

UPDATE

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HAMILTON ROCKING & CONTRACTING

Chehalis, Wash., firm boasts shiny equipment
and a shiny reputation for quality work

See article inside . . .



Reggie Hamilton,
President

KOMATSU®



Brian Sheridan

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Dear Valued Customer:

We know that when new engine emissions standards are introduced, the last thing on many of your minds is the research and technology that went into complying with those standards. Your concern likely is the performance of that new machine compared to your "old reliable" Komatsu equipment.

Rest assured, Komatsu and our other lines of quality manufacturers have it taken care of. While you might not be thinking about interim Tier 4 machines, this issue of your *Modern Machinery Update* has some good product- and service/ support-related articles that point out how our manufacturers met the standards without hurting, and in many cases improving, your bottom line when it comes to moving materials.

After all, that's what it's all about. You expect maximum performance and minimum downtime. That's why Komatsu continues to take steps to ensure you meet your important scheduled maintenance intervals with machine features such as KOMTRAX. New interim Tier 4 machines have KOMTRAX 4.0, which monitors new components designed to reduce emissions.

I encourage you to read the articles on KOMTRAX 4.0 and Komatsu CARE and some of the machines they apply to, including the new PC490LC-10 excavator and WA380-7 loader. I believe you'll see why Komatsu is the leader in innovation.

As always, we're here to help you in any way we can. Don't hesitate to call us with any questions or concerns.

Sincerely,
Modern Machinery

Brian Sheridan
President

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with innovative
machinery and
technology**



IN THIS ISSUE...

HAMILTON ROCKING & CONTRACTING

Read about this Chehalis, Wash., firm that boasts shiny equipment and a shiny reputation for quality work.

GUEST OPINION

AGC Chief Executive Officer Stephen Sandherr cautions Congress on an executive order that would affect contractor contributions to political campaigns.

PROJECT MANAGEMENT

Learn how a pre-excavation meeting is the best way to ensure a project gets started on the right foot.

PRODUCT IMPROVEMENT

See how Komatsu's new WA380-7 interim Tier 4 wheel loader delivers a load of productive features.

PRODUCT ENHANCEMENT

Discover what Komatsu did to enhance power and performance of its new PC490LC-10 interim Tier 4 excavator while lowering emissions.

INDUSTRY FIRSTS

Check out Komatsu CARE, an innovative new program that provides complimentary maintenance for Komatsu Tier 4 machines.

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HAMILTON ROCKING & CONTRACTING

Chehalis, Wash., firm boasts shiny equipment and a shiny reputation for quality work



Reggie Hamilton,
President

A former race-car driver, Reggie Hamilton's hobby is restoring classic cars (and a boat). "I keep my cars shiny and sharp looking and I carry that same attitude toward my construction equipment. I think a clean machine says a lot about your company and the type of work you do."

Most contractors like heavy equipment. It's the fun part of the job. They like what the machinery can do and they like how a clean, bright, well-maintained machine looks out on a job. Few contractors, however, keep their machines looking as good as Reggie Hamilton does.

Hamilton is the owner of Chehalis, Wash.-based Hamilton Rocking & Contracting. A former race car driver who raced in the national "Legends" series and who raced late-model NASCAR-style cars regionally, Hamilton is a stickler for freshly painted, non-dented, non-rusted machines. He makes sure all his equipment is greased daily; that even on new machines, oil is changed at 250-hour intervals (rather than the 500 hours the manufacturer allows); and that each machine is routinely brought into the shop for a hard wax by hand to help extend the paint life.

"I'm definitely fussy with how my machines look and how they're maintained," Hamilton noted. "I like what clean, shiny, late-model equipment says about my company. I think clients are impressed when you have equipment

that looks good on their job. I think employees treat a good-looking machine better and take more pride in their work. I think it's also good business because a machine that looks good and is well-taken-care-of has better resale value."

Hamilton brings that same perfectionist attitude toward the jobs that his company does. Hamilton Rocking & Contracting primarily builds logging roads and does a lot of crushing, much of it in conjunction with the road building. The company also does site developments, as well as some specialty, large-pipe drainage work, such as constructing fish pipes that allow fish to get upstream through culverts that had previously been blocked.

Onsite crushing

One of Hamilton Rocking's specialties is to find and crush rock at a customer's jobsite, which saves the customer a considerable amount of money.

"If a logging company is bringing in rock to build a road, the source might be an hour away," Hamilton said. "Even on a small job that may only require 100 loads of rock, you're talking \$9,000 to \$10,000 in trucking costs. On top of that, you have to purchase the rock itself. What we like to do is locate a rock source on their property so we can develop it, crush it and use it right there on site. It's a much more efficient and cost-effective way to build a logging road."

Often, an on-site rock source has to be drilled and shot before it can be crushed and used, but Hamilton has learned how to more or less "manufacture" a rock source in many instances.

"We can sometimes go into an old pit and find loose rock, or scratch around with an excavator and locate a source that's not too deep," he noted. "Often we're able to come





A Hamilton Rocking & Contracting crew uses a Komatsu PC270LC-8 to feed its Komatsu BR380JG crusher at a pit near Chehalis, Wash. "We started out renting the crusher and found it to be so valuable, we bought it," said President Reggie Hamilton. "Then, when we got the PC270, we compared it to other brands and were really impressed with the fuel savings."

up with 1,000 or 1,500 yards of product that can be used without having to drill and blast, and that might be enough to take care of a one-time job in the area. Again, it's a big cost savings, and our customers are quite pleased when we're able to save them \$5,000 or \$10,000 on a job."

