and send our people home safe every day and night," said Garry.

Kapila Karunaratna, KCGM mining manager, paid tribute to Komatsu's latest achievements at the mine.

"Safety is not about luck. It's about everyone knowing what they are

doing, and doing right things, backed up by good systems and processes," he said.

"Working with complex large shovels has obvious challenges, and it is a credit to the maintenance crews that they work effectively and stay safe.

"This achievement would not be possible without the unified commitment to safety and ongoing diligence of all the crew and supervisory staff – not least the high standard of safety maintained in the field by Garry Giles," said Kapila. ■

# KOMATSU DELIVERS FINANCE & SUPPORT TO ENVIRO

**Three Komatsu excavators fitted with Sandvik breakers and demolition attachments are playing a key role in the demolition of a 17 storey building in Brisbane's CBD between June and the end of August.**

The project is being carried out by Enviro Site & Civil, which was founded by Myron Lichtnauer in 1998 to form part of the Enviro Site Group of Companies – a leading player in the Queensland demolition industry for more than 30 years.

Equipment being used to demolish the building, at 77 Eagle Street – and formerly home to Friday's Nightclub – includes a PC40MR-2 and a PC78UU-5, both fitted with Sandvik Rammer breakers and cutter crushers. A Komatsu SK815-5 skidsteer is used to push material down a chute for collection and cartage at the bottom.

The machines were lifted to the top of the building in late May and mid June using a 120 tonne capacity crane, with the project expected to take around four months in total.

Down at street level, a Komatsu PC300-7, also fitted with a Sandvik breaker and a pulveriser, is used for breaking up material and loading it into tippers for cartage off site.

Enviro Site & Civil sends all material from its demolition projects to its recycling and transfer station in the Brisbane suburb of Virginia.

The company is able to process all concrete and brick work straight from the project sites, using its own crushing and screening equipment, while it has a timber mill for processing of timber products.

All scrap metal and steel is sent straight to the metal processors, with other materials such as fittings and fixtures being recycled through various channels.

Enviro Site & Civil was established in 1998, celebrating 10 years of leadership within the industry in March of this year. Over that period, Enviro Site & Civil has re-developed its approach to offer "out-of-the-box" solution packages to its clients for all works within the demolition industry.

Company Director Myron Lichtnauer said the business was positioned as a leading provider of environmentally based solutions, such as site decontamination and rehabilitation.

"We are extremely environmentally conscious and we were one of the first demolition companies in Brisbane to invest in recycling capabilities in our own yard," he said.

"We now aim to recycle up to 90% of all products from every project and we've secured a number of Green Star Projects where you have to recycle over 90% of product from the site."

The PC78UU being used on the Eagle Street project is the sixth Komatsu machine bought by Enviro Site & Civil.

"We go for Komatsu because they are easy to work with; with the guys there, if I've got a problem, they'll just sort it out," said Myron.

"The criteria we look for are that mechanically the machines have to be sound, and they have to have good service and support.

"The Komatsu's are great machines, and well finished – but the support we receive from them is the main thing," he said.

"In the demolition business, the machines get knocked around a fair bit, and we hang on to them for a long time, so reliability, service and support are essential for us."

Myron said that Enviro Site & Civil purchases all its Komatsu equipment through Komatsu Australia Corporate Finance (KACF).

"They give us competitive rates, and they are very easy to work with, because we deal with them all the time, they know us well and what we require, this is all taken into consideration, and because of this I just have to sign a piece of paper and it's approved", he said.

"For us, that's the main thing: the ease of use. Once we're registered with them, they are very easy to use, which makes my job easier as well". ■

## KOMATSU UTILITY EXCAVATORS PLAY KEY ROLE IN MAJOR VICTORIAN WATER PROJECT

**Victorian-based Mintern Civil – a family-owned business going back about 75 years – is using its fleet of five Komatsu PC30MR-2 excavators in a major water pipeline project that will deliver high-quality reliable water supplies to western Victoria’s Wimmera Mallee region.**

Construction of the Wimmera Mallee Pipeline Project, which is a major investment in regional water infrastructure, began in November 2006 and is scheduled for completion by the end of 2010.

When complete, the new system will replace 17,500km of open, earthen channels with a piped water distribution system of about 8800km, reticulating water to about two million hectares and 36 towns throughout the Wimmera Mallee.

The project will provide:

- a reliable, higher quality water supply to farms and towns across the region, 24 hours a day, 7 days a week
- water for rural, urban and commercial growth and development
- the return of 83,000 megalitres (ML) of water savings returned to government for a range of uses, including environmental water releases to rivers and streams
- up to 4000ML of water for 11 nominated recreational lakes and other local water bodies in the region with high conservation value.

The current Wimmera Mallee stock and domestic open channel system, including losses from farm dams and town storages, wastes enough

water each year to fill the Melbourne Cricket Ground 49 times.

This yearly waste also equates to the amount of water needed to fill 103,000 Olympic-sized swimming pools.

Tim Page, Mintern Civil’s Site Manager, said the Komatsu PC30MR-2 excavators had been specifically purchased for the Wimmera Mallee project, which the company started work on in August 2007.

“They are ideal for this project because of their size, weight and power, so they’re pretty versatile,” said Tim.

“On this project, we are looking after the installation of water meters for the on-farm works and we are doing the second stage of our contract which will probably run through to November-December.”

In addition to the five PC30MR-2s that Mintern has recently taken delivery of, it also owns a Komatsu PC200-7, along with graders, backhoes and tip trucks.

As well as its current works on the Wimmera Mallee project, Mintern Civil carries out a wide range of work throughout the region, including road construction and maintenance, car parks, drainage works, on-farm works, and so on, with clients including local councils, VicRoads, water authorities and private organisations.

“We’ve found the Komatsu excavators to be good, reliable machines,” said Tim. “And the support through Roger Bates, our Komatsu local representative, has been very good.” ■





## 40 YEARS ON, BROTHERS BUILD ANOTHER COMPANY AROUND KOMATSU

**Four brothers whose father founded one of New Zealand's largest mining and civil contractors from the 1960s through to the 1990s – built largely around Komatsu equipment – have set up their own company, again based around Komatsu.**

And in recently they have purchased back a PC1000SE-1 excavator owned by the company their father started, rebuilt it and now have it back at work – expecting another 15,000 hours from it.

Mike, Tony, Tim and Simon Ross formed C&R Developments in 1999 to carry out coal and quarry overburden removal contracts around the Waikato region.

But their history in the contracting business goes back to 1960, when their late father Jim Ross formed Baker Construction Ltd (BCL).

By the mid-1970s BCL had become one of the largest mining and civil contractors in NZ, working on most of the large projects in New Zealand, specialising in overburden removal

contracts in coal, gold as well as being involved in major hydroelectric projects during that decade.

During the 1970s, BCL was the largest contractor on the major hydro scheme at Twizel, in the lower South Island. This project involved linking three lakes – Tekapo, Pukaki and Ohau – by a large canal system, allowing construction of four hydro power stations.

At the time it was regarded as the largest earthmoving project in the Southern Hemisphere. Tragically, Jim Ross was killed in a car accident in the 1970s in the region.

In the early 1990s the company moved to carry out offshore contracts, including the Yamo Expressway (part of the new Hong Kong Airport project), as well as contracts in Western Australia.

These were mainly open cast goldmining at Coolgardie, including the Three Mile Hill, Tindalls, Brilliant and Greenfield goldmines.

All of these offshore projects were 100% Komatsu equipped – including

the first PC650-5 in Australasia.

By the early 1990s, BCL was operating over 100 Komatsu plant items, including a PC1600-1, four PC1000SE-1s and 15 HD465-3 dump trucks – then in 1994 the company was sold to DML Resources.

However, in 1999 due to the demise of DML and following requests from former BCL clients, C&R Developments – based in the central North Island town of Cambridge – was established by Jim Ross's sons to undertake coal and quarry overburden removal contracts.

Its current work base is the upper North Island, with clients including a major project to supply coal to a number of dairy factories for Fonterra, New Zealand's largest company, as well as overburden removal contracts for the country's largest quarry operators, including Winstone, Kaipara and Holcim plants.

C&R's current list of 50 plant items includes a number of items of Komatsu equipment, including a PC1100SP-6, five PC1000SE-1s, three PC650-5s,

one PC400-5, one PC200-7 and one PC120-6 excavator, six HD785-3 and six HD465-3 dump trucks, a D155A-2 dozer and two GD825A-2 graders.

BCL's very first Komatsu was a D85P-18 swamp dozer – purchased in 1983 – which became referred to in the company as "The Legend" for its reliability and performance, said Tim Ross – and influenced the family to keep buying Komatsu.

"We've always found Komatsu plant to be strong and reliable.

"And we have always enjoyed an excellent relationship with Komatsu people across the board –and none more so than with Les Reid, the company's current sales rep in our region," he said.

