



VIEWS

PROMOTING CUSTOMER COMMUNICATION



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Views is a PR magazine published by Komatsu Ltd.
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Komatsu Wheel Loaders Prove on Performance and Savings

Reported by Kevin Crampsie, Komatsu America Corp.



Komatsu's lines of WA500 and WA600 wheel loaders are experiencing great success and proven results at quarries in North America.

In Flushing, New York, in the United States, Barker Aggregates LTD. receives their material from river barges and transfers it into the holding yard with a PC750LC hydraulic excavator. With limited yard space, large stockpiles are not an option. Once the material is taken off the barge, the WA500 immediately swings into action, loading the material into on-highway trucks.

"We only have one loader in operation at any given time, and it is moving approximately 68,040 tonnes (75,000 U.S. tons) of 10-to-19-mm (3/8-to-3/4-in) crushed stone per month," says Mr. Frank Barker Jr., president of Barker

Aggregates. "We also have the previous model of the current WA500, which has clocked over 17,000 hours, and it's running fine. I know it will provide us with many more years of operation. Our reputation is built upon servicing and meeting our customers' demands and this type of



Komatsu's WA500 wheel loader proves reliable with its power and stability.



The WA600's breakout force and joystick steering contribute to increased productivity and lower fuel consumption.

equipment reliability is just one of the reasons we continue to purchase Komatsu products."

Mr. Barker is pleased not only with the reliability of the machine but also the continued advancements in technology he sees in every generation of Komatsu equipment. His operators like the power and stability of the WA500 when driving into the stone pile (with some of them commenting that they felt the machine could drive right through the pile). Mr. Barker was equally impressed with the dual-mode engine power setting (Economy and Power). He noted that the economy mode delivers more than enough power and speed to fill their trucks and that adds up to fuel savings.

“BIG”



Mr. Barker proudly states, “There are days when we don’t have a single stone left in the yard and that’s what I call productivity!”

Quality and Longevity

Roanoke Sand and Gravel Corp. in Middle Island, New York, operates a 121-ha (300-ac) sand and gravel dredging site and relies on the WA600 to load and transfer 1.3 million tonnes (1.5 million U.S. tons) of material annually. Mr. Thomas Niegocki, Roanoke’s operations manager, is pleased with the performance of the new loader. He stresses that key features such as breakout force and joystick steering make the machine extremely efficient in V-shape loading operations, increasing productivity and lowering fuel consumption.

Mr. Jim Barker, Roanoke’s president, agrees, adding that Komatsu equipment has proven itself in performance, reliability and longevity time and time again. He went on to say, “I know I could buy equipment from other manufacturers, but I also know it would not last as long or perform as well as Komatsu. We pride ourselves in offering our customers a superior product and Komatsu offers us the same.” With improvements in noise reduction, better visibility, lifting capacity and total operator comfort, he feels the new WA600 wheel loader is a “state-of-the-art machine.”

Loaders Stand Up to Demanding Challenges

In Monroe, Connecticut, in the United States, Adam Materials LLC develops commercial properties and needs to remove granite rock to level future sites. Mr. Steve Szanicz, operations manager, says crushing the rock helps offset the costs of material needed for the sites’ infrastructure, including roads and pipe works, and he depends on the WA500 to keep up with the moving, sorting and loading of the crushed stone.

“Our annual output is 362,880 tonnes (400,000 U.S. tons), and this machine plays a crucial part in helping us meet that goal,” says Mr. Szanicz. “The boom raise and cycle time of the loader is so fast and smooth that we can accomplish in eight hours what used to take us 12 hours.” He went on to say, “The sheer power and smoothness of the machine combined with its large bucket capacity allow us to carry a 9-tonne (10-U.S.-ton) load of material up the ramps with no effort on the part of the machine and no spilling of material. That adds up to substantial savings at the end of the day.”

Distributor’s Service and Reliability Are the Cornerstone

All of the above companies attribute their choice of Komatsu equipment not only for its reliability, but also on the relationship and level of service they receive from their distributor, Edward Ehrbar, Inc.

