



WAUKESHA-PEARCE INDUSTRIES, INC.

UPDATE

A PUBLICATION FOR AND ABOUT WAUKESHA-PEARCE INDUSTRIES, INC. CUSTOMERS • 2009 No. 2

Featured in this issue:

J.R. RAMON & SONS, INC.

**How a HemisFair '68 project
led this San Antonio firm into
the demolition business**

See article inside . . .



President Joe Ramon Jr.
(left) and Director of
Operations Tim Ramon

KOMATSU

A MESSAGE FROM THE VICE PRESIDENT



G. Michael Green

**Helping
to stimulate
your business**



Dear Equipment User:

Everyone associated with our industry is hopeful that the American Reinvestment and Recovery Act that was passed several months ago will soon begin to stimulate the economy as it was intended to do. Billions of dollars have been allocated to rebuild our infrastructure, reduce energy consumption and fund new energy sources. All should eventually help put more businesses and individuals back to work.

Another critical component of the massive bill is the extension of the depreciation bonus and additional expensing, which were part of last year's stimulus plan. The depreciation bonus can be used on new equipment purchases, while additional expensing is good on new and used equipment alike. Both can save you in taxes. For additional information, contact your sales rep or one of our branch locations.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better do that, we've added a new page to your *WPI Update* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond.



Also new for readers is an online video feature. Look for the video icon in an article, then visit www.videoapi.com to see Komatsu machinery in action.

We hope you take advantage of the other valuable information provided here about our quality equipment lines, featuring Komatsu. In this issue, you'll learn about the latest D275 dozer, as well as Komatsu's new WA470-6 and WA480-6 wheel loaders. If you're a truck user, check out the article on how liners can benefit your business.

At WPI, we stand ready to help you maximize your productivity and profits. If there's anything we can do to help you, call us or stop by one of our locations.

Sincerely,
WAUKESHA-PEARCE
INDUSTRIES, INC.

G. Michael Green
Vice President of CMD Operations

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A PEARCE INDUSTRIES, INC. COMPANY

IN THIS ISSUE

J.R. RAMON & SONS, INC.

See how a project for the 1968 HemisFair led this San Antonio roadbuilder into the demolition business.

WHAT'S UP...DOCK, INC.

This Austin specialty contractor discovers time- and cost-saving benefits with a Komatsu PC50MR-3.

GUEST OPINION

Read what AGC Chief Economist Ken Simonson has to say about how stimulus-funded projects are helping boost construction employment.

MANAGING YOUR BUSINESS

Find out how to put together a winning bid that makes sense and makes money for your company.

INDUSTRY NEWS

Learn more about efforts to pass new legislation to fund transportation with the Federal Surface Transportation and Planning Act of 2009.

NEW PRODUCTS

Large-capacity torque converters head the list of features that make Komatsu's new WA470-6 and WA480-6 wheel loaders more productive and efficient.

PRODUCT NEWS

Want to move more dirt? Check out the new Komatsu D275AX-5 Sigmadozer.

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J.R. RAMON & SONS, INC.

HemisFair '68 project led this San Antonio firm into the demolition business

In preparation for the HemisFair coming to San Antonio in 1968, several structures in the area had to be removed to make way for the massive amount of space the event would need. When a local official asked Joe Ramon Sr. and his sons Joe Jr. and Robert if they were interested in doing some of the work, they saw it as an opportunity to try their hand at demolition work.

It proved beneficial, and the three decided to go full time into demolition, which makes up the bulk of the work J.R. Ramon & Sons has done during the past 40 years. It was a dramatic shift for the Ramons, whose focus to that point was road construction and asphalt paving. The Ramons dropped those services in the early 1980s.

"We were doing less and less of the road work, and demolition became our forté," said

Joe Jr. "That first project was basically tearing down a bunch of houses, but over the years we've gone away from that and focused more on large-scale, multi-unit commercial and industrial projects."

Joe Jr., who along with his brother Robert joined forces with their father in 1964 as paving foremen, is now President of the San Antonio company. His son Tim is Director of Operations. Robert has since left the business that was originally known as Joe Ramon Construction. The name changed to J.R. Ramon & Sons about the same time as the Ramons took on the World's Fair project.

"Taking on larger and larger projects became the norm, so we continued to grow in order to facilitate that," said Tim. "What sets us apart is how in-depth our service list is. We do complete and selective demolition, interior strip-outs and dismantling. We've developed the expertise to handle any project that comes our way, and do it in a cost-effective manner, even in the most adverse conditions."

Joe Ramon Jr. (left) is President and his son Tim is Director of Operations for J.R. Ramon & Sons. The third-generation family business founded by Joe's father, Joe Sr., specializes in demolition.



Services grow

Some of the company's most high-profile projects fall into the category of emergency response and natural-disaster recovery and clean-up operations. That includes last year's Hurricane Rita, which caused extensive damage in the Houston and Beaumont areas. J.R. Ramon & Sons cleaned up storm debris on more than 1,000 miles of Texas roadway. It also cleaned up after Hurricanes Hugo and Ivan, among others.

"We're trained to be first responders in such situations," said Joe Jr. "The goal on projects such as those goes beyond just cleaning up debris and hauling it away. Often there are environmental factors, and we've developed



A J.R. Ramon & Sons operator uses a Komatsu PC400LC-8 excavator to break up debris. "Komatsu fuel efficiency relative to its breakout force — and in demolition, breakout force is vital — allows us to increase production while actually lowering costs," said Director of Operations Tim Ramon. "In this competitive economic climate, we embrace every advantage. WPI and Komatsu help us remain competitive in our industry."

ways to reduce the impact of the waste on streams and other sensitive areas. We're usually able to mobilize to the affected area within 24 hours, which is an important factor in minimizing further potential damage."