"Our local Komatsu Service Agent, Diesel and Mechanical Services (DAMS) help us immensely. Pete Goodwin and his team have excellent product knowledge and their quality and speed of service is second to none." ■

# CHRISTCHURCH CONTRACTOR GETS “FANTASTIC” SERVICE FROM KOMATSU FINANCE

**One Komatsu Finance New Zealand customer who’s very happy with the service and support he receives is Andy MacDonald, owner of Christchurch-based Advanced Excavating (2007) Ltd, who finds it “fantastic to deal with”.**

Andy, who set up the company about two-and-a-half years ago for someone else, then bought the company out in October last year, has been in the contracting and earthmoving business for over 20 years.

Advanced Excavating carries out a range of civil construction and earthmoving works – primarily contract, but with some plant hire – throughout the Canterbury region, as well as further afield in the South Island.

These include subdivision works, site works, industrial car parks, exclusively for private sector clients including housing companies, developers and

other clients Andy has worked for over the years.

His Komatsu equipment includes a PC40MR-2 and a PC78MR-6 financed through Komatsu Finance NZ.

“We’ve found Komatsu Finance NZ fantastic to deal with,” he said.

“In over 20 years in the industry, I’ve dealt with a lot of different people when financing equipment, and Komatsu Finance really simplifies things.

“They make it all very easy, and they are simple to use.

“They are a lot more flexible, very good to deal with, because they understand the business we are in,” said Andy.

“For example, with other finance companies, if you want to turnover a piece of equipment before the term runs out, they hit you with penalties and make it very difficult for you.

“They do the simple things well – like they loaned us a digger while we were waiting for the machine to turn up.”

MacDonald has also been very pleased with the performance of his Komatsu machines.

“They are far superior to anything else on the market, in terms of reliability and fuel consumption,” he said.

For its part, Komatsu Finance NZ is able to continue offering high levels of financial stability and strength through its backing by Komatsu Ltd and Mitsui Investment Corporation – despite the recent unrest in the world of finance companies within New Zealand, according to Business Development Manager Mike Gray.

Added to this strength and support, Komatsu Finance NZ has an in-depth knowledge of the needs of customers in the construction, mining, quarrying

and utility sectors as it deals only with these industries.

“We understand our customers’ businesses better than other financiers, so we are better able to tailor packages to their unique requirements,” he said.

“We work very closely with Komatsu NZ to ensure the most cost-effective and flexible financial arrangements for our customers.

“And because we are backed by the extensive financial resources of Komatsu Ltd and Mitsui, customers can be confident that we are here to stay,” Mike said.

“Our customers include some of the largest mining and construction companies in Australia and New Zealand, who are investing many millions of dollars in Komatsu equipment financed by Komatsu Corporate Finance.” ■







## MINEPOWER'S GOLDEN OUTLOOK BASED AROUND THE LATEST KOMATSU EQUIPMENT

*This article is based on a profile of Minepower that appeared in the June 2008 edition of Australia's Mining Monthly. Our thanks to the magazine for its permission to adapt the article, and also use the photos.*

**WA's Kalgoorlie Goldfields-based mining contractor and plant hirer Minepower has invested in significant numbers of Komatsu equipment – recently celebrating the arrival of its seventh Komatsu HD785-7 truck.**

According to Minepower managing director Rob Nash, the current HD785-7 trucks bring considerable benefits over the previous model – as well as advantages over matching offerings from competitors.

"This climbed all over its leading competitor," he said. "This is the only one in this class that comes with wet disc brakes. It also has 100 horsepower more."

The company, which has a policy of investing in new equipment for each job, owns seven Komatsu HD785-7 mechanical drive haul trucks and three Komatsu PC1250-7 excavators for the Crescent Gold mine, where it has been working since 2006.

According to Minepower general manager Brad Milne, investing in new equipment has definite productivity advantages.

"We know they can get the dirt out quicker. You can offer a better rate because you don't need as much equipment to meet their production targets."

While the HD785-7s are not on the scale of equipment that would make Minepower a force in the Pilbara, they ideal for what the company plans to do in and around the Goldfields region.

"The Goldfields type operations are

predominantly this size of truck," Brad said. "Normally gold mining involves smaller pits. There's no need for larger trucks."

Minepower, which is owned by Rob Nash and his wife Karen, started operations in 2002.

The company's first job was to develop the Prospero boxcut at Jubilee Mines' Cosmos operation, then in 2006 it landed the Crescent Gold contract and started operating the mine there a year later. The Crescent Gold job is due to run to 2010 and could be extended.

Minepower is very much a family business: A recent Minepower function to celebrate the arrival of its seventh Komatsu 785-7 truck was very much a family occasion, while last year the company arranged to take its workers to the Laverton races – with Crescent Gold's approval.

Besides showing off its latest acquisition, the Minepower function also paid tribute to the fundraising efforts of Rob's daughter Christy.

The 12 year old (leaning on the guard rail near the driver's cab) raised more than \$11,000 for the leukaemia charity Shave for a Cure. Rob and Helen agreed to match that dollar for dollar. The resulting \$22,000 plus was poured from the back of the truck.

In addition to its family and community focus, Minepower also invests heavily in training its workers. This helps the workers feel appreciated but, perhaps more importantly, also helps boost their productivity.

"There's huge value in investing back into your work force," Brad said. "It's not just about how to safely operate but how to operate productively as well. ■"

# SMALLEST DASH 8 EXCAVATOR SHARES ADVANCED FEATURES OF LARGER MACHINES

**Komatsu Australia has released the smallest in its Dash 8 excavator range, the PC130-8, a 13 tonne machine that incorporates all the advanced features of much larger excavators in the Dash 8 range.**

With an operating weight of 12.38-12.74 tonnes (depending on configuration), the PC130-8 is powered by Komatsu's ecot3 SAA4D95LE-5 turbocharged and aftercooled diesel engine, which is fully compliant with Tier 3 emissions requirements.

As with others in the Dash 8 range sold in Australia and NZ, the PC130-8 comes factory-fitted with a number of what are usually "extras" as standard. These include:

- Quick hitch and hammer piping
- Hose-burst protection to prevent a sudden drop of the boom, arm or bucket in the event of a hose or hydraulic fitting failing
- Rear-view camera, allowing the operator a clear view at all times of what is happening at the rear of the machine
- Emergency stop buttons; one in the cab, and two on the exterior. In the case of emergency or something going wrong, pressing these large, prominent red buttons shuts the machine down immediately.

"These Australian-spec factory-fitted additions come standard on all Komatsu excavators, including the PC130-8, and are part of our commitment to ensuring that our machines are the safest on the market, with the lowest whole-of-life operating costs," said Chris Moroz, Komatsu Australia's National Business Manager, Construction.

As well as the safety features incorporated within the standard Australian spec, the PC130-8 is fitted with Komatsu's purpose-built safety cab, able to protect the operator in the event of a rollover.

"This large safety cab – the same interior volume as on our larger Dash 8 excavators – has sound levels of only 68 dBA, the quietest on the market for this size machine," said Chris.



"It also incorporates a large easy-to-read TFT liquid crystal display monitor which communicates all key machine operations at a glance, and includes function keys to allow multi-function operation.

"A built-in monitoring system constantly checks all critical components and operating conditions, and alerts the operator to any potential issues, as well as providing reminders when oil and filters require replacing," he said.

"Furthermore, all this information is also communicated to the machine owner via our KOMTRAX remote monitoring system, instantly alerting the owner to potential downtime or machine damage.

"The other great advantage of KOMTRAX is as a security system; since its introduction in Europe three years ago, no Komatsu excavator fitted with KOMTRAX has been stolen and not recovered quickly afterwards."

The PC130-8's five-mode engine/hydraulic management system ensures optimum operational efficiency depending on the type of operations, and delivers increased fuel efficiency, said Chris.

Modes include power and economy

settings, plus a low-speed precision mode for lifting operations, a breaker mode for hammer operation and an attachment mode that can be fine-tuned to the needs of a particular attachment.

"Komatsu excavators have always been renowned for their fuel efficiency; the PC130-8's new ecot3 engine, combined with this five-mode management system, ensures even greater fuel efficiency and productivity than previous models," he said.

Other features of the PC130-8 include:

- Increased drawbar pull compared with the earlier-model PC130-7, giving improved steering, slope-climbing and the ability to extract itself in difficult underfoot conditions
- Improved cooling, with a side-by-side cooling system, in which the radiator, aftercooler and oil cooler are arranged in parallel, making it easier to clean, remove and install them.

"As with all other products in Komatsu's construction equipment range, Komatsu design and manufacture all major components in house, including engines, electronics and hydraulic components – ensuring they all work together perfectly as an

integrated whole," said Chris.

"Virtually all other manufacturers offer machines with engine and hydraulic components supplied by a host of third-party suppliers, which may result in compromises in technology and performance.

