

KOMATSU

Times



CLIMBING TO THE TOP !

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IN THIS ISSUE



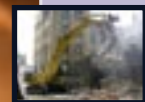
NEW D475-5 DOZER IN SPAIN
Takes all the heat you can give it
..... page 4



WHAT DO YOU DO MR TESSIER?
Global machine component purchasing
..... page 6



FOUR NEW 5 STAR WHEEL LOADERS
WA65, WA70, WA80 and WA150
..... page 7



PC750LC DEMOLITION EXCAVATOR
Keltbray prepares new construction site in Edinburgh
..... page 8



HD605 RIGID DUMP TRUCK
12,000 hours of severe downhill operations
..... page 10



PC340-7 MATERIAL HANDLER
Unloading rail cars for a steel mill
..... page 12



KOMATSU PRESIDENT'S AWARD
Working Gear division in UK wins top honours
..... page 13



PC75R-2 EXCAVATOR
Using a custom boring trestle for Netherlands environmental works
..... page 14



INTRODUCING THE NEW PC130-7 HYDRAULIC EXCAVATOR
The Dash 7 series is now complete
..... page 15

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The year 2004 was another challenging year in which we made significant progress with our development of new products, as well as our expansion of customer support facilities and programmes. We were especially pleased to see the continuing growth of market preferences towards machines that have state-of-the-art sophistication in their productivity, operator comforts, and environmental friendliness. And our entire European organisation welcomed expanded markets and customers as a result of the growth of the European Union with its new member states.

In this edition, you will find an interesting article about Garry A. Tessier and his responsibilities negotiating global supply contracts for machine components from blue chip vendors around the world. Worldwide, Komatsu purchases manufacturing components that cost a total 3.5 billion euros per year. The annual component purchases for Europe totals .5 billion euros. From five strategically placed offices, The Procurement Division of our Global Project Department manages all machine component purchasing.

We negotiate and engage in contracts with leading global suppliers who have long proven their reliable, consistent quality and delivery. Contracts with these companies often span a number of years, establishing working partnerships that are attractive and stable for both them and us. The contracts that we negotiate ensure dependable quality and delivery to our factories. They also result in the lowest possible component costs, leveraged by the consolidation of our purchases for all Komatsu manufacturing facilities around the world. The net result is that our customers are ensured finished Komatsu machines of the absolute highest quality, at affordable, competitive prices.

I invite you to read the article about Mr Tessier. I also urge you to talk to your local Komatsu sales and service organisation about how we can provide you with world-class machines based on Komatsu's worldwide resources. And I wish you a very prosperous and rewarding 2005.

Yoshinori Komamura — President & Managing Director

CREDITS :

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TAKES ALL THE HEAT YOU CAN GIVE IT

— New D475A-5 dozer —

by Monica Carrascal

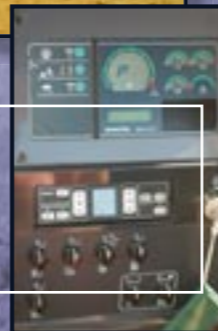


Komatsu's first new D475A-5 dozer in Europe is operating at a customer's site near Sevilla, Spain. The customer, Salguero, carries out strip mining activities there.

Only Komatsu and one other major equipment manufacturer make a dozer in this 100 tonne, large-machine class. When visiting the site, the reasons for the customer's selection of the D475A-5 became obvious. First, they had a history of favourable experiences with previous-generation Komatsu D475 models. And second, despite significant brand loyalty to the only competitor's machines, the new D475A-5 was purchased because of its superior performance. Adolfo Castillo Baena, salesman for the local Komatsu dealer Sevillana de Maquinaria, sold the machine to the customer. This dealer is also responsible for the servicing of the new D475A-5.



The VHMS controller monitors the health conditions of major components and enables analyses of the machine and its operations.



Sevilla is located in the Andalucia region of Spain. In this inland lowland zone, hot sun is the standard for almost every day of June through September, with virtually no rain. On the day that we visited the site, with a temperature of 42°C in the shade, this new dozer performed as though it was working in a comfortable temperature of 21°.

