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DOWN TO EARTH

ISSUE 58

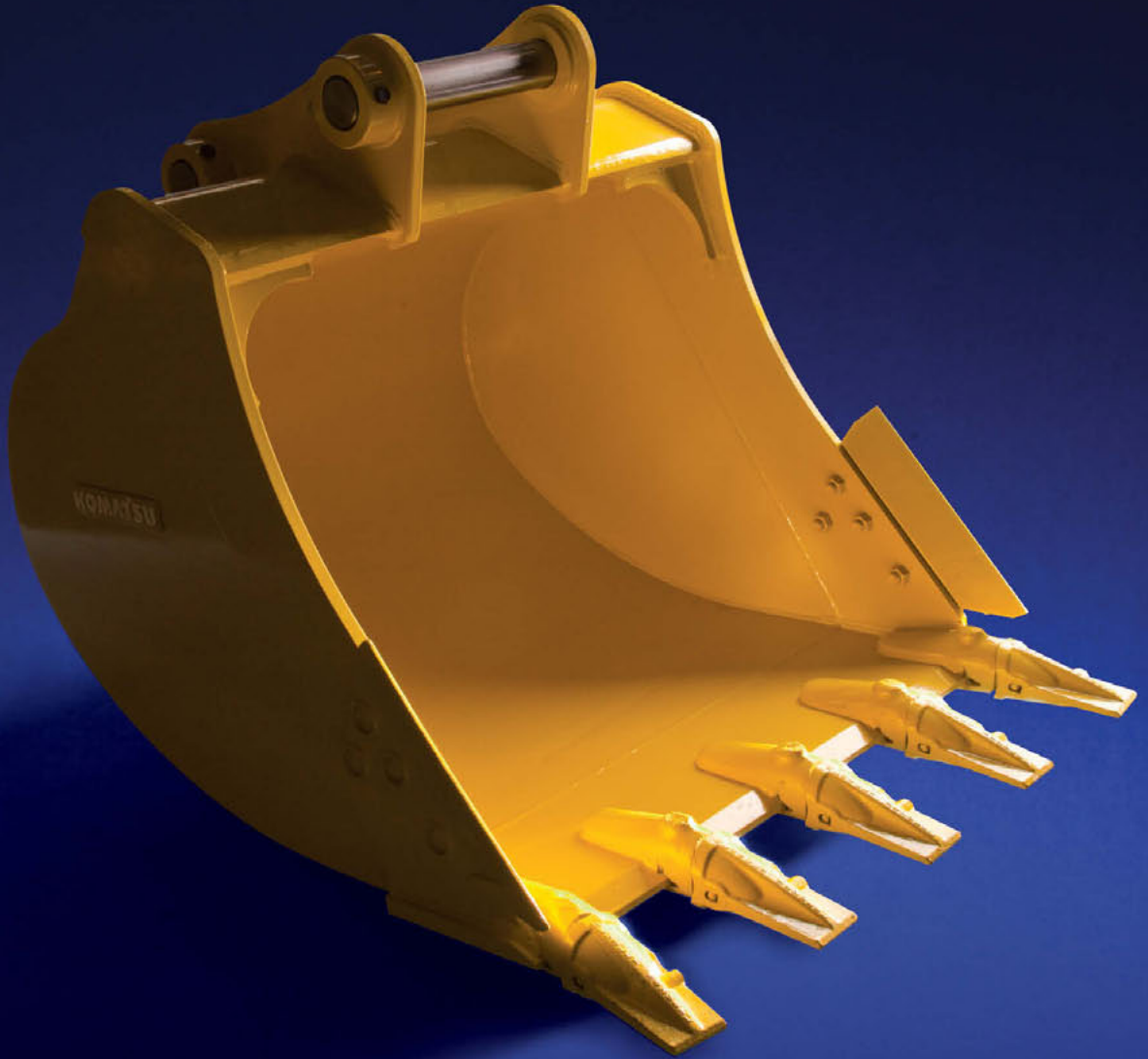


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- » Komatsu & Rio Tinto's Logistic Partnership Success
- » Multi-Million Dollar Wacol Facility Opens
- » Release of New Mining Dozers Ride Enhancement Package

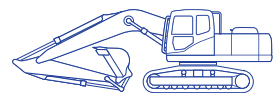
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KOMATSU

KOMATSU COMMENTS



Sean Taylor
Managing Director & CEO

IN APRIL I HAD THE OPPORTUNITY TO OPEN OUR NEW STATE OF THE ART WACOL FACILITY IN BRISBANE TOGETHER WITH THE NEW QUEENSLAND STATE TREASURER, THE HON. TIM NICHOLLS AND SENIOR EXECUTIVES FROM KOMATSU LIMITED, MITSUI & CO.

Over the years, Komatsu's business in South East Queensland has grown organically, which has resulted in Komatsu's multiple sites around Brisbane. The Queensland market for earthmoving equipment is experiencing record levels of growth, driven by the ongoing mining boom in the Bowen Basin, as well as emerging mining precincts of the Galilee & Surat Basins. Demand is further bolstered by LNG developments around Gladstone, whilst the reconstruction efforts from last year's floods and cyclones have created infrastructure led growth.

Demand for earthmoving machinery in Queensland was up 60% in 2011, and we're predicting another strong year of growth in 2012.

Our new Queensland headquarters has been designed from the ground up to be a world class facility, featuring the latest thinking and technology

from around the globe. We set ourselves 4 objectives for the design of the site:

- » A site that our employees are proud of, and that features 'Safety' without compromise.
- » A site that will deliver the capacity we need to grow into the future
- » A facility that will allow us to use the latest technology to deliver the best outcomes for our customers
- » A site that represents environmental best practice.

The Wacol site has taken around 18 months to construct, during which time we have injected over \$50M into the local economy. The construction itself created work for over 400 trades people. We will be increasing our staff levels at the site by 120 people over the year ahead.

Last year I advised that Komatsu

Australia will significantly ramp up our apprentice intake to 100 new first year apprentices. This year I am pleased to say we continue this theme of introducing young people to our company, in March six very talented new graduates joined our business covering disciplines required in our business including engineering, information technology, commerce and accounting. This is the first intake of our Graduate Development Program. The new graduates will spend two years on rotational assignments throughout the company and learning about our business of supporting Komatsu customers.

Finally from me, whilst we are already a third of the way through the year I wanted to wish all of our customers success in 2012. I hope you all achieve your goals this year, it is our job at Komatsu Australia to contribute wherever we can to your success.

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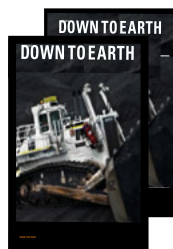
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FRONT COVER

Bis Industries Go with Komatsu

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KOMATSU & RIO

SUCCESS IN LOGISTIC PART

KOMATSU AUSTRALIA, MINING GIANT RIO TINTO AND BOTH COMPANIES' THIRD PARTY LOGISTICS PROVIDERS HAVE RECENTLY ESTABLISHED A UNIQUE FOUR-WAY PARTNERSHIP TO ENSURE FAST AND ACCURATE SUPPLY OF PARTS, COMPONENTS AND CONSUMABLES TO NINE MINE SITES IN WESTERN AUSTRALIA – AND DELIVER SIGNIFICANT PRODUCTIVITY AND UTILISATION BENEFITS, REDUCTIONS IN DOWNTIME AND COST SAVINGS FOR THE CUSTOMER, AS WELL AS EFFICIENCY BENEFITS FOR ALL FOUR ORGANISATIONS, REPORTS JAN FOSTER-HAWKINGS, KOMATSU AUSTRALIA'S NATIONAL CONTRACTS MANAGER FOR RIO TINTO.

Under this new arrangement – which Rio Tinto has stated will become a benchmark for all major OEMs it deals with in Australia – we now have a centralised logistics facility co-located within our WA branch in Welshpool for all Komatsu parts and rotables intended for the nine sites.

The four parties involved in the partnership are Komatsu Australia, Rio Tinto, Toll Holdings (Komatsu's third party logistics provider) and Centurion Transport (Rio Tinto third party logistics provider).

By working closely with Rio Tinto, Toll and Centurion, we have streamlined the process by which we deliver parts to the mine sites.

This allows us to collectively improve the accurate and timely delivery of parts, reducing downtime due to maintenance and repair, and increasing equipment uptime and productivity.

Having Rio Tinto's logistics provider, Centurion, on our Welshpool site means that parts shipments to the customer are checked and accepted right next to our parts warehouse.

If there is a part missing or a problem with the paperwork, it can be quickly resolved before the shipment is delivered to site.

This will make life much easier for maintenance teams on site and ensure planned maintenance events do not have to be rescheduled, saving considerable time for Rio Tinto, reducing downtime and improving equipment utilisation and productivity.

Other benefits of the new partnership include:

- » A significant improvement in orders delivered on time, and with all items included.
- » Rio Tinto's site supply co-ordinators (SSCs) instantly know where their goods are in the supply chain; previously there were delays of up to three days before goods leaving Komatsu were entered into Rio Tinto's system.
- » Significant reductions in express freight requests from Rio Tinto's WA sites, resulting in considerable cost savings.
- » Eliminating incorrect freight issues which are now resolved at our premises.
- » Reducing transit times by at least a day.
- » The ability to convert express orders to general freight while still meeting transit requirements.

Rio Tinto has also been very pleased with the success of this initiative, with Cindy Dunham, General Manager, Operations West, Procurement.

"There are cost benefits in all aspects of this project," said Cindy. "The project payback period is less than one year."



Above: Key Members of the project team from Komatsu, RTP, Centurion and Toll.

TINTO'S PARTNERSHIP

SO WHAT WAS BEHIND THIS NEW FOUR-WAY PARTNERSHIP?

Komatsu's HME (heavy mining equipment) contract with Rio Tinto stipulates a single Western Region delivery point for all orders from the Rio Tinto's nine WA mine sites that we service with spares, parts and rotables (such as our Reman components).

This delivery point is Rio Tinto's third party logistics provider, Centurion Transport.

Centurion Transport's main facility is located 20 minutes drive from our Welshpool branch and in the past has required Komatsu to make deliveries around three times a day.

Three and half years ago, it was identified with Rio Tinto representatives that the delivery and receiving process could be streamlined and could remove several constraints currently experienced.

We suggested that a way to reduce or even eliminate these causes would be to locate Centurion personnel within our Welshpool site to receive items into Rio Tinto's SAP system as the orders were picked and packed.

Rio Tinto agreed to this proposal – although it opted to trial the concept over 12 months with a smaller vendor before committing to it. That trial was very successful.

The resulting arrangement has required Komatsu, Rio Tinto, Toll and Centurion to contribute financially and/or materially to achieve the outcome we now have.

All four parties have worked on this with a positive outlook and intention to improve how we interact with each other – a further indication of what is truly an alliance between all companies, compared with the standard customer/vendor relationship model.

The process change started in December 2010 and was completed on December 12, 2011, and it is on track to show immediate benefits.

"At the opening of the new facility in December, we had various levels of management from all four companies attend, including Executive General Managers, General Managers, Managers, the personnel engaged in transacting the new processes, plus those who helped develop the facility.

Chris Cassettari, Komatsu Australia's Director Regions & Global HME attended on behalf of our company.

This is indicative of the support this initiative has received from executive management across all four companies. ■

KOMATSU AWARDED RIO'S 2011 SUPPLIER RECOGNITION



Left: James Petty – Rio Tinto general manager, Mine of the Future™; Greg Lilleyman – Rio Tinto president Pilbara Operations; Sean Taylor - Managing Director Komatsu Australia; Sam Walsh – Rio Tinto chief executive – Iron Ore Australia; Shingo Hori - General Manager, AHS Support Centre - Komatsu Australia.

Komatsu Australia has won an award for Innovation and Contribution to Sustainable Development under Rio Tinto's 2011 Iron Ore Supplier Recognition Program for its contributions to Rio's Mine of the Future™ project through its developments in autonomous haulage.

Rio Tinto announced the winners of the Excellence Awards event on February 17 2012 at the Perth Convention and Exhibition Centre

In its Excellence Awards citation, Rio Tinto stated that autonomous haulage is an important component in its Mine of the Future™ program.

"Komatsu, working with Rio Tinto, has developed technologies that are revolutionising the way large-scale mining is done, creating attractive high-tech jobs, and helping us to improve safety and environmental performance and reduce carbon emissions," said the submission.

