

“ KOMATSU LATIN AMERICA ”

KOMATSU CHILE - KOMATSU DO BRASIL - KOMATSU MITSUI PERU'



Goal:

Maintain and develop the **Midori Kai** status. Midori Kai is an association of selected Komatsu supplier companies chosen for membership based on measurable high standards. The group's objective is to forge a mutually beneficial business relationship for both suppliers and Komatsu during economic upturns and downturns, by sharing information, technical support and business opportunities.



“What's New”:

- Widen and adapt the product range
- Assess quality, geometries, cost, delivery plans
- Continuous improvement attitude
- Increase sales and optimize supply chain and local stocks
- Advanced quality, adapted parts geometries, cost optimization.

3

3 Country Branches

100

100 new Skus validation

Day-to-Day remote and joint site visits to Chile, Peru, Brasil operation sites, advocating products

GT Interact with

- Procurement Managers
- Planners
- GET Specialists
- Sales Managers
- Parts Marketing Managers



Key Barriers

- Historical suppliers captive status
- Gain confidence involving all stakeholders: Plant Managers, Chief Mechanics, Buyers, General Directors
- Coordination and Planning



Results achieved with customer

- Suppliers status
- Quality and process approval
- Division coordination by quality, process, price and supply chain performance
- Accelerated stock rotation
- Product quality confidence
- Exhibitions attendance and support



GET factory take away

- Annual forecasts
- Price/volumes tune up
- Widened SKUs range
- Optimized factory production
- Full range blades and points supplied with y-o-y volumes and superior profitability growth

CHILE



BRASIL



PERÚ



Antofagasta (Chile) 2011
Attending the new Komatsu stock opening