With hazardous environmental impact an ever-growing concern in the demolition industry, J.R. Ramon & Sons has added abatement to its list of services. Abatement includes removal of asbestos, lead, PCBs, hydrocarbons and other regulated materials, and also focuses on salvaging and recycling as much as possible.

Recycling efforts extend to J.R. Ramon & Sons' other service areas, which include site preparation and earthwork. The company offers mass excavation, subgrade stabilization, building pads and site work, encompassing stormwater prevention as well. "We do all our earthwork services in conjunction with demolition," said Timothy. "It's all part of a total package we can offer customers. They like that because they're only dealing with one contractor that handles everything, so they can focus on other phases of their project."

Implosions are part of the company's list of services, including a 2007 blast that brought down the Intel building in Austin, the first such job done in the city. J.R. Ramon & Sons has completed other high-profile projects in past years, including decommissioning the Ray Point Mill Site, Felder Uranium Operation for

Exxon and dismantling of the "Rocket" roller coaster in San Antonio.

Several of J.R. Ramon & Sons' 48 full-time employees have been with the company more than 30 years. Tim estimates the average service time of the staff is nearly a decade. He credits that long-term dedication as playing a major role in the business' success and growth throughout the years.

"We stress safe practices with a very effective safety program, but that's only good if employees take it seriously," Tim emphasized. "Our staff does, and that's a big reason why we have repeat customers. They know our guys have the expertise to handle their projects on time and on budget without unnecessary risk. They're a tremendous group."

Komatsu and WPI offer tremendous value

J.R. Ramon & Sons has found tremendous value in Komatsu equipment as well. The company has used Komatsu machinery since the 1980s and today has five excavators — PC200, 220, 300 and 400 models — as well as four SK1020 skid steers and two WB146 backhoe loaders. With the help of Sales Representative Brian Childress and the staff at WPI's San Antonio branch, they've beefed up their machinery with hydraulic thumbs, cages,

Continued . . .



Steady work supports positive long-term outlook

... continued

roller guards and steel plating to handle the rigors of demolition work.

"We buy Komatsu equipment because it's state-of-the-art, quality machinery," said Tim. "Our Komatsu excavators meet or exceed all emissions standards for our state, allowing us to participate in the Texas Emission Reduction Program. Their fuel efficiency relative to breakout force — and in demolition, breakout force is vital — allows us to increase production while actually lowering costs. In

this competitive economic climate, we embrace every advantage. WPI and Komatsu help us remain competitive in our industry."

The Ramons credit WPI for helping them keep their competitive edge with an equipment service contract that lowers their owning and operating costs. The contract covers routine maintenance as well as warranty work and provides fast response to any error codes. J.R. Ramon & Sons uses the latest Komatsu models equipped with the KOMTRAX remote machine-monitoring system, which comes standard with free communication for five years.

"WPI's service is a great benefit because they have the expertise to diagnose and fix potential issues quickly and keep our downtime to a minimum," observed Tim. "With KOMTRAX, they know right away if an error code pops up, and can often remotely diagnose the problem so the technician knows what he's looking for before he even gets to the machine. That's a real time-saver. We appreciate WPI's professionalism and cherish their friendships. Their service is unprecedented."

Keeping a firm handle

The Ramons want their customers to feel the same way about J.R. Ramon & Sons. That's part of the reason why they're comfortable in not growing the business beyond its current size.

"We take great pride in our work, especially being able to deliver on our promise to get a project done on time and on budget," said Joe Jr. "That becomes increasingly difficult when a company gets larger and more spread out. My dad had a saying, 'The more you try to hug, the less you can squeeze.' He meant you have to be able to wrap your hands around what you do, and if the business gets too big you lose control. That's something we'll never let happen."

Despite the economic downturn, J.R. Ramon & Sons' work has remained steady, and the Ramons don't see a big dropoff in sight. "Much of our work involves year-long contracts, and that's helped bridge us through the current climate," said Tim. "We're looking good for the near term and believe the long-term outlook is positive as well." ■



J.R. Ramon & Sons uses Komatsu S1020 skid steers for a variety of tasks, including breaking up concrete. The company also uses Komatsu excavators and backhoe loaders.

J.R. Ramon & Sons contracts with WPI to perform its routine services and other work as needed. "They have the expertise to diagnose and fix potential issues quickly and keep our downtime to a minimum," said Director of Operations Tim Ramon.





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WHAT'S UP...DOCK, INC.

Austin contractor finds time- and cost-saving benefits with a versatile Komatsu PC50MR-3



Jeff Walker,
Owner

Three years ago Jeff Walker founded What's Up...Dock as a way to provide residents along Lake Austin with a complete custom boat-dock builder that could handle an entire project start to finish. A resident of the lake himself, Walker saw it as a way to help his neighbors construct quality, lower-cost docks to house their watercraft.

"People live along the lake because they want to be near the water, so obviously most of them have a boat or other watercraft," said Walker. "Living on the lake myself, I understand that they want to spend time enjoying those things and not worrying about constant maintenance of a dock. I work with customers to come up with a solution that

provides the protection for the watercraft that's unique to them and doesn't require a lot of time and money. That doesn't mean we cut corners, in fact, just the opposite. We use building products that are environmentally sensitive and durable."

In doing that, What's Up...Dock provides a full-service project that includes architectural design, engineering and permitting before construction begins. It then builds the complete dock to a customer's specifications, whether it's a floating or stationary system. In addition to building custom docks, What's Up...Dock provides other services, including enhancements to existing boat docks, boat lifts, shoreline stabilization, sheet piling and bulkheading.