**Rio Tinto's Iron Ore
Supplier Recognition Programme
2011 Special Award Winner**





The name Komatsu means 'small pine tree' and as part of the official opening ceremony at Wacol a small pine tree was planted onsite by the official dignitaries: From left, The Hon. Tim Nicholls, Queensland Treasurer, Sean Taylor, Managing Director Komatsu Australia, Mr Nakayama Chief Operating Officer Mitsui & Co Automobile & Construction Machinery Division, Mr Nishikawa, President Komatsu Marketing Support Australia.

KOMATSU WACOL FACTS:

» Total site investment - \$55 million

EMPLOYMENT

- » 1400 (construction phase)
- » 320 (operational phase)

SITE SIZE

- » 61,000m²

BUILDING DEVELOPMENTS

- » Six buildings, totalling 14,386m² (office and assembly workshop, service workshop, remanufacturing facility, track-press/ boilermaker shop, wash-bay, paint-shop).

MINING WORKSHOP

- » Production line for Electric Mining Dump Trucks.
- » Capacity for 7 x 930E "Ultra-class" Komatsu dump trucks at one time. (930E: 15m-long, 9m-wide)

RAINWATER HARVESTING

- » 291,000 litres stored underground. Used for irrigation, workshop production and amenities.

WASH PAD

- » Use of 100 per cent reclaimed water --from roof-tops. 100 per cent water re-use using "Clearmake" water separator system.

LIGHTING

- » New technology "T5" light fittings - three times as efficient as existing "T8" fittings.
- » Natural lighting through adoption of translucent sheeting in workshop bays.

INSULATION

- » All roofs insulated for temperature control and to minimise energy usage.

BIO RETENTION

- » 400-metre long bio retention basin along the lower boundary creek catchment using a Gross Pollution Trap. Features a 40-metre buffer zone from waterway.

KOMATSU'S

ON 12TH APRIL KOMATSU AUSTRALIA LIMITED ANNOUNCED THE OFFICIAL OPENING AND COMMISSIONING OF ITS ALL-NEW, STATE OF THE ART REGIONAL HEADQUARTERS AT WACOL, SOUTH-WEST OF BRISBANE.

Total project expenditure in excess of \$55 million has been injected into the local economy, with up to 1400 workers employed during the construction phase that completed in March 2012.

"The LNP Government is very excited to see Komatsu set up its regional headquarters at Wacol, the company's single biggest investment in Australia to date," Queensland Treasurer, the Honourable Tim Nicholls said.

The facility will act as a one-stop shop for Queensland customers, with the sale, service, assembly and remanufacturing of mining and construction equipment taking place on site.

The site also features Komatsu's Condition Monitoring Services oil-testing laboratories.

More than 150 permanent employment opportunities have been created with the establishment of the Komatsu Wacol site. "The LNP is committed to reaching an unemployment target of 4 per cent in six years and projects such as this one will be of enormous benefit in helping to achieve that, with the creation of more than 150 permanent jobs." stated the Honourable Tim Nicholls.

The "operational hub" will also house Komatsu Australia's Mining Division head office and service customers through a world-class component remanufacturing centre.

Wacol site has 40 per cent more capacity and will assemble up to 70 "Ultra-class" mining dump trucks each year, with the facility strategically located and built to better service customers in the rapidly expanding Queensland resource sector.



Top right clockwise: Left Sean Taylor, Komatsu Australia Managing Director, Dean Gaedtke, Queensland Regional General Manager and the Honourable Tim Nicholls, Queensland Treasurer during the press conference at the Wacol branch. Bernie Ripoll, Federal Member for Oxley addressing Wacol guests. Sean Taylor presents a scale model dump truck to Tim Nicholls in front of Komatsu's HD1500 rigid dump truck. Dignitaries were given an official site tour of the new Wacol facility. Sean Taylor painting an eye on the ceremonial 'Daruma Doll' – this is a popular Japanese tradition which bestows business prosperity to the owner.

NEW MULTI-MILLION DOLLAR FACILITY IN BRISBANE

Significantly, the Wacol site will play an integral role in the employment of up to 100 new trades-based apprentices by Komatsu over the next 12 months.

Managing Director of Komatsu Australia Sean Taylor, said the Wacol facility was the company's single biggest investment in Australia to date.

"The commissioning of our all-new Wacol facility is an important milestone in the strategic expansion of Komatsu's nationwide sales and service network," he said.

"Komatsu made the decision to invest in this Queensland site, enhancing our capability to meet the growing needs of customers in the Australian marketplace.

"We have a very positive outlook for the local resource and construction markets, and have made the development of Wacol as a customer service facility a key infrastructure priority for Komatsu.

Sean said Komatsu was guided by a corporate commitment to the sustainable development of industry, and that the Wacol site had been designed with a number of

advanced, environmentally friendly features.

The site has six main buildings across 61,000 square metres of land.

Three large central buildings house office, mining and construction machine assembly, service workshop and remanufacturing functions, with a wash bay building, boiler-maker and track press shop, and an extensive paint-shop building.

The environmentally friendly paint-shop can easily accommodate two Komatsu 930E (290-tonne payload) mining dump trucks, and is the largest spray booth of its type in the southern hemisphere.

It has been specifically designed so that it is fully enclosed, preventing the release of harmful paint toxins into the atmosphere. Its advanced automotive-specification equipment significantly improves the paint quality of machines for customers.

Rainwater harvesting, energy efficient lighting, temperature-controlling insulation and a bio-retention basin are all featured on site.

"We are proud of these environmental measures - and they are a shining example of

Komatsu's global efforts to reduce our ecological footprint," Sean said.

The establishment of the new Wacol facility has been actively supported by the Queensland Government and Brisbane City Council, with a view towards the long-term economic development of the south-western Brisbane area.

Treasurer Tim Nicholls, who attended the opening, recognised the role Queensland Premier Campbell Newman played in attracting Komatsu to Brisbane while he was Lord Mayor.

"The LNP is committed to growing a four pillar economy, including strengthening our construction and mining sectors to ensure we all benefit from companies such as Komatsu investing in our state," Mr Nicholls said.

Construction of the Wacol facility has taken more than 16 months, with official work commencing at the end of October 2010. ■

“
Komatsu also celebrated the grand opening with the Wacol staff on 14th April 2012. 544 staff and family members attended the family fun filled day.
More details will be in next issue of Down to Earth.
 ”

KOMATSU RELEASES UNIQUE 10 TONNE SHORT-TAIL WHEELED EXCAVATOR

KOMATSU AUSTRALIA HAS RELEASED A UNIQUE 10 TONNE-CLASS WHEELED EXCAVATOR, THE PW98MR-8, BASED AROUND ITS MR-SERIES OF SHORT-TAIL EXCAVATORS – AND THE ONLY SHORT-TAIL WHEEL EXCAVATOR IN THIS SIZE OF MACHINE.

Powered by an interim tier 4-compliant Komatsu SAA4D95LE-5 ecot3 diesel rated at 50.7 kW, the PW98MR-8 incorporates auto-idling, an ECO-gauge and five different working modes to minimise fuel consumption and CO2 emissions.

It includes four-wheel steering, offering three modes: two-wheel steer for travelling between job sites, four-wheel steer for manoeuvrability, and crab-steer for moving in confined areas.

A two-speed hydrostatic transmission allows it to travel at speeds up to 30 km/h.

According to Carl Grundy, Komatsu Australia's National Sales Manager-Utility, the new PW98MR-8 is the first in a new class of short-tail compact wheel excavators – offering features that no other manufacturers are offering.

"Key features of our new excavator concept include outstanding

versatility and unmatched mobility in confined working spaces," he said.

"The standard rear counterweight has been redesigned and integrated into the tail of the machine, protecting the back of the excavator from impact and damage.

"And because of the short-tailswing, the PW98MR-8 has a reduced turning radius so the operator can concentrate on the front working area with fewer concerns about what happens behind the machine," he said.

"In small and tight spaces, a curved sliding door allows easy entry and exit to and from the cabin, which has similar internal dimensions to cabs on much larger excavators."

Carl said that despite its compact design, the new wheeled excavator offers lifting capacities and working ranges unmatched by other machines in this size class.

"Its power and performance, combined with its compact design, short tailswing and four-wheel steering – incorporating three steering modes – allow it to work effectively and productively in extremely tight spaces, including congested urban areas, road construction and maintenance, and rail infrastructure projects,"

he said. "Add to this the large working envelope afforded by the innovative two piece boom design and you end up with one very versatile piece of equipment"

The PW98MR-8's hydraulic system is based around Komatsu's HydraMind closed-centre load sensing system (CLSS), providing power, speed and precision control of all combined movements.

The unit is standard with a 1.65m arm, dozer blade and independent rear stabilisers which are controlled from the LCD monitor panel. Other features of the new excavator include:

- » The latest version of KOMTRAX, Komatsu's remote monitoring system, allowing machine data, including location, performance, fuel consumption and maintenance requirements to be easily accessed via the internet.
- » Two auxiliary circuits for a wide range of attachments, plus factory hitch piping.
- » ROPS cab, conforming to the latest ISO regulations, offering full rollover protection, along with 360° visibility.
- » Easy access to all daily service checkpoints.

"Komatsu is the only manufacturer offering a complete range of short tail mid-sized excavators up to 12 tonnes – and this latest wheel excavator adds another unique offering to our lineup, with no direct competitors on the market," said Carl.

"Already we've had a lot of interest in the new PW98MR-8, from the likes of local government, specialist rail contractors, and contractors engaged in road construction and maintenance works," he said. ■

KEY SPECS INCLUDE:

Operating weight, 9.8-10.3 tonnes (depending on configuration); engine, Komatsu SAA4D95LE-5 ecot3 diesel rated at 50.7 kW; bucket size range, 0.077-0.28 cu m; SAE-rated dig depth, 3415 mm (with 1.65 m arm); bucket breakout, 6250 kgf; arm breakout, 4230 kgf.

Below: The new PW98MR-8 is the new 10 tonne-class wheeled excavator, featuring outstanding versatility and unmatched mobility in confined working spaces.



KOMATSU RELEASES RIDE ENHANCEMENT PACKAGE FOR MINING DOZERS

KOMATSU AUSTRALIA HAS ANNOUNCED A RIDE ENHANCEMENT PACKAGE FOR ITS D375A-6 AND D475A-5E0 MINING DOZERS, SAID TO DELIVER RIDE COMFORT LEVELS THAT ARE EQUAL TO OR BETTER THAN ANY OTHER MACHINE ON THE MARKET WHILE STILL MAINTAINING THEIR CLASS-LEADING DOZING AND RIPPING CAPABILITIES.

It has also developed a factory-fitted Australian mining spec package, allowing the dozers to be delivered directly from factory to mine site in a "mine-ready" configuration.

According to David Laidlaw, Komatsu Australia's Mining Product Manager, Bulldozers and Excavators, Komatsu mining dozers are renowned as the best ripping and dozing machines on the market – but until now have not had the same reputation for comfort and ride.

"Our combination of track configuration and design, transmission and powertrain – including the automatic/direct drive transmission on the D375A-6 – have meant that Komatsu dozers have a well-deserved reputation for out-ripping and out-pushing any other dozer in the market," he said.

"Now to address perception on comfort and ride, we've made a number of significant modifications to the undercarriage, as well as the cab mountings.

"Following trials in Hunter Valley and Central Queensland coal mines, we can confirm that the ride, vibration levels and operator comfort on Komatsu mining dozers are as good as or better than any other machine," David said.

"We carried out a rigorous independent testing program, comparing a D475A-5E0 with the ride enhancement package fitted, one without, and a competitive machine – and the results show that we have achieved our ride and operator comfort objectives."

The undercarriage modifications included changes to the bogie and equaliser bar oscillation angles, along with new style cabin mounts to reduce shock loads.

Additional research and testing is continuing into ways of further improving ride and comfort levels.

According to David, Komatsu's factory-fitted "mine spec" option saves considerable time and expense when preparing and delivering dozers to mine operations.

"It ensures that mine specification requirements for our dozers are manufactured and installed to Komatsu's exacting production standards prior to being shipped to Australia, and that they comply to ISO engineering standards," he said.

The factory-fitted mining specification package includes:

- » Right- and left-hand access platforms with handrails, toerails, access lights and worklights, giving safe, secure access for operators and maintenance crews to the side and rear of the machine, including checking and refilling fuel and hydraulic tanks, cleaning of cab windows, and checking cab mounted lights
- » High mounted HID (high-intensity discharge) headlights for safer working at night
- » A battery and starter isolator box
- » Centralised grease points
- » Manual engine stop switches
- » Engine bay maintenance light.

The D475A-5E0, which has an operating weight of 108.4 tonnes, is powered by a Komatsu SAA12V140-3 Tier II-compliant engine rated at 664 kW, and incorporating a Komatsu-designed heavy duty high-pressure common rail injection (CRI) air-to-air charge air cooling system.

