

KOMATSU

TIMES

Times



Quarterly News Magazine for Construction Equipment Users — Volume 5 N°4

Demolition

in Austria

Dump trucks

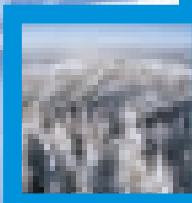
in Germany

Military

excavators

33.500 hours

**and still running
strong**



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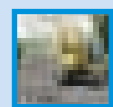
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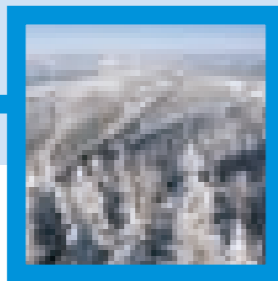
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A special thanks to Mangred Trappenberg of the company Next for his assistance in the creation of the Parts article about bucket shape and teeth.

It's time to reflect on our achievements over the past year, and to inform you about our goals for the coming year. 2003's markets have presented another challenging year. The year has clearly defined who, in our industry, are the true leaders – by their ability to deliver specific customer solutions, technological innovation, and depth of support services. Across every industry and within each industry sector, the companies that have earned the business have proven themselves to be dynamic leaders. They're using state-of-the-art machines, systems, and techniques to efficiently run their enterprises. If you're looking for ways to streamline and broaden your range of operations, we are there to provide solutions that will make this possible.

We have plans to roll out several new products, solutions and services in the coming year. A significant example of this is the launch of our new range of telescopic handlers, a world premier for Komatsu, and the realisation of our total-solutions, full-liner offering. The launch of our massively expanded and streamlined Komatsu European Parts operation (KEPO) in January 2004 shows our firm commitment to keeping our European customers' machines up and running. I invite you to visit our new and expanded web site, which is there to provide you with a comprehensive range of informational support. It will help keep you informed regarding the ways that we can offer you our assistance.

Let's all work together in this coming year to raise the industry's benchmarks for productivity and customer services. Your leadership, with our support, is certain to position you to take full advantage of what 2004 has to offer.



Yoshinori Komamura
President & Managing Director

Komatsu fleet matched dolomite mining requirement

— by Oliver Jasper —

Brothers Albert and Hans Neupert, owners of the “Steinwerke Kaider” near Staffelstein, Germany, are proud of their fleet of new Komatsu machines. At the end of June 2003, this modern family business, founded in 1934 and today with 60 employees, took delivery of a new fleet of four Komatsu HD405-6 dump trucks plus new WA470-5 and WA480-5 wheel loaders. These purchases were made for Kaider’s main business, which is dolomite mining. The dolomite comes from a large pit on four levels, with depths of up to 30 metres. Kaider also has a mineral crushing plant at the foot of the pit. This pit produces 120.000 tonnes of finest quality special lime yearly, which is used as fertilizer and soil improvement. The crushing plant, opened in 1964, deliver to customers as far away as

400 kilometres. They also distribute frost protection mixtures and gravel from the pit.

They decided to purchase new machines because their existing dump trucks and wheel loaders had reached the end of their lifetimes. Komatsu dealer Reif-Baumaschinen, with eighty employees at four locations, was chosen as the provider. Reif’s skilled large-machine technicians are located within just thirty minutes of the quarry.

One of the key factors in the customer’s investment decision was an Optimum Fleet Recommendation (OFR) analysis. Using detailed data such as travel distances, slopes in the pit, rolling resistance, crusher capacity and other parameters, Reif developed precise and optimal recommendations

for these machines and their options, that were perfectly matched to the site and the work.

The Komatsu HD405-6s are able to carry payloads of 40 tonnes and they’re equipped with Hardox (500 Brinell) wear-resistant bodies. They’re loaded at the quarry face by excavators or by the new Komatsu wheel loaders. The maximum travel distance to the crusher is about 1000 metres. Three dump trucks are permanently working to supply the crusher. The fourth truck is driving through the pit and serves, together with a wheel loader, as a “jack of all trades” mainly for road construction or overburden transport.