What's Up...Dock does projects along the shores of Lake Austin as well as the other five bodies of water that make up the Highland Lakes on the Colorado River.

Exceeding expectations

The work can be equipment-intensive, and last year Walker made what he believes is his wisest investment. He purchased a Komatsu PC50MR-3 compact excavator from WPI's Austin branch with the help of Sales Rep Tim Hensen and Branch Manager Rick Hutchens. Walker said the PC50MR-3 gives him, and his staff of five, versatility and lower operating costs.

"We do much of our work from a barge, so the power of this excavator and its small footprint are a distinct advantage," said Walker. He had WPI install a sonic, side-grip vibrating piling device on the machine. He also uses a bucket.

Equipped with a sonic, side-grip vibrating piling device, What's Up...Dock uses the PC50MR-3 compact excavator to drive pile on a project on Lake Austin.





What's Up...Dock uses its Komatsu PC50MR-3 compact excavator to do shoreline rehabilitation work on Lake Austin. "In these tough economic times, one needs to find a better way to get the job done — and we have, thanks to Komatsu," said Owner Jeff Walker.

"We're able to drive five-and-one-half-inch steel pilings 35 feet into the lake bed from a floating work station. I can also do shoreline work, such as dredging, setting sheet pile and lifting steel I-beams during dock construction," he added. "If land-based work is needed, I simply drive the PC50 off the barge and get back to work. The PC50, combined with a new work platform I put together, has saved What's Up...Dock 30 percent in overall labor cost, and reduced my build times by more than 20 percent."

Walker expected the PC50 to be a cost-saving machine from the get-go. "I did a lot of research at CONEXPO last year, talking with nearly all the major equipment manufacturers to see what they offered. I analyzed the cost benefits and concluded that the new platform and PC50 combination would make my company stand out and reduce costs.

"After a year of use it still lives up to and exceeds our expectations," he continued. "It takes the competition three platforms to accomplish the same tasks we do with our single combination. In these tough economic times, one needs to find a better way to

get the job done — and we have, thanks to Komatsu."

Walker also has high praise for WPI, which performs service work as needed on the machine. "The PC50 is my main production unit, so it's critical that we keep it maintained to avoid downtime. I call WPI when it's time for service, and they schedule it right away. Like me, they care about customer satisfaction."

Continuing without slowing down

Walker said What's Up...Dock will continue its drive to satisfy customers with custom work done on time and on budget. He said the economic climate hasn't slowed business down, and in fact, he's booked through the rest of this year. Beyond that, he expects the work to continue, and there may be expansion in the future.

"Our philosophy is to build each and every dock to fit the customer's needs, not what we or a contractor wants," said Walker, "and we do it with usability, affordability and low maintenance in mind. It doesn't matter how complicated the project is, we're able to find a way to do it and do it right. That's our calling card." ■





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GUEST OPINION

SAVING JOBS

AGC economist says stimulus-funded projects are helping boost construction employment

Construction companies nationwide are reporting that the stimulus bill is making it possible to hire new workers, according to information gathered by the Associated General Contractors of America (AGC). The early information provides the first glimpse into how federally funded infrastructure and construction projects can help improve the overall economic outlook, the association added.

“Early reports indicate that the infrastructure piece of stimulus is beginning to do exactly what was intended, put construction workers back on the job,” said Ken Simonson, Chief Economist for the AGC. “As a recent employment report shows, however, construction is still one of the hardest-hit industries in terms of job losses.”

Simonson said that as more and more stimulus-funded projects are awarded, a growing number of member companies are reporting adding new jobs or rehiring laid-off employees. He said, for example, that one company recently rehired 15 workers it laid off last year after receiving a stimulus-funded Interstate highway reconstruction contract. Another company hired new workers after winning a contract to build a new laboratory with stimulus funding provided by the U.S. Department of Energy, the economist noted. Meanwhile, yet another company has hired 30 new employees to help it complete recently awarded road construction projects funded by the stimulus.

Improving business environment

Simonson also pointed out that many contractors were canceling planned layoffs because of stimulus-funded work. Noting that an estimated 85 percent of construction

companies said they would cancel layoffs or add new employees with the stimulus, he said stimulus funds were improving a poor business environment for many firms.

“Without the stimulus, the jobs report would be much worse,” Simonson concluded. ■



Ken Simonson,
AGC Chief Economist

AGC Chief Economist Ken Simonson said stimulus-funded projects are helping maintain and create construction jobs, helping improve a poor business environment.



MANAGING YOUR BUSINESS

PUTTING TOGETHER A WINNING BID

Whether it's a stimulus job or a private project, here are tips for getting work and making money on it

The practical suggestions in this article are based on recommendations from a variety of construction industry sources.

Passage of the economic stimulus package (The American Recovery and Reinvestment Act) brought with it millions of dollars in governmental construction work that has either already begun, is in the bid process or will be put up for bid in the near future. A look at those projects that have already been bid and awarded indicates very competitive bids, many coming in well below engineers' estimates.

"The fact that these projects have come in well under what we thought they would, will allow us to award more projects, which means more jobs," said U.S. Transportation Secretary Ray LaHood in a recent conference call. If you're a government contractor, that's potentially good news as it means more chances to garner work.

Successful estimating and bidding require precise knowledge of both the job and your company's capabilities. In addition to studying plans, a visit to the site will often alert you to unforeseen problems or opportunities.