"Because all Komatsu excavator components – including those on the PC130-8 – are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance."

Already a number of PC130-8 excavators have been delivered to customers in Australia. ■

Brief specs include:

**PC130-8:**

- operating weight, 12,380-12,740 kg (depending on configuration);
- powered by Komatsu ecot3 Tier III-compliant SAA4D95LE-5 diesel engine rated at (NET) 68 kW;
- SAE-rated digging depth, 5.32 m (with 2.5 m arm);
- arm breakout, 6580 kgf;
- bucket breakout 8250 kgf, bucket size range, 0.18-0.6 cu m.



# KOMATSU'S NEW PAT BLADE DOZER IS MACHINE CONTROL-READY

**Komatsu has released the D51EX-22 dozer, a 13 tonne, 97 kW hydrostatic drive machine fitted as standard with a straight PAT (power/angle/tilt) blade and factory plumbed to take Topcon 2D and 3D machine control systems.**

An ERG Class 04 (68-98 kW) machine as with Komatsu's smaller recently released D39EX-22 – but at the top end of Class 04 – the D51EX-22 also features the same unique cab-forward design, tapered bonnet and integrated ROPS/FOPS as the smaller machine.

This ensures the operator has an uninterrupted view to the blade corners and front of the tracks.

The unique cab-forward design on Komatsu's new series of small and mid-size dozers has been achieved by moving the radiator to the rear – which also allows for excellent access to the radiator for easy cleaning, as well as outstanding access to engine and transmission components providing easy maintenance of these main components.

Power on the D51EX-22 comes from Komatsu's ecot3 SAA6D107E-1 common rail direct injection, water-cooled, emissionised, turbocharged, after-cooled diesel, rated at 97 kW and driving a Komatsu designed and manufactured dual-path hydrostatic transmission.

The dozer is also available as a low ground pressure (swamp) machine, the D51PX-22, which has an operating

weight of 13.1 tonnes.

According to Kevin Edwards, Komatsu Australia's National Business Manager, the D51EX-22 being supplied to the Australian market as standard is ready to take Topcon laser or GPS-based machine control systems.

"This gives the ability for this dozer to have an automatic machine control system, which can greatly improve dozing productivity and grading accuracy, allowing operators to work faster and more safely with a reduced workload," said Kevin.

"And in particular, small dozers fitted with PAT blades are extremely productive, efficient and economical in tight, confined spaces and trim work.

"These 'Topcon-ready' dozers allow us to work with Topcon's Australian and NZ dealer network in fitting 2D or 3D machine control systems, ready to go to work immediately," he said.

Depending on the control system used, blade steering can be indicated or fully automated, so that even inexperienced operators can work much faster and deliver a high-quality final graded area.

All the information from the laser or GPS systems is constantly available on an in-cab display, clearly showing slope and elevation, with calculated corrections to a laser reference or design model are sent directly to the blade's hydraulics.

Two different systems for Komatsu dozers are available.

- Two-dimensional (2D), allowing creation of highly accurate flat or sloped areas (depending on configuration), using one or two laser signal receivers and/or a slope sensor installed on the dozer blade.
- Three-dimensional (3D), allowing complex design shapes and curves to be easily achieved, through the use of GPS receivers; this can be extended to millimetre-accuracy using Topcon's exclusive Millimetre GPS™ system.

"In addition to being machine control-ready, Komatsu's new D51EX-22 incorporates a number of technology leading features that make it a highly productive, reliable machine," Kevin said.

"At 97 kW, it has the highest horsepower of its direct competitors, while the high-capacity PAT blade makes it a very versatile machine, working with machine control, or stand-alone."

Other features on the D51EX-22, and others in Komatsu's new small dozer range, include:

- Hydrostatic transmission is controlled by Komatsu's patented Palm Command Control System (PCCS) – the same system that is used on its large construction dozers – giving operators unprecedented control in a ergonomically friendly package, so they are less fatigued at the end of a shift
- A pressurised air conditioned cab

which is the same size internally as on its larger construction dozers, and featuring the same cab damper mounting system as on larger Komatsu construction dozers – again contributing to operator comfort and productivity

- Komatsu's just-released Komtrax system as standard, allowing all key machine data – hours, fuel consumption, alerts and warnings, etc – to be monitored remotely and accessed by owners from anywhere in the world.

Since its release at Conexpo in the US in March 2007, demand for the unit worldwide has been very strong, said Kevin. ■

## Brief specs include:

### D51EX-22:

- operating weight, 12,710 kg;
- engine Komatsu ecot3 SAA6D107E-1 rated at 97 kW;
- maximum speed, F/R, 9 km/h;
- PAT blade capacity, 2.7-2.9 cu m.

### D51PX-22:

- operating weight, 13,100 kg;
- engine Komatsu ecot3 SAA4D107E-1 rated at 97 kW;
- maximum speed, F/R, 9 km/h;
- PAT blade capacity, 2.9 cu m.

# KOMATSU EXTENDS PZ LINKAGE CONCEPT TO WA320PZ-6 LOADER

**Komatsu Australia has released the hydrostatic drive WA320PZ-6 loader, extending its PZ linkage system that combines the benefits of Z-bar and parallelogram linkages in a single loader.**

The first PZ linkage loader from Komatsu was the WA250PZ-5, released at Bauma last year, and available in Australia shortly after.

Komatsu's patented PZ system offers the superior breakout of a Z-bar linkage combined with the parallel lifting ability and high tilt-back forces at maximum height of parallelogram systems.

The WA320PZ-6 loader is powered by a Tier 3-compliant Komatsu ecot3 SAA6D107E-1 diesel rated at 125 kW through a Komatsu electronically controlled hydrostatic transmission driveline.

Komatsu's Traction Control System is fitted as standard and reduces wheel spin, lowering tyre wear and operating costs.

High engine torque, combined with the hydrostatic transmission, ensure fuel consumption that is among the lowest for this class of machine, said Charles Wheeldon, Komatsu Australia's national business manager, quarries.

Charles said the PZ linkage system's low number of connection linkages and bolts, provides maximum stability and high payload capabilities in any application.

"Unlike other systems that combine parallelogram lift with high-breakout forces, our PZ linkage is a lighter, stronger system that reduces weight at the working end of the loader, giving it higher lift capacities and tipping loads," he said.

"In addition, the boom has a new 'see-through' design that contributes to a best-in-class view of the working equipment.

"And as with other products across the Komatsu range, every machine component is designed and manufactured by Komatsu to work together as an integrated whole," he said.

An optional four-point quick coupler on the WA320PZ-6 allows the working equipment to be changed quickly and easily, maximising productivity and versatility.

Maintenance is simplified through a wide-core radiator with reverse fan, which every two hours is set to revolve in reverse for two minutes, cleaning out dust and small debris, and ensuring more efficient cooling.

Large gull wing doors providing safe, easy access to the engine, while a machine diagnostics system enables instant troubleshooting.

Sealed wet multi-disc brakes and a fully

hydraulic braking system mean lower maintenance costs and higher reliability, with contaminants kept out – reducing wear and resulting maintenance, said Charles

"In addition, the brakes require no adjustments for wear, for even lower maintenance, while added reliability and safety is designed into the braking system by the use of two independent hydraulic circuits, providing hydraulic backup should one of the circuits fail.

"Fully hydraulic brakes mean no air system to bleed, and no condensation of water in the system that can lead to contamination, corrosion, and freezing," he said.

The cab on the WA320PZ-6 is a pillarless wide cab for optimum visibility, and providing plenty of space for the operator. In-cab noise levels are 70 dBA – the lowest on the market, said Charles.

Solid-state electronics controlling the hydrostatic transmission mean the operator can change direction from forward to reverse is by a touch of their fingers – without removing their hand from the steering wheel.

Loader control is via a new Komatsu mono-lever using PPC (Proportional Pressure Control), allows the operator to easily operate the work equipment, reducing operator fatigue and increasing controllability.

"Komatsu's new WA320PZ-6 loader extends our innovative PZ linkage to this larger size loader, giving owners significantly increased versatility and the ability to carry out a much larger range of tasks," said Charles.

"This, combined with reduced operating costs through lower fuel consumption, less time-consuming maintenance and easier operation, results in a machine that delivers better results directly to an owner's bottom line." ■



Brief specs include:

**WA320PZ-6:**

- operating weight, 14.7 tonnes;
- engine, Komatsu ecot3 SAA6D107E-1 diesel rated at 125 kW;
- bucket capacity, 2.7 cu m;
- bucket breakout, 14,410 kgf;
- static tipping load, full turn, 9160 kg;
- maximum speed, F/R, 38 km/h.

# KOMATSU LAUNCHES WORLD'S FIRST HYBRID EXCAVATOR



**Komatsu Ltd has announced the release of the world's first hybrid (electro-hydraulic) excavator, which went on sale in Japan on June 1, 2008, delivering fuel savings of between 25% and 40%.**

It will not be offered in markets outside of Japan until after the first quarter of 2009.