Slate and shale are the most common rocks in the hills of Andalucia. These decay to form barl. This is a type of sticky clay. It contains a lot of lime, with a high content of splintered rock. In the hot months, this soil becomes like concrete, making ripping operations an essential part of strip mining. The new D475A-5 is pushing and ripping this distinctly coloured material to extract it for use in the making of ground surfaces such as bullfight arenas and footpaths, as well as for the foundation material for roads.

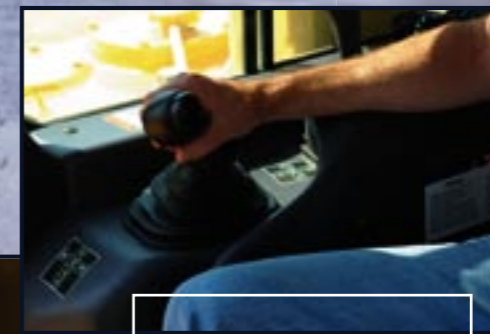
The new D475A-5 is built for comfort that helps the operator concentrate on the work at hand, with minimal fatigue. The dozer's pressurised and exceptionally quiet new Space-Cab™ has a spacious interior and large tinted glass windows that provide excellent front, side and rear visibility. During dozing operations, the seat faces straight forward, resulting in the best blade visibility to the left and right. For reverse operations, the operator's seat can be turned 15° to the right, significantly improving rear visibility and reducing neck strain. The travel control joystick, with its complete console, can be moved forward, backward, and up and down, so that it's fitted to each operator. It's also directly linked to the turn function of the seat.

The new D475A-5 utilises a newly designed powertrain electronic control system. The controller registers the amount of operator control (movements of lever and operation of switches) along with machine condition signals from each sensor, such as the engine speed and machine angle. This is then used to accurately control the torque converter, transmission, steering clutches and brakes, optimising machine operations. Using an innovative series of valves, the transmission controller automatically and smoothly makes each clutch engagement.

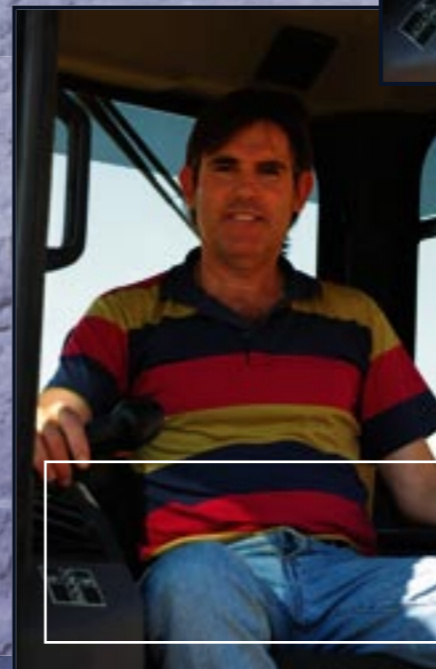
This new D475A-5 is certain to deliver the high performance levels that are required in this exceptionally tough operating environment, year-after-year. After all, it's a place where only the strong survive.



The K-Bogie undercarriage system improves traction, component durability, and operator comfort.



The palm command travel joystick supports a comfortable posture and precise machine control, without fatigue.



Driver Jose Parrilla Reina is happy with the machine's precision and power.

D475A-5 STATISTICS

- Engine:**
641 kW (860 HP) @ 2.000 rpm
- Operating weight:**
102,500 kg
- Blade capacity semi-U:**
27,2 m³
- Blade capacity full-U:**
34,4 m³
- Super dozer blade:**
45,0 m³

WHAT DO YOU DO MR TESSIER?