There are indications that work in other sectors may be turning around as well. So how do you get in on the action while it's heating up? Whether you're a seasoned veteran of the construction industry, or trying to establish yourself, one of the keys is putting together a winning bid or proposal that's the right price to get the job and make you money at the same time.

It's not an exact science, but there are certain steps to take to putting together a winning bid without leaving "money on the table." Chief among them is doing your due diligence to thoroughly understand the project before you even begin the bidding process. If it's not something you're interested in or have the skill for, why waste time on it? That time, which some experts say averages three to four weeks per bid, could be better spent estimating and putting together a bid for a project more suited to your firm's capabilities.

You probably find out about many projects by being invited to bid on them. Others you may discover in trade magazines, newspaper and other resources. You can request plans and give them a thorough look. You should have a good idea of whether it's a job for you or not. If not, return the plans, especially if you put a deposit on them, and turn your attention elsewhere.

Get all the information you can

Most likely there will be a prebid meeting. If you believe you're going to bid, it's something you should attend. This will give you access to project owners, engineers, architects and other key players who can answer questions and explain any unusual circumstances that have to be taken into account when preparing your price.

Visit the proposed jobsite. While good information can be gleaned from a prebid and blueprints, they don't tell the whole story. The proposed site may include items that are not on the plans, such as refuse or other objects that may need to be removed to do the job. How far is it to the nearest quarry or material yard? How will you get materials to the site? These items can add to your costs of doing the job and should be factored into your final proposal.

At this point, if you're still planning to bid, it's time to start putting the package together. There are several factors to consider, including costs to mobilize and demobilize equipment, what machinery you'll need and the cost to run it, and how much manpower will be required. If you're bidding on a stimulus project, chances are, labor costs are covered under Davis-Bacon, also known as prevailing wage. This can add significant dollars to your cost per hour for employees.

Use your experience, double check

Another step in the process is to do the takeoff of the part(s) of the plan on which you expect to bid. This can be done in several ways, including the tried and true method of using a ruler and calculator. Most companies today have computer programs that will do highly accurate digital takeoffs. Programs can initially be expensive, but can save time and money in the long run. It's always a good idea to double check the work thoroughly for costly mistakes, and as you become more proficient in using the programs you'll be more comfortable with their accuracy, allowing for the small percentage the program may be off.

Many government plans already have estimated material lengths and quantities. Some may come on CD-ROM or other media formats you can plug into your computer. While they're helpful, it's always best to do takeoffs yourself, so that you identify any potential inaccuracies.

You'll also need to consider other technology and how it factors into the bid. If you use GPS-based systems in your equipment, it's



In the current economy where you're probably seeing more competitors submitting bids, a value-added service such as on-site crushing may allow you to be more cost-effective. By doing more for less, it will improve your odds, not just of winning the bid, but of making money on the job.

easy to plug the plans into whatever system you use and let the technology do the work. GPS systems have been proven to save time and material as they accurately put the site to grade or find the right elevation for a utility trench. The savings can be factored into your bid, helping you lower your price.

Experts point out other items often overlooked in putting together a bid. For example, many don't consider overhead, or the cost of doing business. Things such as office help and supplies, postage, utilities, upkeep of a building or office should be factored into your proposal in some way. Some calculate overhead as a percentage of wages, while other simply throw a number at it. Those items affect the bottom line, because they subtract from profit.

Finally, consider profit in your bid. After all, that's what you're in business for. There's no hard and fast rule for adding profit into a job. Some will try to make a certain dollar amount per day, while others may add a percentage to their base bid. Either way, as the job progresses, it's important to keep track of where you're at in relation to profit to ensure you're staying on target.

Once you're comfortable with your bid, be sure to double check it before submitting it. Be detailed. While the suggestions here are sensible, they are not comprehensive. Every job is different. But the more factors you consider, the better you'll be at putting together a winning bid. ■

THE NEXT ROUND OF FUNDING

With SAFETEA-LU ending, Congress must debate new highway bill

The American Recovery and Reinvestment Act, also known as the stimulus package, authorized billions of dollars for highway construction, and billions more were appropriated under the omnibus spending bill later signed into law by President Obama. The monies pledged to those bills will eventually run out, as will funding from the 2005 SAFETEA-LU (Safe, Accountable, Flexible, Efficient Transportation Equity Act: a Legacy for Users), which was the prime source of revenue for the nation's surface transportation projects.

SAFETEA-LU, a \$287 billion funding mechanism, is slated to end September 30 of this year. Members of Congress are gearing up to pass new legislation that will fund transportation for several years, potentially even decades. Estimates show the next funding bill could substantially increase, perhaps double, what SAFETEA-LU provided.

The first step in that direction is the recently introduced Federal Surface Transportation

and Planning Act of 2009. The act lays out a strategic, integrated plan that addresses the challenges to our national infrastructure and federal programs.

Lofty goals

Some of the major goals of the act are to:

- Reduce national per capita motor vehicle miles traveled annually;
- Reduce national motor-related fatalities by 50 percent by 2030;
- Reduce national surface transportation-generated carbon dioxide levels by 40 percent by 2030;
- Reduce annually national surface transportation delays per capita;
- Increase by 20 percent system-critical surface transportation assets that are in a state of good repair by 2030;
- Increase annually the total usage of public transportation, intercity passenger rail services, and non-motorized transportation.

"A national surface transportation policy for our country is long overdue," said Sen. Frank Lautenberg, D-N.J., Chairman of the Subcommittee on Surface Transportation. "This legislation will establish a national policy that improves safety, reduces congestion, creates jobs and protects our environment."