The 20 tonne PC200-8 Hybrid is powered by Komatsu's Hybrid System, based around a newly developed electric motor to turn the upperstructure, a power-generation motor, a capacitor and a low-speed diesel engine.

In announcing the new excavator concept, Komatsu Ltd President and CEO Kunio Noji said the company had decided to introduce its first hybrid machine in what is its flagship line – its Dash 8 excavator range.

"As a leading supplier to the construction manufacturing industry, we are determined to meet the needs of the time by practically proposing innovative equipment designed to reduce environmental impacts, including CO2 reduction," Mr Noji said.

Compared with a standard PC200-8, Komatsu's hybrid excavator typically achieves a 25% reduction in fuel consumption – but in certain applications, where the machine is primarily involved in digging and slewing operations (rather than travelling), fuel reductions of up to 40% have been recorded.

Komatsu's proprietary Hybrid System converts energy generated when the upperstructure reduces speed while slewing, storing the energy in the capacitor, then using it to assist the engine via the power-generation motor when the engine accelerates.

All components of the Komatsu Hybrid System – with the exception of the capacitor cells – are designed and manufactured in-house by Komatsu, ensuring high reliability and durability.

The main difference between conventional excavators and Komatsu's new hybrid machine include:

- An electric motor to turn the upperstructure, rather than a hydraulic motor, which also stores energy generated when the slewing action is braked, with

the regenerated energy used to augment engine power – allowing the engine to be used at lower speeds with higher-efficiency combustion.

- Capacitors which can instantaneously and efficiently collect, store and discharge electrical power from the regenerated energy, assisting the diesel engine in accommodating an excavator's need for dynamic and frequent bursts of power when carrying out excavation work.
- When the engine is at idle, it is run at "super low" speeds, further contributing to lower fuel consumption.

Between the beginning of June and March 31, 2009 Komatsu expects to sell 30 hybrid excavator units, all in Japan, before offering the concept in international markets.

In Japan, the new PC200-8 Hybrid is selling for 27 million yen (around \$A270,000) – about a 20% premium compared with a conventional machine.

Sean Taylor, Komatsu Australia's General Manager, Construction, said

that while the new hybrid excavator is not available in Australia just yet, it is an example of the company's technological leadership.

"Komatsu has led the industry for many years in the development innovative, fuel-efficient hydraulic systems, engines and electronic control systems," he said.

"Our release of the world's first commercially available hybrid excavator is the latest example of our industry-leading technology and engineering.

"And in the development of this new-concept machine, Komatsu has maintained its philosophy of designing and manufacturing the major components in-house, ensuring full integration of all aspects of the machine, ensuring maximum reliability and performance," said Sean.

"In releasing the world's first hybrid excavator, we are demonstrating our strong commitment reducing customers' machine owning and operating costs – and also to making a real difference in reducing greenhouse gas emissions in the longer term," he said. ■

# KOMATSU PC1250-8 ALL PURPOSE EXCAVATOR

**Komatsu Australia has released the PC1250-8 excavator/shovel, designed for applications in mining, quarrying and heavy construction.**

As with other excavators in the Dash 8 line, it offers lower emissions, increased fuel efficiency and improved operator comfort and safety in a fully integrated machine/component package.

It incorporates Komatsu's Tier 3-compliant ecot3 engine technology for significantly reduced emissions, while delivering full power and low fuel consumption.

For further fuel savings, the machine is fitted with a four-level economy mode to help the operator work in the most fuel efficient manner possible, said Kris Burford, Komatsu Australia's National Product Manager, Mining.

With an operating weight of 107-111 tonnes in backhoe configuration options, and 111 tonnes in shovel configuration, PC1250-8 is powered by a Komatsu SAA6D170E-5 diesel rated at 502 kW.

In addition, it has an electronically controlled variable speed fan drive to reduce both fuel consumption and environmental noise. Combined with a large "hybrid fan" and low-noise muffler, the PC1250-8 conforms to the latest European noise standards.

"In addition to these environmental and fuel-saving benefits, the new PC1250-8 delivers outstanding performance," said Kris.

"It offers high drawbar pull and steering force for maximum mobility, plus digging forces of up to 48,000 kgf.

"A two-mode setting for the boom allows the operator to choose between smooth operation for moving loose material and maximum power for more effective excavating in packed material or rock," he said.

A heavy lift mode gives the operator 10% more lifting force when required.

Kris said the PC1250-8 had also been designed for maximum reliability and easy maintenance.

"It has a reversible fan to facilitate radiator cleaning combined with centralised engine checkpoints to speed up machine inspections.

"The cool-running hydraulic system is protected by the most extensive filtration system available and the interval for changing the hydraulic oil filter has been doubled to 1000 hours."

Komatsu's Vehicle Health Monitoring System (VHMS) monitors all major components and enables remote analysis of the machine.

Kris said a large, comfortable

cab features a fully reclining seat with headrest and a high-capacity air conditioner as standard, and is pressurised to prevent dust entry. An improved cab damper mounting system reduces noise at the operator's ear to 73 dBA.

Other highlights of the new excavator include:

- Fuel consumption reduced by up to 10% compared with its Dash 7 predecessor (already recognised as one of the most fuel-efficient excavators on the market)
- A OPG-2 cab with topguard to protect the cab and operator, conforming to the latest ISO standard.
- Easy-to-see large LCD colour screen offering improved visibility through use of TFT liquid crystal display, allowing on-going monitoring of all machine functions, with early warning in the event of any malfunctions, and large multi-function selection buttons for easy selection of different operating modes
- "Economy mode" to help reduce fuel consumption by providing feedback to the operator on those operations that burn more fuel – but allowing full power to be reinstated at the push of a button.

According to Kris, the new PC1250-8 delivered class-leading comfort, fuel efficiency and production to the mining, heavy construction and quarrying sectors.

"This high-production excavator/shovel is one the most modern and advanced machines on the market today, with no other equipment manufacturer able to offer Komatsu's combination of industry-leading technology and componentry," he said.

"And because all Komatsu excavator components are designed and manufactured from the ground up to work together, we offer unmatched technology, integration and machine performance.

"The end result is an excavator that will drive down miners', quarry operators' and contractors' running and operational costs.

"When you consider that our previous Dash 7 variant already had a strong reputation as being a market leader in fuel efficiency, the further savings we will be able to offer with the new Dash 8 machine are quite remarkable.

"At a time of increasing fuel prices, this is a key factor in helping keep down operating costs," said Kris.

The PC1250-8 is available in backhoe and loading shovel configurations. ■



Brief specs include:

### PC1250SE-8R:

- operating weight, 110.7 tonnes;
- powered by Komatsu ecot3 Tier III-compliant SAA6D170E-5 diesel rated at 502 kW;
- bucket capacity, 6.7 cu m;
- SAE-rated digging depth, 7.75 m;
- arm breakout, 42,000 kgf;
- bucket breakout, 58,100 kgf.

### PC1250-8 shovel:

- operating weight, 110.9 tonnes;
- powered by Komatsu ecot3 Tier III-compliant SAA6D170E-5 diesel rated at 502 kW;
- bucket capacity, 6.5 cu m;
- cutting height, 12.33 m;
- arm crowd, 62,000 kgf;
- bucket breakout, 59,000 kgf.

# KOMATSU INTRODUCES 327 TONNE 960E-1: ITS LARGEST-EVER DUMP TRUCK

**Komatsu Australia has released the largest-ever truck in its range, the 327 tonne (360 US ton) capacity 960E-1 AC electric-drive truck.**

It is the largest machine ever manufactured by Komatsu, measuring 7m high and with tyres up to 4m in diameter.

The 960E-1 is powered by a Komatsu SSDA18V170 engine rated at 2610 kW, and provides the lowest brake specific fuel consumption (BSFC) at rated horsepower for this truck class, according to Kris Burford, Komatsu Australia's National Product Manager, Mining.

"This same engine is also used on Komatsu's 930E-SE dump truck, a higher-power version of the 930E, and which has logged more than 250,000 hours in mines in Australia, North America and Chile – proving the reliability of this engine in the field," he said.

Loading tools matched to the 960E-1

include Komatsu PC8000 hydraulic shovels and excavators, and large-volume electric rope shovels such as P&H's 2800XPC and 4100XPC.

As with Komatsu's other super-large electric-drive haul trucks, the 960E was designed and developed by Komatsu America Corp and is being produced at its Peoria Manufacturing Operation in Illinois for mines throughout the world.

Kris said that since the market introduction of the 290 tonne capacity 930E in 1995, Komatsu has enjoyed market leadership in this size truck, delivering more than 650 units worldwide.

"Based on the high customer evaluations, feedback and acceptance for our 930E, Komatsu developed the 960E," he said.