— Komatsu global machine component purchasing —

by Linda Debois

Garry (Gerry) A. Tessier is a Canadian who lives in Belgium and works for Komatsu all around the world. Mr Tessier's job is to manage two levels of global purchasing contracts: International and European. He negotiates international contracts for the purchasing of machine components for Komatsu's factories worldwide. These contracts are for items such as engines, undercarriages, cabins, cooling systems, operator seats, hydraulics systems, tyres and rims. He also negotiates and coordinates purchasing strategy with all Komatsu European facilities' purchasing managers for batteries, steel and various other items. Before moving to Belgium in 2004, Mr Tessier worked as General Manager Operations and Procurement for Komatsu Cadiac. This Canadian-based wheel loader factory makes the same range of loaders that Komatsu's KOHAG factory makes in Hanover, Germany - the entire range up to the 30-tonne WA500-5. He was given a managerial transfer from Canada to Europe for his new position. Mr Tessier's title is Senior Manager, Global Purchasing -

Europe. Reporting to Komatsu's head office in Japan, he works in the Procurement Division. This division, formed in 2001, has five centres around the world, based in the United States, Europe, China, Thailand and Japan. He coordinates and analyses price markets between each of these world centres to gain the best possible benefits for Komatsu Europe International. Mr Tessier travels continuously, visiting suppliers worldwide. Areas where he travels mostly are Eastern Europe, Thailand, China and Japan. On average, he is 'on the road' three days per week. He relies heavily on Internet and e-mail access, plus his mobile telephone to stay in touch while he travels from continent to continent, meeting with suppliers and Komatsu associates. The bottom line, according to Mr Tessier: He helps to establish and maintain long, stable component supplier partnerships that 'keep it all moving'. Thanks to his efforts, customers can buy Komatsu's highest standards of quality and technology... at the best cost in the world.



FOUR NEW 5 STAR WHEEL LOADERS

— Komatsu expands its Dash 5 loader offering —

by Bernd Eschenhagen

Komatsu has expanded its European offering of Dash 5 series wheel loaders with three new models: The WA65-5, WA70-5 and WA80-5 loaders in the 5 to 6-tonne classes, plus the WA150 in the 8-tonne class.



WA65-5, WA70-5 and WA80-5

With their ground-breaking design, the new Dash 5 model WA65, WA70 and WA80 loaders are set to revolutionise the 5-6 tonne classes of compact wheel loaders. With a height of less than 2.5m, they're built to be easily relocated from site to site. Earthmoving and landscaping companies will especially welcome their rear axle-oscillation, which allows for scooping, and provides better stability. Their narrow, short overhang tail and super-large windows, have been designed to give them best all-around visibility. They deliver parallel movement in pallet-fork applications, with superb visibility of attachments and tyres, easy-to-reach switches and hydraulic levers. The WA70-5 has been designed and configured especially for rental markets.



WA150-5

The new WA150-5 wheel loader has been designed to provide an optimal combination of performance, comfort and economy. It's outfitted with Komatsu's renowned Space-Cab™, famous for its spacious interior, air conditioning, easy access and many operator comforts. It has an enormous tractive force, and provides very low fuel consumption due to an innovative and efficient hydrostatic drive-line design. It runs quietly, making it ideal for urban operations. Its superior dumping height and reach greatly support its productivity. The WA150-5 has Komatsu's EMMS monitoring system, which displays vital operating data, reminds the operator of required maintenance, and memorises abnormal events for easier trouble-shooting. It also features heavy-duty axles and maintenance-free fully hydraulic wet disc service and parking brakes.



NEW DASH 5 LOADER SPECIFICATIONS

Model	WA65-5	WA70-5	WA80-5	WA150-5
Net horsepower (kW / HP)	40 / 54	40 / 54	45 / 61	72 / 97
Operating weight (kg)	4.800	5.300	5.600	7.800
Bucket capacity (m³)	0,7 - 1,0	0,85 - 1,25	0,9 - 1,25	1,3 - 2,2
Payload (kg)	1.800	1.800	2.100	2.600
Dumping height (mm)	2.350	2.335	2.520	2.730

PC750LC DEMOLITION EXCAVATOR



— Keltbray prepares new construction site in Edinburgh —

by Matthew Scott

Keltbray Limited, the demolition and specialist construction services group, recently used the new addition to their excavator fleet at the Quatermile development on the site of the old Royal Infirmary in Edinburgh, Scotland. The high reach PC750LC from Komatsu was fitted with a 40-metre long reach boom. This allowed the demolition experts to break down the buildings, floor-by-floor, with minimal noise, dust and inconvenience to the neighbours.

