

MODERN
MACHINERY

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST

UPDATE

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PACIFIC EXCAVATION

For this Eugene, Ore.,
site-work and heavy-civil
firm, taking care
of the customer is
job No. 1

See article inside . . .



Brad Carlsen,
President

KOMATSU



Brian Sheridan

**Always looking
for ways to
improve your
bottom line**

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MACHINERY

Dear Valued Customer:

The construction season is fully upon us, and we at Modern Machinery hope you're off to a good start. We're prepared to help in any way we can, whether it's equipment purchase or rental, parts or service.

We've said it many times: we're proud of the equipment manufacturers with which we associate ourselves. All are among the leaders in the construction and mining industries when it comes to production, efficiency and reliability.

For example, Komatsu continues to set the pace in hybrid machinery. It was the first — and still the only — manufacturer in production of a hybrid excavator. Before others even have their first such excavator on the market, Komatsu is introducing its second-generation model, the HB215LC-1.

You've also heard a great deal in the past year about interim Tier 4 standards that went into effect January 1. Komatsu did more than just put in new, lower-emission engines. It added standard features that make its new models more efficient, allowing you to get the same or better production with less fuel, less soot and lower NOx emissions.

Komatsu is about more than just the machinery. It's always looking for ways to improve your bottom line with new technology, such as KOMTRAX, and has worked to make many new machines "plug-and-play." That means they're equipped so that all you have to do is bolt on your GPS system and activate it.

This issue of your *Modern Update* has some informative articles that will give you insights into the new machines and technology Komatsu has to offer. As the economy continues to improve, and you begin to look for new equipment, we hope you'll consider these machines. Keep in mind, bonus depreciation and additional expensing are still available for tax savings in 2011.

As always, we're prepared to support the new machines, as well as any machinery in your current fleet. Contact one of our branch locations to learn how we can be of service to you.

Sincerely,
Modern Machinery

A handwritten signature in black ink, appearing to read "Brian Sheridan".

Brian Sheridan
President



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PACIFIC EXCAVATION

For this Eugene, Ore., site-work and heavy-civil firm, taking care of the customer is job No. 1



Brad Carlsen,
President

From its origins in 1999 with just a handful of people, Pacific Excavation has grown into a leading western Oregon earthmoving and heavy-civil construction company. Based in Eugene with a satellite facility in Albany, the company has an excavation/site-work division that handles underground pipe, road building and all dirt-related jobs, and has a heavy-civil side that builds treatment plants and other types of water-related projects.

Founder and President Brad Carlsen says Pacific started small, and although it now employs 50 to 75 people depending upon work load at any given time, he still considers the company to be a small contracting firm.

"Compared to the large regional or national contractors, we don't have much overhead, so we don't have to bid every job that comes along. If we get a good-size project that's going to keep us busy for a year or more, that's all we need," he continued. "Our goal is to do quality work, on time and on budget, and do

that on every job. Our reputation as a quality contractor is much more important to me than being one of the largest companies out there, and I think that's true of everybody who works here. Taking care of our customer is what we're all about, and because of that, we've been able to stay fairly busy.

"One of the things we're known for is working closely with project owners to give them what they want, and do it without a lot of change-orders or any other type of hassles," Carlsen added. "We don't try to squeeze every last penny out of a customer. I don't like yelling and confrontations; I don't think that does anybody any good. Our goal is to get along, make life easy for the client, and in the end, deliver a top-quality project that everybody is happy with."

Field and management expertise

In addition to Carlsen, key personnel at Pacific Excavation include VP Travis Craig, who leads the mechanical division (treatment plants) and VP Spencer Chamberlain, who heads up the excavation side. Pacific's team includes five degreed engineers, which Carlsen says is one of the company's strengths.

"Field experience is important, and we have many employees with numerous years of field duty," said Carlsen. "What separates us from some other companies is we also have a number of people with management expertise who are excellent estimators and problem solvers. Their background allows us to tackle and manage long-term, complex projects that might have multiple different aspects to them. We think our combination of field and management experience is a real benefit for us and our customers."

Based in Eugene, Ore., Pacific Excavation performs both site excavation and heavy-civil work.



That expertise has often led Pacific Excavation to high-profile jobs, including a current \$12 million ODOT project reconstructing much of the I-5 interchange at Exit 195 (Beltline Road) in Eugene/Springfield.

Productive equipment/ dealer support

To do the work the company is known for, Pacific Excavation has a number of Komatsu excavators from Modern Machinery in Eugene. They range from a compact PC60 up to a PC400.

"From my earliest experiences in construction, I've been around Komatsu equipment and I've always been impressed with it," reported Carlsen. "We take everything into account when buying equipment — purchase price and all owning and operating costs, including uptime, fuel usage and component-repair costs. We've seen over the course of time that Komatsu equipment is the best production value out there.

"Add to that our relationship with and the support we get from Modern Machinery, and it becomes an easy choice," he added. "Salesman Mike Murphy and Eugene Branch Manager Matt Pappin are excellent to work with. Service Manager Rich Dupuis goes out of his way to help my head mechanic make repairs in the most cost-efficient manner, not just on Komatsu iron but on other equipment as well. Modern helps any way they can and that means a lot to us."

"We appreciate the opportunity Brad has given us to work with him and his team," responded Modern President Brian Sheridan. "We like to partner with leading companies that are committed to doing quality work for their customers, and that certainly describes Pacific Excavation."

Developing beneficial relationships

Carlsen says the growth Pacific Excavation has experienced has exceeded his expectations. "We're about a \$20-million-a-year company. I never thought we'd be doing this level of work. I attribute that success to some key people coming on board and doing amazing things for us. They've broadened the scope of the company beyond my initial vision."



Pacific Excavation relies on Komatsu excavators in both its site-work and heavy-civil divisions. Here, an operator uses a PC220LC to load a truck with broken concrete from a street job.



Pacific Excavation uses its Komatsu PC300LC on a variety of jobs. "We've seen over the course of time that Komatsu equipment is the best production value out there," said President Brad Carlsen.



Pacific Excavation President Brad Carlsen (left) works with Modern Machinery Territory Manager Mike Murphy to meet his equipment needs.

As for the future, Carlsen says Pacific Excavation will probably continue to grow. "We'll grow as our market allows us to grow, but getting bigger is not our primary motivation. We just want the opportunity to build a good job, make a fair profit and develop relationships that benefit our customers and us. As long as we're able to do that consistently, I'll be very proud of what we've accomplished here." ■



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WRS PAVING

This northwestern Washington firm turns to LeeBoy to boost paving productivity

Ferndale, Wash.-based WRS (Western Refinery Services) is best known for offering a full range of services to the northwestern Washington refinery industry. For many years, its list of services has included asphalt paving for refinery clients. Last year, WRS expanded its asphalt paving service to include commercial and residential customers, primarily in Whatcom and northern Skagit Counties.