Better roads/valued employees

Hamilton Rocking & Contracting will travel 100 miles or more for crushing and/or road-building jobs.

"Building logging roads is much different and much better than it used to be," explained Hamilton. "We remove all trees and stumps, then we grade, slope and drain everything. It's just like highway work without the paving. The roads are safer, and the way we build them today is 100-percent better for the environment than was the case 20 to 30 years ago."

Hamilton relies on a small but knowledgeable and talented work force to build those roads. Key people include his wife, Kim, a co-owner who keeps the books; his brother Jay Hamilton; and longtime employee Chuck Rushton.

"Almost everybody who works here is in their 50s and I think that's a good thing," observed Hamilton. "We have a lot of experience so we've seen most anything we're apt to run into. Also, I don't have to wonder if an employee is going to show up. I know I can count on everybody here. They all have a solid work ethic, so we're a smooth-running operation."



Productive and fuel-efficient equipment

To do the type of work that keeps customers coming back, Hamilton Rocking & Contracting needs productive, reliable equipment. Recently, the company has turned primarily to Komatsu machines (a BR380JG mobile crusher, a PC270LC-8 excavator and a WA380-6 wheel loader) from Modern Machinery.

"We started out renting the mobile crusher two or three years ago, and our relationship with Komatsu and Modern just grew from there," said Hamilton. "All of our Komatsu pieces are outstanding machines. One of the key aspects for us is fuel-efficiency. We compared the PC270 to a top competitor and found the Komatsu excavator was going to save us 15 to 20 gallons of fuel a day. At \$3 to \$4 per gallon, that's real money."

"We use the excavator to dig rock and feed the crusher, as well as for sloping, digging ditches and laying pipe," Hamilton continued. "We use the wheel loader to stockpile and load trucks. And the crusher allows us to do things that many contractors can't do. For example, in addition to crushing rock, we can recycle concrete with it (including rebar removal)."

This Hamilton Rocking & Contracting operator uses a Komatsu WA380-6 wheel loader to load a truck with crushed rock. "We've been pleased with all our Komatsus," said company President Reggie Hamilton.

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Continued ...



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Quality first at Hamilton Rocking & Contracting

... continued



Jay Hamilton,
Operator

Hamilton did just that at a large, truck-stop job near Chehalis.

"We crushed the concrete that was there and they reused it on site as base material. We had our new Komatsu machines with the ecot3 stickers on them when the Washington State Department of Ecology was checking out the work. They gave us a big thumbs-up for using green equipment as well as for being part of an environmentally sound recycling effort. The project owner liked it also, and was even more pleased with the cost savings we were able to deliver compared to having to haul off the concrete and bring in a different base material."

"The best" dealer support

Hamilton says he's been very happy with all his Komatsu machines and also very pleased with the support he gets from Modern Machinery in Rochester, Wash.

In addition to crushing and building logging roads, Hamilton Rocking & Contracting also does specialty drainage work, such as installing fish pipes that allow fish to go upstream to spawn.



(L-R) Hamilton Rocking & Contracting President Reggie Hamilton is with Casey Black and Jerry Bailey of Port Blakely Tree Farms and Modern Machinery Territory Manager Jim Stevens. "The equipment and support we get from Modern and Jim help us meet the needs of longtime, valued customers like Port Blakely," said Hamilton.



"Modern is the best — period. My salesman, Jim Stevens, goes out of his way to take care of us, including delivering parts if needed. If Jim and I can't get a deal done on a machine, Modern is willing to bring in Regional Manager Jim Hassebrock and VP Lamont Cantrell. They've both come to meet with me and I really appreciate that.

"Modern also has the top service guys in this area," he asserted. "I don't know how many times their Shop Foreman Rock Schwartz has saved me. And their fabricator, 'Big' Bob Nicholson, can build anything. I still have some older-model competitive equipment and I have Modern work on that for me, as well as take care of my new Komatsus."

"All of us at Modern are pleased to be associated with Reggie and look forward to continuing to build our relationship in the years to come," said Modern Machinery President Brian Sheridan.

Quality trumps quantity

While Hamilton Rocking & Contracting's work load isn't where it was five years ago, Hamilton says it has picked up from its low point in 2009.

"Business is okay. I'm not really interested in getting much bigger. We're a small company and I like that. We used to have a quarry with about 25 employees and I prefer what we have now — about eight or 10 of us. It's easier to manage and there's less stress, but we're still able to stay fairly busy and do work that's challenging and gratifying. I'm working for the same landowners and commercial developers I've always worked for. People around here know who we are and know the type of work we do."

For Hamilton, when it comes to work, quality trumps quantity.

"My dad told me to always remember that every job you do has your name on it, so don't ever do something you're not willing to stand behind. That always stuck with me. I won't take a job just to do it and to make more money. The important thing to me is to do something I'm proud of and I think that's true of our whole crew. I believe that's why we're still around and why we'll continue to be around in the future." ■

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BLURRING THE LINE

AGC chief cautions executive order could punish contractors based on political views



Stephen Sandherr,
AGC Chief
Executive Officer

A draft executive order that would force government contractors to disclose all political contributions would make it too easy for political appointees to punish contractors for their political views or to coerce contributions from firms, officials with the Associated General Contractors of America warned in testimony submitted to Congress.

"The process outlined in the draft executive order would make it much easier for government officials to use the political activities of government contractors as a factor when awarding contracts," noted Stephen E. Sandherr, the association's Chief Executive Officer. His testimony was submitted to a hearing held jointly between the House Committee on Oversight and Government Reform and the Committee on Small Business. "This order actually introduces, instead of excludes, politics from government contracting."