"It's a totally electronically controlled engine, giving optimum fuel efficiency and power while minimising emission levels, while other changes have been made to further increase service life.

"Komatsu has specifically designed this heavy duty CRI system to meet the needs and

demands of large machines in mining applications," David said.

The D375A-6, with an operating weight of 71.64 tonnes, is powered by Komatsu's Tier 3-compliant turbocharged and aftercooled SAA6D170E-5 engine rated at 455 kW.

It is coupled with Komatsu's automatic gearshift transmission, which selects the optimal gear range depending on the working conditions and load on the machine, ensuring the machine is always operating at maximum efficiency plus a lockup torque converter.

"Ripping performance is further enhanced through Komatsu's electronic powertrain control system, which results in a highly efficient drawbar pull, putting more power to the ground where it counts," said David.

In dozing operations, Komatsu's new Fully Universal (Full-U), and Semi Universal (Semi-U) blades allow for increased production without increasing blade width or reducing digging force. A redesigned sectional shape increases load-hauling capacity during dozing operation.

All components in both machines, including engine, transmission components and hydraulics, have – as with all Komatsu machines been designed and built from the ground up by Komatsu to work together as an integrated whole. ■



BRIEF SPECS ARE:

D375A-6: Operating weight, 71.64 tonnes; engine, Komatsu SAA6D170E-5 engine rated at 455 kW (Net); blade capacity, 18.5 cu m (semi-U), 22 cu m (full-U).

D475A-5E0 are: Operating weight (with semi-U dozer, giant ripper), 108,390 kg; engine, Komatsu SAA12V140E-3 rated at 664 kW at 2000 rpm; blade capacity: semi-U, 27.2 cu m; full-U, 34.4 cu m; coal, 70-76 cu m.

KOMATSU LAUNCHES NEW GRADUATE PROGRAM FOR FUTURE GROWTH

TO FURTHER BUILD ON OUR EXTENSIVE INVESTMENT IN PEOPLE AND TALENT DEVELOPMENT, KOMATSU AUSTRALIA WILL COMMENCE A STRUCTURED GRADUATE DEVELOPMENT PROGRAM (GDP) BEGINNING WITH THE FIRST INTAKE OF GRADUATES IN APRIL 2012.

The program is designed to ensure a steady supply of specialist and management talent into the business, now, and in the future.

The GDP is focused on building organisational capability in critical business areas and has recruited a number of recent graduates from various disciplines including: Engineering -3, IT -1, Finance/Accounting-1 and Business/Commerce-1 totalling six in the first intake.

Graduates will follow a two year development program where each graduate will spend time in various departments and locations of Komatsu. The rotational assignments will be based on four, six monthly blocks, with structured learning and experience plans being a feature of the workplace development cycle.

According to Sean Taylor, Komatsu's Managing Director, The graduate program is a major initiative for Komatsu, building organisational capability through our people is a cornerstone of the way we run the business. This program along with our leadership programs, apprentice development system and Komatsu's overall

learning and development drive is significant and essential to maximise business sustainability, long term.

Graduates who successfully complete the program will be offered on-going employment with Komatsu. The program aims to give the graduates an opportunity to develop skills and experience in a range of business areas to prepare them for a career within Komatsu.

GDP complements existing and future initiatives that are designed to produce Komatsu's future leaders and build organisational capability.

Komatsu's eLearning and Business Skills Development Manager, Jason Alfeo, who is responsible

Graduates will also have the opportunity to establish Career plans using Komatsu's unique Career Planning and Development (CPD) system.

As with other Komatsu people development initiatives, the GDP is designed to "Develop and Engage the Whole Person", this means that the learning experiences are diverse and not just limited to the graduate's areas of study at university. Komatsu concentrates on developing further their technical skills relative to the chosen discipline, practical life skills and business skills.

Business skills development areas include: Project Management,

Applications were open to all recent graduates of Australian universities, with a number of the successful applicants relocating to Sydney to take up this career opportunity.

Overall, Komatsu received close to 550 applications. The recruitment process followed a three stage interview process, psychometric assessments and an emphasis on the graduate's fit to the culture and environment of the business, as well as academic achievement.

Each graduate will be assigned a mentor for the duration of the program. Being a mentor to a graduate is seen as a development opportunity for the mentor and the graduate, and will be form part of Komatsu's performance and development system process.

At the completion of each assignment each graduate will provide a 30 minute presentation to middle and senior management. Presentations will highlight their experiences during the assignment and the achievements against the learning and experience plan requirements.

Komatsu's National Organisational Development Manager, Paul Richardson, said, "A feature of the program is the focus on developing the graduate in broad corporate business skills, specific to Komatsu. Additionally, the more general skills necessary to successfully operate in a corporate environment will also form part of their development. We are interested in building engagement between the company and the graduate, this is important across the organisation and a major factor in our ability to retain key talent".

Komatsu is very aware of the importance of the sequencing of the graduate's assignments to maximise learning and skills development. Assignments are designed to provide a variety of experiences, maximise exposure to the business and to achieve continuity of learning and skills development.

Komatsu plans on recruiting a graduate intake each year and will constantly monitor and review the GDP as part of its commitment to continuous improvement and human resource development. ■

“ Graduates who successfully complete the program will be offered on-going employment with Komatsu. ”

for implementing the program, explained, " Our executive team and divisional managers are the sponsors of the program, we intend to provide a unique and exclusive Komatsu learning experience for the graduates that will expand the pool of future leaders available to the business. It also supplies the company with additional flexible resourcing for the divisions and special projects. We will ensure that the graduates gain broad experience and understanding of the Komatsu business and also seek alignment with the graduate's career aspirations and directions".

Business Process Re-engineering, Knowledge Management, Career Planning, Public Speaking, Training, Interpersonal Communications, Management and Leadership, Negotiation, Assertiveness, Conflict Resolution, Problem Solving, Planning, Decision Making, Compliance, OH&S, Environment, Policy, Customer Service, Contracts and Emotional Intelligence.

Komatsu applied a rigorous and equity of opportunity approach to the recruitment process involving General Managers, Senior Managers and Human Resource Managers each with their own unique specialisations and experiences.



NEW GRADUATES: Back row: Nathan Burke, Will Beadman, Gary Szeto, Ramesh Muruganandan
Front row: Ankit Gupta, Bassem Abouzeid

EMPLOYMENT DIVERSITY A SUCCESS FOR KOMATSU

THIS ARTICLE IS COURTESY OF THE SYDNEY MORNING HERALD –

DATED 10 FEBRUARY 2012.

It Highlights Komatsu's Employee Diversity and its commitment to building a culture that promotes inclusiveness, respect and diversity - providing all employees (and potential employees) with an equal

opportunity to achieve their full potential. Komatsu is striving to build an environment where all its employees have access to the same opportunities and growth, no matter what their situation.

The Sydney Morning Herald

DriveLIFE

SPECIAL REPORT

TRUCKS

One of the boys ... Kody House has almost finished her apprenticeship.



Women's business

Kody House beat a large field of applicants to secure her apprenticeship in a field dominated by men, writes **Clive Hopkins**.

"I was interested in challenging myself," says Kody House, reflecting on her reasons for becoming a diesel fitter. "I didn't know much about engines but I was used to manual labour."

The 21-year-old, who grew up on a cattle property in central Queensland, is now entering the fourth year of her apprenticeship with Komatsu. But while she always helped her grandfather out with jobs, she never showed an interest in cars or engines.

Out of high school, House took a job working for explosives company Orica in Gladstone. But she found herself drawn more to the work of the fitters and turners in the company workshops than the business administration she was studying at TAFE.

In 2008, she saw an ad for an apprenticeship with Komatsu and applied. After an aptitude test

and interview, House beat more than 60 competitors (all men) for the position.

"I didn't know too much about the job but I was attracted to doing more hands-on work and thought I should give it a go," she says.

Based in Gladstone for the first two years, House's job frequently took her out on field services at mine sites, three or more hours' drive away. The work involved maintenance and customisation on loaders, excavators and, of course, the giant 830E dumper trucks.

"Everything's massive," she says. "Even the tyres are bigger than me. Seeing the trucks for the first time was daunting because everything was so big."

Because of the size of the vehicles, many of them have to be transported in pieces and reassembled at their final destination. "It's like a big Lego set," House says.

Much of the work involves overhead cranes to put the pieces into place and "rattle guns" to tighten or loosen anything. House rarely works alone because most jobs take a minimum of two people.

As far as she is aware, House is the only female Komatsu apprentice in Queensland. But after

'Some of the guys have got daughters about my age and they've taken me under their wing,' **Kody House**

a transfer to Brisbane in the third year of her apprenticeship, she began meeting female apprentices at TAFE who work for other companies. "Usually I have to be 'one of the boys' but it's good now to have female friends as well," she says.

House will finish her apprenticeship and become fully

qualified this year. "I want to stay with Komatsu to get more experience," she says.

"A lot of people have told me the first five years after qualifying is where you really learn the trade.

"I know I won't be able to be on the tools all my life but I still want to have a real technical role. I love

shit – it was very challenging and there were times I wanted to quit."

House attributes the support she got from her parents as the key factor in her sticking with the job. "My mum has been amazing and has always been there for me," she says. "My dad was really good as well, before he passed away two years ago. At first he didn't want me to do it but when I did, he was right behind me. His death was hard because I really wanted to prove to him I could do it."

The move to Brisbane, though, has proved the right one, both professionally and personally.

"The guys here are more accepting than in Gladstone, a bit more modern," House says. "Some of them have got daughters about my age and they've taken me under their wing."

"I can do a lot more things by myself now and I've proved what I can do."

FEEL SAFE PROGRAM HAS REDEFINED THE WORKPLACE CULTURE FOR GLADSTONE



OVER THE PAST FIVE YEARS, KOMATSU'S GLADSTONE BRANCH HAS IMPLEMENTED KOMATSU GROUP'S FEEL SAFETY PROGRAM AS A WAY OF INCREASING SAFETY STANDARDS AND AWARENESS FOR STAFF, CUSTOMERS AND OTHERS WORKING IN OR VISITING THE BRANCH. GLADSTONE BRANCH MANAGER KIRK DUFFY REPORTS ON THE PROGRAM'S SUCCESS.

Feel Safety is a program under Komatsu Group's KOMATSU Way, based on the "5S's" system, which promotes the safety, efficiency and productivity benefits of a clean, properly laid-out workplace, with everything properly kept in its rightful (and logical) place.

For the Gladstone team, the Feel Safe program can be defined as the "enhancement of the physical environment and workplace culture so that a feeling of inherent safety is experienced by employees and visitors".

At Gladstone, this program has been applied to not only the workshop and service areas, but also our managers' and administration offices and even our reception area.

We work on the principle of there being a place for everything, with everything in its place. That means that everyone at the Gladstone branch, no matter what their job function, knows where items are kept, and where they should go.

This applies equally to signage, communications documents, paperwork, safety records, brochures and the like, through to tradespeople's tools and equipment, as well as the various consumables items they use every day.

As part of the program, we identify the root cause of what we call "poor housekeeping" and then address the human and physical reasons for this.

Improvements in design and methods have created an environment where waste is reduced and is conducive to employees performing at their best.

Today the workplace culture at Gladstone is one of communicating clearly what is expected and developing a sense of pride in our high standards of professionalism and organisation.

We also believe in leading by example; for example the supervisor's office is expected to convey the same sense of organisation and professionalism that the workshop does.

We have linked housekeeping and professionalism to safety and family, all the while encouraging input from our staff, and acknowledging achievements.

We back this up through regular and consistent inspections, which we try to keep some what informal as they

are not only to check for compliance to our expected standards but to recognise where employees are demonstrating appropriate practice as discuss as a group how we can improve our workplace.

My interest in this concept goes back to my earliest days in the mining and related industry sectors.

When I started with Komatsu as a workshop diesel fitter in Townsville branch in 2001, I was 30 years old and had worked several years as a tradesman – including and some experience running workshops.

I had previously also worked underground and in very remote locations and for various companies. I knew first-hand how the speed and quality of work I was able to produce was greatly affected by the way the workplace was set out and how accessible the necessary items were.

When I took on the position of Service Manager at Komatsu's Gladstone Branch in 2007, I was grateful for what I saw as an opportunity to make a difference to my fellow tradespeople, allowing them to produce the quality work that is essential for the job satisfaction of a skilled tradesperson.

I became aware of the KOMATSU Way through the Feel Safety program, and this reaffirmed to me that I was definitely with the right company; for me it was all about being professional

and well organised and taking pride in what we do.