"As long as we already had the people and the equipment, we thought we might as well get more out of it," said Loren VanderYacht, who was brought on as Asphalt Manager last year. "WRS has an excellent reputation and does a wide range of work throughout the region. This just adds to that."

WRS Paving specializes in driveways and parking lots, but also does some small municipal work, such as road overlays. Last fall, the company replaced the paver it had been using with a new LeeBoy 8510.

"I was familiar with LeeBoy from my work with a previous company and was totally sold on what it could do," said VanderYacht. "First of all, it lays a great mat. I also like that we can move it from job to job quickly and that it only takes two people to operate rather than three. With electric screed heat and the capability of running a joint matcher, the 8510 has many of the technological advancements of highway-class pavers. It can even reach out to as much as 15 feet wide if we need it to. Lastly, our operators love it, and reliability has been outstanding."

During a two-year period at his previous employer, VanderYacht put roughly 1,600 hours on its LeeBoy and says, "I can't recall any on-the-job downtime, which is highly unusual for a paver. At WRS, we know Modern Machinery and Territory Manager Rick Bosman are there for us if we need anything, but our 8510 has been bulletproof to this point." ■



Loren VanderYacht,
Asphalt Manager

For more information on the 8510 paver or any LeeBoy product, contact your Modern Machinery Sales Rep or nearest branch location in Washington and Montana.

WRS Paving uses a LeeBoy 8510 to pave a parking lot. "It lays a great mat," said Asphalt Manager Loren VanderYacht. "With electric screed heat and the capability of running a joint matcher, the 8510 has many of the technological advancements of highway-class pavers."



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NEW SINGLE-PASS YARD LOG LOADER

Komatsu's largest rubber-tire log loader establishes industry performance standards

It used to be that a rubber-tire log loader only needed to handle up to 30 tons to be able to unload trucks in a single pass. But in recent years, thanks to truck and logging improvements, loads have gotten larger. Logging trucks now routinely carry 32- to 35-ton loads — too large for the previous generation of wheel log loaders.

Manufacturers had to respond to the challenge. Komatsu did so in a big way with the WA600-6LL, which is larger, more powerful and has greater articulation than both its predecessor and the leading competitive wheel log loader.

"It's 100 percent Komatsu-designed, -engineered and -manufactured," said Modern's Washington Regional Sales Manager Jim Hassebrock. "Komatsu hydraulics and transmissions are widely recognized as industry leaders. The engine is conservatively rated at 527 horsepower, which leads to long component life, and fuel economy is outstanding."

On the job

Willis Enterprises, a leading Washington chip-manufacturing company, has purchased three WA600-6LLs. The first went into service at the company's Aberdeen plant (formerly Pacific Veneer) last year. Manager Walt Schrader says it's been an excellent performer.

"We run the machine constantly. If it needs service, we take it down between 3:30 a.m. and 6:30 a.m., otherwise, it's virtually running around-the-clock, seven days a week. The WA600-6LL is our lead logger. We need to be able to count on it every day, and it's delivered for us. It's been very reliable.

"Beyond reliability, it has other features we like," added Schrader. "We've found it to be very economical on fuel. It's fast and provides excellent visibility to the forks, which improves productivity and safety. We also appreciate how stable it is. It will pack a 74,000-pound load and safely carry it over a long distance. From a total-ownership perspective, we're very happy with the results we've gotten from this first WA600-6LL, which is why the company has added two more units at other locations."

For more information on how the Komatsu WA600-6LL can improve your log-yard operations, contact your Modern Machinery Sales Rep or our nearest branch location. ■

Brief specs on Komatsu WA600-6LL

Operating Weight	Net Horsepower	Articulation
137,409 lbs.	527 hp	40 degrees

With a 527-horsepower engine, the Komatsu WA600-6LL log loader is designed to carry heavier loads than previous models.

www.ModernUpdate.com



NEW FORESTRY SERIES

Upgraded features provide increased durability in XT models

Strength and durability are essential to production in the forest. That's why Komatsu designed its new XT series of feller/bunchers and harvesters with increased durability and added productivity features.

Komatsu's new models, the XT430-2, XT430L-2, XT445L-2 and XT450L-2, replace its former Valmet brand FX/FXL series. Leading the upgrades on the new XT series is an improved undercarriage that increases track system durability. Among the new features are roller guards extended to the front and back with better

track-shoe-support-plate clearance to reduce track-chain side loading on uneven ground.

Further upgrades include cutouts added to the track frame, which reduce debris packing and improve roller maintenance; better track drive sprockets with mud/snow relief to reduce packing; new, full-length track slider plates that provide a larger surface area for extended life; two additional bottom track rollers on the XT430L for better weight distribution and improved roller and track link life; and a 20-percent-increased idler recoil spring preload on the XT430L to maintain better track tension and positive sprocket engagement.

Komatsu also enhanced the swing systems with a swing drive that now runs in a sealed grease bath for better pinion lubrication. In addition, improved gears with better hardening provide longer life. An updated swing bearing with dowels and swing-machinery pilot hole provide better swing gear alignment and easy adjustment when servicing. An added grease fitting to the swing drive case helps extend bearing life.

The XT series — built at Komatsu's Chattanooga Manufacturing Operation — is designed for simpler servicing, including a relocated engine oil filter to make it easier to change and relocated swing-bearing lubrication points for easier access. ■

Forestry products will now bear the Komatsu name

Komatsu forestry products will now carry the Komatsu name after years of being branded as Valmet. The Komatsu forestry line consists of a wide range of products, including feller/bunchers, harvesters, forwarders and heads.

"With the strength of the Komatsu brand, we will provide excellent value and service support to our forestry customers and dealers," said Norio Kido, Executive Vice President, Forestry Products. "We understand our customers' needs, and our dedication to technical innovation, combined with Komatsu's industrial tradition, manufacturing technology and quality assurance, means we can deliver the best the forestry industry has to offer." ■



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- The PZ linkage provides parallel lift, high breakout force and high lift capacity
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TIER 4 EXCAVATORS

Added features help your bottom line while meeting new interim standards

Low emission standards don't have to equate to decreased production or efficiency. Komatsu proves that with its new PC240LC-10 and PC290LC-10 excavators, which feature interim Tier 4 engines that reduce particulate matter and NOx emissions while making you more profitable.

"Users won't sacrifice any production with these new machines," said Product Manager Doug Morris. "What they will see is better efficiency, with up to 10 percent less fuel consumption compared to the Tier 3 models they replace."