AGC Chief Executive Officer Stephen Sandherr says the President's draft executive order requiring government contractors to disclose all political contributions creates a mechanism for enforcing a political litmus test and would undermine the credibility of the current federal procurement process.

Sandherr, who raised similar concerns in a letter he sent directly to President Obama, said that the proposed executive order, titled "Disclosure of Political Spending by Government Contractors," is unnecessary. He noted that there is no evidence to indicate that political contributions are influencing the award of federal contracts. And he added that contractors are already required to disclose the vast majority of political spending.

While the ostensible purpose of the executive order is to ensure contracting decisions are based on merit and best value, Sandherr cautioned that it would actually, "create the mechanism for enforcing a political litmus test on government contractors rather than prohibit the consideration of political contributions." He warned that the rule, once finalized, would actually undermine the credibility of the current federal procurement process.

Sandherr also questioned the political motives of the order, noting it does not apply to many special-interest groups that currently seek federal funding, grants or favorable regulatory and administrative rulings. The construction official noted, for example, that federal employee unions, which negotiate contracts worth many times the value of most government contracts, would not be required to disclose their political spending.

"The fact that the President seems unwilling to hold unions to the same standard as employers makes the intent of this draft order, at best, questionable," Sandherr said. "This rule makes it look like the administration is more interested in punishing political opponents and propping up political allies than protecting public taxpayers." ■



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AFTER WINNING THE BID

Ensure a project gets started on the right foot with a pre-excavation meeting

Since the time you received the bid package, you knew this was a project you wanted to do, so you turned your bid in. With nervous anticipation, you watch as the bid envelopes are opened, revealing the prices construction companies put on paper in an effort to gain a governmental or private project. Either way, you did everything you could to put together a good price and you won the bid.

Once you've celebrated the win, reality sets in. Are you really ready to do the job? You can alleviate some of that anxiety by quickly scheduling a pre-excavation meeting.

The pre-excavation meeting is designed to get everyone involved in the project together to discuss the work again with an eye toward

details, such as potential site issues or conditions that may have changed since the bidding process began. For example, what if there was demolition on the site as part of a separate contract before your work is to begin? If there's debris left, who's responsible for cleaning it up?

Communication is invaluable

That's just one of many potential questions that should be asked and answered before you put a bucket in the ground or a dozer blade to the topsoil.

"The more stakeholders who attend, the better, and the more information shared about a particular jobsite the better," said Eben Wyman, Vice President of Governmental Relations for the National Utility Contractors Association (NUCA) in the Solutions at Work article, "Proceeding as Planned." "Excavators, locators, project owners, one-call representatives and all underground-facility representatives should attend."

If possible, the meeting should take place at the jobsite as all involved get a firsthand look at the site again, noting any changes that may have occurred since the project went out for bid.

"The meeting will facilitate communications, coordinate the marking with actual excavation, and assure identification of high-priority facilities," according to a best-practices manual from Common Ground Alliance, an industry group that promotes safe underground excavations. "An on-site, pre-excavation meeting with the excavator, the facility owners/operators and locators (where applicable) is recommended on major and large projects. This includes road, sewer, water, or other projects that cover a large area, progress from one area to the next, or are located near

A pre-excavation meeting brings together the main players involved in a project to ensure it starts off on the right foot. The meeting outlines several key responsibilities of each individual and company.





Before putting that blade to the dirt, you should have a pre-excavation meeting that covers a variety of important topics, such as staging of equipment, establishment of working hours and emergency contact information.

critical or high-priority facilities. Such facilities include, but are not limited to, high-pressure gas, high-voltage electric, fiber-optic communication, and major pipe or water lines.”

NUCA’s Wyman says the communication is invaluable. “The foundation of damage prevention is participation and communication by all stakeholders. Getting everybody together to talk about specific excavations promotes shared responsibility in damage prevention.”

“Competent person” critical

One key individual from your company who should attend the pre-excavation meeting is your designated “competent person.” Required by OSHA, the competent person is key to safety on the jobsite. According to the Solutions at Work magazine article, the competent person must meet two important criteria.

- He or she must be capable of identifying existing and predictable hazards at the jobsite and should be trained and experienced in pre-excavation planning, soil typing, protective systems, excavation safety and fall protection.
- He or she must have the authority to take prompt corrective measures to eliminate

identified hazards; meaning the person in charge of safety must have a leadership position.

“The designated competent person should bring to the pre-excavation meeting a plan that includes a diagram or sketch of the area where the work is to be done; the projected depth of excavation; the projected water table; the soil types to be encountered; the planned method for shoring; and the location of utilities and their shutoffs,” noted the article.

Use a checklist for guidance

One way to ensure critical items are covered is by filling out a checklist. Every company generally has its own, but there should be some consistency to checklists. In a QualifiedRemodeler.com article, one company highlighted six main areas it looks at on a preconstruction checklist. While the list was designed for a home-remodeling project, much of it applies to an excavation site as well. Included, but not limited to, are:

- An introduction that lists everyone involved and describes their roles in the project;

Continued . . .

Use meeting to focus on safety, preventing errors

... continued

Call before you dig to avoid costly mistakes

It's been said numerous times: Call before you dig. There's even an easy-to-remember number: 811. Yet, each year, people who didn't take the time to dial ahead hit thousands of utility lines.

The intent of the 811 call line is to provide a single number where those performing excavation, or even demolition, can call and have utility companies locate buried lines. It's a way to avoid hitting one, causing potential injury and/or disruption of services. The service is free of charge.