The 960E is equipped with Komatsu's VHMS (Vehicle Health Monitoring System) as a standard feature, enabling remote, real-time monitoring of

key component status and operating conditions of the truck.

With the strong expansion of infrastructure development in emerging economies, such as China, India and Brazil, demand for coal, iron ore, copper and other mineral resources has become very high, says Komatsu.

As a result of this demand, the company forecasts that continued development of mines will remain strong well into the future.

At the same time, mine companies are developing larger mines and looking at ways to further enhance productivity.

"The 960E is designed to be the right machine for such mines looking to increase size and productivity," Kris said.

"Before being released onto the market, the 960E was tested for more than three

years in coal and copper mines.

"In addition to demonstrating high levels of reliability, the 960E incorporates key customer requirements for mining trucks, including higher payloads, increased productivity, more power, enhanced fuel economy, easier operation and better cab comfort," he said. ■

Brief specs include:

## 960E-1 AC:

- nominal payload, 327 tonnes (360 US tons);
- nominal GVM, 576 tonnes; engine, Komatsu SSDA18V170 rated at 2610 kW;
- maximum speed, 64.4 km/h;
- turning radius, 16 m; overall length, 15.6 m;
- width, 9.6 m;
- height (unladen), 7.37 m; tyres, 56/80 R63.



## NEW FUEL TAX CREDITS MEAN BIG SAVINGS ON OPERATING COSTS

**From July 1 2008, the federal government has expanded the fuel tax credits system, so that more businesses than ever will be able to reduce their business fuel costs. We explain to Down to Earth readers how the new system works.**

With the changes to the fuel tax credit system, many businesses – including anyone in their earthmoving and construction equipment, as well as heavy vehicles – will be able to claim fuel tax credits – covering both diesel and petrol – for the first time.

Many others will be able to claim additional fuel tax credits.

Tax Commissioner Michael D'Ascenzo said until now businesses have only been able to claim fuel tax credits for fuel used in heavy vehicles, such as trucks, and specific activities, such as primary production, including mining, quarrying and agriculture.

"Businesses should check now if they are eligible from July 1 2008 to claim fuel tax credits for the majority of fuel used in their business," Mr D'Ascenzo said.

Eligible equipment includes excavators, backhoes, wheel loaders, dump trucks, skidsteers and other items of earthmoving plant.

"Many businesses may not know they could be eligible to claim fuel tax credits, so we're hoping to spread the word and provide those businesses with the support and information they need."

Now the only fuels that are not eligible for fuel tax credits are those used in cars or other lightweight vehicles travelling on public roads, alternative fuels and aviation fuels.

So how do you claim your fuel tax credits? The ATO has outlined a few simple steps for this.

Register now: Phone the Tax Office on 13 72 26 (24 hours a day, seven days a week) to register for fuel tax credits. Make sure you have your Australian Business Number (ABN) and business Tax File Number handy when you call. You need to be registered for GST to claim fuel tax credits.

A new label will appear on your business activity statement (BAS): Once you are registered an additional

label will be added to your BAS and the Tax Office will send you information on how to claim.

Keep records: Simply keep any records that prove you bought fuel and how it was used for your business.

How much can you claim?

How much you can claim depends on how you use the fuel.

For example an owner-operator who uses diesel in their Komatsu excavator or skidsteer would be able to claim fuel tax credits at around 19 cents per litre. So, for every 100 litres of eligible fuel, they would claim around \$19 in fuel tax credits.

If you have a tipper which you also use for floating your equipment around, you'll also be able to claim a credit on the fuel used for this – at about 18.5 cents per litre.

For more information on how much you can claim, or to find out if you're eligible, visit [www.ato.gov.au/fuelschemes](http://www.ato.gov.au/fuelschemes), or speak to your accountant. ■



### Fuel tax credits

Get money back for your business



*Pictured: Fuel tax credits brochure available online at [www.ato.gov.au](http://www.ato.gov.au)*

## KOMATSU ANNOUNCES 4% INCREASE IN CONSTRUCTION EQUIPMENT PRICES



*Pictured: Sean Taylor*

**Rapidly rising costs of raw materials and transport have resulted in Komatsu Australia announcing a 4% increase in the prices of its construction equipment.**

According to Sean Taylor, Komatsu Australia's General Manager, Construction Division, input costs of steel in particular are the main contributors to the price increase.

"As we all know, Australia is doing extremely well from the current resources boom – particularly for iron ore and coal – which has allowed our mining companies to massively increase their prices.

"However, these massive increases in raw materials costs are now being reflected in higher costs for manufacturers of the machines required to mine and build our

infrastructure," he said.

"Other rising cost inputs include fuel and of course finance costs".

"Fortunately, the rising value of the Australian dollar is allowing us to absorb some of these cost increases – which otherwise would have had to be even higher," said Sean. ■



# KOMATSU AUSTRALIA CORPORATE FINANCE: AN OVERVIEW OF CUSTOMER SERVICES

**Simon Rawther, Senior Manager Construction Finance with Komatsu Australia Corporate Finance, outlines some of the finance products available to Komatsu customers in Australia and New Zealand.**

Komatsu Australia Corporate Finance (KACF) supports both Komatsu Australia and its customers by providing finance solutions to facilitate the purchase of Komatsu machinery for mining, construction and utility customers.

KACF is continuing to grow its share of the Australian and New Zealand markets through commitment to providing excellent service for its growing customer base.

Finance products available through KACF to Komatsu mining and construction customers within Australia and NZ include leasing, hire purchase, chattel mortgage and other equipment finance solutions.

Since KACF started business in April 1995, it has built an enviable reputation as a provider of competitive and innovative financial solutions to the mining, quarrying and general earthmoving industries.

Today, our client base includes some of the largest companies in Australia and the world, as well as small single machine owner-operator type businesses – and anything in between.

KACF is ultimately 50% owned by Komatsu Ltd and 50% by Mitsui & Co Ltd (one of Japan's largest and oldest general trading companies) – giving our customers the security and comfort of knowing they are backed by substantial financial resources.

The following provides a brief overview of the most financial products available through KACF.

**Chattel Mortgage:** Normally chosen by smaller clients who operate on the "cash accounting system", a chattel mortgage allows the borrower to claim back the GST from the Australian Taxation Office (ATO) within the first or second BAS statement after delivery of the machine. The machine is purchased in the borrowers name but with a mortgage over the goods held by Komatsu Finance. GST and cash deposits can be paid upfront.

**Commercial Hire Purchase (CHP):** Usually chosen by larger clients who operate under the "accrual accounting system", this product also allows clients to claim back GST within the first or second BAS statement. The machine is purchased in the name of the financier until such time as the loan is paid in full by the borrower and then title will transfer over to the borrower. GST and cash deposits can be paid upfront.

Note that if you operate on the cash accounting system and you select a CHP then you will only be allowed

to claim back the GST from the ATO month by month over the duration of the loan contract and not in a lump sum in the first or second BAS statement. This means it is very important to select the correct loan product for your business type.

**Finance Lease:** Under this product, GST is not financed in the loan contract, but instead is added to each monthly loan repayment for the duration of the loan. A final residual or balloon payment is mandatory for finance leases, and upfront deposits are not normally allowed. 100% of the lease repayment amount is tax deductible.

**Operating Lease:** Mainly for larger clients, and also referred to as a Lease Rental, the lease is regarded as an "off balance sheet" item so does not show as a debt on the client's balance sheet. GST is not financed upfront but is instead added to the monthly loan instalments for the duration of the loan. The machine is handed back at the end of the loan term (or the lease refinanced for a longer period). The client pays for any excess hours used or repairs needed. Upfront deposits are not allowed for operating leases. 100% of the lease repayments are tax deductible.

**Power by the Hour™:** For larger clients only, Power by the Hour is similar to an operating lease but, instead of having the same monthly repayment each month, the client is billed for the

machine hours used at the end of each month. The machine is handed back to at the end of the loan term (or the lease can be refinanced for a longer period) and the client pays for any excess hours used or repairs needed. 100% of the lease repayments are tax deductible.

**NOTE:** In all cases, you should also speak to your own accountant to determine the exact finance product suitable for your needs, as they will be most familiar with your particular business circumstances.