The PC240LC-10 replaces the PC220LC-8, while the PC290LC-10 takes the place of the PC270LC-8. Both new machines are powered by Komatsu's interim Tier 4 engine technology that features a Komatsu Diesel Particulate Filter (KDPF), Variable Geometry Turbocharger and Cooled Exhaust Gas Recirculation, among other technologies that reduce emissions and add efficiency. Both have increased horsepower and operating weight compared to previous models.

Komatsu didn't simply replace the engine and model numbers with the PC240LC-10 and PC290LC-10. The new excavators use advanced hydraulic-matching techniques to better optimize the engine and hydraulic performance.

"With low-speed matching, higher displacement pumps can deliver a higher flow amount at lower engine speeds," explained Morris. "In addition, the machine can adjust the engine speed based on the flow output for better efficiency."

Improved in several ways

Working modes on the new excavators are set through a new easier-to-use, high-definition, seven-inch monitor panel that also has a new Eco Guidance feature, which provides operational information and advice for

maximizing economy. It also keeps the operator aware of KDPF condition, as well as offering enhanced maintenance monitoring.

"Along with the other new features, these excavators come with Level 4 KOMTRAX that has additional information compared to its predecessors. They have a whole host of other new features, including a new reach boom and arm on the PC290LC-10 that offer an additional one to two feet of working range," noted Morris. "The cabs are improved, and we made them easier and quicker to service and maintain. So, we went well beyond just adding a new engine in order to provide machines that are not only better for the environment, but better for the bottom line." ■



Doug Morris,
Product Manager

Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC240LC-10	55,256 lbs.	177 hp	1.85 cu. yd.
PC290LC-10	66,756 lbs.	196 hp	2.13 cu. yd.

Komatsu's new interim Tier 4 excavators have low-speed matching, allowing users high flow even at low speeds. They are also more fuel-efficient without sacrificing productivity.

www.ModernUpdate.com



NEW D65-17 DOZERS

Komatsu's list of productive features doesn't stop with interim Tier 4 engines



Bruce Boebel,
Product Manager

Brief Specs of the Komatsu D65-17 Dozers

D65EX-17
44,355 lbs.
205 hp

D65PX-17
47,335 lbs.
205 hp

D65WX-17
45,945 lbs.
205 hp

When interim Tier 4 standards went into effect, Komatsu wasn't satisfied with simply putting a compliant engine into its new D65-17 dozers. While the three new models all meet the EPA interim Tier 4 requirements to reduce soot and NOx emissions, they have additional features that make them more efficient while maintaining productivity.

Last year, Komatsu rolled out its Tier 3 D65s that increased horsepower to 205, while lowering fuel consumption by as much as 10 percent compared to previous models. The new D65-17 models built upon that efficiency by lowering fuel consumption an additional 5 percent while maintaining horsepower with a new automatic transmission with lockup torque converter. It automatically transfers engine power to the transmission, offering greater powertrain efficiency.

"Users understand that new standards are inevitable, but they don't want them to affect

performance or uptime," said Product Manager Bruce Boebel. "They can be confident the new Komatsu D65-17s will not only produce like previous models, but do it with less fuel consumption."

Operators can select from two gearshift modes — automatic and manual — to fit the appropriate application: automatic for general dozing offers a choice of four forward and reverse speeds, while manual for dozing and ripping rough ground offers three. The automatic transmission shifts to the optimal gear range based on working conditions and load.

An excellent combination

Komatsu's innovative SIGMA blade, which is designed keep more material to the center for 15-percent better productivity compared to a Semi-U, is available for the standard EX and wide-track WX models. Customers can equip those models, as well as the low-ground-pressure PX, with a power angle tilt (PAT) blade, which can be adjusted six ways for added versatility and productivity. A new toggle switch allows the operator to easily angle the blade.

Komatsu also redesigned the joysticks for maximum control, offering a relaxed posture and superb fine control to minimize operator fatigue. A newly designed cab is larger, with an operator's seat that's three inches higher and four inches closer to the blade for excellent all-around visibility. A new seven-inch, high-resolution LCD monitor displays all machine information and is integrated with the interim Tier 4 technology.

"These dozers are at the top of the class, not only because of the new features, but also the proven systems we integrated," said Boebel. "The D65-17s are a great combination of new technology with the best of the previous models, and they're cleaner and greener." ■

The new D65-17 dozers have several new features, including an automatic transmission with lockup torque converter that automatically transfers engine power to the transmission for greater powertrain efficiency.



www.ModernUpdate.com

NEXT-GENERATION HYBRID EXCAVATOR

Komatsu makes significant improvements to what remains the world's only hybrid excavator

Last year, Komatsu introduced the industry's first hybrid hydraulic excavator to the North American market. This year, it's releasing the HB215LC-1, an updated hybrid that features significant improvements over the original model.

"The original hybrid model is an excellent machine — a good digger that's approximately 25 percent more fuel-efficient than the traditional PC200," noted Komatsu Excavator Product Manager Armando Najera. "We learned a lot from our first hybrid model. We now have more than a million operating hours in the field with that original hybrid. The information we gained and the feedback we got from customers led to significant improvements in the second-generation HB215LC-1."

Key improvements include:

- A service valve to power hydraulic attachments;
- An enhanced monitor panel;
- Improved serviceability;
- A five-year/7,000-hour warranty on hybrid powertrain components.

The HB215LC-1 delivers fuel savings that average 25 percent compared to a similar-size, non-hybrid excavator. And, on jobs where there's lots of swinging, fuel savings can be much higher than that. It's also a huge step forward from an environmental standpoint, reducing CO₂ emissions by almost 17 tons annually (based on operating 1,500 hours per year) compared to a conventional PC200.

"The phrase 'win-win' is over-used, but in this case, it's exactly what users get," said Najera. "The new hybrid provides the same

performance with lower fuel costs and less environmental impact. As fuel costs continue to go up, the owning and operating costs of the HB215LC-1 become more and more favorable."

For more information on the Komatsu HB215LC-1, including an explanation of Komatsu hybrid technology, call your sales representative or our nearest branch location, or go to www.komatsuamerica.com/hybrid. ■



Armando Najera,
Komatsu Excavator
Product Manager

Brief Specs HB215LC-1 Hybrid Excavator

Operating Weight	Power	Bucket Capacity
47,530 pounds	139 hp	1.57 cu. yd.

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The HB215LC-1, Komatsu's second-generation hybrid hydraulic excavator, has a service valve to power attachments and is 25 percent more fuel-efficient than a similar-size conventional excavator.