All of the dump trucks’ components are Komatsu-made. The 364 kW engine, with 15,2 l displacement,

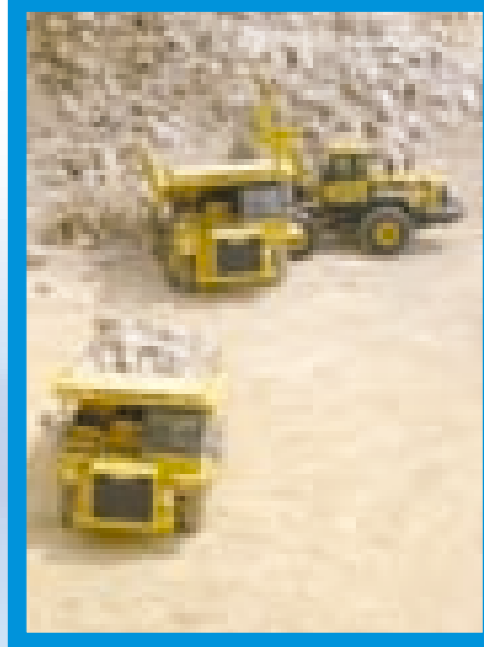
is the heart of the machine. The automatic seven-gear transmission offers a skip-shift function, which allows faster matching of transmission gear to ground speed for smooth shifts under full load. The HD405-6 has disc brakes at the front wheels and maintenance-free, oil-cooled, wet type multiple-disc brakes at the rear wheels. The rear brakes are also used as retarder brakes.

Both wheel loaders are equipped with Komatsu payload meters. The wheel loaders and dump trucks are each equipped with rear-view cameras. The non-reflective monitors are activated automatically whenever the reverse gear is engaged.

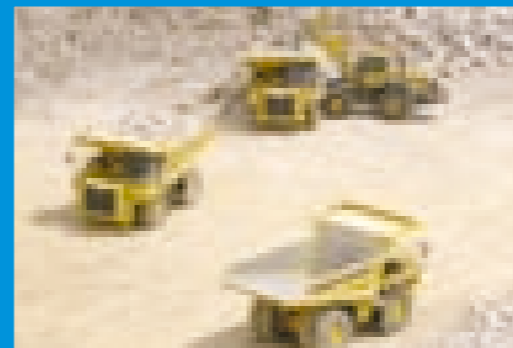
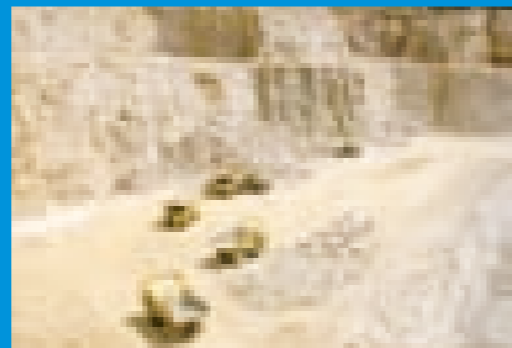
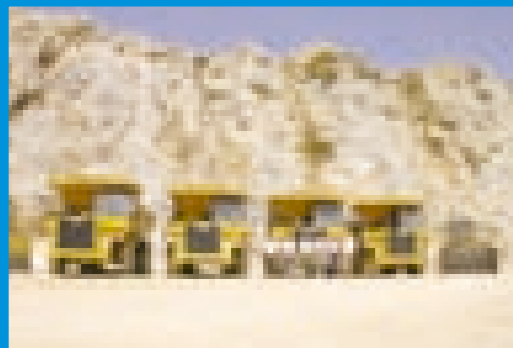
The WA470-5 wheel loader is equipped with a 4 cubic metre bucket and a high-lift boom for loading the

dump trucks. The more powerful WA480-5 wheel loader is equipped with a V-shaped 4,5 cubic metre rock bucket made of Hardox, which is perfect for loading operations. The bio oil filling comes as special equipment, so there are no problems with the draining of the pit.

Perfectly matched to the customer’s needs, these new machines are destined to deliver a lifetime of optimal productivity and reliable service.