Feel Safety implementation was successful and our commitment to the 5'S principals continues. We have observed many business improvements as a direct result.

Today, I am very proud of the Gladstone team and the way in which they have all embraced the KOMATSU Way and our Customer Support Charter.

I often observe members of my team quoting statements from the Customer Support Charter when discussing internally what we need to do for our customers.

I have certainly seen the team become more and more engaged with the KOMATSU Way as they experience the benefits of the Feel Safety/5S's program and the processes we have developed in order to deliver on our Customer Support Charter.

Many of us have had the experience where the tractor on the job site that looks to be in poor condition is treated with less care by the operator.

For me it is exactly the same for the business and the workplace.

When there is a system and a well-organised workplace, people naturally tend to produce work to a higher standard, have a better day at work and deliver a better experience to their customers. ■



Above: Komatsu PM Clinics are a cost-effective and hassle-free way to keep any machine working at its optimum level of efficiency.

SAVE MONEY & PREVENT DOWN TIME WITH **KOMATSU** PREVENTATIVE MAINTENANCE CLINICS

AS EARTHMOVING AND CONSTRUCTION OPERATORS RETURN TO FULL OPERATION FOLLOWING THE EASTER BREAK, KOMATSU AUSTRALIA IS REMINDING CUSTOMERS OF THE IMPORTANCE OF PREVENTATIVE MAINTENANCE.

Komatsu's comprehensive Preventative Maintenance (PM) Clinic program, designed as a maintenance and inspection service for a range of machines, is a cost-effective and hassle-free way to keep a machine working at its optimum level of efficiency.

Komatsu Business Development Manager – Service, Aaron Kumar, said Preventative Maintenance Clinics were one of the best ways for an operator to ensure the ongoing reliability and profitability of any Komatsu machine.

"PM Clinics give a machine owner real peace of mind knowing that they can avoid a potential mechanical breakdown before it's too late," he said.

"PM Clinics involve a fully trained Komatsu service technician, who conducts a comprehensive inspection and in-depth analysis of your machine's mechanical condition and servicing requirements.

"Each clinic includes Komatsu Oil and Wear Analysis (KOWA) of all major oil compartments, an undercarriage inspection report, and a detailed PM clinic inspection report for the customer.

"It keeps owners and operators up to date with how their machine is performing, preventing major mechanical failure, a loss of

productivity and profit in the long term," he said.

Preventative Maintenance Clinics are available for Komatsu Hydraulic Excavators, Wheel Loaders and Bulldozers.

All work is performed as per the factory workshop maintenance manual, and provided at a fixed cost – assisting customers with long-term cost control.

Aaron said a PM Clinic could be the best investment a customer makes all year.

"Delivering market-leading customer service and parts support is Komatsu's commitment to the industry, ensuring the long-term durability and reliability of every machine we sell," he said. ■

A Komatsu Preventative Maintenance Clinic assists customers by:

- » Avoiding unscheduled downtime
- » Maximising machine availability
- » Scheduling service efficiently and around work time
- » Minimising overall costs
- » Extending the life of equipment
- » Improving fuel consumption
- » Increasing productivity from better cycle time



EXPERIENCE & SERVICE DELIVERY BEHIND **BIS INDUSTRIES** DECISION TO GO WITH **KOMATSU**

QUALITY SERVICE DELIVERY AND A STRONG TRACK RECORD WAS BEHIND SPECIALIST MINING SERVICES PROVIDER BIS INDUSTRIES RECENT PURCHASE OF FOUR PIECES OF KOMATSU EQUIPMENT – THE LARGEST A D475A-5 DOZER – TO SERVICE ITS CONTRACT AT ANGLO AMERICAN'S MORANBAH NORTH COAL MINE IN QUEENSLAND'S BOWEN BASIN.

The principle reasons for BIS Industries' purchase of Komatsu equipment included the ability to quickly supply a large mining dozer, along with its experience over nearly 12 years with other equipment supplied to the company.

Bis Industries operates throughout Australia, working with the world's biggest mining and resource companies, processing, handling, hauling and supporting millions of

tonnes of materials annually across 75 sites nationally – both surface and underground.

Sectors in which it operates include coal, iron ore, gold, metals and minerals, logistics and steel.

Bis Industries prides itself on being the safest operator in the business, employing the best people, said Arron Johnson, Bis Industries General Manager, Queensland. The company takes enormous pride in being in the lowest quartile of safety related incidents in the resources sector.

"We build big infrastructure and we solve big problems for our clients – and if solutions don't exist, we create them," he said.

At Moranbah North, Bis Industries' responsibilities included coal loading, on-site haulage, haul road maintenance, design and construct of the co-disposal area.

"We have a range of equipment there, including our longstanding Komatsu WA600-1 loader, plus the latest equipment, the Komatsu D475A-5, a GD655A-5 grader, a WA320-6 loader and a D85PX-15 swamp dozer," Arron said.

"We've had the WA600-1 here on site for 12 years, which is how long we've been operating here, and she's done a very good job."

Bis Industries' new Komatsu mining dozer, the D475A-5, is fitted with a 76 cu m coal blade, and is used for loading trains, pushing coal from stockpiles into the valves which then load the trains.

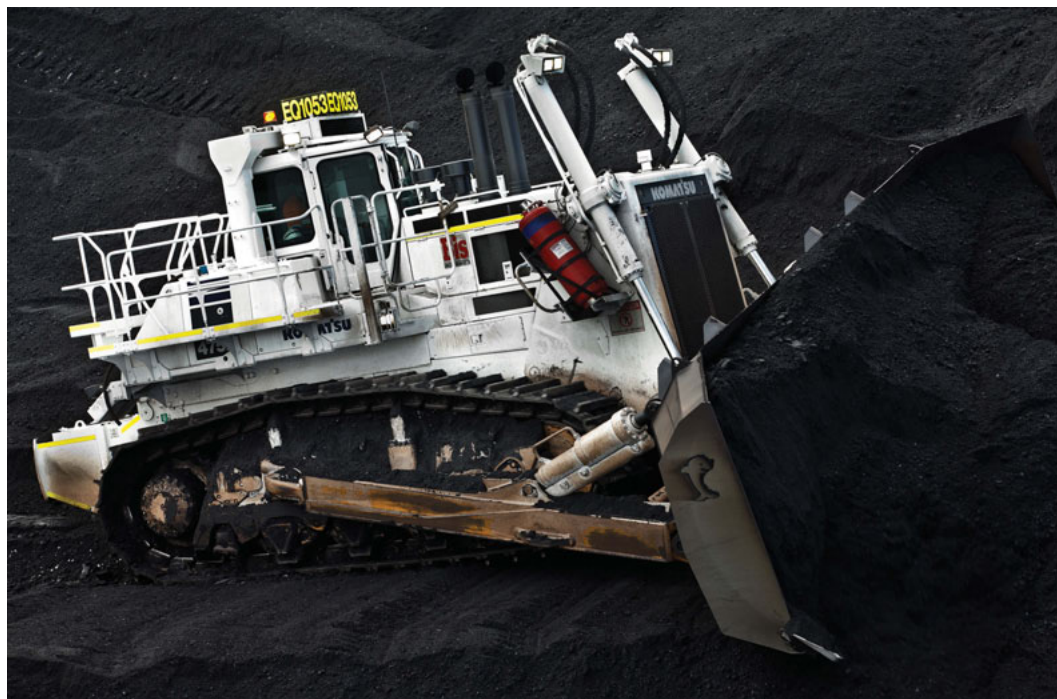
"One of the main reasons we opted for the D475A-5 and the rest of the Komatsu equipment package was that we were confident that Komatsu could deliver the equipment safely and efficiently, and the loader would perform to operational requirements," he said.

"We wrapped up a deal with Komatsu for a total package, given the fact that we were going to replace the other three machines as well."

Arron said Bis Industries' experience with the WA600-1 at Moranbah North, plus its Komatsu equipment on other sites in Queensland and Western Australia meant it was confident in the performance of the equipment, as well as the support packages available.

"It was not like we were taking a gamble on something untried. Our past experience gave us confidence in the future."

He said that while all the new Komatsu equipment was performing well, his operators and supervisors have been particularly impressed with the performance of the D85PX-15 swamp dozer.



“We needed a swamp dozer for the construction, design and maintenance of the co-disposal area, where it is working in wet and harsh conditions.

“The most common comment is that it is excellent in its ergonomic design, it’s comfortable to operate, the vision is great, and it’s got great power,” Arron said.

“KOMTRAX gives us the ability to provide fuel usage to our client to assist in the process of reconciling fuel consumption.”

He also finds Komatsu’s KOMTRAX remote monitoring system a very useful tool in managing the equipment.

“That is great, because it allows us to review what percentage of the time the machine is idle, what percentage of the time it is working at say half

load, and how often we are working the machine really hard.

“Additionally, KOMTRAX gives us the ability to provide fuel usage to our client to assist in the process of reconciling fuel consumption.”

Arron also praised Komatsu Australia’s ability to ensure service and technical people can quickly get on site.

“It is difficult to get people onto mine sites for reasons of safety, and you can appreciate they need a number of inductions to be able to work on a site.

“Komatsu have ensured that they have people pre-inducted for our mine site, to allow us a short turnaround if needed,” he said. ■

BIS INDUSTRIES PROFILE:

Bis Industries provides solutions for some of the world’s biggest mining, steel and resources companies. They process, handle, haul and support millions of tonnes of materials across more than 70 sites. Bis builds infrastructures and solves problems for their clients. Most importantly they deliver these solutions with an absolute commitment to Zero Harm. And if solutions don’t exist, they create them. Bis specialise in Off-road load and haul utilising specifically designed dual powered road trains and pit haulers, long wall relocation underground equipment hire, underground haulage, road haulage, crushing and screening, large infrastructure projects, build, own, operate maintain, materials handling, specialised equipment services.



WHY PC5500 OPERATOR RICHARD PEARSON LOVES DRIVING

KOMATSU MINING EXCAVATOR OPERATOR RICHARD PEARSON, WHO HAS BEEN OPERATING A PC5500 FOR DOWNER EDI MINING AT THE WAMBO COAL MINE IN THE UPPER HUNTER VALLEY OF NSW, HAS BEEN A LONG-TERM FAN OF KOMATSU EQUIPMENT. SO MUCH SO THAT HE DROPPED A NOTE TO THE KOMATSU AUSTRALIA WEBSITE TO TELL US HOW MUCH HE LIKED KOMATSU GEAR – WHICH PROMPTED D2E TO GET IN TOUCH WITH HIM.

Richard – who since being interviewed has been promoted to leading hand at Wambo – has operated Komatsu equipment since 1999 when he went through an operator training course with the Australian Army, and was taught to drive D155 dozers and WS16 scrapers.

Today, working for Downer EDI Mining at Wambo for Peabody Coal, around 99% of his work is on the PC5500, although occasionally

he will operate one of the mine's Komatsu 930E dump trucks, or one of its dozers.

It was Richard's time in the Army that first gave him an appreciation of Komatsu equipment.

"I did a four-month basic operator's course there and that's where I got my first experience with Komatsu, operating the old D155 dozers and the WS16 scrapers," he said.

"Even then they were fairly old machines, but when I was in the army, the D155 was the bee's knees of the dozers.

"That was the biggest dozer we had and it was beautiful to work."

Richard was in the Army for 10 years all up, and for six of them was operating machines.

After he left the Army in 2005, Richard had a brief stint as a supervisor at Blue Circle Ash, extracting ash from power stations for use in road base, before deciding

he preferred being an operator.

He went to work at Bulga open cut near Singleton, operating Komatsu PC250 excavators, a PC4000 which had been converted from shovel operation to an excavator, plus D475A dozers, along with 685E and 830E Dresser Haulpaks.

"The PC4000 was a different machine, because that was set up as a shovel and they converted it to an excavator so it had short tracks on it and the counterweight wasn't heavy enough.

"That meant she was pretty rocky, but the cab was comfortable, it was a beautiful cab, you know, beautiful air-conditioning and even had a fridge in it – it was great.

"I also really enjoyed the D475s because the cabs are so comfortable, they were great," he said.

"They are just so easy to operate,

because they've got the weight there and they are not bouncing around as much as other dozers.

"And of course, there's the ripping and pushing; one push with the Komatsu would take two pushes with another dozer."

After Bulga, Richard went to Liddell open cut, where he operated a PC1800.

In his current job at Wambo, when he occasionally drives the 930Es, Richard compares them favourably with other super-size mining trucks.

"Mate, they're great.