Mr. Jim Barker states, “We are a family-run business and Ehrbar treats us as such; from parts availability to technical support, Ehrbar has always been there for us.”

Mr. Szanicz agrees, adding, “We can’t afford to have a machine down for days at a time waiting for a service tech. If Ehrbar’s technicians are not out the same day we place a call, they are waiting for us when we arrive at the site the next morning.”



Mr. Thomas Niegocki (left), Roanoke’s operations manager, and Mr. Jim Hogan, sales representative of Edward Ehrbar, Inc., Komatsu’s distributor for Roanoke, stand in front of the WA600.



Development of Demining Equipment for Humanitarian Aid in Cambodia

Reported by Atsushi Nagira, Komatsu Ltd.

Over the course of two decades of civil war in Cambodia, more than six million landmines are thought to have been buried throughout the country. In cooperation with the Cambodian Mine Action Center (CMAC), which has been carrying out demining activities under extremely hazardous conditions, Komatsu has conducted on-site tests for demining equipment in Cambodia.

Three types of tests were carried out in 2006, namely, performance and survivability tests as well as operational tests at actual minefields, with CMAC handling site management as well as the evaluation of test results. Komatsu also provided guidance in equipment maneuvering methods to CMAC staff and discussed usage methods at minefields on several occasions.

1. Performance Tests

Performance tests were conducted from the beginning of August through mid-August in order to ascertain mine clearance rates. These tests involved burying defused mines in safe testing fields with dry, bush-covered and soft ground conditions. Positive results were achieved although CMAC has yet to provide official data.

2. Survivability Tests

Survivability tests were carried out using TM46 anti-tank mines (6 kg [13 lb] + 1.5kg [3.3 lb] of C4 plastic explosives) to verify damage in cases involving anti-tank mines with a greater destructive force. In the tests, the rotor used for clearance was the only part that incurred damage, and the demining equipment escaped intact running on its own. Replacement of the damaged rotor was done on site and completed in roughly two days.



Manual demining operations by CMAC

3. Operational Tests at Actual Minefields

Operational tests at actual minefields, the main objective of tests at this time, were conducted over roughly one month from October 17 to November 21 in 2006 in Battambang, which is located near the Thai border. Total operation time of the machine during the period was 100 hours in which an area encompassing 50,000 m² (538,200 ft²) was cleared. As a result, four destroyed landmines were found. According to Komatsu's calculations, the average clearance speed of the Komatsu demining equipment was approximately 50 times faster than that of manual mine clearance operations (work speed per person).



Demining equipment



CMAC-Komatsu test team members



Remote-control operation of the demining equipment

Since one of the significant features of the demining equipment is its capability to dig up bushes along with excavating land in which mines may be buried, it is assumed that the land can be effectively used for agricultural and other purposes immediately after the machine has cleared the site. The machine can also be used for road development and maintenance as well as construction work by replacing attachments.

In this way, Komatsu will continuously utilize its own technical capabilities to contribute to reconstruction assistance of countries experiencing such hardships.

In March 2003, Komatsu applied to the public offering of development subsidies by Japan's Ministry of Economy, Trade and Industry (METI) in conjunction with the New Energy and Industrial Technology Development Organization (NEDO), and subsequently started development of humanitarian demining equipment based on a Komatsu model bulldozer. Komatsu has since tested the machines in Afghanistan in 2005 and demonstrated their effectiveness in clearing mines in the field.

As a follow-up to humanitarian aid activities in Afghanistan, from summer to winter in 2006, Komatsu took part in the Project for Research and Development of Mine Clearance Related Equipment in Cambodia organized by the Ministry of Foreign Affairs of Japan and Japan International Cooperation System (JICS). This involved shipping demining equipment to Cambodia as well as dispatching engineers to participate in the project.



The demining equipment can also be used for various purposes by replacing attachments.