Funding for the next highway bill is up for debate. Currently, funds come from an 18.4-cent-per-gallon gas tax. One group, the National Association of County Engineers, has proposed a 7-percent increase in the fuel tax, while others suggest indexing the gas tax to inflation. Still other groups have pushed for a user-based fee that would tax drivers on the number of miles driven, something the Obama administration has said it opposes. ■

Long-term funding for future road projects will be taken up by Congress as it debates a new highway bill. The current funding mechanism (SAFETEA-LU) expires in September.



NEW PRODUCTS

NEW WHEEL LOADERS

Large-capacity torque converters head list of features that make WA470-6, WA480-6 productive and efficient

Komatsu grew its mid-size lineup of Tier 3-compliant wheel loaders with the addition of the WA470-6 and WA480-6 models, which feature large-capacity torque converters that provide excellent tractive effort, improved acceleration and improved climbing ability in a wide range of applications.

"The WA470-6 and WA480-6 are excellent in material handling; charging asphalt or concrete plants that use ramps to feed hoppers; general construction; load-and-carry and agricultural applications," said Rob Warden, Product Manager Wheel Loaders. "The large-capacity torque converters offer several benefits, including greater productivity in V-cycle loading applications; faster gear upshifting and ability to achieve higher gear ranges; and higher travel speed for load-and-carry or hopper feeding applications."

Those advantages offer increased production, while the large-capacity torque converters and Komatsu Tier 3 engines provide optimal power and efficiency for lower per-ton costs. Users can maximize power and efficiency by selecting from two operating modes. E mode provides maximum fuel efficiency for general loading, while P mode allows for maximum power in hard digging and hill climbing. An eco indicator informs the operator when the machine is maximizing fuel efficiency.

"Our studies show that these loaders increase production, while decreasing V-cycle times and fuel usage compared to previous models, no matter which mode is used," said Warden. "Those are major factors for choosing a WA470-6 or a WA480-6, but that's not the entire picture. We have other features that work to increase productivity and lower owning and operating costs."

Among them are spacious cabs designed to reduce operator fatigue and increase productivity. Wide, pillar-less, flat glass gives excellent visibility in all directions, and the viscous-mounted ROPS/FOPS structure offers low noise and vibration for better comfort. Air

Continued . . .



Rob Warden,
Product Manager
Wheel Loaders

Brief Specs on Komatsu WA470-6 and WA480-6 Wheel Loaders		
Model	WA470-6	WA480-6
Net hp	272 hp	299 hp
Operating Weight	51,850-52,150 lbs.	55,920-56,340 lbs.
Bucket Capacity	5.0-6.8 cu. yd.	5.4-8.0 cu. yd.
Breakout Force	41,927-45,660 lbs.	42,490-51,930 lbs.

Large-capacity torque converters in the WA470-6 and WA480-6 loaders provide excellent tractive effort, improved acceleration and increased climbing ability in a wide range of applications.



For more information on the new WA470-6 and WA480-6 wheel loaders — and to see video of the machines in action — go to www.videocpi.com



Improvements make new models best value in size class

... continued

conditioning is located in the front of the cab so the operator has increased seat reclining and backward slide adjustment. The new Pressure Proportional Control (PPC) levers provide fingertip control for easy operation. The lever console can be adjusted, along with the large arm rest, to suit individual operator needs.

Easy operation, maintenance

Along with fingertip controls, operation is easier with the automatic transmission with Electronically Controlled Modulation Valve (ECMV). The automatic transmission selects the proper gear speed based on conditions such as travel and engine speed. The ECMV allows for smooth gear and direction changes. With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle. It automatically switches back to second in reverse. In addition, the kick-down switch activates the loader's Power mode when it's in first gear or Economy mode. It keeps the transmission in third or fourth gear when autoshift is selected.

Efficient operation and engines help keep costs down, and Komatsu added to that by building the WA470-6 and WA480-6 loaders with integrated production systems to create reliable machines with low maintenance costs and easy service access. Each is equipped with Komatsu's Equipment Management Monitoring System

(EMMS), which allows the operator to track machine function on an easy-to-read monitor. The standard automatic, reversible, hydraulic radiator fan allows the operator to quickly clean out the cooling system, either at a preset interval or instantly with the flip of a switch.

KOMTRAX comes standard


Equipment owners can further track machine performance and maintenance schedules with KOMTRAX, standard on both loaders. KOMTRAX offers information such as daily fuel consumption, working hours, hour meter, location, cautions and maintenance alerts using wireless technology. Users can log onto a secure Web site to find all the information they need to stay informed.

"There are a whole host of reasons for choosing a WA470-6 or a WA480-6," observed Warden. "They're efficient, productive and reliable in a wide range of applications, making them among the best value in their size class. Those who may have been using a WA450 or WA480 in the past, which the new models replace, will find that the new loaders will significantly outperform the previous models in terms of efficiency."

To see video of the machines, log onto www.videoapi.com. For more information on the WA470-6 and WA480-6 loaders, contact your sales representative, our nearest branch location or log onto www.komatsuamerica.com. ■

With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle with the new WA470-6 and WA480-6. The machines will automatically switch back to second in reverse.





D155AX-6

100%

performance
(using 25% less fuel*)

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Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

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THE D275AX-5 "SIGMADOZER"

Komatsu brings its innovative blade design to its 449-horsepower dozer



Les Scott,
Product Manager

The efficiency and productivity of Komatsu's revolutionary Sigmadozer blade, first seen on the D155AX-6, is now available with the 449-horsepower D275AX-5 dozer.

"The design is very similar to the D155," said Komatsu Product Manager Les Scott. "Like the D155, it will automatically allow the D275AX-5 to push 15 percent more dirt compared to the standard semi-U blade. If you're moving dirt, the Sigmadozer should be your machine."