It's required by law that before anyone — including private homeowners — begins excavation, they're to call at least 48 hours in advance to have underground utilities marked. Failure to do so can result in everything from a fine to serious injury or death from hitting an unmarked electrical line. Doing so could cost you thousands of dollars, depending on the severity.

When you call 811, a representative will ask for some basic information, such as what you are planning to do. They'll want to know the location, length of time you plan to dig and other pertinent information. Once you've made the call, they will notify the local utilities. All you have to do is wait at least 48 hours before you dig.

Utility companies send a representative of their own, or one they've contracted with, to locate and mark their lines. That will give you a reference point of where the lines are and how close to them you will be digging.

Should you accidentally hit a line, stop digging and immediately call authorities. It could be a matter of life and death.

At least 48 hours before digging, you're required to call the 811 "one call" number to have utilities marked. It's a safeguard against hitting lines, causing damage, injury or worse.

- Basics such as establishment of working hours, access and exchange of contact information;
- Procedures such as proper communication, payment schedules, product selection, change orders, start and completion dates and site cleanup;
- Site issues like parking and staging of equipment, location of job trailers, restroom facilities and dumpsters;
- Miscellaneous items, which may include locating utility shutoffs, taking pre-excavation photos, noting existing site layout and putting a jobsite sign in the yard.

These suggestions are not intended to be all-inclusive. Each job site and situation is different, but they form a basis for a starting point. "The bottom line is that pre-excavation meetings are imperative to safety and protecting the underground infrastructure," concluded Wyman. ■





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NEW WA380-7

Komatsu's first interim Tier 4 wheel loader delivers a load of productive features



Mike Gidaspow
Product Manager

Building a cleaner machine with reduced emissions was mandated by the EPA interim Tier 4 engine regulations that went into effect Jan. 1. The long list of other productive, efficient and operator-comfort features in the new WA380-7 wheel loader were all strictly Komatsu ingenuity.

"Although we kept many specifications the same between the WA380-6 and WA380-7, such as weight and bucket size, the WA380-7 has numerous improvements over its predecessor," said Komatsu Product Manager Mike Gidaspow. "These include a completely redesigned powertrain and operator's cab and improved hydraulic controls. Operators will instantly notice the difference when they sit in the cab or push the accelerator pedal."

Similar to other Komatsu interim Tier 4 machines, the WA380-7 uses an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. Together, they optimize performance, reduce emissions and fuel consumption and provide advanced diagnostics. Komatsu's engines use a hydraulically actuated Komatsu Variable Geometry Turbocharger and an Exhaust Gas Recirculation valve for better precision and air management. A Komatsu Diesel Particulate Filter (KDPF) has an integrated design that doesn't interfere with operation but keeps the operator aware of its status.

The WA380-7 features Komatsu's SmartLoader Logic that provides optimal engine torque for the job required. Komatsu SmartLoader Logic helps save fuel by decreasing engine torque when the loader isn't working hard, such as driving with an empty bucket. It functions automatically without interfering with operation, so it saves fuel without sacrificing production.

Large-capacity torque converter standard

A newly designed, large-capacity torque converter with lock-up is standard. It improves acceleration and hill-climbing ability and provides a higher top speed. The lock-up function activates in second through fourth gears and gives the machine a maximum ground speed of 25 mph. The large-capacity torque converter increases tractive effort to improve V-cycle loading and delivers faster ground speeds in load-and-carry applications for increased production.

"Komatsu designed the large-capacity torque converter to perfectly mesh with the engine in this machine," said Gidaspow. "The benefit is that it improves production with faster acceleration and higher speeds while reducing the amount of fuel that it burns. The improvements in production and fuel consumption are even more noticeable in load-and-carry situations with the standard lock-up function. It's great when we can provide customers with a feature that gives them a noticeable improvement in production while reducing fuel consumption."

Redesigned cab for greater comfort

Komatsu completely redesigned the cab to be more comfortable, including lowering the front glass for increased visibility. Other improvements include a new dashboard, Electronic Pilot Control (EPC) levers and a F-N-R switch, which are part of a seat-mounted, right-hand console. An auxiliary input allows the operator to connect an MP3 player or other device, and two 12-volt ports are incorporated into the cab.

A new, high-resolution, seven-inch monitor features enhanced capabilities and allows the



Brief Specs on Interim Tier 4 Loader

Model	Operating Wt.	Horsepower	Bkt. Capacity	Breakout Force
WA380-7	39,830 lbs.	191 hp	4.3 cu. yds.*	35,495 lbs.

*With a general-purpose bucket

Komatsu's totally redesigned WA380-7 wheel loader has an array of new features that make it more fuel-efficient and more productive.

operator to easily modify settings for functions such as auto idle shutdown or the auto-reversing fan. Operators can check operational records, including working hours and fuel consumption; monitor the KDPF; and check hours until the next maintenance intervals. The monitor also offers the operator the option of using the Eco Guidance function, which provides operational tips to reduce fuel consumption. A high-resolution, rearview camera is standard and is mounted to the right of the console for convenience.

"Komatsu worked to integrate many features into the cab to make things easier for the operator," added Gidaspow. "We now offer a function to automatically downshift all the way to first gear when the loader is digging. We also gave operators the ability to set the boom kick-out heights from inside the cab, so they can adjust them as the job requires.

"Because more customers are using a quick coupler, the new WA380-7 now gives the operator the ability to program in and save the return-to-dig settings for different attachments in the monitor panel," he continued. "That means when changing attachments, the operator just changes the setting and the return-to-dig will be set for the new attachment. The operator doesn't need to leave the cab at all."