"Compared with the old Dresser Haulpaks at Bulga, the ease of the 930Es is sensational.

"The braking system is great, because with the latest Komatsu electric-drive transmissions, they are really responsive, whereas with the other electrics that I have driven, it's close to a four-second delay," he said.



Above : Richard Pearson

KOMATSU MACHINES

"With the 930s, you hit the brake, it starts retarding immediately.

"It's simple and it's a lot less complex and you don't have to think as much, because it's all there and it is so responsive."

However, Richard's real love is operating large mining excavators, enjoying the

"I like to keep my brain active and I like to keep myself busy. And a busy shift means a quick shift.

"There are certain dig patterns you have to use, depending on what kind of dig you are doing.

"You could be double benching, you could be on a nice, beautiful bench and the bench has to end, so you've

you've got to get onto that, you have to know where you are going and, if you don't, you are going to get snookered – and that is where production halts pretty much."

And as an excavator operator, it's up to people like Richard to pretty much manage their whole shift.

"At the start of each shift, they tell us where to dig, there might be dig limits or where we might have to go back and drop in, and so on and so forth; it is up to the excavator operator to manage all that.

"For each digging unit, pretty much the digger operator is in charge of the area.

"He's got to tell the trucks where they have to go and even the floor dozers – less interaction between them and the trucks means more production.

"For me as an operator, the good thing about the PC5500 is its ease of operation: it is simple to use and it's quick digger, with plenty of breakout power," he said.

Richard is also very appreciative of his employer Downer EDI Mining, where he's been working for five months.

"I've found Downer excellent to work for," he said.

"They've really looked after me, and I'm ecstatic with them because they have given me great opportunities to get on the gear and to work it."

And what prompted him to get in touch with Komatsu about the quality of its product?

"I was thinking how I just really enjoy operating the PC5500, and I thought, well, I don't know whether they getting e-mails from operators, but I thought I would give them a quick e-mail to let them know that I really enjoy the product, that they are a great company and I can't fault them," Richard said. ■

“The braking system of the 930E's is great. because with the latest Komatsu electric-drive transmission they are really responsive”

intellectual challenge of doing the job well.

"I love operating the excavators because I've got time to think," he said.

"You know, it's a bit like a game of chess, excavator operating – you've always got to think two moves ahead.

got to sort out how to turn the machine around, how to work that properly, how to bring the trucks in – all the time working to the highest safety levels.

"Because it's all about production, while ensuring that we work safely at all times," he said.

"If there's spillage on the rocks,

PROFILE: CAMERON WAIT



CAMERON WAIT HAS RECENTLY BEEN APPOINTED KOMATSU NEW ZEALAND'S TERRITORY SALES MANAGER FOR THE LOWER NORTH ISLAND – COVERING THE REGION FROM NEW PLYMOUTH ACROSS TO NAPIER/HASTINGS AND ALL PARTS SOUTH.

A qualified heavy diesel engineer, Cameron has been with Komatsu New Zealand since mid-2010, originally working in Christchurch as a service technician, then taking on his current role in September 2011.

Before starting with Komatsu, he had worked as a field service technician with other manufacturers throughout Canterbury and the South Island, servicing construction, forestry and related equipment.

Cameron is based out of Palmerston North, using premises provided by Machinery Specialists, Komatsu NZ's service partner for the Central and Wellington regions – a role it has held for the past 12 years.

"I was asked to take on this role as Komatsu is looking to develop its presence in the lower North Island, really building the brand throughout the region," he said.

"We also really wanted to support Machinery Specialists, by bringing in a dedicated sales person to the territory for the first time.

"We are focusing on working with the many quarries in the region, as well as civil construction customers – particularly in the lead up to the massive Wellington Northern Corridor project in the next few years.

"We hope to see the first stage of this project – MacKays Crossing to Pekapeka start up in 2013," he said.

"Since taking on the role, I've had a very positive response from everyone I've made contact with," said Cameron. "Everyone in the region is very much aware of Komatsu, and very glad to see us well represented here." ■

FAREWELL IAN MACCOWAN

KOMATSU AUSTRALIA FAREWELLED A LONG-SERVING EMPLOYEE AND FRIEND INTO HIS WELL-DESERVED RETIREMENT.

Ian MacCowan has been with Komatsu for over 20 years, starting in 1991 as Sales Manager for Central Region and will conclude his career as our General Manager of Customer Support.

Over the years Ian's hard work, dedication and commitment has been recognised by our organisation through many promotions and senior appointments within Komatsu Australia.

His good humour, friendliness and approachable manner has won him many friends throughout the industry, among customers, suppliers and industry associations, as well as throughout the Komatsu organisation.

During Ian's time at Komatsu Australia, he has been part of significant initiatives and projects

that have shaped our organisation into the success it is today.

Some of Ian's career milestones with us include:

1996: Working with his team to obtain ISO9001 Quality Assurance Accreditation for Central Region.

1997: Experiencing the highs and lows associated with the introduction of our Contracts business.

2005: Heading the momentous organisational restructure that introduced the Customer Support division to Komatsu

2006: Establishing new compliance procedures for our Used and Rental Equipment division

2010: Playing a key role in the re-introduction of our National Apprentice Training Scheme.



HYBRID EXCAVATOR INVESTMENT SET TO PAY OFF FOR WA'S BROOKS HIRE



Above Left: Colin Brindle, WA Construction & Utility Sales Manager, Grant Menhennett, WA Business Development Manager Construction & Quarry, Doug Brooks, Proprietor Brooks Hire And Lenore Brooks, Business Graduate Brooks Hire And Also Doug's Daughter Received A Commemoration Plaque For Purchasing Two Komatsu Hybrid Excavators.

WITH THE RECENT PASSING OF THE FEDERAL GOVERNMENT'S CARBON TAX LEGISLATION TECHNOLOGY SUCH AS KOMATSU'S HYBRID EXCAVATORS IS LIKELY TO BECOME MORE SOUGHT AFTER, ACCORDING TO DOUG BROOKS, OWNER OF WESTERN AUSTRALIA-BASED PLANT HIRE SPECIALIST BROOKS HIRE.

The company – one of the largest Komatsu fleet owners in Australia with around 250 Komatsu units out of a total fleet size of 500 – has recently taken delivery of four HB215LC-1 Hybrid excavators, part of what Brooks sees as “the way of the future”.

Given WA's mining boom, there is no shortage of work for any of Brooks Hire's equipment, but he believes the Hybrids will be a good investment for the future.

“Right now, things are pretty busy, but when things back off again, they'll be good to have in our fleet giving us a bit of an edge on our competitors,” Doug said.

“I think in time to come that they will be sought-after, especially as more contracts are drawn up with environmental issues in mind and the carbon tax is implemented.

“Now that the carbon tax legislation has been passed, as it filters down to the industry, I think there will be more and more organisations, especially government departments and bigger companies that want carbon tax credits – and technology like the Hybrids has to tick the boxes for it,” he said.

“It's definitely a step in the right direction.”

One of Brooks Hire's Hybrids is on hire to a customer in the Pilbara region of WA, with another working for Alcoa to the south of Perth, and according to Brooks are delivering significant fuel savings to his clients.

“They are achieving about 9 litres an hour, as opposed to a conventional machine which is up to 14 litres an hour. As they pay for



the fuel, that's saving them well over a drum a week, which they are pretty happy about,” he said.

“But it's not just the cost per litre of the fuel. If you can save a tanker fuel run a week, that's another transport and delivery saving you are potentially making.

“Saving a drum of fuel a week, that's \$500 at current prices by the time it's in the machine. Multiply that by 52 weeks a year, then the

eight to nine years you have the machine for, and it's paid for itself.

“Those figures are very encouraging.”

Based on his experiences, Doug is looking forward to seeing the Hybrid technology come to other types of earthmoving equipment.

“Komatsu needs a pat on the back for developing the Hybrid excavator technology, and I would like to see it implemented in trucks and other equipment,” he said. ■

SHAW CONTRACTING GETS "FANTASTIC" FUEL CONSUMPTION

SINCE MOVING BACK INTO BUYING KOMATSU EQUIPMENT AFTER A BREAK OF SEVERAL YEARS, LEADING TASMANIAN CONTRACTOR SHAW CONTRACTING IS FINDING THEY ARE GIVING "FANTASTIC" FUEL CONSUMPTION.

The company has had a PC400-7 excavator for the past four years, and since mid 2011 has purchased a further seven items of Komatsu equipment: a D85A-21 dozer, along with six excavators, two PC130-8's (with blade), a PC138US-8, a PC228USLC-8, a PC270LC-8, and a PC450-8.

It is currently looking at buying a Komatsu crusher, according to asset manager Cranston Shaw.

The company is one of the state's oldest civil construction companies, having been started by Jim Shaw in Whitmore (where it is still based) in 1935. It remains

“In terms of production, ease of operation and fuel consumption, the Komatsu machines have been great!”

family owned, with Jim's son Alwyn, the majority owner and principal director, and his son Cranston as asset manager.

Today Shaw Contracting has a workforce of over 200 highly skilled and motivated people employed either directly or as subcontractors, with operations located throughout the north and north west of the state.

Cranston said that Shaw initially opted to return to buying Komatsu because other suppliers could not supply the machines required in the time frame needed.

“Other factors included the reliability and comfort of the machines as well as fuel consumption – which has proven to be as it was stated at the time of purchase,” he said.

“In terms of production, ease of operation and fuel consumption, the Komatsu machines have been great; they have been well

accepted by our operators and fuel consumption is fantastic”

Cranston said Komatsu's KOMTRAX remote monitoring system has also been very useful.

“It's a good system, which we use to monitor machine usage, how hard the machine is being worked and fuel consumption.

“It also shows who your better operators are,” he said.

“And in financing these machines, we have used Komatsu Australia Corporate Finance (KACF) and we find they are competitive.”



PERFORMANCE, SERVICE AND BACKUP KEEPS BKM EQUIPMENT HIRE COMING BACK TO KOMATSU

WESTERN AUSTRALIAN-BASED PLANT HIRER BKM EQUIPMENT HIRE HAS BEEN PURCHASING USED AND NEW KOMATSU EQUIPMENT SINCE 2007 BASED ON WHAT OWNER EDDIE MELLOR DESCRIBES AS "GREAT LONG-TERM PERFORMANCE, GOOD SERVICE AND GOOD BACKUP."

BKM operates a fleet of earthmoving machines – including six recently purchased Komatsu Premium Used HM400-2 articulated dump trucks throughout WA.

Clients it is currently providing equipment for include major mining sites Hope Downs (Rio Tinto), Roy Hill (Hancock Prospecting) and FMG, along with civil contractors Leighton Group, Brierty Ltd, Densford Civil, Carr Civil and Curnow Group.

The types of work BKM provides equipment for covers civil construction, railway lines, camp construction and site earthworks.

BKM's current fleet includes its six low-hour HM400-2 articulated dump trucks, purchased through Komatsu Australia's Premium Used equipment option in late 2011, a WA320PZ-6 toolcarrier purchased

new at the same time, a WA470-6 loader purchased new in 2007, and a PC14MR-3 excavator.

Other equipment in its fleet includes tippers, water carts and rollers.

All its equipment used on mine sites has been modified to comply with MineSpec requirements.

Describing his business as "a hobby that I really love doing", Eddie started BKM in 2004.

"I could see the boom was coming up, with high demand for quality machinery up in the north of Western Australia," he said. "I'm doing this for my grandchildren's future."

He started with Komatsu in 2007, when he purchased a fleet of high-hour used HM400-1 artics.

"They were very good quality machines and we had very few problems with them," Eddie said.

"When I looking at what brand to buy, I looked around at what reputable hire companies, the likes of Brooks Hire, are buying, and I tend to go with them.

"I've never regretted it," he said. "The support and service is very good. Luke

Minotti, Komatsu's service supervisor in Newman, is excellent.

"Initially, we had a few minor issues with switches; he identified the problem, fast-tracked the parts and had them fixed straight away.

"Certainly the service I get from Luke is up to expectations."

Eddie said the Komatsu articulated dump trucks are preferred onsite by his dry hire clients.

"We find operators prefer to drive the Komatsu artics due to their ease of operation, comfort and sound levels, compared with the other brands that are on site.

"At Hope Downs, we have four of our Komatsu HM400-2 artics on site, amongst other brands.

"The Komatsu truck's have been chosen by the site to have cab pressurisers fitted to clean up contaminated material because of their availability and good performance.

"My customer is very happy; they have told us these trucks are performing better than expected," he said.

Eddie said that purchasing the trucks through Komatsu Premium Used gave him additional peace of mind.