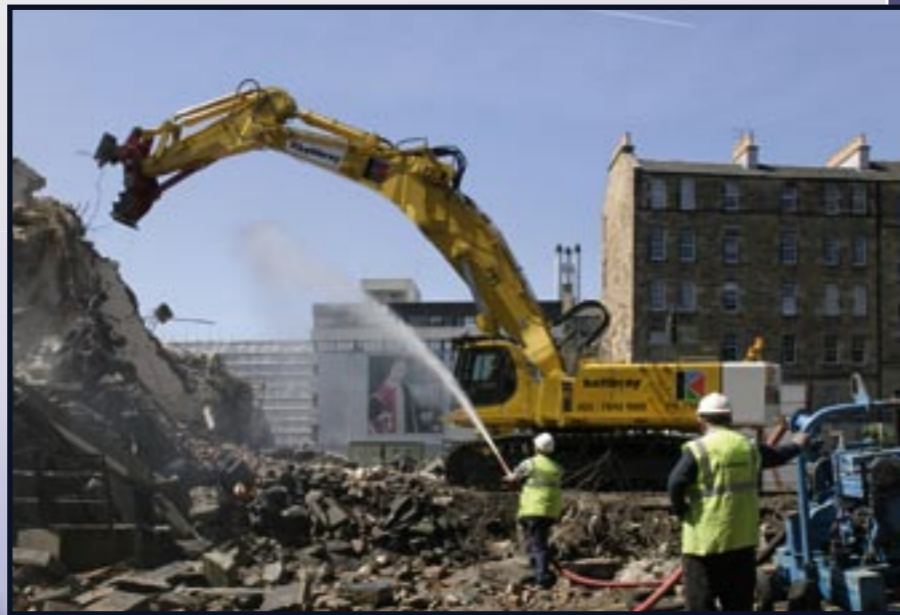
The demolition work is in preparation for Quatermile, a new quarter for Edinburgh including housing and commercial space, a hotel, restaurants and cafes. Within the scope of the project, Keltbray are also carrying out an asbestos removal package using a less hazardous method that includes a wet sandblasting system of removal and disposal.

The project is complex and challenging for the Keltbray team as some of the 150 year old grade A and B listed buildings are being revitalised, and the site is surrounded by a variety of other buildings. These include the Central Receiving and Processing Unit for the Blood Transfusion Service, accommodation for hospital staff who work shifts, and several local schools whose students have been taking examinations. Therefore, the minimisation of dust, noise and disruption to local residents has been a key priority for the Keltbray team. And the PC750LC has come into its own,

especially during the demolition of the Florence Nightingale Nursing Home. With the high reach boom attachment, the PC 750LC was able to reach the upper floors of the building, break down the walls and floors, and push the debris into the lift shafts. Keltbray then used other Komatsu excavators (PC 450's and PC 210's) to clear the rubble from the ground floor. The PC 750LC is an exceptionally quiet machine. And by using a combination of the floor-by-floor demolition meth-

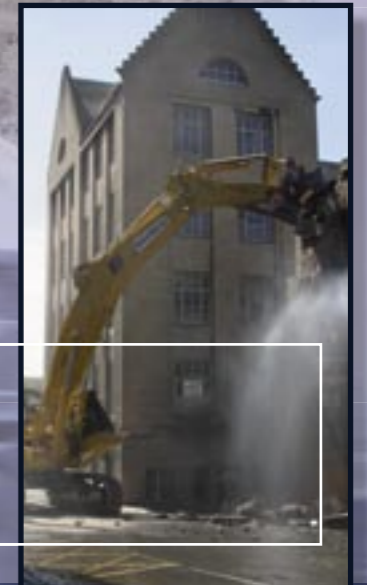
od, including full encapsulation and a continuous supply of water, the dust and noise were kept to a bare minimum.