Better serviceability

Komatsu's Equipment Management Monitoring System (EMMS) has enhanced diagnostic features that give the operator and technicians greater monitoring and troubleshooting capabilities. EMMS continuously monitors all critical systems and preventive maintenance and provides troubleshooting assistance to minimize diagnosis and repair time.

Komatsu designed the WA380-7 with easy access points to reduce downtime, so users save time in maintenance. The new loader has increased cooling capacity, wider cooling-fin spacing and a standard, auto-reversing fan to help keep the radiator clean.

"We improved the air flow and put in screens as standard, then made the cores wider," said Gidaspow. "That's great for high-debris applications. The stacked coolers open up and slide out for easier cleaning."

Gidaspow noted that this is the first of several new interim Tier 4 loaders to be introduced. "We're very excited about the new technology that's going into them, not only to meet the Tier 4 engine requirements, but also to improve productivity." ■

NEW INTERIM TIER 4 EXCAVATOR

Komatsu's PC490LC-10 has more horsepower, better performance, lower emissions



Doug Morris,
Product Manager

When interim Tier 4 emissions standards were passed, the challenge for manufacturers was to build machines that lowered emissions but maintained productivity. Komatsu met and exceeded the challenge in its new PC490LC-10 excavator.

It all starts with the interim Tier 4 engine that not only reduces soot and NOx emissions with its Komatsu Diesel Particulate Filter (KDPF), but was designed for increased horsepower compared to its predecessor model (The PC490LC-10 takes the place of the PC450LC-8).

Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC490LC-10 Fixed Gauge	106,792 lbs.	359 hp	1.47 - 4.15 cu. yd.
PC490LC-10 Variable Gauge	109,100 lbs.	359 hp	1.47 - 4.15 cu. yd.

Komatsu's new interim Tier 4 PC490LC-10 has nearly 4-percent more horsepower and operating weight compared to its predecessor model. It also has increased lift capacity and greater lateral stability.

www.ModernUpdate.com

NEW!



A leader in hydraulic technology, Komatsu also developed a hydraulically actuated Komatsu Variable Geometry Turbocharger (KVGT) and a cooled Exhaust Gas Recirculation (EGR) valve. "The hydraulic actuation delivers more power and precision, along with improved air management, resulting in longer component life," said Komatsu Product Manager Doug Morris. "Even though the engine is more efficient and reduces emissions, the operator won't notice a difference in performance of the machine compared to its predecessor."

What they will notice is the added horsepower and operating weight in the PC490LC-10. "In addition, the PC490LC-10 has 10-percent more lift capacity and greater lateral stability," noted Morris. "To account for that, it has a larger, strengthened undercarriage, including bigger links, rollers, shoes, idlers and center frame, all of which add weight to the machine. A reinforced, revolving frame and larger-capacity swing bearing provide further strength."

Exclusively Komatsu

All major components of the excavators are exclusively Komatsu, including the engine, hydraulic pumps, motors and valves, which work in an integrated design with the closed-center, load-sensing hydraulic system. That integration makes the machines more efficient.

The improved hydraulic system in the new PC490LC-10 includes larger-capacity pumps, in addition to variable speed matching, which adjusts engine speed to hydraulic pump output and allows the engine to operate at the most efficient rpm.

"Komatsu users have come to expect a high level of production, and they won't be disappointed with this new model," asserted Morris. "In fact, they'll see better production in some applications with up to 5-percent lower fuel consumption, which reduces operating costs." ■



PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

It's what you've come to expect from the service experts at Komatsu.

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KOMATSU CARE

Innovative program provides complimentary maintenance for Komatsu Tier 4 machines

Komatsu has announced an innovative program designed to help end users lower their cost of equipment ownership and increase their profitability. It's called Komatsu CARE and is included with all Komatsu interim Tier 4 machines. Key features of Komatsu CARE are:

- Complimentary scheduled maintenance for three years or 2,000 hours (whichever comes first);
- Maintenance performed by a trained Komatsu distributor technician;
- Komatsu genuine parts and fluids are used for each scheduled maintenance interval.

"Komatsu CARE significantly reduces the overall cost of ownership of a Komatsu machine by covering the cost of maintenance for the first three years or 2,000 hours," said Jake Tiongco, Senior Product Manager, Parts Division. "One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user. Lower owning and operating costs will lead to more competitive quotes on jobs for our customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life."

Different — and better

Through the years, Komatsu has been a leader in designing machines and developing innovative parts and service programs that directly benefit equipment

users. Examples include being the first equipment manufacturer to install a wireless machine-monitoring system as standard equipment with free communication (KOMTRAX), and coming out with the first hybrid construction machine (currently in its second generation as the HB215LC-1). And now, Komatsu CARE. ■



The innovative, new Komatsu CARE program provides Tier 4 machine owners with three-year/2,000-hour, complimentary maintenance.



Jake Tiongco,
Senior Product
Manager, Parts
Division



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TRACKING TIER 4

New KOMTRAX version helps machine owners comply with emissions standards

With interim Tier 4 regulations came new componentry that users must monitor to comply with emissions standards. Komatsu made that easy with its new KOMTRAX 4.0 machine-monitoring system, geared specifically for interim Tier 4 machines.

"In addition to the valuable information our previous KOMTRAX systems provide, 4.0 monitors specific elements of the interim Tier 4 standards, taking the guesswork out of compliance," said Rizwan Mirza, Manager KOMTRAX. "For example, the EPA mandates that users clean the diesel particulate filter every 4,500 hours. KOMTRAX 4.0 tracks usage and lets users know how close they are to that interval."