Scott said the new frontal design adopted for digging and rolling up at the center of the blade increases soil-holding capacity while

simultaneously reducing sideways spillage. It also reduces digging resistance, producing a smoother flow of earth, enabling the dozing of larger quantities of soil with less power. With a blade capacity of 19.1 cubic yards, users can move significantly more material without increasing fuel consumption. The Sigmadozer uses a new blade-linkage system that holds the blade closer to the tractor for improved visibility, enhanced digging force, and reduced lateral sway of the blade.

"It's all due to the blade design and how it cuts the soil," Scott explained. "As it's going through the soil there's less resistance, so the tractor can actually push a little faster. That allows the dozer to pile more material in front of the blade and hold it there."

Optimal productivity

The Sigmadozer's extra-low profile provides machine balance and a low center of gravity while the Hydrostatic Steering System (HSS) provides smooth, quick and powerful control in varying ground conditions. The K-Bogie undercarriage system improves traction and component durability while the new track-link design reduces maintenance costs by making it easier to turn pins, with improved pin reuse.

Further adding to the productivity of the D275 are the very latest features in operator comfort, creating a quiet, comfortable environment where the operator can concentrate on the work at hand. The cab's new hexagonal design and large tinted glass windows provide excellent front, side and rear visibility.

"This is a good opportunity for us to once again step out in front of our competition," he said. "We have a dozer now that is, without question, more productive than anything else out there." ■



For more information on the D275AX-5 Sigmadozer — and to see video of the machine in action — go to www.videocpi.com

Brief Specs on Komatsu D275 Sigmadozer

Model	Operating Weight	Output	Blade Capacity
D275AX-5	113,600 lbs.	449 hp	19.1 cu. yd.

The D275AX-5 Sigmadozer pushes 15 percent more dirt than Komatsu's conventional model.



PRODUCT IMPROVEMENT

PC200LC-8 HD SPEC ARRANGEMENT

Heavy-duty arm, boom and bigger counterweight give more capacity and stability

A new Spec Arrangement is the latest improvement available for the Komatsu PC200LC-8 HD excavator. The arrangement was conceived to provide increased lifting capacity and stability, even in the toughest applications.

“The standard PC200LC-8 is among our most popular models because its size allows users to keep per-yard costs low with fast cycle times and low fuel consumption,” explained Armando Najera, Product Manager, Excavators. “We built off of that to craft a PC200LC-8 Thumb Spec model by designing a unique, strengthened, revolving frame, applying additional counterweight and equipping it with a heavy-duty arm. The already powerful hydraulics also received an upgrade to include Soft Boom Control, which dampens boom movements, giving the PC200LC-8 Thumb Spec better dynamic stability.”

Najera says the Thumb Spec package provides excellent stability for not only thumb applications, but for all applications including dirt digging. “Having a sure-footed base allows the operator to confidently use the machine to its full potential, thereby maximizing productivity.”

Building on the Thumb Spec, the PC200LC-8 HD Spec Arrangement also includes a heavy-duty boom, HD undercovers and factory piping. Those additional features increased the operating weight of the PC200LC-8 HD Spec Arrangement. The reinforced unique frame, one-piece castings and thicker steel plating make this a perfect machine for tough applications such as demolition, scrap handling and land clearing.

“Komatsu filled a niche with this machine,” said Najera. “The standard model is great for general, all-around work, as is the Thumb Spec which added more lift capacity and stability for users who need the versatility of a machine that encompasses constant thumb work and heavy lifting.

“The PC200LC-8 HD is built for all of the above applications, but in tougher conditions and where a breaker or shear could be utilized 100 percent of the time.”

Continued . . .



Armando Najera,
Product Manager

Komatsu PC200LC-8 Excavators			
Model	Horsepower	Operating Weight	Bucket Capacity
PC200LC-8 Base Machine	148 hp	46,643-47,260 lbs.	.66-1.57 cu. yd.
PC200LC-8 Thumb Spec	148 hp	51,199-51,815 lbs.	.66-1.57 cu. yd.
PC200LC-8 HD Spec Arrangement	148 hp	51,564-52,181 lbs.	.66-1.57 cu. yd.

The PC200LC-8 HD Spec Arrangement has a heavy-duty arm and boom, along with added counterweight for increased lifting capacity and stability as well as durability in demanding applications.



For more information on the PC200LC-8 HD Spec Arrangement excavator — and to see video of the machine in action — go to www.videocpi.com



KOMTRAX lowers excavator owning, operating costs

... continued

Like the standard model, the PC200LC-8 HD Spec Arrangement is powered by a 148-horsepower Tier 3 engine that offers low fuel consumption and emissions without sacrificing power or productivity. It has five working modes, including an economy mode that improves fuel consumption and an eco-gauge for energy-saving operations. P mode provides maximum production and power for faster cycle time, while the L (lifting) mode increases hydraulic pressure by 7 percent. B (breaker) mode provides optimum one-way flow, while the ATT (attachment) mode does the same for two-way flow.

Increased productivity

The operator can set all modes using the large LCD monitor, which also provides valuable machine information using Komatsu's EMMS (Equipment Management Monitoring System).

EMMS monitors engine oil level, coolant temperature, battery charge and abnormalities so the operator can spot potential troubles before they become major downtime issues. The PC200LC-8 HD Spec Arrangement also comes with KOMTRAX, Komatsu's remote machine-monitoring system that keeps track of machine location, error codes, cautions, maintenance items and more, and can be accessed via a secure Web site using wireless technology.