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PEORIA MANUFACTURING OPERATIONS

Komatsu's mining-truck plant focuses on quality haulers that meet the toughest standards

Early this year, Komatsu's Peoria Manufacturing Operations (PMO) surpassed the 1,000-unit mark for production of its popular 930E electric mining truck. It's a major accomplishment, especially considering the massive size of the 320-ton haulers, which are approaching their 15th year on the market and have become the best-selling, ultra-class mining trucks in the world.

It's even more impressive considering that PMO produces more than the 930E at the Peoria facility. Each day, more than 600 employees do everything from design and engineering, to assembly of five truck models — the 200-ton 730E, the 240-ton 830E, the 280-ton 860E-1K, the 930E and the 360-ton 960E-1K — which are shipped to some of the world's largest mines.

Globally, the demand for these trucks continues to climb as coal, copper, gold and other types of mines ramp up production. In turn, Komatsu's PMO is looking to increase its capacity. Currently, the PMO produces one to one-and-one-half trucks per day. Soon, it plans to up that to two trucks per day. As part of the effort, it's in the process of expanding with a new 20,000-square-foot addition in the works.

"We've developed our processes to the point of being able to assemble a truck in about half the time we did a decade ago, and with demand up, that's very significant," said Jerry Potter, who oversees the process of putting the trucks together as Manager of Manufacturing Operations. "With the expansion, I'm confident we'll be able to meet our production goals."

In addition to expanding the facility, PMO is in the process of hiring new staff members to join an experienced team that's focused on quality, especially considering the mining trucks it produces frequently run 24 hours a

day, seven days a week and routinely rack up more than 100,000 hours during a lifetime.

"Next to safety, quality is our utmost priority," said Doug Springer, Manager Product Quality. "We have 14 inspectors who oversee everything but, technically, everyone in the assembly line is an inspector. Anyone who believes there's a potential quality issue can stop the manufacturing process until it's resolved. Our goal is always zero issues that would affect performance, reliability and longevity of Komatsu mining trucks."

Welding is critical

Springer notes that welding is one aspect that's especially critical during the fabrication of the truck frames, which are considered the backbones of the trucks. Three shifts a day with about 60 welders on each shift are used to put up to 1,000 pounds of welds into a truck. Each welder must meet exacting standards.

Continued . . .

One of the critical aspects of building a Komatsu mining truck is superior welding of the frame. Each weld is ultrasonically tested and thoroughly inspected before a frame moves into the assembly process.



Jerry Potter,
Manager of
Manufacturing
Operations



Doug Springer,
Manager Product
Quality



Quality components go into Komatsu trucks

... continued

"We do a lot of training for new hires, and we are constantly evaluating," said Theresa Kline, Superintendent of Welding. "We ultrasonically test welds to ensure they pass before a frame moves on for assembly."

Senior Welding Engineer Ed Spadoni added, "Proper welding is critical because if not done right, it affects the structural integrity of the truck, which in turn affects its life and function. Our mining customers work around the clock to meet production goals, so any extra bit of downtime is detrimental. We work with them to ensure we're meeting their strict standards."

Quality components

While welding is taking place on truck frames, truck components such as hoists, cylinders, rear and front suspension and brake systems are assembled. PMO produces its front

suspension systems in house, but works with suppliers for other components.

"The mines rely on us for quality equipment and that starts with quality components," said Mark Schatsiek, who recently moved into the position of Superintendent of Logistics after serving as Superintendent of Components for several years. "Just as the mines have exacting standards for us, we have stringent requirements that our vendors must meet. When a truck goes into production, we start by putting all the necessary components into a kit that's brought to the assembly area where our staff puts it together. We're running two shifts a day."

With those components and the frames ready, the rest of the truck heads to another assembly area where it really takes shape. During the course of a few days, the electrical assembly, cab, deck supports, fuel tanks, control cabinets, hydraulics and other related items come together into a final product.

"Once we have it all put together, we thoroughly test a truck for proper function," explained Mike Drew, Superintendent of Assembly. "Then we disassemble it because a truck is too large to ship as a unit. The pieces are put on railcars or trucks to be shipped to their destination." ■



Theresa Kline,
Superintendent
of Welding



Ed Spadoni,
Senior Welding
Engineer



Mark Schatsiek,
Superintendent
of Logistics



Mike Drew,
Superintendent
of Assembly

Once the frame meets PMO's stringent standards, the truck is moved to assembly where it takes shape with installation of the cab, electric assembly and control cabinet.



Quality components make up the truck, including the wet-disc brakes which are assembled at PMO.



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MISPLACED PRIORITIES?

AED says administration's transportation funding should focus more on highways and roadways

In his 2012 fiscal-year budget, President Barack Obama proposed a six-year, \$556 billion surface transportation package. The amount represents a substantial increase in transportation funding and includes an immediate \$50 billion cash infusion to create jobs, a proposed national infrastructure bank and a heavy emphasis on expanding high-speed rail.

The \$556 billion proposal is nearly double the \$285 billion package authorized in SAFETEA-LU, the last highway bill, which expired in September 2009. Legislation to establish a new, multi-year investment highway blueprint has languished in Congress for the past two years.

The call for such a substantial increase continues the administration's recent focus on transportation investment as a way to create jobs and ensure America's long-term economic competitiveness — even as it raises questions about misplaced priorities. The president's proposal would allocate \$53 billion for high-speed rail and \$30 billion to establish a national infrastructure bank over the next six years. Yet the mainstay of our nation's transportation network, roads and highways, are largely neglected beyond vague promises of support.

Also conspicuously absent from the president's budget are new funding mechanisms. User fees, the most viable option for providing guaranteed, long-term funding for surface transportation, have been dismissed as a non-starter by the president. Instead, Obama's proposal seeks to find funds by consolidating highway programs and hoping for a congressional bipartisan funding mechanism.

In sum, the president's transportation budget document is long on rhetoric, short on the details, and, in some respects, appears divorced from the new political realities in Washington. For example, despite broad public support for smaller government, Obama has proposed spending increases without making tough choices to pay for them. And despite the fact that many Republicans oppose high-speed rail, the administration made it the centerpiece of its transportation program.

AED shares the administration's belief that substantial investments in surface transportation are needed to ensure our long-term economic competitiveness. However, we have a clear difference of opinion about priorities.

With all that said, keep in mind that this is just the first salvo in a long battle. The highway reauthorization story will continue to develop in the weeks ahead, as the House and Senate hold additional hearings and roll out their own proposals. Stay tuned. ■

This article is from the Associated Equipment Distributors, a trade association representing companies in the distribution, rental and support of equipment. Its members account for more than \$15 billion of annual sales of construction equipment and related supplies and services in the U.S. and Canada.