"The 12 months' warranty is excellent, they have good availability of machines, and they are low-houred.

"With that warranty behind them, the year of manufacture really doesn't matter too much to me."

Eddie is also a great fan of Komatsu's KOMTRAX remote monitoring system.

"I use it to get engine hours and reports, and to monitor fault codes," he said.

"It is very handy for me being based in Perth and with my trucks on hire up north. It is really good to have.

"For example, if an operator over-revs the engine I can go straight to the customer with the report."

Eddie's two most recent trucks were financed through Komatsu Australia Corporation Finance (KACF).

"I should have done more with them," he said. "From now on, I won't go to anyone else now for finance. John Meakins KACF's West Australia's account manager was very very good.

"The service is very handy and convenient." ■

Below Left: Eddie Mellor, BKM Equipment Hire Proprietor & Alister Dale Komatsu Sales Representative Western Region



GRADCO SHIFTS MASSIVE KOMATSU EXCAVATOR

READERS MAY REMEMBER IN EDITION 56 OF D2E, WE COVERED TASMANIAN CIVIL/MINING CONTRACTOR GRADCO'S PURCHASE OF A PC850-8 EXCAVATOR FOR USE ON A CONTRACT AT MMG'S CENTURY MINE IN QUEENSLAND'S GULF COUNTRY.

At MMG Century, it was used to complete a raise of a tailings storage facility. Now the excavator has come to Tasmania – transported all the way from the remote Gulf Country using Gradco's own fleet of specialised heavy haulage equipment.

The machine, which finished work at the Century site in late 2011 got stranded en route in Tambo,

central Queensland for a month due to wet weather – which left over-dimensional loads grounded all over Queensland.

Gradco's Heavy Haulage team finally got the load moving again and, after 3200 km on the road, the PC850-8 was loaded onto a RORO vessel at Webb Dock in Melbourne for the voyage across Bass Strait.

After some routine maintenance at Komatsu's Launceston branch, the machine was ready for its next task.

In March, Gradco's Heavy Haulage team delivered the PC850-8 to the Renison Mine site on Tasmania's rugged west coast.

With the low loader and excavator

having an all up gross weight of 110 tonnes, Gradco used one of its 140 tonne-rated Kenworth prime movers coupled to a Drake 4x8 swing wing trailer and 2x8 low loader dolly.

"The move took a lot of planning and coordination," said Gradco's CEO, Oliver Diprose.

"Accompanying the load were two support vehicles from Transport Tasmania plus two Gradco pilot vehicles, with a second truck joining the load for the steep west coast sections of the trip as a pusher truck."

Oliver said the excavator was loaded the day before the move so the team could have a daylight start.

"Following a detailed JSEA and job briefing at dawn, the load was on the road for a 12-hour run from Launceston to the Renison mine site.

"The load was delivered on time and incident free by our experienced team on what would have to be one of the most challenging routes in the country," he said.

The machine has gone to work loading 40 tonne ADTs on another Gradco project, a tailings storage facility raise at Bluestone Mines' Renison mine site,

"We were also fortunate to have talented Tasmanian photographer Rob Burnett join us to help record this journey," said Oliver.



HOW KOMATSU DOZER'S PAT BLADE ACHIEVES NEAR-GRADER FINAL TRIM



Left: Ash Beriman-Mckinnon Earthmoving & Shane OBrien, victorian Machine Control Support/Install for Position Partner.

BENDIGO-BASED MCKINNON EARTHMOVING HAS JUST TAKEN DELIVERY OF A KOMATSU D51EX-22 DOZER, CHOSEN BECAUSE OF ITS ABILITY TO CARRY OUT GRADER-QUALITY FINAL TRIM WORK WHEN FITTED WITH THE LATEST TOPCON 3D-MC2 MACHINE CONTROL SYSTEM.

McKinnon Earthmoving works predominantly in the Bendigo region, down as far as Macedon/Gisborne/Woodend to the north-west of Melbourne, carrying out a

full range of subdivisional works, both residential and industrial.

According to owner Ash Beriman, the new Komatsu dozer will be primarily used as a trimming machine on his jobsites.

"We'll be using it predominantly for the earthworks, cutting out roads, shaping nature strips and footpath areas.

"It will mainly be used to do just the profile cutting, and is really replacing our grader," he said.

"These days, everybody likes their housing lots cut down to a level, whereas they used to just leave it as the paddock, so there is always a fair bit of trimming to do.

"Also, a lot of projects now have wetlands attached to them in the basin, so it will be used to trim and also to finish off the topsoil up in those areas as well," said Ash.

Ash said he decided to go for the Komatsu D51EX-22 after trialling another make of machine.

"An important issue for us was the PAT blade on the Komatsu, particularly the angle you can turn it to.

"We found with the other dozer, when you angled the blade as far as you could, you didn't get as great an effect.

"It didn't have that dirt rolling off the blade; instead it was still pushing probably two thirds of the dirt, with a little bit spilling out the side," he said.

"That meant even when you had the angle on the blade, you were still pushing rather than cutting, and it would then start trying to push your machine around to straighten it up to the angle of the blade.

"The furthest you could go was about 2 m and then you had to change grade in the opposite direction, because it was just too big a job to keep trying to push forward.

"But with the Komatsu, we are not getting that. When you angle the blade over as far as it goes, it is cutting from one side to the other, so it actually carries very little material," said Ash.

"That means it will just keep pushing it out the side, which is very important when you are cutting out your roads."

In addition to its advantages in pushing and placing material when fitted with machine control, Ash said the Komatsu dozer offered better value for money.

"There is actually a lot more thought put into the undercarriage on the Komatsu machine, along with all those little things, like the blade lift is a lot higher, the ripper depth is a lot deeper, plus the angle that you can turn the PAT blade is far greater," he said.



A MUCH-LOVED FARM BULLDOZER HAS BEEN GIVEN A NEW LEASE ON LIFE, THANKS TO A RANGE OF SERVICES CARRIED OUT BY ONE OF KOMATSU'S REBUILD AND SERVICE FACILITIES IN MACKAY, QUEENSLAND.

Outback farmers Bill and Esther Ferguson purchased the D65E-8 bulldozer in 1985, putting it to work on their sheep and cattle farm near the town of Longreach.

Equipped with a scrub-canopy and 20-foot stick-rake, the otherwise standard machine has provided more than 25 years of faithful service clearing fencing and water lines, digging water holes, removing

farm scrub and clearing trees.

Komatsu Australia service manager Warren Armstrong said Bill Ferguson made the decision to refurbish rather than replace the trusted bulldozer after Esther sadly passed away two years ago.

"Esther was actually the one who purchased and used the machine – so it has quite a lot of sentimental value as far as Bill's concerned," he said.

"Even though Esther was in her early seventies, she still managed to take good care of it – for a 26-year old machine; it's in excellent condition and has only worked 4000-odd hours.

KOMATSU REBUILD GIVES FARM DOZER A NEW LIFE

"Rather than simply purchasing a new machine Bill's chosen to have Komatsu Mackay perform major repairs, service work which Komatsu provides to customers as an alternative to machine replacement," he said.

Bill's decision to refurbish was also influenced by the machine's mechanical simplicity and lack of high-level electronic componentry – and the fact he is far more comfortable operating an older style of machine.

Depending on a customer's preference, Komatsu Genuine rebuilds involve the replacement of all major and minor mechanical components with either new or re-manufactured Komatsu genuine parts, and the repair of structural frame or bodywork.

In a display of outstanding reliability and careful maintenance, Bill's machine is still fitted with its factory-wear parts,

including the Ground Engaging Tools (GET) and undercarriage.

The machine's cabin glass and windows are all original, all the lever knobs are still attached and the factory air-conditioning is still operational.

James Gibson from Komatsu's Mackay workshop said the work carried out on the machine included a complete engine rebuild and the replacement of two front track idlers.

"Refurbishing a Komatsu machine is a sound alternative to purchasing a new one – especially when they hold so much sentimental value.

"All mechanical work is conducted by fully certified Komatsu technicians to ensure the long-term reliability of your machine," he said.

"All genuine parts and service are covered by Komatsu's nationwide warranty, so you're covered no matter where in Australia the machine ends up," he said. ■

TOOWOOMBA REGIONAL COUNCIL GOES FOR FOURTH BACKHOE

QUEENSLAND'S TOOWOOMBA REGIONAL COUNCIL HAS RECENTLY TAKEN DELIVERY OF ITS FOURTH KOMATSU WB97R BACKHOE, BASED ON THE PERFORMANCE AND OPERATOR RESPONSE TO ITS FIRST ONES, DELIVERED IN AUGUST 2010.

Based around the city of Toowoomba, 125 km west of Brisbane, Toowoomba Regional Council services a population of over 162,000 people and covers an

area of around 13,000 sq km.

The Toowoomba region is a growing residential area, with significant rural and rural-residential areas, and some industrial and commercial land use.

Rural land is used largely for beef and dairy cattle, crop and cereal growing, vegetable growing and sheep grazing, with some energy production, forestry and tourism.

According to workshop supervisor Mark Vonhoff, the council took delivery of its first three Komatsu WB97R backhoes in August 2010, and its most recent one late in 2011.

The latest unit – along with one of the earlier ones – is based at Highfields, a suburb about 15 minutes drive north of Toowoomba, and where there is a fair bit of development and growth.

"It's in our plumbing department, so we use it a lot for digging up services and other underground works, repairing water mains and leaks, and putting in new infrastructure.

"That means mainly it does backhoe work," Mark said.

"Since we took delivery, its performance has been very good, actually. We've had just a couple of little teething issues, but no more than we have had with any other machine.

"Its engine and hydraulic performance has been really good, it seems to be good on fuel, and the operator loves it," he said. "It's smooth, it's quiet, it performs well.

"On the support side, the service we get from Komatsu is very good," he said.

"Our local resident fitter is prompt and knowledgeable, and parts availability and supply is pretty good.

"To date, I've not used the KOMTRAX remote monitoring systems very much, but I do look through the monthly reports it generates.

"We bought this latest backhoe because we got a really good offer from Komatsu, and that, plus the experience that we had with the first ones, meant we were quite happy to purchase it," Mark said.



Left: Pat Munro (Account Manager Komatsu Australia) Neale Lawson (TRC), Lyle Wilson (TRC) Tony McKillop (CSSR Komatsu Australia), Peter Barber (TRC), Mick Castle (TRC)



PERFORMANCE, SERVICE AND CAB ROOM KEEPS SHANE LOYAL TO KOMATSU

MACHINE PERFORMANCE, RELIABILITY, SERVICE AND SUPPORT, AND PLENTY OF ROOM IN THE CAB OF EVEN THE SMALLEST KOMATSU MACHINE KEEPS SYDNEY-BASED SHANE WIGHT BUYING THE COMPANY'S SMALL AND MID-SIZED EXCAVATORS.

Shane, who runs his own company, Shane Wight Excavation, has been in the earthmoving business for about 20 years, offering a range of services, including building preparation work, from demolition and footings, to bulk earthworks, detail excavation, swimming pools and driveways, as well as golf course work.

"We work all over Sydney, as far south as Wollongong, or up to the Central Coast," he said.

Shane's current fleet includes two PC55MR-3 excavators – including one just purchased and another a couple of years old – a PC120-6, a PC18MR-2, along with rock

hammers and rock saws.

He first came in contact with Komatsu when he was in the mining business, operating heavy equipment over 20 years ago.

Since then, he's always had a preference for Komatsu.

"I just find other mini excavators a bit

“The Komatsu is a lot smoother... its a real flowing machine and I find the technology in the Komatsu machines well they have put a lot of effort into it”

jerky when you have to do a full day in them. The Komatsu is a lot smoother.

It's a real flowing machine and I find the technology in the Komatsu machines, well they have put a lot of effort into it," said Shane.

"And the service is fantastic if you've got a problem."

The other major thing he appreciates about the Komatsu

machines is the room in the cabins.

"I am nearly six-foot three and I am long in the legs, and I can feel a bit cramped in some makes' cabs. But with the Komatsu range, there is a bit more room," Shane said.

"That's even down to the PC18; all the other small machines have got

a bar in the way and I can't put my knees away, so they are basically resting on the bar all day.

"When you don't have that, it's an extra 150 mm, which gives you room to put your knees there.

"I also find the feet controls, because I drive with my feet, are not right underneath you, they are actually a little bit forward, and that

also makes them easier and more comfortable," he said.

Shane has Komtrax on his two latest machines, the PC55MR-3s, but so far has had no need to use its location/immobilising features.

"Komatsu does all my servicing for me, so they keep an eye on it, and when the machines are coming up for their services, I just ring them up and they come out.