[HD405-6 dump trucks and WA470-5 and WA480-5 wheel loaders]



NEW *Komatsu* DUMP TRUCKS

— by Michael Flamme —

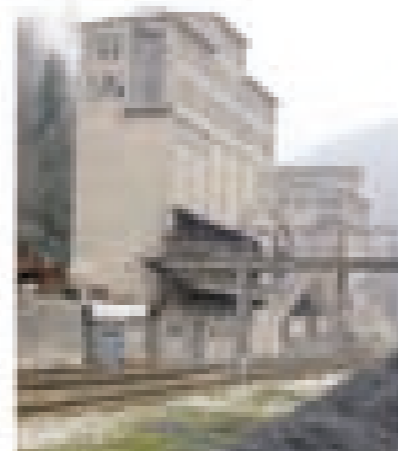


— Transport greywacke at a German hard stone quarry —

Dumping 63 tonnes of greywacke in just 11 seconds, the V-body ensures easy dumping



The two new 63-tonne HD605-7 machines, with their 29 m³ bodies



The two new HD605-7 dump trucks for the hard stone quarry: Oliver Misczyk of Reif Baumaschinen in Himmelkron (left) gives the symbolic key to Joachim Kern of Hüttengrund

The new rock body made of 500 HB steel

A pair of new Komatsu HD605-7 dump trucks are working in a hard stone quarry near Sonnenberg/Thuringia, Germany. Each weighing a total of 110 tonnes, including their 65-tonne payloads of greywacke, they're moving the stone 900 metres to a remote crusher. Their massive 725 Hp / 533 kW engines power each trip with ease.

The Hüttengrund GmbH hard stone quarry is owned by the corporate group Debus. This quarry extracts greywacke of the very best quality for use in roads, and for use in railway and waterway concrete. The company uses excavators and wheel loaders, as well as pre-crushers, screeners and crushers for stone that's sized up to 350 mm. Their largest individual order to date was for the delivery of 250,000 tonnes of material, used in the structure of a pumping power station.

The new A71/A73 motorway through the Thuringia forest makes another steady demand for them. Here, the material from the Hüttengrund quarry is used because its PSV value of 62 is much more favourable than the specified value of 50. (PSV is the resistance against a polishing effect / surface abrasion on tyres.)

After about 15,000 operating hours the quarry replaces their extraction machines. At the end of 2002, they made a decision to acquire two new 65-tonne dump trucks. The Komatsu HD605-7 dump trucks, purchased from Komatsu dealer Reif Baumaschinen, were considered as first choice after visiting various quarries in Germany and abroad. The service and experience gained with other Komatsu machines were also factors in selecting the HD605-7s.

The HD605-7 is one of the latest dump truck models from Komatsu. It has a new frame and a low-emission six-cylinder, 23-litre displacement engine with a maximum torque of 332 Nm. Its transmission, with retarder has seven gears forward/reverse. Skip shift is a new feature. This keeps the transmission in a high gear as long as possible, then shifts down two gears at the same time. This reduces gear shift operations, reducing wear on the transmission, clutch and power train and leads to greater operator comfort. Driving downhill, the operator can pre-select a maximum travel speed that's then controlled by correct gear selection and the retarder. The rated

brake power of 1069 HP is the best in this class of machine.

The hydraulically operated front disc brakes and oil-cooled multiple disc brakes in the rear axles ensure maximum safety. In case of emergency, the retarder, parking brake and emergency brake system will stop the machine. Because the system function is completely hydraulically, the drawbacks associated with a compressed air braking system are eliminated.

The new 29 cubic metre body is made of high-tensile 500 HB steel. The quarry bodies for the new dump trucks at the Hüttengrund quarry have 25mm bottom plates, 14mm side plates and 16mm rear plates. The body shape has been modified so that material can be loaded to a larger area and dumping operations are made easier. A body heater comes as standard. The Hüttengrund quarry is positioned to deliver high-quality material for decades to come. And the hardworking Komatsu machines at the quarry are there to help ensure the steady supply of greywacke to the quarry's customers.

Military machines

[Komatsu Excavators
at work for
military customers]

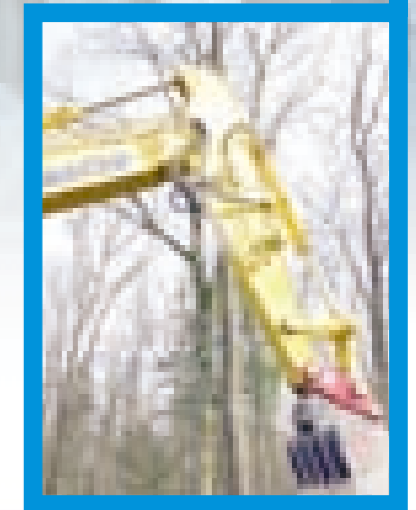
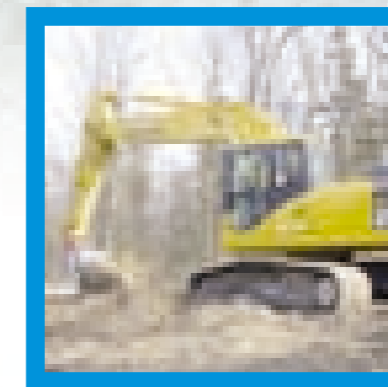


— by Marc Blondeel —

the sale of the machines and they will provide service for them. They also custom painted them and installed options such as quick coupling systems on some of the machines.