The Associated Equipment Distributors (AED) says the president's proposal doesn't put enough emphasis on surface transportation, such as roadways and highways.



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BETTER DAYS AHEAD

Komatsu's Ed Powers sees continued growth and optimism in construction industry

QUESTION: As we all know, the construction industry has been hit hard the past several years. Where does it stand now?

ANSWER: Many have referred to the past few years as the "Great Recession," however, we're optimistic that recovery is in motion. Throughout our entire 2010 business year, the construction equipment market grew an average of 32 percent in North America, compared to 2009. Another key indicator, tracked monthly, is our North American hour utilization. Our 2010 per-month utilization, tracked through our 23,000 KOMTRAX-populated machines, exceeded 2009 and 2008. In some cases we are comparing the hours to an all-time market low in 2009, but it's positive and deals are being made. We're expecting the same level of recovery throughout 2011 and beyond.

In speaking with contractors at CONEXPO in March, the majority were very optimistic, indicating that business had been picking up steadily and asking, 'When can Komatsu deliver?' There remain some lagging indicators, such as our housing market and unemployment, but the worst is behind us. We can attribute a good portion of our 2010 recovery to Uncle Sam's tax incentives, such as the extension of the Depreciation Bonus, accompanied by Sec. 179. What's encouraging is that this incentive is extended through 2011 with even larger matching dollars.

QUESTION: Often, as recovery happens, businesses start buying equipment. As users begin adding to their fleets or replacing older machines, why should they choose Komatsu?

ANSWER: After the recent wake-up call this industry experienced the last three years, we've all become much more after-market cautious. Today, the customers' primary focus is their after-sales efficiencies, as well as their owning and operating costs. This creates a perfect opportunity

Continued . . .



Ed Powers, Vice President and General Manager, Construction Equipment Division

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

After graduating from the State University of New York in 1988, Ed Powers started at Komatsu in the finance department, which included collections.

"The goal was always to find a way to help customers keep their machines. That may have meant restructuring a payment schedule or some other method that allowed the user, who may be behind, to continue using that machine until things turned around. During the economic downturn the past couple of years, Komatsu has kept the same philosophy with positive results."

April 2011 marks the start of Ed's 24th year with Komatsu, including the past three as Vice President and General Manager, Construction Equipment Division. His prior responsibilities included Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Region Manager of Rental Services, Deputy Regional Sales Manager and Finance Field Representative. During his career, he also earned his MBA at Keller Graduate School of Management in Chicago, Ill.

"I've had a very well-rounded experience throughout my career with Komatsu. This has helped me see the equipment industry from all perspectives, but primarily from the customer's point of view. Seeing things from customers' perspectives, and listening to their needs has made me a better decision-maker and emphasized the value of relationships."

Ed and his wife, Berta, will soon celebrate their fourth wedding anniversary and their daughter, Joselyn's, first birthday.

Komatsu technology leads the way

... continued

for Komatsu, as the world's most technically advanced manufacturer of earthmoving equipment, to step up, stop talking about it and prove that we manufacture the most reliable and lowest cost-per-hour products in the industry.

As most know, we don't spend a lot of money advertising our brand. We'd rather put those dollars into research, development and being the leader in innovation. As a result, we were the first to introduce a hybrid excavator, which has been shown to be as reliable and efficient as our traditional excavators, with 25-percent to 40-percent fuel savings. We are already rolling out our next generation of hybrid models before most OEM's even introduce their first.

When it comes to telematics, no other OEM has Komatsu's experience with remote asset management. With more than 200,000 machines reporting globally, Komatsu knows about a customer's technical problem before the operator does. Between Komatsu customers and our highly engaged dealer network, we are using KOMTRAX information to improve machine utilization and reduce owning and operating costs.

Komatsu's investment in research and development has given us another opportunity to show our strength as a leader. We are excited to be launching several interim Tier 4 products this year, with engines ranging from 175 to 750 horsepower. Once again, our engineers have not only met stringent governmental emissions regulations, but also improved machine

performance and fuel efficiency. As this industry continues to introduce Tier 4 technology, two key concerns lie in the marketplace — the cost of maintenance and its reliability.

How is Komatsu going to differentiate itself from the competition? We are so confident in our technology and our distributors' service capabilities that we are going to offer a three-year complimentary maintenance care package for all Tier 4 products. A key component to the servicing and reliability of our Tier 4 products will rely on KOMTRAX, which will help customers manage required maintenance and provide constant preventive support. That is peace of mind!

QUESTION: What else is Komatsu doing to benefit customers?

ANSWER: It's all about the relationship and the after-market support. You can't have one without the other. Komatsu's strongest asset is its dealer network, with more than 300 locations across North America. Of those, 70 percent have been in business for more than 50 years. As a manufacturer, our job is to provide our dealers with ongoing support, training and the tools they need to earn credibility and establish lasting relationships.

The key word is "earn." Today it's not only about premium parts and service, but preventive maintenance practices (KOMTRAX), financing, used equipment, resale value and overall value propositioning. It's not just about closing the deal, but knowing customers' short- and long-term aspirations and how Komatsu can assist in achieving those aspirations. The relationship doesn't end when the machine is delivered. Rather, it continues to grow.

Today's technically advanced products and our customers' level of sophistication require a team effort between the dealer and manufacturer. The quality of the OEM is reflected in its dealers, and our customers recognize and expect it. That is what differentiates a manufacturer — its dealers, the quality of their people, and their commitment to product support. I am confident that Komatsu offers those qualities, so now instead of simply asking customers for their business, we can ask for the opportunity to earn it.

The bottom line is — we can manufacture the most technically advanced machine in the world, but if we can't support it, it's worthless. ■

Komatsu's second-generation hybrid excavator, the HB215-1, was introduced at CONEXPO. In 2011, Komatsu will also introduce excavators, wheel loaders, articulated trucks and dozers that meet interim Tier 4 engine standards.



A WINNING COMBINATION

Komatsu dozers and Topcon 3D-MC² put you to grade in fewer passes

If you could be four times more productive with your dozer and potentially eliminate the need for an additional grading machine, would that be an advantage? It's possible when your Komatsu dozer is outfitted with Topcon's 3D-MC² machine-control system.

"Traditional finish grading without any machine-control system generally takes multiple passes at low speeds," said Komatsu Marketing Engineer Jason Anetsberger, noting that Komatsu worked closely with Topcon to optimize performance of Komatsu dozers with Topcon machine-control systems. "Standard 3D technology typically allows users to double their speeds compared to a manual dozer. The 3D-MC² system doubles the speed again."

The 3D-MC² system uses the same easy-to-use interface as previous Topcon 3D machine-control systems, according to Anetsberger. It allows operators to get to grade in even fewer passes, decreasing fuel usage and machine wear, while improving per-yard costs and profits.