Your local Komatsu Corporate Finance representative can provide further information or give you a detailed finance quote. In addition, more detailed descriptions of each product are available on our website at [www.komatsufinance.com.au](http://www.komatsufinance.com.au), then click on the "Products" link. ■

**QLD: (South): Shane Kennedy,  
Phone: 0428 616 988**

**QLD: (North): Peter Samson,  
Phone: 0400 382 232**

**NSW: Warwick Matthews,  
Phone: 0409 542 262**

**VIC/TAS/SA: Peter Johnston,  
Phone: 0404 480 183**

**WA/NT: Jason Warnes,  
Phone: 0428 616 989**

**NZ: Mike Gray,  
Phone: 09 920 5300**

## KOMATSU TRUCK HELPS CANCER AWARENESS

**This Komatsu 830E dump truck, which operates at Rio Tinto's Tom Price operation, had its tray painted pink recently as part of a unique campaign to raise awareness of breast cancer.**

Various suppliers to the mine donated time, money and materials to the campaign, the brainchild of Brian Lee, HSE Superintendent, Fleet Planning and Delivery with Rio Tinto Iron Ore. "Breast cancer affects all of us, not

just women," said Brian. "It can be our mothers, wives, girlfriends, daughters or sisters – which is why I thought it was such a good cause." Since the campaign began in early May, it has raised over \$20,000 for breast cancer support and research, which is being donated to the National Breast Cancer Foundation and "Purple Bra Day", an initiative of the WA Breast Cancer Foundation. ■



# CAMERON BALLANTINE-JONES APPOINTED KOMTRAX AND CUSTOMER SERVICES MANAGER



*Pictured: Cameron Ballantine-Jones*

**Komatsu Australia has appointed Cameron Ballantine-Jones as Customer Information and KOMTRAX manager, responsible for the integration of Komatsu's KOMTRAX remote monitoring system with the company's customer support activities.**

The KOMTRAX system, which is available for most equipment lines in Komatsu's construction range, has

now been fitted to more than 700 machines across Australia and New Zealand, said Cameron.

KOMTRAX uses an on-board modem to communicate with a central Komatsu database via a satellite network, giving customers a unique remote monitoring and security system so that they can remotely know the status and location of the machine.

Information generated by each machine is delivered via the Internet to customers, allowing them to constantly monitor the machine's load frequency, its location, plus any cautions and abnormalities that may arise.

KOMTRAX provides the owner operational data, including fuel levels, engine speed, oil pressure, hydraulic and transmission oil temperatures.

Cameron said a key part of his role is to look at how Komatsu Australia can provide all its customers who own KOMTRAX machines with even higher levels of service.

"KOMTRAX means we as a company have a much better understanding of machine performance, usage and

application – and therefore helps us be far more pro-active in terms of such elements as service requirements, when particular parts are going to be required from us, and other customer support functions.

"We are also able to look at machine abnormalities and cautions issued by the machine's monitoring system as they occur, and work closely with our customers to sort them out before they become major problems," he said.

"We want to be able to use the abnormality management benefits that KOMTRAX brings us to better service our customers, increasing machine uptime, reliability, performance – and ultimately customer profitability."

In the next few months, Komatsu Australia will offer KOMTRAX on utility equipment, giving it the ability to provide the same levels of service and support to smaller equipment, and to the owner-operator and small-contractor market which is a key customer of utility products.

At the same time all this is going on, Cameron is also working on integrating KOMTRAX with Komatsu's VHMS

(vehicle health monitoring system) used on its large mining equipment, as well as other Condition Monitoring Service offerings.

"Currently VHMS information is primarily downloaded physically from the machine by laptop, but we are moving to access it remotely like KOMTRAX.

Our aim then is to integrate all our condition monitoring systems, so they are completely seamless across all markets," said Cameron.

Before taking on this role, Cameron was Komatsu Australia's Customer Support Services Manager, a job he started in May 2007. In this position, he was responsible for developing Komatsu's internal customer support processes, and upskilling its customer support representatives (CSRs) to better service customers.

Before joining Komatsu, he worked in the elevator industry for 13 years where he had started as a mechanical engineer. He worked his way through engineering, to IT, then business development and service management. ■

# MICHAEL EDWARDS, NSW COUNTRY MANAGER

**Michael Edwards has been appointed Komatsu Australia's branch manager for the NSW country region, leading the Wollongong, Orange and Gunnedah branches and the network of regionally based resident field service teams.**

He replaces Steve Bowling in this role, which includes responsibility for parts and service operations and customer relationships throughout regional NSW.

Michael's territory includes most of NSW, with the exception of Sydney metropolitan, the Hunter Valley, Newcastle and the Mid North Coast.

A 10-year veteran with Komatsu Australia, Michael started with the

company in June 1998 as a sales trainee at its Fairfield branch. Since then he has worked in administration and customer support, before moving into senior sales roles, including major account sales. Over this period he has also completed an MBA at the University of Technology in Sydney.

"The company was keen for me to take on the responsibility for parts and service which is a key part of this job, to give me a better depth of knowledge of its full range of operations," Michael said.

He sees his challenges in the role as continuous development and enhancement of the recently acquired Gunnedah branch – which was taken over from Gough & Gilmour in June

2007 – and dealing with a region that is severely drought-affected in many areas.

"In taking over the Gunnedah operations, we had a very good response in how we handled the transition, and the core staff at Gunnedah are continuing to work for Komatsu," he said.

"It's also allowed us to utilise the branch to further machine sales in the area, through demonstrating our commitment to servicing and supporting our customers throughout the region.

"For many of our NSW regional customers, the on-going drought has continued to have adverse effects, and it's a major issue for

our customers. The challenge for Komatsu is to provide the service and support to help them keep their costs of operations and ownership down, so they can survive what is a very difficult time," said Michael. ■



*Pictured: Michael Edwards*

# KOMATSU OPENS BRISBANE UTILITY STORE

**Komatsu Australia has opened a new Brisbane Utility Store in Rocklea to cater for Brisbane and surrounding areas.**

This new branch will showcase the Komatsu 'Utility' range of products which include the 1.5 tonne to the 8.2 tonne mini excavators, skid steer loaders, backhoe loaders and wheel loaders along with attachments and

parts for these units.

The Utility Store grand opening was held the first weekend in April and Komatsu customers and staff were able to see firsthand the facility, equipment and the demonstration area which was a great success during the weekend.

Mr Carl Grundy, national utility sales manager, states that the Rocklea

store has been purposely designed for utility machines and centrally located for the Brisbane region.

"Brisbane is a growing city and owner operators need to have the equipment, attachments and parts in a centralised location to ensure they get the job done. This is why we established our first utility store west of Brisbane at Rocklea.

"We also realise some of our customers like to try before they buy - And that's why we have a special demonstration area onsite for them to get behind the controls and see how the Komatsu utility range compares to the others on the market," Carl said.

The new utility store is now opened for business and the Komatsu team look forward to being of service. ■



Address: 1468a Ipswich Road, Rocklea QLD 4160

Contacts: Bruce McNicol 0408 766 889 and Shannon Scott 0400 244 289

# BUILDING A “KOMATSU WAY” CULTURE IN AUSTRALIA AND NEW ZEALAND



*Pictured Left: Bill Pike, Komatsu Australia President welcomes Konio Noji, Komatsu Ltd President & CEO, at the recent Komatsu Way presentation held at Homebush, NSW.*

**Mr Kunio Noji, Komatsu Ltd’s new President and CEO and Bill Pike, Komatsu Australia’s President recently launched the “Komatsu Way” program to the company’s Australian and NZ employees.**

The Komatsu Way is not a brand that is perceived by customers, but rather it is a culture that is shared by the company’s 39,000 employees worldwide – and which ultimately provides significant benefits to customers, as well as the company’s suppliers and business partners.

In introducing the Komatsu Way in Australia, Bill said “it is about the way people in the company do things and who we are”.

“The Komatsu Way goes back to the principles set down by Komatsu’s founder, Mr Maitaro Takeuchi, when he first started the company in 1921,” said Bill.

“His principles and foresight have evolved into a philosophy and a certain style that has been used by generations of Komatsu staff.”

Mr Noji, who took on his new position in July 2007, was earlier in his career general manager of the company’s Corporate Planning Division, which launched the Komatsu Way program – so it has support at the very highest

levels of the company.

Bill outlined how the Komatsu Way consists of seven key principles under which the company operates.

These are:

1. Workplace (Genba) philosophy
2. Staff development
3. Defining the root cause of an issue
4. Policy deployment
5. Commitment to quality and reliability
6. Customer-oriented approach
7. Collaboration with business partners

These are described in more detail below.

**First Komatsu Way: Workplace (Genba) philosophy**

This includes attention to workplace health and safety, identification of workplace problems and issues, thorough studying of an issue before attempting a solution, taking the time and effort to ensure things happen, and a focus on the facts before making any assumptions.

**Second Komatsu Way: Staff development**

This includes a commitment to ongoing education and training of staff, empowering them with the knowledge and the freedom to carry out their daily tasks.

It also involved encouraging all managers to respect and continually empower their staff through creating an environment of teamwork, motivation, communication, education, training, development, leadership and continuous appraisals.

The underlying philosophy of management is that Komatsu employees make it a great company – with the aim of creating an environment where each individual is encouraged to stay involved in their skill, profession and expertise, because this will help that individual achieve greater things in their lives.