The Portuguese army, through the DSE (Engineering Service Management), recently purchased three 34-tonne Komatsu PC340NLC-7 excavators. This acquisition had several purposes. They will supply the military system with equipment that it needs, give backup to Portugal's SNPC (Civilian National Protection Services) and provide government services. These services include construction, work with fire departments in the event of public disasters, and environmental protection projects. Komatsu's distributor for Portugal, Cimertex sold the units and equipped them with quick couplers and

hydraulic hammers. As a matter of corporate policy Komatsu does not manufacture any machines that could be used for military combat use. This means that options such as extra armaments and bullet-proof glass would never be installed. All of these machines are standard production models that have been custom painted with military colour paint. Military organizations typically choose standard-model Komatsu machines because of their military-level specifications. Precision, durability, reliability, serviceability and guaranteed availability of spare parts are also key elements in military purchase decisions - all Komatsu attributes.



LAND CLEARING in Germany

— Land clearing operations in Germany —

— by Bernhard Vogel —

Hans Ostermaier from Nicklasreuth, Germany, has been running his own excavator company for eight years. He has two Komatsu excavators: a ten year old 21-tonne PC210 and a new, 24-tonne, narrow-track, long-carriage PC240NLC-7.

He purchased the new PC240 based on the advice of Albert Gruber. Mr Gruber is the sales manager at the company Kuhn - the local Komatsu sales and service organization. As the owner who would operate the machine all-day, every-day, Mr Ostermaier was especially concerned about the digging force, reach, stability and comfort.

He has been working for the Water Authority of the city of Rosenheim, land clearing and helping secure eight kilometres of the southern bank of the Mangfall river against high water.

Mr Gruber recommended this machine for land clearing operations based on the PC240's powerful 125 kW engine and its narrow (2380 mm) tracks which make it easy to transport on public roads. Also, the boom/arm combination ensures a digging force of 20.1 kN and an arm crowd force of 16.4 kN - making it perfect for land-clearing works. To remove tree stumps and plant roots, this machine has been specially outfitted with a clearing rake attachment that has five special tines made of Hardox 400.

The PC240-7 also provides an exceptionally comfortable work environment. Its SpaceCab(tm) offers a spacious interior that helps make long shifts and difficult working days more pleasant and easier to concentrate.

When it comes to getting work

done with a machine that's right for the job, Komatsu and its sales and service organizations are there to help. The Mangfall river is less likely to overflow its banks thanks to the new, hardworking PC240NLC-7 Komatsu excavator and its proud owner/operator.

[First European Komatsu PC340-7 demolition excavator at work in Salzburg]



PC340-7

— by Helmut Strasser —

When Komatsu introduced its new 41,6-tonne PC340-7 'high reach' as the first demolition excavator of the new Dash 7 series, Matthias Moosleitner was able to close the gap in his fleet (between 35-tonne mono boom and 65 tonne 'long-front') with a 16 to 21-metre reach.

His company, Moosleiner GmbH, is located in Surheim, Austria. Founded in 1953 by Matthäus Moosleitner, the

company has been run since 1978 by Managing Director, Matthias Moosleitner. He personally selects the required vehicles for the company based on their economy, productivity and environmental friendliness. The company's current fleet is comprised of 40 trucks from 7.5 to 40 tonnes, low-bed trailers with payload capacities up to 32 tonnes and about 50 earthmovers ranging in operating weights from 2 to 65 tonnes. Amongst these are ten Komatsu machines.

"We do gravel extraction, concrete, earthmoving, demolition and recycling. This makes us one of the most efficient companies in the Salzburg area and Berechtsgardener Land" says Moosleitner.