"KOMTRAX is invaluable in terms of providing owners and/or operators with information they can use to stay on top of scheduled maintenance and machine function," said Najera. "Among other features, Komatsu extended the replacement intervals of engine oil, engine oil filter and hydraulic filter so these machines don't have to be serviced as often. That lowers owning and operating costs." ■

Komatsu PC800LC-8 Super Digger offers increased digging power

Users of the PC800LC-8 know the machine offers great digging power and productivity, but Komatsu further enhanced that with its new PC800LC-8 Super Digger. Equipped with an 11-foot, 10-inch heavy-duty arm and an HD boom, the Super Digger has been proven to add 19 percent more arm digging force and an additional 9 percent bucket digging force compared to the standard configuration.

The Super Digger has a heavy-duty arm equipped with double-arm cylinders and a heavy-duty bucket cylinder, that work to increase the digging force, while maintaining the same working range and transportation dimensions as the standard machine. "Because the digging forces are substantially increased, the machine can break through difficult materials more easily," explained Doug Morris, Product Marketing Manager, Excavators. "Typically, when a mass excavator boom and arm are put on a machine, the working range is significantly decreased, but that's not the case with the Super Digger. It delivers the best of both worlds."

Additional advantages include an efficient 487-horsepower, Tier 3 engine that keeps fuel usage and emissions low while providing ample power, even in deep digs. Like the standard PC800LC-8, it's equipped with KOMTRAX, four working modes and a large, comfortable cab.

"The Super Digger helps keep per-yard costs low because it provides amenities that keep the operator productive, helps the user stay on top of maintenance scheduling and has exceptional digging power," said Morris. "It delivers that extra boost needed even in the toughest conditions."



The PC800LC-8 Super Digger provides additional digging force to break through difficult materials more easily. For more information and to see a video, visit www.videoapi.com.



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CUSTOMER RETENTION

Komatsu service team focuses on providing exceptional technology and value



Mike Tajima, Vice President of Service (left) and Ivor Hill, Vice President Service Operations

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 Tajima became Komatsu's Vice President of Service in October of 2006 and has been with the company since 1970 when he joined out of high school. After graduating from Komatsu Technical College in 1973, he joined the Overseas Division as Service Manager in Saudi Arabia. He's also had overseas postings in Turkey and Russia.

"The old saying that service sells the next machine is not a cliché, it's something to strive for," said Mike. "That's our mission, and we're constantly working on ways to improve. We've added significant technological advances to our machines to help in those efforts, but it still goes back to the human element. Our technicians are highly skilled and trained, so customer downtime is minimized. That's one of our greatest strengths."

Ivor Hill recently moved into the position of Vice President Service Operations after about seven years as the Vice President and General Manager of Komatsu America Utility Division. He's been with Komatsu since 2000.

"No matter the job title, customer service is always a key element of the business," said Ivor. "Customers often judge a company based on how well they're treated after the sale. If they have a great experience, they're likely to continue that relationship. Komatsu's longstanding relationships with numerous companies show the value we place on being the leader in service in the construction industry."

QUESTION: What's Komatsu's current focus in regard to service?

MIKE: We've recently reshaped our service organization with a focus on more efficient use of our resources. Service is streamlined into a centralized technical support center at our headquarters in Rolling Meadows, Ill. The organization is split into two groups, one focused on mining and one focused on our North American construction operations. Both operations have what we call "flying engineers" who can be dispatched quickly to a customer's location to provide technical assistance and support as needed.

IVOR: Our mission is — and always has been — customer retention. We believe Komatsu has the highest-quality and most-efficient equipment in the marketplace. But no matter how good the equipment is, customers won't come back unless they're satisfied with the service after the sale. We're focused on ensuring they not only have a positive buying experience the first time, but that Komatsu is their first choice the next time they buy because we've given them more than they expect from a service standpoint.

QUESTION: How does Komatsu do that?

MIKE: It begins with the sale of a piece of equipment. Nearly every Komatsu machine comes standard with five years of free KOMTRAX or VHMS (Vehicle Health Monitoring System). These monitoring systems send critical machine information to our headquarters where we have a staff monitoring it 24 hours a day. If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue.

We know that if there is an issue, customers are going to contact their local distributors first. We're working with our distributors to have the most highly skilled and trained technicians in the industry. We've made a major investment in our training facility in Cartersville, Georgia, which offers classroom and hands-on training, and hosts our annual Komatsu Advanced Technician Competition. We've developed the Komatsu Learning Management System which provides online distance education and certification programs that technicians can tap into from the distributorship or their own home. We're also excited about our Technical Solutions System, which is a massive database of information where technicians can post their experiences working on a machine and find answers to questions they may have — similar to a "frequently asked questions" section on a Web site.

IVOR: This use of technology is an example of our proactive approach to service. We want to head issues off at the pass, so to speak. These monitoring systems have been in place for several years, so we've collected reams and reams of data that we can use in building better machinery. In addition, before customers even put the machine on a jobsite, we can show them how they can best utilize their Komatsu equipment under different operating conditions to optimize performance and fuel efficiency.

QUESTION: Where does customer input figure in?

IVOR: Throughout our entire process, we're always looking to improve. To do that, we have to have direct contact with customers who give us feedback on what we're doing well and constructive criticism on what we can improve upon. Many of our service initiatives have been driven by that feedback. Our customers work hard and don't always have the time to check on machine functionality, and certainly can't afford downtime associated with major issues. Our KOMTRAX and VHMS systems help in those areas. Customers always want to keep downtime to a minimum. With our technological advances, we've reduced downtime by being able to efficiently diagnose and fix problems based on error codes.