**Third Komatsu Way: Defining the root causes of issues**

Komatsu has a culture of asking “why” five times as part of the process of dealing with issues – because that will eventually help answer the uncertainties and set a clear picture in decision making, or even help find the true cause of an incident.

**Fourth Komatsu Way: Policy deployment**

Komatsu Australia has an on-going policy deployment process carried out by senior management to determine and set the company’s goals of the company. These include regular board and strategy meetings to continually re-shape the goals and check the direction of this company.

And when goals are set, a plan is created, which is then executed and regular checks put in place to review the progress and results.

**Fifth Komatsu Way: Commitment to quality and reliability**

Komatsu has a long-established commitment to designing, manufacturing and selling what it calls Dantotsu (“Unique & Unrivalled”) products – a commitment that extends to its customer service and support offerings.

**Sixth Komatsu Way: Customer-oriented approach**

In Australia and New Zealand, this approach is demonstrated by the fact that almost 70% of Komatsu Australia staff work in customer-support roles such as service, parts, contracts and Reman, plus its KOWA and Condition Monitoring Services.

**Seventh Komatsu Way: Collaboration with business partners**

This comes from the recognition that, to succeed in on a daily basis, both as individuals and as a company, Komatsu Australia and its employees need to work together with their partners, both internal and external.

Internal partners include departments within a branch or other branches, and including service, parts, sales, field service teams, head office and so on, while external partners are include Komatsu factories around the world, as well as external suppliers of products and services, working together to achieve a common goal.

“From our customers’ perspectives, the Komatsu Way creates a unified image of how we work as a company,” said Bill.

“By continually using the Komatsu Way we will help maintain this image – which will ultimately assist in growth of the company and the spirit of Komatsu.” ■



*Pictured: Mr Noji*

# KOMATSU SETS HIGHEST SAFETY STANDARDS

**Komatsu Australia has introduced its Feel Safety initiative, designed to ensure clearly defined and consistent safety standards throughout its workplaces – both company-owned and in the field at customers' premises and worksites.**

Feel Safety has adopted Komatsu Ltd's "5Ss" philosophy, derived from five key Japanese words, all starting with the letter S:

1. Seiri (sorting)
2. Seiton (organising)
3. Seisou (cleaning)
4. Seiketsu (orderliness)
5. Sitsuke (training)



According to Chris Cassettari, Komatsu Australia's Director, Operations, the

5S concepts are the basis for safety throughout the company and each of them has been incorporated into the company's Feel Safety program.

"This initiative is based on the principle that anyone entering a Komatsu premise, workshop, Reman centre or warehouse should be able to 'Feel Safety' around them," he said.

As part of the Feel Safety initiative, Komatsu has established 27 national standards for its own premises and facilities, covering such issues as site layout, access and walkways, signage, drainage, clothing and PPE, barriers, trip hazards, equipment and component stands, energy isolation, lighting, inductions, evacuation procedures and housekeeping.

It also includes the company's long-standing "Take 5" program, which has been developed to identify hazards in the workplace.

"And now that we've completed the process for our own branch facilities, with the support of our customers, we are progressively introducing Feel Safety standards for our field operations on minesites, construction sites, or any other areas where we

operate outside of our own premises," he said.

The company has developed 8 field "feel safety" standards, covering such issues as first aid, mobile equipment, manual handling equipment, outdoor storage, barriers and beacons, and field spill kits.

These standards and others will be introduced to all Komatsu Australia field operations throughout this year.

"Our intention with Feel Safety is to develop the mining and construction industry's highest- standards and awareness of safety – on the part of employees, contractors, visitors and customers.

"So we are keen to learn what our customers and contractors are doing and adopt their best practices as well." Chris said.

"The benefits of this will also flow through to our customers and subcontractors, in terms of higher levels of safety both at Komatsu premises and out in the field – so that anyone engaging with Komatsu will 'Feel Safety' in all areas of activity," he said. ■



*Pictured above: marked walkways at the Fairfield branch. Pictured below: tool stores are organised to ensure a "Feel Safety" environment.*



# KOWA, ONE MILLION SAMPLES IN EIGHT YEARS!

**In June this year, Komatsu Australia's Condition Monitoring Services (CMS) carried out its one millionth KOWA oil sample since starting operations in August 2000.**

And such is the growth in its sampling business that CMS National Manager John Hardy expects to pass the two million samples mark in just four more years.

According to John, the growth in KOWA (Komatsu Oil Wear Analysis) sampling has been growing steadily since the service came in-house in 2000, when the company set up two CMS centres, one in Perth and one in Brisbane.

"In our first year, growth was a bit slow, but it's grown strongly ever

since, and is continuing to grow at an increasing rate," he said.

"Today, the great majority of our business is from the mining sector – both mobile and fixed plant – following by construction, the marine industry, agriculture and local government.

"And a lot of our business is non-Komatsu products – whether competitive mining or construction equipment, or fixed plant, marine equipment or agricultural equipment."

John said that services such as KOWA and other offerings from Komatsu CMS are increasingly being used for predictive maintenance.

"Particularly in the mining industry, where miners are working their equipment 24 hours a day, rather than 16 as may have been the case a

few years back, they are using KOWA and other conditioning monitoring services to predict when maintenance is actually required, and to extend the life of oils and lubricants," he said.

"We have some incredibly sophisticated tools available to us at CMS; not just our standard KOWA tests, but a whole range of non-standard oil tests we are able to run, which allow us to give our customers very accurate pictures of the condition of their equipment, and when it needs to come out for service for maintenance.

"We are also able to analyse the many different types of oils and lubricants on the market today. Just 10 years ago, there were about 30 types of oils; today there are more than 200, designed to cope with a wide range of

conditions and applications, and keep equipment operating longer between oil changes," said John.

In addition to its KOWA and other oil analysis services, Komatsu CMS can offer a full suite of non-destructive tests for mobile and fixed plant, both Komatsu and non-Komatsu. These include:

- Vibration analysis
- Metallurgical testing and evaluation
- Thermal imaging
- X-ray analysis.

For further information on Komatsu CMS, please call 1300 KOMATSU (1300 566 287) or email [cms@komatsu.com.au](mailto:cms@komatsu.com.au). ■

# KOMATSU CONTINUES ON-GOING SUPPORT FOR BEACON

**Komatsu Australia has continued to be actively involved with the Beacon Foundation, both in financial and in-kind support, in Beacon's program to make a difference to the lives of young people in terms of jobs and career opportunities.**

These have included:

- Individual Komatsu employees in Queensland, Victoria, Tasmania and Western Australia becoming involved in volunteering and mentoring programs with Beacon schools and young people
- Participation in Beacon's National Conference

- Offering work placements to students
- Hosting of students from Beacon "No Dole" schools, to let them know about opportunities with Komatsu, and also about educational, training and qualification requirements.

Beacon has now rolled out its No Dole program to 88 schools across Australia, with four new schools added in the second quarter of 2008.

In May, more than 100 career educators and school principals from as far away as Kununurra (WA) and Cape York (Queensland), attended Beacon's annual AMP Foundation No Dole conference in Melbourne.

The theme of the conference was "Bridging the gap" between schools, the community and business. A highlight of the conference was industry site visits to a range of businesses in Melbourne, including construction, recycling, financial institutions, hospitality, freight and logistics.

In June, Beacon celebrated its 20th anniversary, with a national charter signing week held at Beacon No Dole schools around Australia, involving more than 60 schools and 7000 students. ■

# AGFEST SUCCESS FOR TASMANIAN BRANCH

**Komatsu Australia had a highly successful presence at this year's Agfest show, held in early May just out of Launceston, Tasmania.**

It was the first time Komatsu had participated in Agfest in five years, and the decision paid off with a high

number of inquiries, machines sold off the stand, along with parts and services sales at the show, said Tim Freestone, Komatsu Australia's Tasmanian sales manager.

"With around 60,000 people attending Agfest, it's a major event

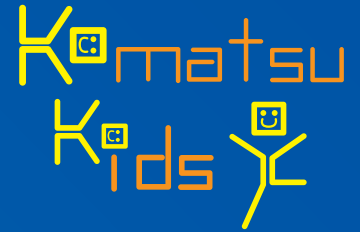
for Tasmania," Tim said.

"We sold two machines off our stand from walkup visitors, with a further three or four more sold in the following weeks as a result of our presence, while we had a very high enquiry level, requiring over 70 follow-up quotes or phone calls after the show."

Equipment on display on the stand included a PC270-8 forestry excavator with Rosin falling head, a WB97R-5 backhoe, PC130-7, PC138US-8, PC50MR-2, PC30MR-2 and PC18MR-2 excavators, a Hyster H2.5TX forklift, numerous parts displays, a Berco track frame and a number of service displays.

"We had a lot of interest in our WB97R-5 backhoe, which has really started to surge in recent months, with most overall interest shown in our utility machines," said Tim.