Demining equipment digging up bush



Survivability test using anti-tank mine





Clockwise from top left: aerial view of Ibaraki Plant; production line of Ibaraki Plant; newly completed Ibaraki Plant



New Plants Go Online

In line with ever-greater global demand for natural resources and energy, demand has been rising for Komatsu construction and mining equipment. To deal with these circumstances, Komatsu has been making proactive Group-wide capital investments, including the commencement of operations at plants in Ibaraki, Japan, and Chennai, India, in 2007. These plants are slated to manufacture middle- and large-sized dump trucks and wheel loaders. As with other plants worldwide, Komatsu is resolutely committed to producing and delivering superior-quality products to our customers. In this issue of *Views*, we are pleased to introduce the new Ibaraki and Chennai plants.

Ibaraki Plant

Located approximately 110 km (68 mi) northeast of Tokyo, the Ibaraki Plant was completed on January 24, 2007, following the groundbreaking ceremony on April 12, 2006. The opening ceremony hosted demonstrations of the WA1200 wheel loader and HD785 dump truck as well as a special event to celebrate shipment of the WA600 wheel loader.

The new plant will produce large dump trucks and wheel loaders originally manufactured at the Mooka Plant, a mother plant in a neighboring prefecture. In order to respond to a dramatic increase in demand, particularly outside Japan, the Ibaraki Plant has been established as a satellite plant of the Mooka Plant. With a total lot area of approximately 190,000 m² (2,045,160 ft²), the Ibaraki Plant comprises the first shop (approximately 26,000 m² [279,864 ft²]), in which large construction equipment is assembled, and the second shop (approximately 14,000 m² [150,696 ft²]), which also handles welding of machine bodies. There is also a 450-m (492-yd) test course at the center of the plant premises.

Convenient Port Access

The Ibaraki Plant lies adjacent to the Port of Hitachinaka, which makes it possible to drive the machines directly onto ships. Moreover, the Ibaraki Plant contributes to environmental conservation in various ways. These include lower CO₂ emissions thanks to the reduced overland transport distance to the port as well as the installation of solar panels.

Adoption of State-of-the-Art Technologies

Incorporating state-of-the-art technologies, the Ibaraki Plant boasts a high degree of flexibility to changes in production volume with the adoption of subassembly lines and a simplified assembly platform. The utilization of information technology such as IC tags allows shared use of production information and real-time management, enabling quick response to issues related to production or quality. The Ibaraki Plant also ensures a safe and efficient work environment with the introduction of aerial work platforms to the main assembly line.

Komatsu's Ibaraki Plant will provide superior-quality products to customers all over the world.

Chennai Plant

On March 28, 2007, Komatsu India Private Limited (KIPL) held an inauguration ceremony at its plant near Chennai. The newly established manufacturing facility is wholly invested by Komatsu Ltd.

In addition to such distinguished guests as Mr. M. K. Stalin, the Honourable Minister for Local Administration and Rural Development of the Tamil Nadu State Government, top executives of Komatsu Ltd., Mr. Masahiro Sakane, president and CEO, and Mr. Kunio Noji, director and senior executive officer, also attended the ceremony. Mr. Stalin unveiled a plaque as a symbol of the inauguration of the KIPL plant. While extending his gratitude, Mr. Sakane in turn presented "Aka Fuji," a ceramic painting of Mount Fuji glowing in red, to the minister.

After nearly a 50-year presence in India, Komatsu has established its own plant to manufacture off-highway dump trucks, including HD465 and HD785 models, and other future products. Apart from this plant, there is a factory in Bangalore established via a joint venture between Komatsu and Larsen & Toubro Ltd., an engineering giant in India, where hydraulic excavators have been manufactured since 1998.

Being a Part of Ambitious Growth

The decision to establish Komatsu's own plant in India was initially considered in early 2005. At that time, it was felt that Komatsu must tap into the growing business opportunities in India, both as one of the BRICs nations and a country on a steady growth path. Therefore, a feasibility study team was established for choosing an ideal location, and the corporate decision

was made at the end of 2005 to set up a plant in Chennai. It took less than 24 months from the very inception of the project until the inauguration of this new facility.