"It's as easy to use as any previous system," noted Anetsberger. "Customers tell us that even the newest operators are able to grade nearly as well as skilled veterans of the 3D-MC² system. It works really well with our efficient dozers to cut the time it takes to reach grade. That's a huge advantage for their bottom line."

"Plug-and-play"

Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning all the user has to do is bolt the Topcon 3D-MC² system onto the machine, calibrate, and it's ready for use. The system uses Topcon's GX-60 control box, GPS+ antenna, MC-R3 receiver and a new 3D-MC² sensor, all paired with advanced

controlling software to provide position updates up to 100 times per second. The MC² sensor combines a gyro, compass and inertial sensor to measure the X, Y & Z position as well as the roll, pitch and acceleration of the dozer.

"No matter how you look at it — either as four times faster production over a manual dozer or two times better than existing 3D technology — the 3D-MC² system improves efficiency and can have a significant, positive impact on the amount of materials you push and/or place," explained Anetsberger. "Because it's that much faster, in essence, the user is getting the production of two machines in one, and it may even replace the need for a motor grader." ■



Komatsu dozers equipped with Topcon's 3D-MC² machine-control system can help you get to grade up to four times faster compared to a manual dozer. Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning they are ready for the user to simply bolt on a Topcon system.



MACHINE MONITORING PAYS OFF

Clearing contractor relies on Komatsu excavators with KOMTRAX to maintain productivity

Because Jaski Inc. covers such a large territory, Owner Luc Tremblay says people often think the company is much larger than it is. Founded in 2001 as a forestry contractor — Tremblay now focuses on land clearing, mainly for power companies — Jaski, Inc.'s territory is about 300,000 square miles, but Tremblay has only five Komatsu PC78 and PC138 excavators equipped with brush cutters in his fleet.

"People see our machines on the side of the road clearing brush away from power lines or for better visibility on the roadways and assume we have about 200 machines," said Tremblay, who made the transition to land clearing and brush cutting about six years ago. "In truth, we're all over the place, covering such a large territory to ensure we take care of our customers. Our projects range anywhere from a few acres up to 100."

Komatsu's KOMTRAX system lets users track critical machine information, even in the most remote locations, from their computers. It's standard on nearly all new Komatsu equipment, and available as a retrofit for older machines.

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In most cases, Jaski has only one machine working on any given project. Despite hundreds of miles distance between jobs, Tremblay has confidence jobs will get done quickly and efficiently. Part of the reason is a group of experienced operators. The other is that those operators are using late-model Komatsu excavators equipped with KOMTRAX, Komatsu's remote machine-monitoring system.

"Obviously, there's no way I can get to every job, so I have to trust my operators and my equipment," said Tremblay. "Neither lets me down. The reliability of the Komatsu excavators has been a vital part of our success. The first one I bought was a PC78 because it had an extra hydraulic pump and offered continuous flow-on-demand to operate the brush cutter. I haven't looked at another brand since."

KOMTRAX a "must have"

Each time Tremblay buys a new Komatsu excavator, he works closely with his Komatsu distributor to equip the excavators for brush-cutter attachments. The distributor also tracks his Komatsu machines using KOMTRAX, as does Tremblay. The system comes standard and is free for the first five years on nearly every new Komatsu machine.

"It's a must-have for us," stated Tremblay. "KOMTRAX helps me track maintenance and stay up-to-date with it, which is vital to me. I can also track fuel consumption and per-hour production. Having that information allows me more accurate bidding compared to doing it manually. The combination of the Komatsu excavators and KOMTRAX has really helped make Jaski a more efficient, reliable and profitable company." ■



Lack of skilled workers could hinder future global economic growth

Manpower Inc. research shows that a lack of skilled workers is a hindrance to future economic growth, with the shortage being the No. 1 or No. 2 challenge in six of the world's 10 largest economies. Skilled trade workers include electricians, carpenters, welders, bricklayers and plumbers, among others.

The company says employers, governments and trade groups need to collaborate on strategic policies that can alleviate such worker

shortages, according to a Yahoo! Finance article. The article noted that as older skilled workers retire, there are fewer younger people to fill those jobs, and many of those younger workers have attached a stigma to such work.

Education to address the stigma would help, according to the article, which suggests that students be shown that blue-collar work can be lucrative. For example, skilled plumbers can make as much as \$75,000 per year. ■

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SUCCESSFUL CONEXPO

Construction industry's premier event draws record international crowd and associated events



Dave Grzelak, Komatsu America President and CEO, addresses the crowd at the company's opening day press conference.

Another successful CONEXPO/CONAGG has come and gone. It hosted a record-high 860 co-located events, such as the ICON Expo for the concrete products industry, and posted a new high number of international registrations, which made up 24 percent of the total number of event registrants.

More than 2,000 indoor and outdoor exhibits were available to attendees, many of whom spent the entire week checking out the latest in technology and equipment at the Las Vegas Convention Center. Manufacturers unveiled several new machine models, including ones that meet interim Tier 4 standards that went into effect Jan. 1.

Among them was Komatsu, which not only debuted interim Tier 4 machines, but its second-generation Hybrid excavator, the HB215-1. It improves upon the proven production

and fuel savings of its first-generation Hybrid PC200LC-8 which it replaces (see related article).

Komatsu's display was dominated by the introduction of interim Tier 4 machines with several of the more than 20 pieces on display fitting the new standards. Among them were interim Tier 4 excavators (PC240LC-10, PC360LC-10, PC490LC-10) and dozers (D65EX-17, D155AX-7) as well as a new wheel loader (WA380-7) and an HM300-3 articulated truck, all featured in one of the largest exhibit areas at the event. Also on display was an interim Tier 4 engine that allowed for an up-close view of the technology that went into making it.

One of the newly branded Komatsu forestry products was also unveiled at CONEXPO, the XT430 with a Komatsu processing head. The company recently announced its forestry machines will carry the Komatsu name, dropping the old Valmet brand. Komatsu also highlighted its forklift machinery, which is made at the company's Newberry, S.C., manufacturing facility.

Additional parts of Komatsu's 30,000-square-foot display area included a theater presentation that highlighted product features and service programs. It allowed attendees to stand on circular pods and choose from a menu of videos on several topics to watch. KOMTRAX technology, a parts and service counter, video game center and a company store with die-cast models and apparel were part of the exhibit.

Komatsu's exhibit space was in the North Hall, which featured earthmoving equipment that CONEXPO organizers had grouped together for easier navigation through the

Komatsu's 30,000-square-foot display area was one of the largest and featured several new interim Tier 4 machines as well as a new Hybrid excavator, the HB215-1.