"I've dealt with Matt (Watton) from day one with Komatsu, and he's been brilliant. He hasn't changed in all the years that I've worked with him," Shane said.

"I like to show loyalty to one supplier, and I think that would be shown back to me by Komatsu.

"I don't chop and change, I don't swap machines like hot dinners just to save a buck here and there.

"I believe in building a relationship with my clients and my suppliers, and I'll be doing this for the next 20 years."





REMOTE QUEENSLAND SILICA MINE GOES FOR KOMATSU AFTER RIGOROUS ASSESSMENT

FOLLOWING AN IN-DEPTH ASSESSMENT OF MACHINE PERFORMANCE AND RELIABILITY, ALONG WITH CUSTOMER SUPPORT, BACKUP AND PARTS AVAILABILITY – INCLUDING TALKING TO OTHER CUSTOMERS IN THE REGION – CAPE FLATTERY SILICA MINES, LOCATED ON A VERY REMOTE SITE 220 KM NORTH OF CAIRNS, RECENTLY PURCHASED TWO KOMATSU WA500-6 WHEEL LOADERS.

The two loaders, which replace loaders of another make, are used for loading and transporting fine silica sand, used for the manufacture of high-quality glass, from the sand dunes to mining bins – after which the sand is conveyed to the mine's processing mill.

The processed sand is then transported to markets throughout Australia and around the world, via a deepwater jetty for ship loading.

Cape Flattery Silica Mines is the largest global exporter of silica sand and has the highest production of silica sand of any mine in the world.

Its extraction process involves mining the sand down to ground level, using the loaders to carry the sand from the dune to the

mining bins – typically a distance of around 50 m. The operation runs 24 hours a day.

Cape Flattery Silica Mines was established in 1967, and purchased by Mitsubishi Corporation 10 years later.

Employing 90 people, it mines sand consisting of 99.9% pure silica, with the total estimated resource on the 63 sq km site being over 200 million tonnes.

Access to the site is by barge or aircraft, so machine reliability and support are critical, according to the mine's general manager Garry (Bart) Bartholdt.

"We looked for the best value-for-money loaders on the market, along with backup service, and Komatsu came through with flying colours," he said.

"We went into a fairly lengthy investigation into the major players in loaders.

"This included inspecting their premises, their spare parts, their stores, having discussions not only with their sales reps, but also their managers and their people on the floor, plus we had a look at what sort of service they provided for other customers in the North.

"We also sent two of our personnel away, an operator and a diesel fitter, to trial the loaders then based our decisions on their comments and all information gathered from the inspections and other customer feedback," said Bart.

Since purchasing the machines, in November 2011, he said their performance had been excellent.

"We've had no problems at all. And it's not only the performance of the machines, but also their economy – my word, it's good.

"Currently, we are looking at increasing our production by an extra 200 tonnes an hour, and with these machines, it's well within their capability to achieve that."

Bart said the information provided through Komatsu's KOMTRAX remote monitoring system was proving very beneficial to the operation.

"The regular monthly KOMTRAX information that is e-mailed through to us gives our maintenance team a good overview, not only of the machines but also their operators, particularly how the operators are treating the machinery.

"We have found that a real benefit," he said.

Operator response to the new loaders has also been good, with Komatsu sending operator trainer Simon Barrow to the site for over a week.

"Everybody here with a loader ticket was taken through the familiarisation and training program, and they all said it was excellent.

"We are more than happy with the Komatsu equipment and that's why we are considering another WA500-6, plus a smaller loader and an excavator as well," Bart said.

One interesting thing about this application is how Cape Flattery treats its tyres: due to the nature of the very fine silica sand, virtually all the tread from the tyres is ground off.

"This was something we specified, much to the disgust of everybody from Komatsu I think," said Bart.

"Because we are working in a very fine sand in the dunes, if we ran with a full-tread tyre, the loaders would just tend to bite and dig themselves in, so we run with pretty much a bald tyre at very low pressures.

"It's just shredded down to 10% tread, and after that we really don't get any further wear." ■

KOMATSU SERVICE CONTROLS COSTS, OFFERS PEACE OF MIND

A VICTORIAN RESOURCE RECOVERY AND RECYCLING COMPANY HAS TAKEN ADVANTAGE OF KOMATSU'S FIXED PRICE SERVICING AGREEMENTS FOR ITS FLEET, SAVING BOTH TIME AND MONEY AS A RESULT.

Using two Komatsu Wheel Loaders - a WA420-3 and a WA480-6H - SITA-ResourceCo receives clean construction and demolition waste streams and recycles the products into road base material.

SITA-ResourceCo commenced operations at SITA's Hampton Park Resource Recovery Precinct in Hampton Park, Victoria in early 2010, to provide an alternative construction and demolition waste resource recovery and recycling solution in the south-east corridor of Melbourne.

An additional site in Adelaide also offers facilities for concrete crushing and concrete recycling.

SITA-ResourceCo Site Manager, Deane Reid, said the company liked knowing upfront what the cost of the servicing would be with no hidden catches.

"We were originally using another local company, however as our Hampton Park site is located

benefits SITA-ResourceCo by providing an up-front cost for our servicing requirements."

Fixed Price Service agreements covers periodical servicing of the machine, oil sample analysis, service reporting and a comprehensive condition report.

Komatsu's National Service Manager Neil Burge said Komatsu's Fixed-Price Servicing is a smart way for customers to save time and money.

can schedule a time and place that's most convenient for the operator."

All Komatsu sites and mobile service vehicles are also equipped to remove waste oil and components, ensuring environmental compliance is always achieved.

"Only genuine Komatsu parts are used and included in the offer, so operators know they are getting components specifically designed to optimise the productivity of their machine," Mr. Burge said.

Komatsu Fixed Price Servicing covers our entire range of earthmoving equipment including Excavators, Bulldozers, Wheel Loaders, Motor Graders, Articulated Dump Trucks, Rigid Dump Trucks, Backhoe Loaders, Crushers and Skidsteers. Komatsu Fixed Price Servicing provided operators with a true value maintenance solution. ■

“Komatsu’s service teams are on hand 24 hours a day, seven days a week to ensure customer downtime is kept to a minimum”

10 minutes from the Komatsu's Dandenong Branch, we have been able to call on Komatsu for a quicker response to our machine service needs," said Mr Reid.

"The Fixed Price Service agreement

"Komatsu's service teams are on hand 24 hours a day, seven days a week to ensure customer downtime is kept to a minimum," he said. "With Komatsu Fixed Price Servicing, customers always know exactly what the cost is every time - and we



KOMATSU KOMTRAX TRIUMPHS AGAIN STOPPING EXCAVATOR THIEVES

KOMATSU'S KOMTRAX SATELLITE-TRACKING SYSTEM HAS ONCE AGAIN FOILED THE BEST EFFORTS OF THIEVES BY TRACKING DOWN A MISSING EXCAVATOR WITHIN THIRTY MINUTES OF IT BEING REPORTED STOLEN.

A Komatsu PC30MR-3 excavator belonging to Sydney-based civil construction firm GMW was stolen from a work site in the Sydney suburb of North Strathfield, NSW on November 18, 2011.

The machine's operator reported the theft at 10am to GMW construction manager Marty Hunter, who then contacted Komatsu and local police.

Thirty minutes later Komatsu KOMTRAX administrators indicated to Marty Hunter the precise location of the excavator, and kept him up-to-date of its tracking progress via email.

The excavator was found in a small car park in Homebush, NSW, only a short distance from where it was stolen.

Marty said that although thieves had already partly stripped the excavator, without KOMTRAX he would not have had a machine to inspect at all.

"They had removed all the company logos, and removed the buckets, but with KOMTRAX we were able to locate the machine very quickly and before the thieves had a chance to return," he said.

"In the end, The main thing was that the excavator was found quickly and we didn't have to replace it.

"I am extremely impressed with how KOMTRAX worked so fast and wand efficiently."

KOMTRAX uses a network of global positioning satellites to indicate where an enabled



Marty Hunter GMW's Construction Manager

machine is located.

It also keeps track of the machinery's operational information and determines its productivity on a daily basis.

In addition, the KOMTRAX system can be tailored to provide instant

notifications, including area position, security, fuel levels, abnormalities, cautions and maintenance.

KOMTRAX hardware is standard on all new Komatsu machines, with the satellite-tracking function available as a subscription service to customers.

KOMATSU K VX GROUND ENGAGING TOOLS THE PERFECT MATCH

KOMATSU SUPPLIED K VX GROUND ENGAGING TOOLS (G.E.T.) HAS PROVIDED A GOULBURN N.S.W. BASED QUARRYING OPERATOR WITH CONSISTENT OVER 4000-HOUR OF SERVICE LIFE, RESULTING IN SIGNIFICANT DOWNTIME AND OPERATIONAL SAVINGS FOR THEIR BUSINESS.

Divall's Earthmoving and Bulk Haulage have fitted K VX G.E.T. to six of their Komatsu excavators which are used to feed a fleet of mobile crushing plants.

Divall's workshop manager Tony Wright said the K VX product was perfectly suited to use with mobile crushing equipment as it greatly reduced the risk of G.E.T. falling off their excavators.

"K VX G.E.T. has excellent physical retention, meaning they stay on the bucket," he said.

"If a tooth or wear plate falls into one of the crushers, which can happen with other G.E.T. options, extensive damage is usually the result.

"We've never had any G.E.T. components come loose and enter a machine since having installed K VX G.E.T.," he said.

Divall's have been a long-term custodian of the K VX product, first installing teeth to an excavator more than four years ago.

Prior to fitting K VX, other G.E.T. types were only achieving a service life of around 500 hours, according to Divall's.

As the K VX teeth are reversible, effectively doubling their service life, many of Divall's K VX-equipped machines are continually achieving G.E.T. service life in excess of 4000 hours.

Divall's operators have been equipped with the right training and tools to turn the K VX teeth themselves, reducing the need for specialist workshop staff to perform maintenance in the field.

Divall's have also fitted K VX base lips which Mr Wright says work well with the K VX teeth and



provide long service life.

"K VX parts last a long time.

"Yes, they're a little more expensive to buy, but the whole-life costs are much lower as you don't have to change them as often.

"K VX saves downtime, which saves money," he said.

Divall's excavators are fitted with "M48" sized K VX, which is a standard hydraulic excavator lip and G.E.T. system designed for machines between 20 to 29 tonnes operating capacity. ■

"CAN'T KILL MY KOMATSU SKIDSTEER!"

MELBOURNE OWNER-OPERATOR PAUL SHIEL HAS A KOMATSU SK714-5 SKIDSTEER THAT'S STILL GOING STRONG AFTER EIGHT YEARS AND OVER 9700 HOURS OF OPERATION – AND HE CREDITS ITS LONGEVITY AND RELIABILITY WITH SAVING HIS BUSINESS AND HIS HOUSE.

Working through a plant hire agency, Paul does a wide range of civil and landscaping works throughout the Melbourne region, ranging from jobs where a grader can't get, down to something as simple as acting as a wheelbarrow for mulch, along with lots of nature strips, footy ovals, paddocks and the like.

His only attachments are a 4:1 bucket – he's on his third one since buying the SK714, a smudge (or levelling) bar – and a ripper that clamps to the bucket for breaking up hard ground.

As an owner-operator, Paul runs on very tight margins – for example, he does all his own maintenance – and he really depends on a long-lived, reliable machine.

"I'd had other machines, but they were just a barrel of trouble in terms of the unreliable electronics, difficulty of servicing, and so on.

"When I went with Komatsu, I really needed this machine to last.

"Things went a bit bad for us a few years ago, and I nearly lost

everything, nearly lost my house when the machine had done only about 4000 hours.

"I was going okay and then my whole world fell apart and I thought, I can't afford to get another machine if this one lets me down; I need to get at least 8000 hours out of it," he said.

"I've managed to climb out of it, and this machine is still going."

Paul initially went for the Komatsu for a number of reasons.

"First off, I went for the hand controls, because I'm having knee troubles. If you're using your feet on the pedal controls all the time, you tend to end up getting fluid on your knees, and I could hardly walk when I got out of my previous machine.

"Other people say the same."

Other factors in his decision included the Komatsu engine, the ease of service access and the hydraulic accumulators in the system.

"These really take the shocks out of the machine; while the Komatsu won't spin around and do tricks like some other makes, you're not shock loading the machine all the time – which adds to its extra life."

Paul has also found the SK714-5's design is letting him get extra life out of his tyres.

"I commonly get 1000 hours from a set of tyres, which I haven't

experienced on other machines," he said.