This PC750LC has been specially designed and manufactured for demolition projects. The Quick Connect System allows the machine to be used in many different arrangements, and the quick-change hydraulic system minimises down time. The undercarriage has a power assisted track-frame extension for easier transportation, and it adds to the robust foundation needed for severe environments. The operator cab can be tilted from 0 to 30 degrees, giving safe and practical visibility for the driver. With a revolving frame, the stress levels, which are far more arduous in demolition



applications, are similar to those of the standard excavator. This, in turn, means greater durability for the PC750LC. In 2004, Keltbray invested more than 4 million pounds (5.5 million euros) in new Komatsu machines. They have put these machines to good use, helping to prepare new grounds that will improve the quality of life where people work and reside.

The PC750LC at this job site is a Dash 6 generation machine. Komatsu's PC750LC-6 model has since been replaced by the new generation PC750LC-7. The new Dash 7 PC750LC has improved productivity features with its increased lifting force and significantly improved fuel economy. It also has Komatsu's SpaceCab™, which provides operators with a very pleasant working environment that has plenty of space, low noise and vibration levels, and greater work area visibility.



PC750-7 SPECIFICATIONS

	PC750LC-7 standard	PC750LC-7 demolition
Engine (kW/HP)	338/454	338/454
Average operating wt. (kg)	82,000	110,000
Max reach (m)	12	40

HD605-5 RIGID DUMP TRUCK

— 12,000 hours of severe downhill operations —

by Koji Ito



Some of the curves are banked to allow higher speeds with safety.

From August of 1999 to September of 2004, a Komatsu HD605-5 rigid dump truck has been given one of the ultimate challenges at the Elkem Tana Quarry in Norway: continuous 3,039 metre downhill runs at an average grade of -9.3° with full payloads averaging 61 tonnes.

Subcontracter Leonard Nisen A Sonner a.s. manages the loading and hauling of blasted material at this quarry. The material, Kuartsitt, is used in the steel industry. The annual material output at this facility is 1.2 million tonnes.

The main criteria for the selection of the HD605-5 dump truck was its retarder's downhill performance. In fact, the HD605-5 has the market's most superior retarder performance in this class of machine. This certainly is a job site where the HD605's retarder performance has been put to the test.

The machine is expected to run 2,500 hours per year. It runs two eight-hour shifts per day, five days per week. It

moves 1,100 tonnes per shift, running 18 cycles.

When they purchased this dump truck, they also purchased options that would tailor the truck to their specific needs. The options were: auto suspension and auto retard speed control to increase operator comfort, exhaust retarder to increase the retarder capacity, and a rubber body to reduce loading shocks and get longer wear life from the body. The Auto Retard Speed Control lets the operator set the downhill travel speed and drive down slopes at a governed, constant speed. This leaves the operator free to concentrate on steering. The speed can be set at increments of 1 km/h.

The features that are most impressive to the operator at this site are its smooth downhill performance with the auto retard speed control, stability whilst dumping, and the massive power of the hoist cylinder for unloading.

The customer installed traffic lights at one of the curves in

The truck has demonstrated massive power of the hoist cylinder for unloading.



An 80-tonne Komatsu PC750-7 excavator is also in operation at this site.



CURRENT MODEL HD605-7* SPECIFICATIONS

Net power	533kW / 715 HP
Max payload	63000kg
Empty weight	46205kg
Body capacity	40 m ³
Speed range	7 forward, 1 reverse
Retarder	oil-cooled, multiple-disc rear brakes

* note: Komatsu's model HD605-7 has since replaced the HD605-5.

the road at the site, where the visibility is poor. Travelling downhill, the truck operator can take the priority by pressing a switch in the cabin. The road's curves have been banked to avoid side slippage and help to maintain truck speed - in the interest of safely gaining greater productivity.

The truck's rubber body gives longer wear life than steel. This is because rocks roll down on a rubber bottom surface instead of sliding down on a steel surface. This way, abrasion is significantly reduced.

An 80-tonne Komatsu PC750-7 excavator is also in operation at this site. The customer purchased this machine, and the HD605-5 dump truck from Komatsu's Norwegian distributor, Hesselberg.

There's still lots of life left in this HD605-5... another Komatsu machine that's delivering its payloads with unparalleled safety, comfort and productivity - and in very challenging conditions.