A parts and service area was set up in Komatsu's display to highlight the company's support capabilities.



An interactive video display allowed attendees to stand on pods and select from a menu of topics about Komatsu.

expo. Other product concentration areas included lifting equipment, asphalt paving and production, aggregate processing and heavy-duty trucks and mixers. Sub-specialties such as engines, hydraulics, lubricants, tires and components had designated areas as well.

Technology, technology, technology

More than 100 educational seminars were available for similar categories, including Aggregates, Asphalt, Concrete, Construction Project Management, Equipment Maintenance and Safety, among others. Those not able to attend a seminar didn't necessarily miss out, as they could catch it using technology, such as LiveCasts and podcasts.

With technology playing an increasingly larger role in construction, CONEXPO set aside an exhibit area that displayed the latest construction-related software, hardware and peripherals, including GPS-based grading systems and machine management.

While new technology and equipment took center stage, there were familiar aspects to past CONEXPO events, including the International Forum and the Safety Zone, along with others. The triennial event will return to its familiar location at the Las Vegas Convention Center March 18-22, 2014. ■



Thousands attended CONEXPO at the Las Vegas Convention Center. One of the construction industry's premier events, it's held every three years.



Attendees could climb into machines, and Komatsu specialists were on hand to help answer any questions.



Instructor/Developer Bill Weidemann explains Komatsu's interim Tier 4 technology.

More chances to see the latest in equipment

If you're interested in seeing more new equipment and technology, there are several upcoming opportunities, including ICUEE. Held October 4-6 at the Kentucky Exposition Center in Louisville, it's considered the premier international demonstration exposition for the construction and utility industries.

Attendees not only see the latest in equipment, but have a chance to climb in and try it out. There will also be educational seminars, a fleet management pavilion and co-located events, such as the H2O-XPO and the iP Safety Conference and Expo.





MinExpo will return to the Las Vegas Convention Center September 24-26, 2012. Held every four years, it's the most comprehensive exposition dedicated to the mining industry. More than 38,000 visitors from more than 100 countries are expected to attend. ■



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KOMATSU D155AX-6	SU BLADE, MS RIPPER	80396	2007	1,371	POR
KOMATSU D65EX-15E0	SU BLADE, A/C, RIPPER HYDS	69460	2007	839	POR
KOMATSU D65WX-15E0	PAT BLADE, A/C, RIPPER	69054	2007	1,879	POR
KOMATSU D65PX-16	ST BLADE, A/C	80416	2010	2,448	POR
KOMATSU D61PX-15	PAT BLADE, A/C	B41185	2007	2,121	POR
KOMATSU D61EX-15E0	PAT BLADE, A/C, RIPPER	B45133	2007	1,123	POR
KOMATSU D51EX-22	PAT BLADE, OROPS, HEAT, RIPPER	B10572	2008	261	POR
KOMATSU D39PX-21A	PAT BLADE, OROPS	1727	2005	2,257	\$59,500
KOMATSU D37PX-21A	PAT BLADE, A/C	5787	2007	1,015	POR
KOMATSU D37EX-21A	PAT BLADE, A/C, RIPPER	5943	2008	758	POR
WHEEL LOADERS 					
KOMATSU WA600-6	8.5 YD, BRK COOLING, ECSS, RDLS	60202	2007	11,074	POR
KOMATSU WA500-6	7.25 YD, STKSTR, RDLS	55549	2010	1,421	POR
KOMATSU WA430-6	RDLS, QC	A41018	2008	3,191	POR
KOMATSU WA380-5	4.25 YD, RDLS, QC	61208	2005	4,185	POR
KOMATSU WA320-5L	3.5 YD, RDLS, A/C, ECSS, QC	A32972	2007	2,689	POR
JOHN DEERE 544J	RDLS, QC	DW544JZ61846	2007	14,765	\$55,000
CAT 928G	GP BKT	DJ002249	2006	7,535	\$68,000
HYDRAULIC EXCAVATORS 					
KOMATSU PC800LC-8	15' A, CTWT REM	55104	2007	2,905	\$625,000
KOMATSU PC600LC-8	11' A, AUTOLUBE	30049	2006	4,757	\$300,000
KOMATSU PC400LC-7E0	13' A, QC, THUMB	60012	2006	1,766	\$287,500
KOMATSU PC308USLC-3	11'6 A, COMBO HYDS, QC	20026	2003	5,695	\$119,500
KOMATSU PC300LC-8	10' A, PCV, QC, THUMB	A90548	2008	2,803	POR
KOMATSU PC228USLC-3E0	9'6 A. LUBE, QC, 42" B&C	40845	2007	1,711	POR
KOMATSU PC200LL-7L	ROAD BUILDER, QC, 42" B&C	A86003	2005	5,700	\$145,000
KOMATSU PC158USLC-2	8' A, QC, THUMB	10196	2007	1,736	POR
KOMATSU PC138USLC-2	8'2 A, QC, BRKR HYD	1824	2005	4,107	POR
KOMATSU PC128US-2	COMBO HYD, QC	6507	2000	4,282	\$40,500
KOMATSU PC120-6	33" B&C	70239	2003	2,549	\$67,000
HITACHI ZX800	QC, CTWTRMVR, 48" BKT	6253	2003	5,877	\$265,000
CAT 325CLCR	AUX HYD, AUTOLUBE, QC 52" BKT	OBKW00345	2006	5,249	\$144,000
CAT 325DL	AUX HYD, QC, BKT & THUMB	SCR00307	2006	6,158	\$139,000
CAT 325DL	AUX HYD, QC, BKT & THUMB	A3R00383	2006	5,993	\$139,000
MOTOR GRADERS 					
KOMATSU GD655-3E0	14' BLADE, A/C, NO RIPPER	51554	2007	1,501	\$177,500
LEEBOY 785	A/C	78549639	2008	259	\$145,000

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SKID STEERS & UTILITY LOADERS

KOMATSU CK30-1	TRACK LOADER U17	A30712	2010	83	POR
KOMATSU WA80-5	1.18 YD, CAB, QC, FORKS, ECSS	H50513	2008	870	POR

FORESTRY EQUIPMENT

VALMET FX10	445 U/C, 370.2 S/N 211949	ET4K29431030	2008	2,351	POR
TIMBCO T445C	BUNCHER, 22/40 QDCO	FT4C11590830	1997	13,223	POR
TIMBCO T445E	HARVESTER	FT4C20630618	2002	10,225	POR
PRECISION HUSKY H3060	GRINDER	PG255	2008	985	POR
KOMATSU PC270LC-7L	622B WARATAH	A86082	2003	7,497	\$150,000
KOMATSU PC270LL-7L	LOG LOADER	A86008	2007	1,835	\$295,000
KOMATSU PC200LL-7L	LOG LOADER	A86024	2008	777	POR
KOMATSU PC200LL-7L	LOG LOADER	A86025	2008	433	POR