"By the end of the show, we had only two machines from our site that were not sold." ■



## Hi Komatsu Kids!

### Test your brain with our Memory Game!

- Step 1: Cut out all the cards. (You may need Mum or Dad's help for this)
- Step 2: Shuffle up all the cards - mix them up really good!
- Step 3: Place all the cards face down, 5 cards across and 6 cards down.

#### One Player

Turn over one card. Turn over a second card. Do they look the same? If yes, great! You've found a pair! If they don't look the same, turn them back over and remember what it was you saw on the card. Try again to find a matching pair. Time how long it takes you to find all the matching pairs, and when you've finished, shuffle them up and try to beat your last recorded time!

#### Two Player

Turn over one card. Turn over a second card. Do they look the same? If yes, great! You've found a pair! And you get another turn. If they don't look the same, turn them back over and remember what it was you saw on the card. Then it's your friends turn to do the same. Keep on taking turns, and when all the matching pairs have been found, count how many pairs each of you have, and the friend with the most pairs wins the game!

**Good luck!  
Kim, Matt and Sue!**

Solution to last issues find-a-word:

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



**KOMATSU**



**KOMATSU**



**KIM**



**KIM**



**MATT**



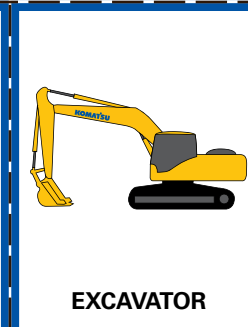
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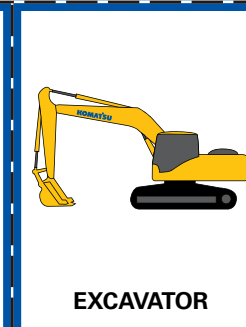
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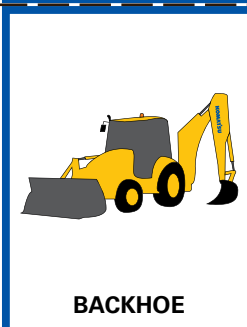
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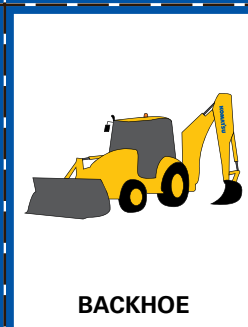
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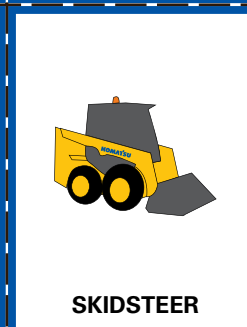
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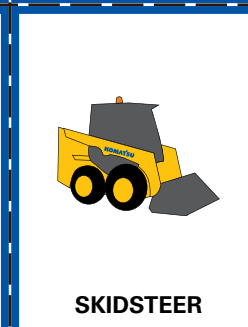
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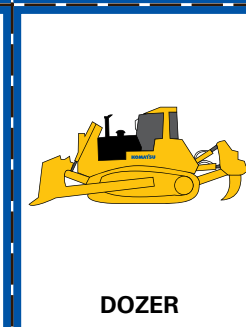
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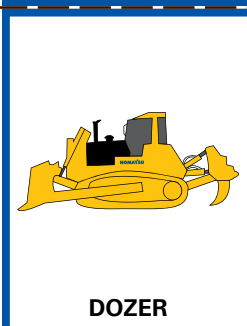
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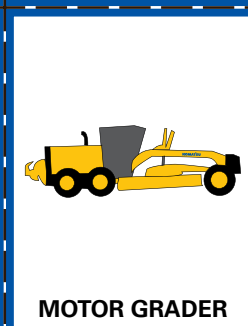
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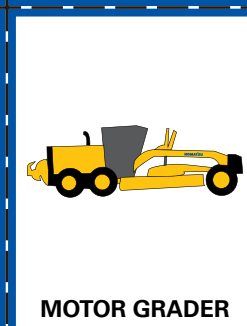
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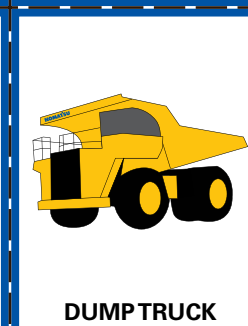
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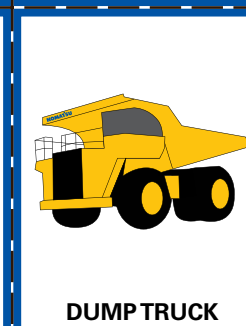
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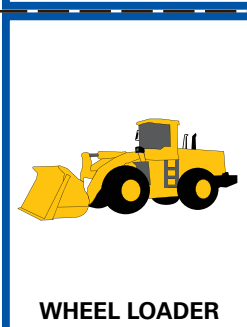
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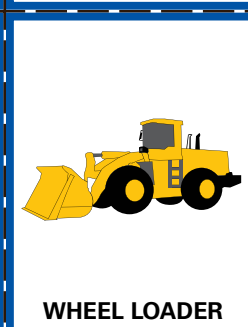
**DUMP TRUCK**



**DUMP TRUCK**



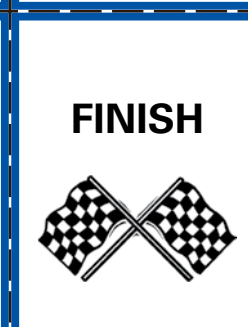
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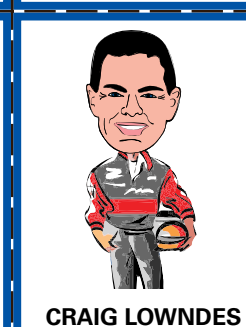
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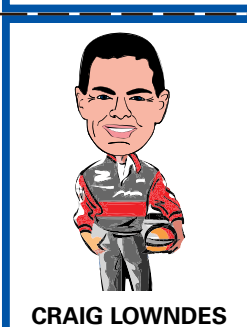
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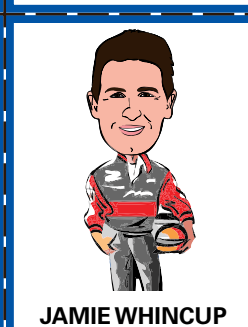
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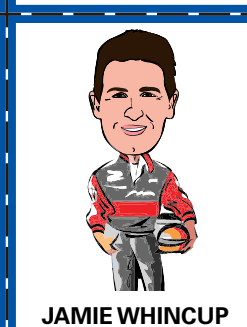
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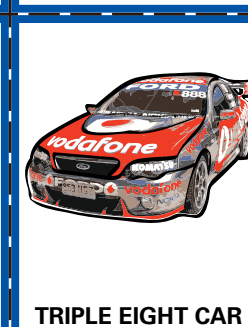
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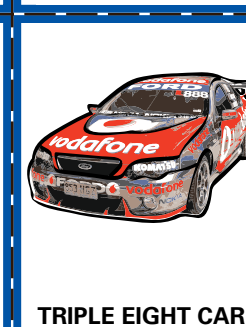
**JAMIE WHINCUP**



**JAMIE WHINCUP**



**TRIPLE EIGHT CAR**



**TRIPLE EIGHT CAR**



## “We Understand This Business”

Komatsu Corporate Finance is an equipment finance company owned by Komatsu Limited Japan. The company provides the following services to customers of the Komatsu Australia group:

- Finance Lease
- Operating Lease
- Commercial Hire Purchase
- Chattel Mortgage (loan secured by a mortgage over the equipment)
- Power by the Hour™

We use funds supplied by our Japanese shareholders and from other Japanese capital market sources.

As a Komatsu-owned finance company, closely connected to the construction industry and working directly with Komatsu Australia, we understand your business better than other financiers. This allows us to tailor a financial solution to best suit your needs.

Komatsu Corporate Finance's reputation as a competitive and flexible financier has seen the company supply financial solutions to many of Australia's largest companies.

The advantages of using Komatsu Corporate Finance include competitive rates and flexible repayment structures such as seasonal, structured or hourly rates. In addition, we can tailor solutions to meet your cashflow, currency, taxation, interest rate outlook and balance sheet requirements. By diversifying your funding sources, this means your bank facilities are free to support your other working capital requirements. You can also transfer your equipment resale risk and maintenance responsibilities to us.

For more information about Komatsu Corporate Finance, talk to your local Komatsu Sales Representative or call the following contacts at Komatsu Corporate Finance below.

<b>NSW:</b>	Simon Rawther	(02) 9795 8222
<b>QLD:</b>	Shane Kennedy	(07) 3246 6232
<b>VIC &amp; TAS:</b>	Peter Johnston	(03) 9205 9377
<b>WA, SA &amp; NT:</b>	Jason Warnes	(08) 9351 0555
<b>NZ:</b>	Mike Gray	+64 (9) 920 5300

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