In early 2003, Komatsu replaced its HD605-5 with a significantly upgraded model: the HD605-7. Compared to the former Dash 5 model, the engine torque curve was improved, delivering smoother acceleration. Automatic Retard Speed Control (ARSC) is now installed as a standard. Braking power was increased by 16%, with oil-cooled multiple disc brakes. The K-Atomic transmission's skip shift function became smoother and easier on the drive train and operator, also reducing load spillage. The auto double-clutch function also reduces shift shock by correctly synchronising engine speed and shifting. The truck's new, large and quiet, two-door walk-through cab has an air-suspended operator's seat, and generous visibility.

This traffic light is at one of the curves in the road where the visibility is poor. Travelling downhill, the truck operator can take the priority by pressing a switch in the truck's cabin.



Pictured here from left to right: Åge Jonny Johansen - mechanic, Stig Almar Smelror - operator / Nk, Ottar Andersen - no. 1 driver on the HD-605, Odd Einar Utsi - Quarry Manager, Tom Engebretsen - Sales Manager, Hesselberg

UNLOADING RAIL CARS FOR A STEEL MILL

— PC340-7 Material handler —

by Petr Krenek

Established in 1951, the company ISPAT NOVÁ HUT a.s. produces steel products. It's located in Ostrava, in the Czech Republic. The raw materials that are used by its subsidiary company VYSOKÉ PECE Ostrava, a.s. (blast furnace and sinter plant) are delivered by rail. These materials, which are used for pig iron production, include: iron ores, iron pellets, coke, fine coke and fluxes. The materials are unloaded partly by wagon tippler, and partly by material handlers. The material handlers move about 500,000 tons of materials each month. The final product - pig iron - is supplied to two main customers: the ISPAT NOVÁ HUT and VITKOVICE steel plants.

Recently, they took delivery of a new Komatsu PC340-7 material handler, which was designed to optimise the extraction of materials from rail cars. This is the first Komatsu machine that the company has purchased. Their decision to move to Komatsu was based on the trust that they have in KUHN Bohemia. KUHN is Komatsu's distributor for the Czech Republic.

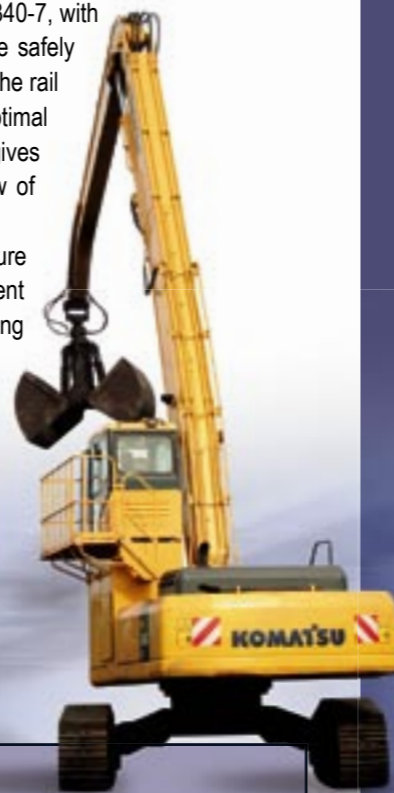
This machine is based on the design of Komatsu's popular PC340-7 crawler excavator, which is typically used to excavate ground for construction projects. Long reach and long reach demolition versions of the PC340-7 are also available. And now, the PC340-7 can also be obtained as a material-handling version, with its distinct raised cab and special material-handling equipment. This machine was developed by Komatsu's Working Gear Division, which designs and produces excavators for special applications within Komat-

su's KUK excavator factory in England. Machines that are produced by this division are delivered to customers with all of Komatsu's standard performance guarantees. They're designed and verified by Komatsu factory engineers, and then custom built on (and next to) a normal factory production line.

This PC340-7 material handler was ordered with a special 2 cubic metre clamshell bucket, which was determined to be the most efficient equipment for the removal of material from the rail cars.

One of the challenges that the customer had with their old UNEX 2X machine was its short reach, which made it work close to rail sidings, on unstable ground, with an increased risk of falling in. The new PC340-7, with its longer reach, can be more safely positioned farther away from the rail siding and still operate with optimal efficiency. And its raised cab gives the operator a far better view of the inside of the rail car.