Moosleiner GmbH is truly a demolition specialist. They can demolish anything from a single-family house to a complete industrial area. They use special, low-vibration demolition equipment. Moosleitner's container

service also takes care of the rubble removal. Moosleitner has proven their demolition skills on various projects in Bavaria, such as removing highway bridges or the demolition of the power and heat supply station in Salzburg. For projects like these they use demolition excavators with operating weights of up to 60 tonnes.

Their new Komatsu PC340-7 demolition machine can mount an earthmoving boom as well as its demolition boom. This can be fitted straight or at an angle. The new demolition boom is segmented so that the reach can be extended in steps going up to 25 metres in length. Three modular-design counterweights ensure a perfect balance for each range of reaches. For demolition jobs at maximum reach the complete counterweight set is required. For earthmoving jobs the standard counterweight is adequate.

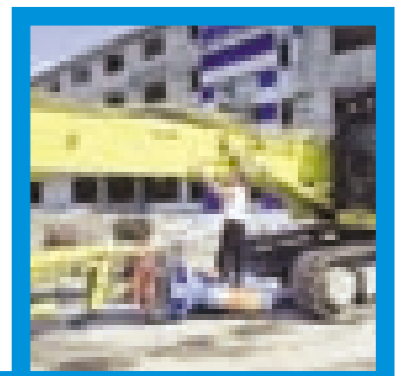
The 180 kW engine meets all EC stage II environmental guidelines. The noise level in the cab is a quiet 75 dB(A), and vibrations to the operator are very low. The spacious inner cab ensures lots of driver comfort. The new multifunction monitoring system makes service and maintenance much easier.

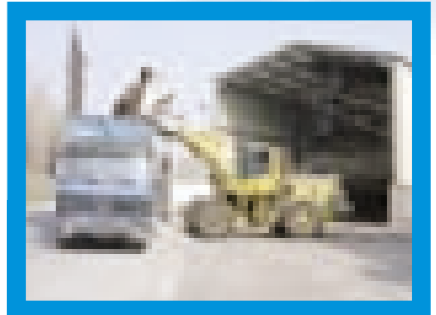
Moosleitner likes the PC340-7's boom quick-change system. "The hydraulic locking system is much faster than the current manually-inserted locking pin system. Hydraulic quick-couplers reduce mounting times as well. The demolition boom can be mounted within one hour, making mounting operations fast." Its narrow width enables unscheduled transport on public roads with no need to obtain special permission.

Moosleitner is also a major supplier of concrete. In 1995 they started a new transit-mixed concrete plant, which is amongst the most modern in Bavaria.

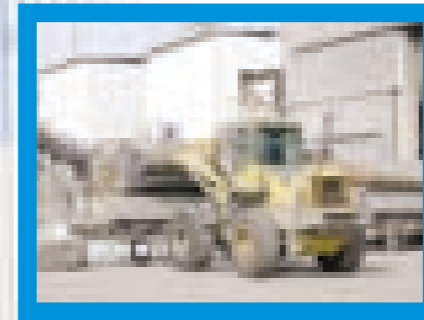
Their new gravel works in Saaldorf has an output of 400 tonnes of gravel (that's 16 loaded trucks) per hour. All Moosleitner works combined produce a total of 308,000 tonnes per month.

Moosleitner invests about two million euros each year to maintain and keep their fleet up to date for gravel extraction, earthmoving, demolition and recycling. The new Komatsu PC340-7 is another machine in their large inventory that delivers just what they need, helping to keep them competitive, productive, efficient and profitable.





Loading a special dump truck with residual material: Typical work for the high-dump bucket attached to the Komatsu WA420-3.



KOMATSU wheel loaders

— 33.500 hours and still running strong

— by Ralf Uta —

Komatsu is certainly no stranger to recycling. Komatsu machines have long been in use in this growing industry. One of the factors that have made Komatsu so successful in recycling has been the machine's ability to stand up to continuous use in dusty and dirty work environments. A visit to Erwitte, Germany where the company-group Wittekind Hugo Miebach Söhne has been running a large (Portland) cement plant since 1929 is a good example.