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO₂. While the machine is in normal use, the KDPF regenerates — it's chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO₂, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

"That information is invaluable to owners because it directly correlates to how the machine is being used," pointed out Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. "During normal operations, the heat generated by the engine does all the work. The operator won't even know regeneration is happening. However, if the machine is idling too much, there won't be enough heat to cause the regeneration, and the operator will have to perform manual regeneration.

"KOMTRAX records that for the owner so he can point out to operators that they

need to shut the machine down when not operating," he added. "Other new features track maintenance for technologies such as the closed-crank ventilation filter and the Komatsu Variable Geometry Turbocharger, as well as the exhaust gas recirculation cooler."

Still standard and free

Mirza points out that KOMTRAX 4.0 comes standard on new interim Tier 4 machines and is free. "We remain at the forefront of machine monitoring technology, and currently have KOMTRAX on about a quarter million units worldwide, vastly more than any other manufacturer," he said. "We offer one of the most valuable and proactive systems that's proven to reduce maintenance costs and downtime." ■

Komatsu's new interim Tier 4 machines feature KOMTRAX 4.0, which monitors maintenance of new components.



Rizwan Mirza,
Manager,
KOMTRAX,
ICT Construction
Business Division



Goran Zeravica,
Distributor
Operations
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COMPETITIVE EDGE

KATC showcases troubleshooting skills of Komatsu service technicians

A key aspect of keeping your equipment in top shape is having a distributor that stands behind it with quality parts and service capabilities. Included in that is a knowledgeable service staff that can diagnose and resolve issues quickly, keeping your downtime to a minimum.

Komatsu puts its distributors' technicians to the test with its annual Komatsu Advanced Technician Competition (KATC). For the past few years, the competition has been held at Komatsu's Training and Demonstration Center in Cartersville, Ga., but a change in format brought the challenge directly to the distributor level.

"The format may have changed, but the goal of the competition didn't," said Angie Huggett, Interactive Media Developer/KATC Coordinator. "It's designed to test Komatsu technicians' ability to take the most direct and efficient route to solving an issue. That includes many factors, such as communicating with the customer or the customer's representative to find out what a machine's 'symptoms' are, when they started and how they may be affecting performance. We want to see the issue resolved as quickly as possible, so downtime is kept to a minimum."

In addition to taking the competition to distributor locations, another change involved the equipment used in the challenge. Past events had three or four types of machines — for example, excavators, trucks, dozers — while this year's focused solely on mid-size excavators. Contestants had a total of 60 minutes to troubleshoot and solve an issue on a machine that was predetermined by Komatsu personnel.

Each distributor registered up to two technicians in each of three concentrations:

Troubleshooting, Maintenance Recommendation and Mechanical Repair. Technicians were judged on how well they performed on items such as machine familiarization, safety, walk-around inspection, customer relations, work habits and appearance, time and adhering to Komatsu principles.

Training pays off

In the Troubleshooting and Maintenance Recommendations categories, contestants were required only to diagnose the issue, while the Mechanical Repair category had them diagnose and fix it. The Troubleshooting machines were a new PC200LC-8 with KOMTRAX, and two used excavators.

"We're very proud of the way the technicians involved in the competition conducted themselves," said Huggett. "It reaffirmed that our focus on training and customer support pays off." ■



Angie Huggett,
Interactive Media
Developer/KATC
Coordinator



A KATC judge from Komatsu checks over the repairs made to a PC200LC-8 by a contestant technician. The annual contest challenges Komatsu technicians from across the nation, testing their skills in troubleshooting, maintenance and repairs.

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SEAMLESS INTEGRATION

Mike Ueno discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics

QUESTION: Interim Tier 4 standards went into effect this year for many machines. How far in advance did Komatsu start working on them?

ANSWER: You could say from the time the regulations were announced, which was a few years ago. But realistically, we've been working toward this for about 20 years. The first regulations, Tier 1, were announced in the early 1990s. Of course, Tier 2 and Tier 3 followed. In each instance, we've been ahead of the curve. We are always working on ways to lower emissions and improve our machines at the same time.

QUESTION: Does that mean you're already working on the final Tier 4 standards which go into effect in 2014?

ANSWER: Absolutely. In fact, we've completed the research phase and are already looking at the development phase.

QUESTION: What sets Komatsu apart from other manufacturers in terms of Tier 4 technology?

ANSWER: We believe it's integration. As I walked around CONEXPO earlier this year, I noticed that the manufacturers all use basically the same technology such as a diesel particulate filter (DPF) to reduce emissions. But, if you look at Komatsu in detail, we are very proud of the way our Tier 4 technology works seamlessly with our already efficient engines and harmonized hydraulics technology. Both are technologies Komatsu developed in-house.

We're also integrating the IT technologies with our KOMTRAX system. As an example, the DPF is required to be cleaned every 4,500 hours. KOMTRAX monitors that and alerts



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.

Mike Ueno
Executive Vice President
& Chief Technical Officer

Mike Ueno knows Komatsu engines. He's had a hand in designing them for nearly three decades. Ueno joined Komatsu in 1984, working on designing 15-liter engines. He later helped develop 30-liter engines.

"I remember thinking we'd never be able to achieve the Tier 1 emissions standards when they came out in the early 1990s," said Ueno. "But we made it because of Komatsu's innovation as an engineering company. Now, here we are 20 years later, and Komatsu is leading the way in interim Tier 4 and hybrid technology. It's something I'm very proud to say I've been a part of."

In 2002, he was named Vice President of Industrial Power Alliance, a joint venture of Komatsu and Cummins, and three years later became President. In 2007, he became an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved being a plant manager.

