

WX07 Case study

Working together: Komatsu helps Peruvian contractor win new business using the WX07

Project challenge

ESEMIN PERU, a mining contractor in Peru, needed to offer AuPlata Mining Group, the operator of the El Santo mine, dependable load-haul-dump (LHD) capabilities. So, they begin to look for a reliable LHD in a short time frame. Their current LHD manufacturer lacked the viable financial options, technical support and machine dependability for their medium-sized business.

The situation

ESEMIN PERU had an excellent opportunity to start operations in the El Santo Mine site, an underground mine located 225 km northwest of Arequipa, Peru. AMG AuPlata exploits polymetallic veins (lead, silver, Zn and Au) at El Santo Mine. The timing was ideal — AMG AuPlata was establishing operations while ESEMIN PERU was looking to expand.



Also, AMG AuPlata was at a key decision point in selecting a reliable contractor for supplying equipment that would perform well in their mine. Specifically, the mining contractor needed a 4-yard loader with a 7-metric tonne payload capacity from a reputable supplier with fast delivery on stock equipment. Speed was important — the mine operators had ongoing maintenance downtime issues with their current LHDs.

ESEMIN PERU collaborated with Komatsu to meet the mineral loading needs of El Santos. After evaluating the key priorities for the El

Santo operation and the required configuration of main components, engine, transmission, converter, and axles, the WX07 LHD was identified as an ideal solution.

The solution

Understanding the top concerns and priorities of the customer, the Komatsu team had an overarching goal of providing a complete solution for ESEMIN PERU and their client, the El Santo mine. Besides demonstrating the proven track record of the WX07 and providing technical specifications, the team set about building a financing model for selling new equipment based on ESEMIN PERU's unique needs and requirements.

In the meantime, there were several rounds of assessments and inquiries. The Komatsu technical specialists addressed all the technical questions promptly and completely, creating confidence in the company and the people supporting this machine.

The result

After a collaborative process of looking at all key variables and the unique needs of the mining operation, the ESEMIN PERU team opted for the WX07 and subsequently won a contract with the El Santo mine.

During initial commissioning, the mine experienced some technical issues with the WX07, which were quickly solved by a local technical support team. The speed and support in resolving these initial issues during commissioning was a critical deciding factor in continuing to go forward

With help from ESEMIN PERU, the El Santo mine is now reaping the benefits of the WX07 and its reliable components. The operation has also seen gains in productivity due to more hours performed per shift, citing the enclosed cabin and increased comfort as a factor in increasing output.

Within a short time, the WX07 reached 4,500 engine hours at the El Santo mine with only preventive maintenance — filters and oils — needed. With this dependable workhorse now part of their fleet. ESEMIN PERU is now positioned to continue to serve the needs of local mines, such as El Santo, with financing and technical support that meets their specific needs.

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Customer Testimonial

“It was easy doing business with Komatsu as their commercial people were always there trying to identify the opportunity, requesting information to understand the business context and being creative to offer the solution we needed. The technical specialists also were there to solve all the technical questions to create confidence in WX07 we needed.”

Jaime Rivera Vicent, General Manager, ESEMIN PERU