"The 714 seems to not break into wheelspin as readily as other machines, plus it may be because the wheelbase is shorter too.

"When you pick up a load, then turn, the machine pivots on the front wheels and the rear wheels drag around, so the longer wheel base machines drag more wearing the tyres out faster.

"Typically tyre life varies between 300 and 700 hours depending on terrain and operator, so getting 1000 hours is very good."

As mentioned above, Paul does all his own maintenance on the machine, but is careful to do everything by the book.

"Certainly I got Komatsu to do the initial service on it, just for the warranty's sake, but since then I've done it all on my own.

"When you're a one-man operation, and the machine's the only thing that's feeding you, you do as much as you can yourself.

"And because I had to make it last, I do everything properly. You look after the machines, they look after you.

"There's little things that people overlook, like the chain case oil, which I replace with the hydraulic oil from the machine's 1000 hour service."

He also takes good care of his air filters.

"When you are doing smudge bar work, there is usually a lot of dust, so some days I change the outer air filter straight away, because I have looked at it and it has had it, so there is no point in keeping on using it. As far as I'm concerned, blowing out filters is not the answer.

"I'm very careful about the air filters, because I dusted an engine one time before."

The only major issue Paul has had with the machine was the time some builder's stringline lying around on a site wrapped itself around an axle.

"This stuff wraps around the axle and you don't know it, and the next thing it tears out your axle seal, and then you find your bearing has collapsed.

"I had to replace the seal and two bearings, but it was a pretty straightforward job.

"You just take the wheels off, take off the axle housing casting, the four bolts holding that on and you're in there. I got a mate of mine, Gayton Stranieri, who has a small one man earthmoving repair business in Reservoir, to give me a hand, because it was a little bit heavy, plus he had the bigger sockets – but it's not rocket science," Paul said. ■

Right: Paul Shiel and Ryan Lurati, Komatsu's Victorian Utility Representative with the SK714 skid steer loader with over 9700 hours of operation on the clock.



KOMATSU'S TIM JOHNSON & FOUR MATES IN BASS STRAIT FUNDRAISER



WHILE MANY AUSTRALIANS WERE ENJOYING THEIR JANUARY SUMMER BREAK, TIM JOHNSON, SENIOR CONDITION MONITORING TECHNICIAN AT KOMATSU AUSTRALIA'S PERTH CMS WAS PADDLING WITH FOUR MATES 400 KM ACROSS THE NOTORIOUS WATERS OF BASS STRAIT, BETWEEN THE AUSTRALIAN MAINLAND AND TASMANIA.

Tim and his friends – Ben Dallin, Ross Lambert, Jason Bresanello and Matt Coutts – all keen kayakers, took a total of 10 days to cross the strait, raising funds for the Houses of Healing Foundation.

The foundation is a not-for-profit organisation that raises awareness of the life-controlling issues faced by men, including drugs, depression, alcohol and suicide – which is the number one killer for men in Australia under the age of 42.

The Houses of Healing Foundation works to see men no longer enslaved, but set free from these life-controlling issues.

The team travelled in three kayaks – two doubles and one single – swapping craft as needed.

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The trip involved six days of paddling across the strait, stopping at islands along the way each night.

“Our longest single day was 70 km, which took about eight or nine hours,” Tim said.

“We were very lucky with the weather; much of the time, it was so calm we could see the reflection of the other boats in the water.

“Probably the worst weather was on the first day, from Wilsons Promontory to Hogan Island, when we had 25 knot crosswinds and a 3 m cross-swell, but nothing really dangerous.

“We were blessed with good weather the rest of the time,” he said.

While they didn't have any significant ocean encounters, at various stop overs the team had to contend with possums the size of medium dogs trying to eat their gear, noisy penguins, giant rats and some very hungry wallabies.

All five men are from Perth, and met through Scripture Union and their church, as well as through their love of kayaking.

“Jason and Matt came first in the doubles in the Avon Descent kayak



race – held annually east of Perth each August – while Ben and I came seventh in the two-man single-kayak race, plus Ross has done the event solo a few times,” said Tim.

“So we've all had plenty of experience river kayaking.”

They came up with the idea of the Bass Strait crossing about a year ago, and started practising seriously for it about five months out.

“We used Rottnest Island, 18 km off the coast west of Perth, as our training ground,” said Tim. “We paddled there from just about every different direction it's possible to, building up to doing a total of 100 km in two days, with trips of eight to 10 hours a day.”

So far, the team has raised about \$5000 for the Houses of Healing Foundation, and hopes to reach its target of \$10,000 with some other events coming up. ■

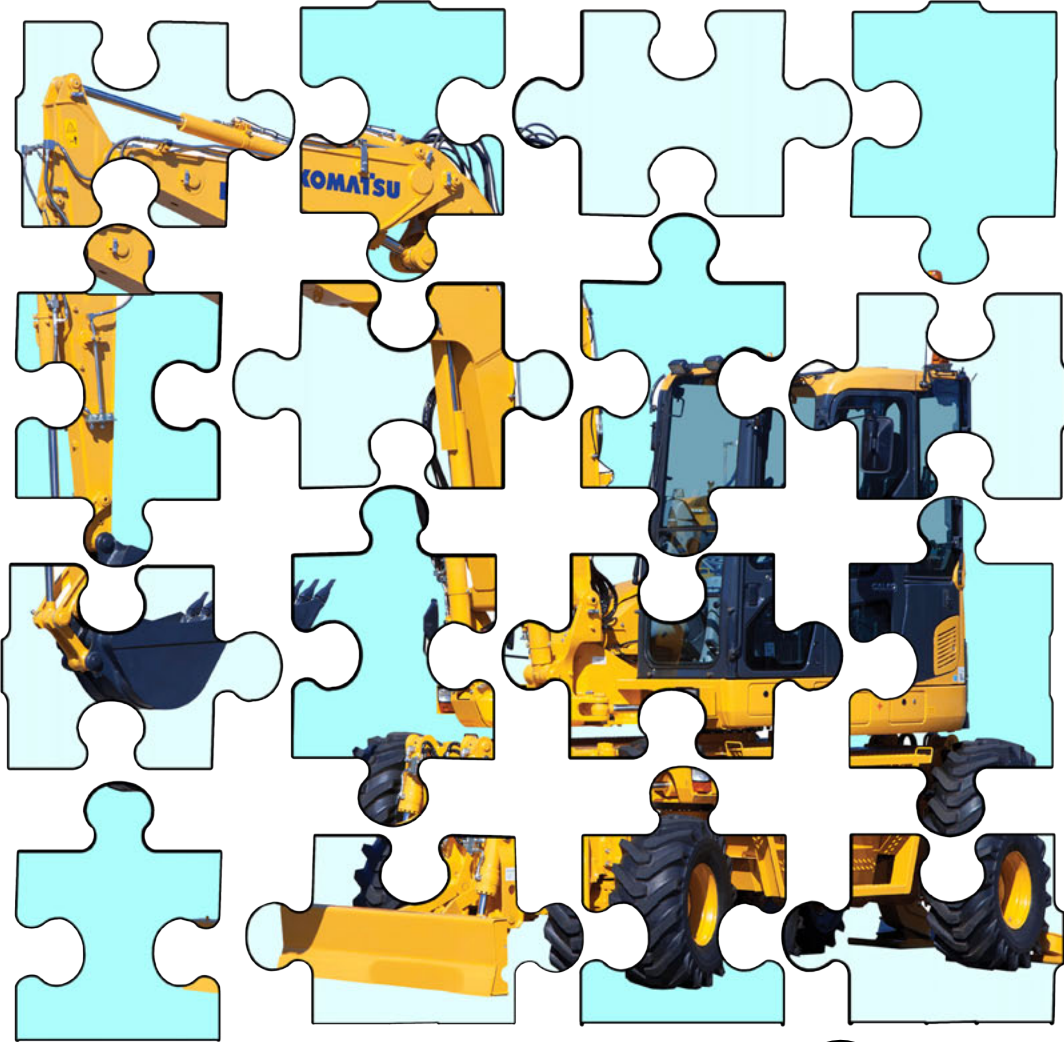
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KIDS

PW98MR-8 JIG SAW

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STEP 1

Carefully cut along the BLACK lines. Please ask Mum & Dad to help you with your cutting.



STEP 2

Start by matching the pieces together.



STEP 3

The goal is to have FUN putting your PW98MR-8 puzzle together - Good luck!



CONGRATULATIONS

Jessica Anne Murdoch Aged 15 Months.

She Loves Mums, Homemade Lasagne, Watermelon And Chocolate Cake.

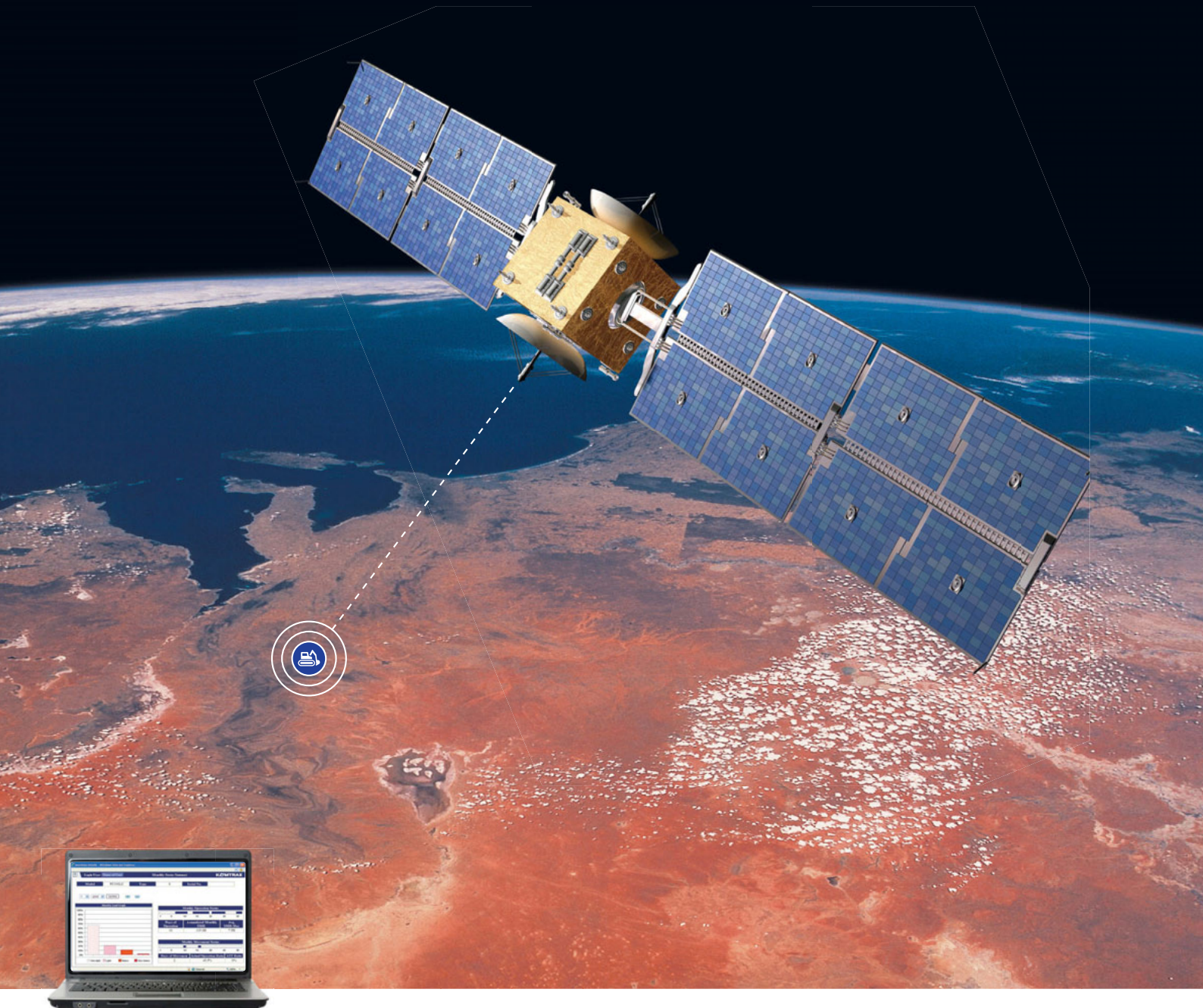
Jessica Is The Winner Of The **Kutest Komatsu Kids Kontest**.

Thank You Dad, For Entering Jessica In This Competition.

Your Prize Will Be Posted Out To You Shortly.

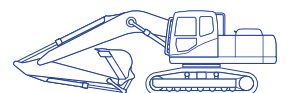


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