This new material handler is sure to deliver many years of efficient and reliable service helping this new customer grow in Europe's expanding steel industry.

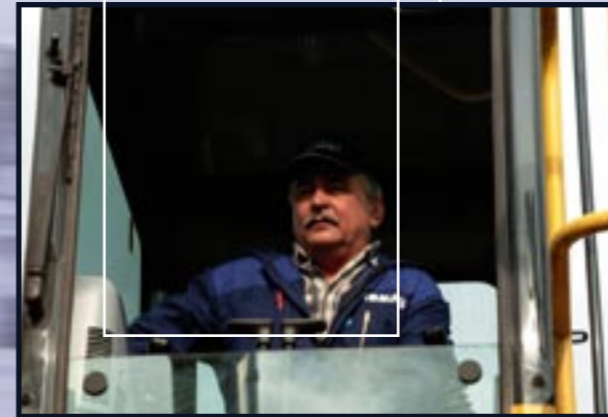


SPECIFICATIONS (COMPARED TO STANDARD MACHINE)

Model	PC340-7MH	PC340-7
Engine kW/HP	180/242	180/242
Operating weight (kg)	41,500	32,960 - 33,910
Operator eye height (mm)	4300	2700



The machine operator is pleased with the new machine's performance.



Salesman Petr Krenek (second from the right) surrounded by the happy customer's personnel



Their old UNEX machine's reach is much shorter, requiring positioning close to the rail sidings on unstable ground.



TOP MAN GIVES TOP HONOUR

— Komatsu President's Award —

by Mal McCoy

The Working Gear division at Komatsu UK (KUK) has been awarded a 2004 Komatsu President's Award for record sales and production. The President of Komatsu Ltd, Mr Masahiro Sakane, heads 188 Komatsu companies with 31,635 employees.

Working Gear is responsible for the design and manufacture of tailor-made products to suit the specific requirements of individual customers. Existing clients are from industries such as demolition, river clearing and material handling. Komatsu UK's biggest Working Gear contribution has been the introduction of the unique PC128US road/rail machine (see Komatsu Times volume 6, no. 2). It was designed to revolutionise railway maintenance by avoiding the closure of adjacent tracks during essential repairs.

Peter Howe, Managing Director of KUK said: "The President's Awards are recognised throughout Komatsu as praise from the highest possible level to honour significant performance."

This is the second time that KUK has received this prestigious award.

left to right: Peter Howe, Managing Director of KUK presents the prestigious President's award to Kevin McStea, Manager of KUK Working Gear Division.



The unique PC128US road/rail machine, developed by KUK's Working Gear Division



PC75R-2 MIDI CRAWLER EXCAVATOR



— Environmental works in the Netherlands —

by Harry de Bruijn

Komatsu customer A. van Zandwijk B.V. is located in Herwijnen, a small town situated in the middle of the Netherlands, just south of the city of Utrecht. The customer has three-dozen or so Komatsu machines. All except a few are in Komatsu's utility ranges. In fact, their largest Komatsu machines are a 21-tonne PC210-7 crawler excavator, and an 18-tonne WA380-5 wheel loader.

A. van Zandwijk B.V. has two specialties: One is landscaping and ground clearing. The second is machine rentals, complete with operators. The company is managed by two brothers. Leo manages the servicing of the machines, and Aart manages purchasing, sales and machine rentals. A third brother, Hans, manages the specialised work of the ground boring machinery. They receive full support from BIA B.V., Komatsu's distributor for the Netherlands.

The customer worked with the company BioSoil B.V. in a



cooperative effort to develop a ground boring framework that's installed on a Komatsu PC75R-2 midi crawler excavator.

BioSoil uses this boring framework for the construction of what is called 'in situ' systems for the cleaning of contaminated soil and ground water, with the help of bacteria. The framework can be used for multiple purposes. In holes that they drill with a hollow auger, they can place filters that allow soil to be extracted or filtered, as required. Also, the framework can inject nutrients or chemicals into the soil.