They have two Komatsu wheel loaders, a WA320-3 and a former model WA420-3 that run continuous non-stop shifts. These two German-built Komatsu machines load all of the delivered residual waste and take it to a crusher for transformation into large waste packages. Heinrich Heidhues, foreman of the fuel preparation plant told us that "The WA320 has been running for more than 33.500 hours from the time that it was commissioned at the end of 1995, until April 2003 - still with its original engine and without

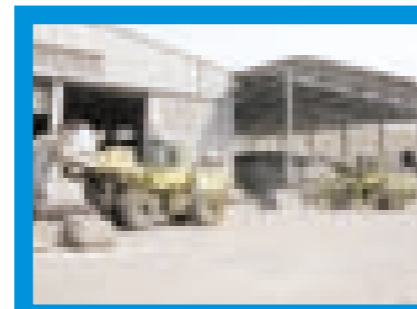
any problems". Its big brother, a WA420-3, has operated in residual waste handling for more than 26.500 hours from April of 1996. These two machines are serviced by Komatsu dealer Schlüter from Erwitte.

There was only one unexpected breakdown during the entire time and it happened on a Saturday. But Schlüter was at hand, quickly supplying a spare machine. Today, both wheel loaders are still in their original form only having required minor repairs and several filter changes. All of the easy maintenance items are taken care of by the drivers themselves. Because of the continuous work shifts there are three drivers for each machine.

Even though the material density is only 0,6 ton/m³, waste handling is hard work for both the machine and its driver. Dust and dirt, operations in confined indoor spaces, always carrying a full bucket and meeting production deadlines are typical work conditions.

Today, Komatsu continues with the development of new Dash 5 series wheel loaders with more operator comforts and productivity assist features. The WA420-3 has been replaced by a new model WA400-5 and the WA320 is certain to be upgraded by a new Dash 5 series model.

The new machines are certain to have the same stamina that's needed to take punishing jobs in stride, in continuous shifts, year-after-year-after-year....



Non-stop shifts at the (Portland) cement plant Wittekind. These two Komatsu wheel loaders have run 33.550 hrs. and 26.500 hrs. with their original engines, without problems.

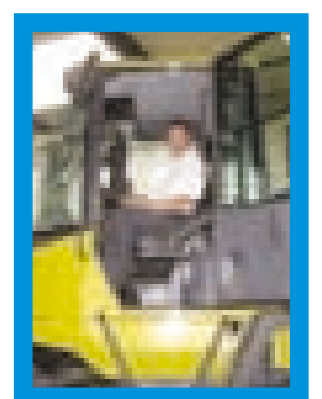
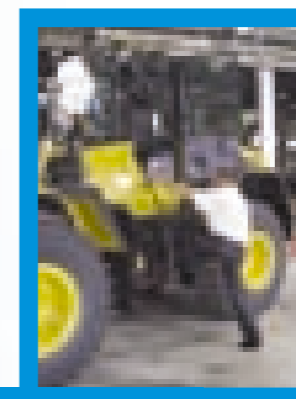
FIRST WA250-5 wheel loader

— by Ira Hildebrandt —

— delivered to a Dutch customer —

The first WA250-5 wheel-loader was handed over to a customer at the Komatsu manufacturing plant in Germany. Representatives of the Netherlands Komatsu dealer Doornbos B&N B.V., their customer Christiaan Den Dekker and his son made the journey to Hanover to get a first-hand preview. Gerhard Lehnen, Director of Komatsu Hanomag GmbH, wished them many productive working hours.

A specialist in marine construction and wet-excavation projects, the company Christiaan Den Dekker B.V. uses special and environmentally friendly methods of excavating to reverse environmental damage to water basins and clearing lakes. They have a fleet of seventeen Komatsu machines and have been a Komatsu customer for seventeen years. They will primarily use this new WA250-5 wheel loader to move sand. Congratulations to the Den Dekkers!



[Is bucket shape important?]

Parts

— by Grzenkowski —

The bucket is the tool that moves the earth and the excavator is the tool that moves the bucket. A simple statement that has major implications. Optimum bucket shape and teeth condition can increase productivity and decrease costs.

Just as a drilling machine works best with a hardened, sharp drilling head, an excavator works best with optimum bucket and teeth. The bucket and its teeth are the front line, where all forces meet. Modern excavators are very powerful, but earth material has tremendous resistance. Neglecting your bucket and teeth will result in lower productivity.