HAUL TRUCKS

KOMATSU HM400-2	ARTIC. TRUCK, T. GATE	2027	2006	2,990	POR
KOMATSU HM350-2	ARTIC. TRUCK, T. GATE	2107	2008	5,718	POR
KOMATSU HM350-1	ARTIC. TRUCK, T. GATE	1168	2006	4,006	POR
KOMATSU HM300-2	ARTIC. TRUCK	2328	2007	1,873	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2375	2007	2,413	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2368	2008	2,462	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2345	2007	1,941	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2314	2007	2,183	POR
KOMATSU HD465-7E0	45-YD TRUCK	10010	2006	6,567	\$425,000

AGGREGATE EQUIPMENT

NORDBERG C110	JAW, 4520 SIMP FEEDER	9711			\$195,000
CEDARAPIDS JP3042	PORT. JAW W/VGF, ELECT	48358	1992		POR
JCI-KODIAK K300/6203	CLOSE-CIRCUIT PLANT	PCS335708	2008	826	POR
PIONEER FT2640	TRACK MOUNT JAW, MAGNET	410041	2010	1,124	POR
METSO LT106	JAW CRUSHER	76140	2011	519	POR
METSO LT96	JAW CRUSHER	74,918	2010	460	POR
METSO CV100	SCREEN ALL	30160		234	POR
METSO CV150D	SCREEN ALL	718	1998	2,469	POR
SPOMAC	36X50 CONVEYOR W/LEGS		2007		POR
SPOMAC	36X50 CONVEYOR W/WHL LEG		2008		POR
KOLBERG	36X25 SAND SCREW	408122			POR
KOLBERG	36X25 TWIN SAND SCREW	409365			POR
SUPERIOR	36X95 END FOLD STACK CONVEYOR	7326	2007		POR
KPI	36X150 SUPER STACK CONVEYOR	408907	2008		POR

MISCELLANEOUS

INGERSOLL-RAND SD25D	42" W/BLADE, PDSHL	193972	2007	510	POR
INGERSOLL-RAND CR30	52" RBR/STEEL ASPHALT ROLLER	172940	2004	2,031	POR
HAMM HD120HV	78" ASPHALT, HI VIBE	H1630318	2004	1,221	POR
HAMM HD120HV	78" ASPHALT, HI VIBE	H1630354	2007	502	POR
HAMM HD90HV	66" ASPHALT, HI VIBE	H1810462	2008	674	POR
HAMM HD14VT	54" COMBO ASPHALT ROLLER	H1720894	2008	254	POR

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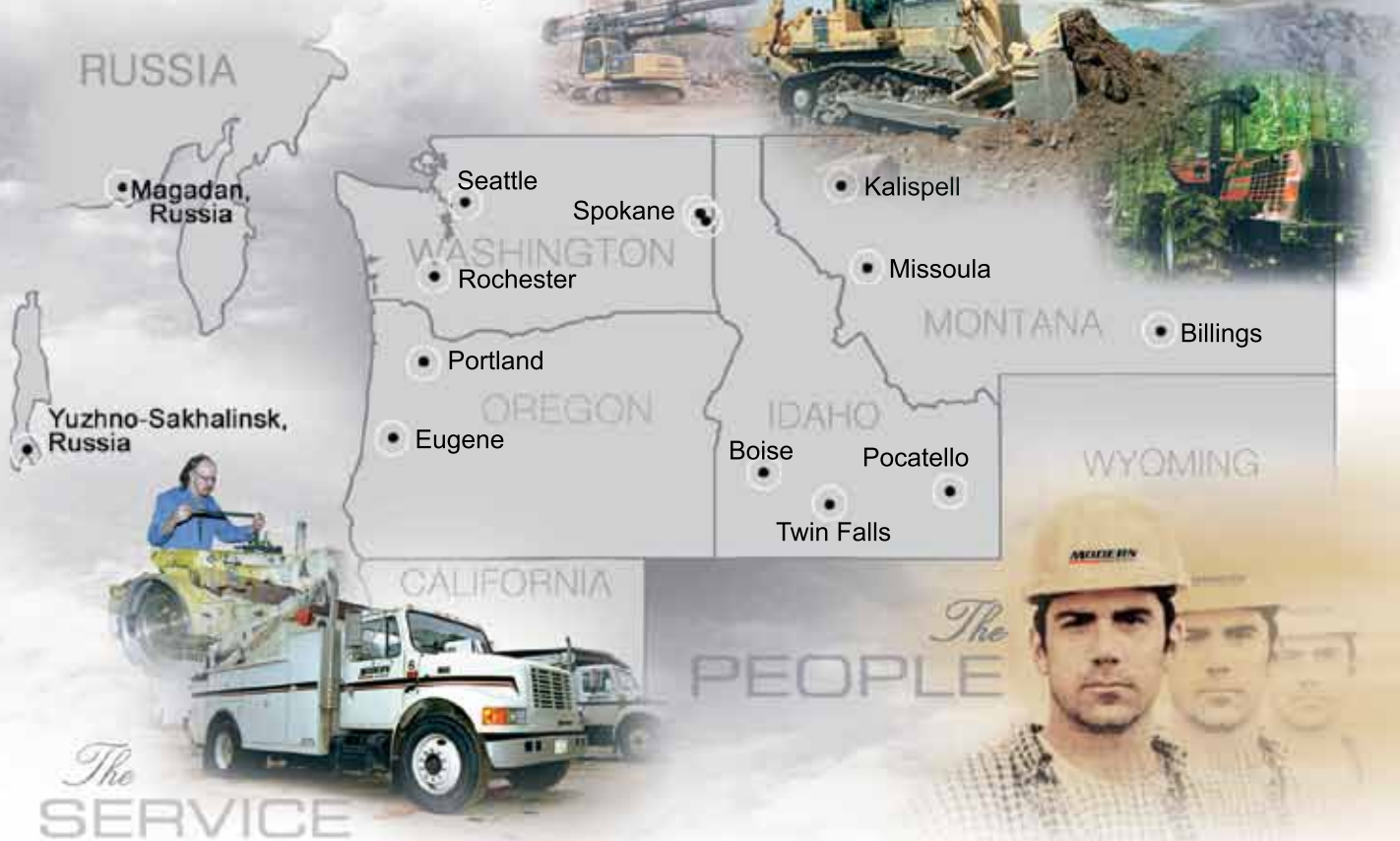
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