This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as Peoria, Ill., where Komatsu produces mining equipment.

Mike and his wife, Tetsuko, have been married 23 years and have three children. He enjoys playing golf.

Continued...

Komatsu engineering — a step ahead

...continued

Komatsu Executive Vice President & Chief Technical Officer Mike Ueno says Komatsu's interim Tier 4 engines feature new technologies that meet new emissions standards without sacrificing productivity or fuel efficiency.



Integration of interim Tier 4 engine technology and hydraulics sets Komatsu apart, according to Mike Ueno. Integration of those technologies with Komatsu's KOMTRAX system helps owners and operators better track interim Tier 4 component maintenance, including the diesel particulate filter interval.

In addition to interim Tier 4 engine technology, Komatsu integrated several components and systems to work together on its new second-generation HB215LC-1 hybrid excavator. "We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class," said Mike Ueno.



the owner that the interval is approaching. It's a very proactive approach to maintenance, which we believe is essential to optimal machine function.

QUESTION: How did Komatsu integrate those technologies?

ANSWER: Komatsu has always been a strong engineering company that takes a total machine approach when building a new product. Our engine designers work closely with our hydraulic engineers, for example. They knew designing an interim Tier 4 machine was about more than reducing emissions. Customers are concerned about that, but they are equally concerned about how it affects performance and fuel economy. Through careful research and testing, we were able to integrate the engines and hydraulics to maintain or improve production, while in most cases making interim Tier 4 machines that are more fuel-efficient than their predecessors.

QUESTION: Does integration apply to the hybrid excavator as well?

ANSWER: Very much so. The hybrid has additional technologies, such as the ultra capacitor, a generator motor and a swing motor. We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class, depending on application. It also has additional KOMTRAX monitoring that shows the operator how energy is transferred from the components to the capacitor and back out for power usage.

QUESTION: What does the future hold? Will there be a Tier 5, Tier 6?

ANSWER: We believe there's movement in that direction, but further regulation likely won't come until after the final Tier 4 emissions standards are implemented. It is important for us to maintain a "challenging spirit" regarding the future regulations. We are not only looking closely at the on-highway truck regulations and technologies, but also at system-harmonizing technologies, such as engine, hydraulics and IT. Those are key to enabling us to succeed, even if forthcoming new regulations are put in place. ■

See the latest in forestry products at OLC in February

If you want to see the latest in forestry technology and equipment, including new Komatsu XT Series machines at Modern Machinery's display, plan to attend the 74th Annual Oregon Logging Conference. The exposition will be held February 23-25, 2012, at the Lane County Convention Center and Fairgrounds in Eugene.

New features for the show include two credits toward professional logger certification for registered companies, and selected hands-on training seminars on Saturday. The third annual log loader competition will be held Friday and Saturday. For more information, go to www.oregonloggingconference.com. ■

Komatsu's new XT series of forestry machines features many significant improvements

- 1 Turbo/exhaust manifold compartment separator
- 2 Travel alarm and warning horn
- 3 Improved access grab irons
- 4 Improved leveling casting XT430L/445L
- 5 Improved swing drive
- 6 New tool box in trunk
- 7 Long, two-piece track slides
- 8 Mud-relief sprockets
- 9 Mud-relief crawler box windows
- 10 9 track rollers - XT430L
- 11 Improved track support ski geometry - XT430L
- 12 Improved step-on track frame
- 13 Idler mud-relief window - XT430L
- 14 Improved track recoil system - XT430L
- 15 New fold-down step in cab
- 16 Repositioned travel pedals



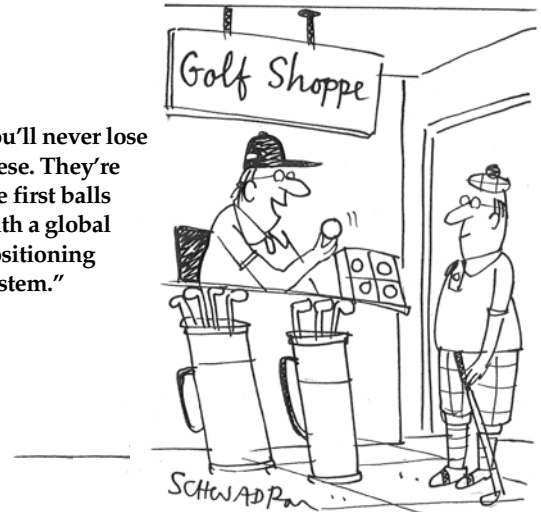
- 17 Relocated engine oil filter
- 18 Improved cylinders
- 19 Batter cover and improved engine fan guard

On the light side



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"This model has 'four tread drive!'"



Did you know...

- More than ten people a year are killed by vending machines.
- Hippo milk is pink.
- Coughing can cause air to move through your windpipe faster than the speed of sound - over a thousand feet per second!
- The human body contains over a billion miles of DNA.
- The Bible has been translated into Klingon.
- The U.S. has more bagpipe bands than Scotland does.
- Peanuts are one of the ingredients in dynamite.
- Fortune cookies were actually invented in America, in 1918, by Charles Jung.
- Club Direct, a travel insurance company in Britain, provides insurance plans for protection from falling coconuts.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.ModernUpdate.com

1. TUPOTU _____
2. BAWRADR _____
3. ATRODARI _____
4. FCNITEFEI _____
5. RETIMIN _____
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CRAWLER DOZERS