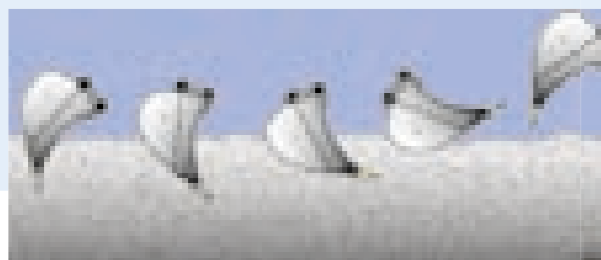
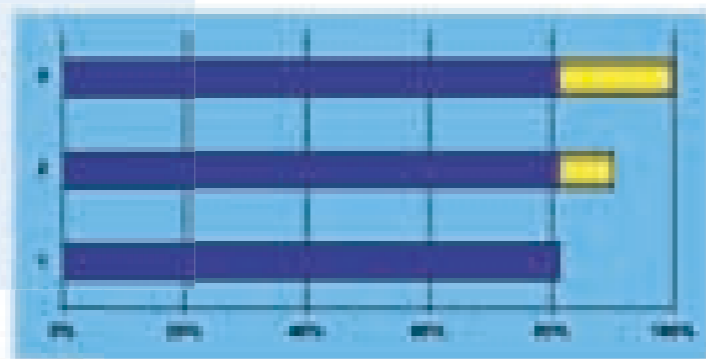
One of the reasons that poorly shaped buckets and teeth are sometimes used is the range of forces that an excavator can exert. If the bucket doesn't penetrate well, the operator just applies more power. But this isn't efficient. This practice uses more fuel, and leads to premature component fatigue.

As the machine moves through its working cycles, there are several steps where the bucket and teeth can make all the difference. Initiating the digging phase (1), curling the bucket (2), collecting material (3), loading up (4) and dumping (5).

Sharp teeth make the initiation and collection much easier by increasing the pressure per square centimetre. Streamlined bucket shapes facilitate collection, loading and dumping, by decreasing the resistance to earth material.

Take, for example, an excavator that loads 2,8 tonnes in a 22 second cycle time using a mediocre bucket. If this bucket is replaced with an optimum bucket, productivity can potentially increase by almost 20%, with a reduced cycle time of 20 seconds and an increased load of 3,0 tonnes.

So yes, shape matters! Unsuitable bucket shapes and bad teeth can seriously hamper your machine's performance. Because of this, Komatsu offers a new range of buckets that are specifically designed to help your machine achieve optimum productivity. Your Komatsu sales and service centre can tell you more.



CIMERTEX

— the Komatsu portuguese distributor opens new headquarters in Porto.

— by Sevil Bas —



Cimertex, Komatsu's distributor for Portugal, opened its new headquarters in Porto this past May. The facility is located on the northern outskirts of the city, next to the airport and close to the Leixões seaport. This strategic location makes it an ideal location to showcase Komatsu machinery and provide customer support services.

Purpose-built from scratch, it was designed to accommodate all of Cimertex's business requirements: headquarters, commercial and administrative services, rental business, after-sales and technical service, a parts department and a component manufacturing facility.

The new premises comprise of a total surface area of 19,600 square metres. Approximately 4,590 metres are covered. The parts warehouse, workshop equipped with nine machine service bays and component manufacturing facility are all state-of-the art in their equipment and technologies. This is all supported by a 4,590-metre administrative area.

Outside, a 1,600-metre area is used to display machines and a 1,000-metre demonstration area is provided for customers to test machines and see them in action. 22 May, the official opening ceremony was presided over by Porto's Civil Governor, Dr. Manuel Moreira in the presence of the top management of Cimertex, Komatsu, and other companies that Cimertex represents. 24 May, an open house for Cimertex customers celebrated the opening of the facility and the thirtieth anniversary of the company.

Hundreds of customers attended, staying most of the day to see the new models and test them in the demonstration area.

All in all, it was a celebration of Cimertex's commitment to their Portuguese customers and a testimony of Komatsu's regional strength in this key European nation.





THE RIGHT ATTACHMENT FOR EVERY CHALLENGE



The Komatsu skid steer loaders are the result of the technology, skills and experience acquired in decades of constant collaboration with users all over the world. This is why they don't dread any challenge in terms of performance, comfort and visibility, keeping an extremely easy and fast maintenance. Furthermore, thanks to the CLSS hydraulic system (Closed Load Sensing System), the PPC servocontrols and the numerous attachments available, all types of work can be performed in complete safety, combining power and precision with minimum effort. Visit your nearest dealer and try one for yourself!

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