Mr. Sakane, addressing the distinguished gathering assembled for the inaugural event, explained the background of KIPL, and also stated that the government of India, the business community and the people of India recognize that a well-developed infrastructure is vital for attaining high GDP growth for the nation. He noted that it is Komatsu's sincere desire to be a part of this ambitious growth. The warm and friendly people of Tamil Nadu, a conducive labor environment, the availability of skilled labor, a cooperative and responsive government as well as access to international destinations by sea or air were some of the most important factors in choosing the state of Tamil Nadu as the location of the new plant.

Plenty of Room for Future Expansion

With a capital outlay of US\$17 million, the KIPL plant has a lot area of 240,000 m² (2,583,360 ft²). Given that the present plant and the test course occupy about 90,000 m² (968,760 ft²), there is sufficient scope for expansion and the introduction of other Komatsu products in the future. The production plan for the two models of dump trucks for 2007 through 2008 is 100 units, while production of 200 units is targeted for 2008 through 2009.

We wish to offer our profound thanks to all those persons who have been associated with the formation of this new facility. This marks an auspicious beginning, and we are fully committed to meeting any and all challenges following the ideas of the KOMATSU Way.



Clockwise from top left: Chennai Plant inauguration ceremony (From left: Mr. Susumu Ueno, managing director of KIPL; Mr. A.M. Naik, chairman & managing director of L&T; Mr. T.M. Anbarasan, Minister for Labor of the Tamil Nadu State Government; Mr. M.K. Stalin, Minister for Local Administration and Rural Development of the Tamil Nadu State Government; Mr. Masahiro Sakane, president & CEO of Komatsu Ltd.; Mr. Y. Kodaki, Consul General of Japan; Mr. Shaktikanta Das I.A.S, Secretary of Industry for Tamil Nadu; Ms. Yashoda, member of Legislative Assembly of Tamil Nadu; and Mr. Krishnaswamy, member of Parliament Government of India); Mr. U.K. Upadhaya (third from left) of Eastern Minerals & Trading Agency was presented with a symbolic key by Mr. Sakane; new KIPL building and HD785 and HD465 off-highway dump trucks (inset) to be manufactured by KIPL



Establishment of Komatsu Utility Geared toward Strengthening Small Equipment Business

Effective April 1, 2007, Komatsu Zenoah Co. and Komatsu Forklift Co., Ltd., both of which are wholly owned subsidiaries of Komatsu Ltd., have been merged to form Komatsu Utility Co., Ltd. Komatsu Utility will specialize in the manufacture of small equipment, including mini construction equipment produced by Komatsu Zenoah and forklift trucks made by Komatsu Forklift.

As demand is anticipated to continue growing in accordance with the ever-increasing need worldwide to improve city infrastructure and utilize more efficient logistics methods, the establishment of Komatsu Utility is expected to strengthen Komatsu's small equipment business. Integration of operations will in turn lead to greater synergies in the product lineup and manufacturing processes along with efficient use of management resources.

In this way, Komatsu will continue to contribute to customers' businesses.



PC30MR mini excavator



FD25 forklift truck

"Fuel Saving Operation Guide" Newly Published

One of the pressing issues our customers face is how to reduce machine operation costs. Fuel costs make up a large portion of overall operation costs, which have continued to rapidly increase in recent years in parallel with the rising price of fuel worldwide. While Komatsu develops and manufactures fuel-efficient machines to keep customers' fuel costs down, efficient methods of operating the machines can also contribute greatly to lower fuel consumption. Komatsu has compiled a number of fuel-efficient operating methods and published a *Fuel Saving Operation Guide* as a special supplement of *Views*. We hope this guide will provide useful information on how to operate machines efficiently and thereby contribute to lower fuel costs of our customers. If you would like a copy of the *Fuel Saving Operation Guide*, please contact your distributor or Komatsu representative, or send an email (views@komatsu.com).



Fuel Saving Operation Guide