KOMATSU D155AX-6	SU BLADE, MS RIPPER	80396	2007	1,746	POR
KOMATSU D65EX-15E0	SU BLADE, A/C, RIPPER HYDS	69460	2007	978	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	2,220	POR
KOMATSU D61EX-15E0	PAT BLADE, A/C, RIPPER	B45133	2007	1,125	POR
KOMATSU D51EX-22	PAT BLADE, OROPS, HEAT, RIPPER	B10572	2008	604	POR
KOMATSU D39PX-21A	PAT BLADE, OROPS	1727	2005	2,282	\$56,500
KOMATSU D37PX-21A	PAT BLADE, A/C	5787	2007	1,019	POR
KOMATSU D37EX-21A	PAT BLADE, A/C, RIPPER	5943	2008	827	POR

WHEEL LOADERS



KOMATSU WA600-6	8.5 YD, BRK COOLING, ECSS, RDLS	60202	2007	11,815	POR
KOMATSU WA500-6	7.25 YD, XHA RDLS	A93079	2011	35	POR
KOMATSU WA430-6	RDLS, QC,	A41018	2008	3,563	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	2,979	POR
CAT 950G	LOADER	5FW01513	2000	13,025	\$62,500
CAT 928G	GP BKT	DJ002249	2006	7,762	\$68,000

HYDRAULIC EXCAVATORS



KOMATSU PC800LC-8	15' A, CTWT REMOVAL SYSTEM	55104	2007	3,525	\$625,000
KOMATSU PC600LC-8	11' A, AUTOLUBE	30049	2006	4,787	\$300,000
KOMATSU PC450LC-7	15' A	K40305	2006	5,568	POR
KOMATSU PC400LC-7E0	13' A, QC, THUMB	60012	2006	1,766	\$287,500
KOMATSU PC308USLC-3	11'6" A, COMBO HYDS, QC	20026	2003	5,838	\$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	5,947	\$145,000
KOMATSU PC158USLC-2	8' A, QC, THUMB	10196	2007	1,924	POR
KOMATSU PC138USLC-2	8'2" A, QC, BREAKER HYDS	1824	2005	4,107	POR
KOMATSU PC128US-2	COMBO HYDS, QC	6507	2000	4,282	\$40,500
KOMATSU PC120LC-6	8'2" A, QC, THUMB	73809	2007	1,848	POR
CAT 325CLCR	AUX. HYD, AUTOLUBE, QC, 20" BKT	OBKW00357	2006	6,462	\$139,000
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 RIPR	51554	2007	1,501	\$192,500
LEEBOY 785	A/C	78549639	2008	303	\$145,000
685B	CANOPY, AWD, FRT PLOW	68549642	2008	424	\$98,000

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UTILITY LOADERS & MATERIAL HANDLERS

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
SENNEBOGEN 305C	MATERIAL HANDLER	3050354	2008	318	\$135,000
KOMATSU WA80-5	1.18 YD, CAB, QC, FORKS, ECSS	H50513	2008	870	POR

FORESTRY EQUIPMENT

TIMBCO T445C	BUNCHER, 22/40 QDCO	FT4C11590830	1997	13,223	POR
TIMBCO T445E	HARVESTER	FT4C20630618	2002	10,442	POR
PRECISION HUSKY H3060	GRINDER	PG255	2008	985	\$199,000
KOMATSU PC270LC-7L	11'6" A, QC, THUMB	A86091	2004	3,029	\$165,000
KOMATSU PC270LL-7L	11'A, STD BOOM, HICAB, THUMB	A86015	2008	1,440	POR
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	3,214	POR
KOMATSU HM350-2	ARTIC. TRUCK, T. GATE	2107	2008	6,008	POR
KOMATSU HM350-1	ARTIC. TRUCK	1037	2003	9,900	POR
KOMATSU HM300-2	ARTIC. TRUCK	2328	2007	2,279	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2375	2007	2,413	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2368	2008	2,876	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	A11080	2007	3,052	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	2315	2007	2,519	POR

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	KODIAK CLOSE-CIRCUIT PLANT	PCS335708	2008	826	POR
PIONEER FT2640	TRACK-MOUNT JAW, MAGNET	410041	2010	1,234	POR
METSO LT106	JAW CRUSHER	76140	2011	475	POR
METSO LT96	JAW CRUSHER	74,918	2010	740	POR
METSO CV100	SCREEN ALL	30160		342	POR
METSO FS303	6X20-3 PRTBL SCRIN, 2 AXLE	500829	2009	1	POR
SPOMAC	36"X50' CONVEYOR W/LEGS		2007		POR
SPOMAC	36"X50' CONVEYOR W/WHL LEG		2008		POR
KOLBERG	36X25 SAND SCREW	408122			POR
KOLBERG	36X25 TWIN SAND SCREW	409365			POR
SUPERIOR	36"X95' END-FOLD STACK. CONV.	7326	2007		POR
KPI	36"X150' SUPER-STACKING CONVEYOR	408907	2008		POR

MISCELLANEOUS

INGERSOLL-RAND SD25D	42" W/BLADE, PDSHL	193972	2007	530	POR
HAMM HDO90V	66" ASPHALT, OZZIE	H1531435	2005	1,286	\$65,000
HAMM HDO90V	66" ASPHALT, OZZIE	H1531225	2004	1,072	\$70,000
HAMM HD120HV	78" ASPHALT, HI VIBE	H1630318	2004	1,221	POR
HAMM HD120HV	78" ASPHALT, HI VIBE	H1630354	2007	502	POR
HAMM HD70HV	59" ASPHALT, HI VIBE	H1730634	2008	894	POR
HAMM HD70HV	59" ASPHALT, HI VIBE	H1730791	2008	582	POR

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