The framework was built by J Bruin Buizen B.V. During the construction, a number of adaptations were made. One was the installation of a reinforced chain in the boom to boost the hauling capacity to 2.5 tonnes and to increase the pushing capacity to 3.5 tonnes. Another was the installation of an auxiliary winch, to make it easier to couple the tubing that bores the holes in the ground. This was highly recom-



PC75R-2 MIDI EXCAVATOR STATISTICS

Net horsepower	60 kW / 68 HP
Operating weight*	7,160 - 7,960 kg
Available booms	monoboom or two-piece
Available steel tracks (mm)	450, 500 or 600
Available rubber tracks (mm)	450

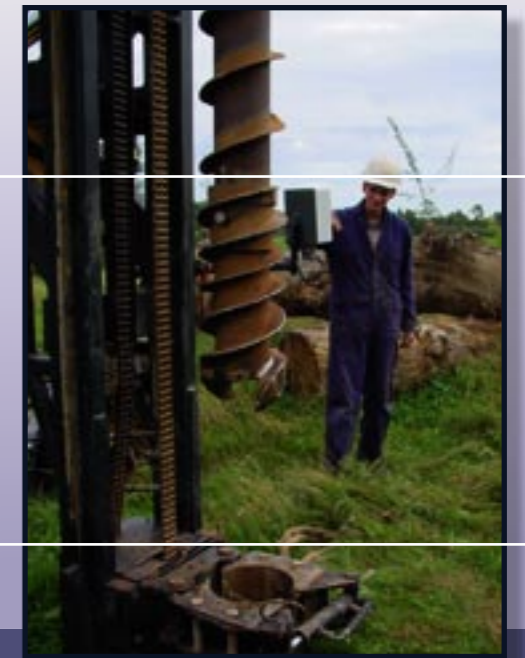
* standard machine configurations

mended technically, and it allows the use of longer tubing, which results in greater efficiency.

Komatsu's PC75R-2 is a highly compact machine with a superior digging force and great stability. It has been designed for optimal operator comfort. Its 'Closed Load Sensing System' ensures excellent control for highly productive operations. Two hydraulic power modes can be selected: 'Power' for applications that need it, and 'Economy' for savings on fuel during general work and finishing operations. Its PPC Servocontrols ensure precise and simplified control for faster working cycles.



Since its completion, the boring framework has been used non-stop. And the Komatsu PC75R-2 is an ideal match for this application. After all, it should be ideal. Because all-round versatility and respect for the environment are two of Komatsu's core missions.



PC130-7 — Komatsu's Dash 7 excavator series is now complete — HYDRAULIC EXCAVATOR

by Marc Engels

With the availability of the new PC130-7 crawler excavator, Komatsu's Dash 7 series of hydraulic excavators is now complete. The new PC130-7 is the smallest of this series, which comprises 12 machine classes, 21 different models and operating weights ranging from 13 to 107 tonnes. All except the 107-tonne PC1250-7 are manufactured at Komatsu's KUK factory in England. The new PC130-7 has the state-of-the-art features that have made Dash 7 models so popular. These features include Komatsu's pressurised, air conditioned, quiet and roomy SpaceCab™. This cab features a new operator seat, a hot and cool box, and a 12-volt power supply. Four hydraulic work modes boost productivity, the extended track length gives greater stability, and it has increased engine and hydraulic power, superb visibility and smooth operation. It has remote-mounted engine oil and fuel filters for easy maintenance. Options include blade, rubber shoes (roadliners) and a two-piece boom.



PC130-7 SPECIFICATIONS

Operating weight	13,000kg
Net horsepower	66kW/88HP @ 2200 rpm
Bucket capacity max.	0.8m ³



THE DYNAMIC HIGH-REACH RANGE



Komatsu's new six-model range of telescopic handlers offers the industry's best all-round visibility. With lifting heights from 9 to over 16 metres and capacities from 3500 to 4500 kg, there's a handler for every job. The state-of-the-art Komatsu hydraulic system and single PPC joystick provide perfect control of available power, plus proportional control of work equipment during simultaneous operations. Add exceptional stability and superb manoeuvrability, and you have every reason to visit your Komatsu dealer now.

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