MIKE: Without that technology, downtime would be much longer. In the past, a technician



Komatsu personnel at the company's headquarters monitor critical machine information around the clock via KOMTRAX and VHMS. "If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue," said Vice President of Service Mike Tajima.



Komatsu service technicians are among the most highly trained in the equipment industry, receiving classroom and hands-on training from a variety of resources.



The annual Komatsu Advanced Technician Competition tests service personnel on their knowledge and ability to diagnose and fix potential equipment issues. It's one of many ways Komatsu puts a focus on quality, efficient service designed to minimize downtime.

would oftentimes respond to a service call and go in blind, so to speak. He'd spend time diagnosing a problem, and often have to return to the shop for parts to fix it. In addition to the technology we mentioned before, technicians now carry laptops that can access shop manuals for every new series of Komatsu machinery, and soon we'll have computerized manuals for machinery going back 20 years or more. If technicians are on the road and get a service call, they can look up the machine that's down and see what they need to fix it. If they need parts, they can swing into their distributor branch location and pick them up before going out on the jobsite. These are just a few examples that have grown out of listening to customers' input and implementing the necessary measures to ensure uptime and increased production. ■



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MACHINE MONITORING SYSTEMS

KOMTRAX 2.5 upgrade adds valuable information to lower your operating costs

Users of Komatsu's original KOMTRAX wireless machine-monitoring system already get lots of benefits — such as the ability to remotely track service-meter readings, machine location, operating error codes and other information to help schedule maintenance.

Now, with a KOMTRAX 2.5 upgrade, users can get all those benefits, plus additional information, such as fuel consumption and idle time. Like the original version of KOMTRAX, users of KOMTRAX 2.5 get five years of free communications from the date of purchase.

"Adding fuel consumption and idle time gives the user valuable information on how the machine is being used, and if that fuel consumption is during productive times or when the machine is sitting," said Ken Calvert, Komatsu Director of IT Support. "Constantly idling during nonproductive times wastes fuel and lowers profits. KOMTRAX 2.5 gives users the information they need to adjust running times. The idea is that it leads to less fuel consumption, thereby paying for itself rather quickly."

According to Komatsu, idle time typically accounts for about 20 percent of a machine's fuel consumption during its lifetime. When fuel prices are high, cutting that down can be a significant savings. Calvert gave an extreme example of how KOMTRAX 2.5 was used to track idle time and fuel consumption on what Komatsu termed "the most idled excavator in North America."

"The machine was tracked during a full month," explained Calvert. "During that time it consumed nearly 1,100 gallons of fuel. That wouldn't seem like a lot if the machine was productive during that entire time. However, the machine only worked 50 hours and idled for 570. That's an incredible waste, but with KOMTRAX 2.5, the owner or equipment manager could have

seen early on the trend that was taking place and corrected it. It would have saved a lot on fuel costs."

Available for all types of machines

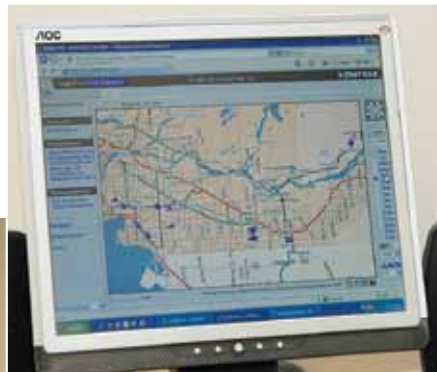
KOMTRAX 2.5 is available not only for excavators, but dozers, wheel loaders, skid steers and other Komatsu equipment. "No matter what type of machinery you use, KOMTRAX can help you lower your owning and operating costs," insisted Calvert. "KOMTRAX 2.5 is a step up in machine monitoring and management."

For more information about KOMTRAX, contact your local Komatsu distributor, or log on to www.komatsuamerica.com for a demonstration of how KOMTRAX works. ■



Ken Calvert,
Director of IT
Support

*To see if your specific machines are eligible for the KOMTRAX upgrade, go to:
www.komatsuamerica.com/KOMTRAXupgrade*



Komatsu's new KOMTRAX 2.5 wireless monitoring system offers all the advantages of previous KOMTRAX systems plus fuel consumption and idle-time information. Available now, KOMTRAX 2.5 can be installed on almost any machine, and retrofitted to machines that have older KOMTRAX systems.



PROFIT-PRODUCING IDEAS

ADDED VERSATILITY

Komatsu's Hydraulic Kit Program can turn your excavator into more than a digging machine



John Bagdonas,
Product Marketing
Manager Working
Gear Group

V You already know Komatsu excavators are among the most powerful and efficient digging machines in the equipment industry. But any of its long list of excavator models can also be equipped to make you more versatile and profitable in a wide variety of other applications. The Hydraulic Kit Program, offered through Komatsu's Working Gear Group, makes it possible.

"A Hydraulic Kit will enable a contractor to use a machine to do much more than just dig," explained John Bagdonas, Product Marketing Manager Working Gear Group. "With the hydraulic kit, users can run breakers, thumbs, compaction plates, stump splitters, forestry processors and a whole host of other applications. More versatility means the

contractor has more to offer his customers, which can lead to additional work and more profits."

Komatsu's Working Gear Group offers the hydraulic kits through a joint effort with HKX, Inc. Kits are specifically engineered for each Komatsu excavator model with special attention given to accurate hydraulic flow and pressure to enable maximum productivity.

The excavator owner can easily install kits on existing machines. Each kit comes complete with detailed instructions and all components and support needed for complete installation. This includes steel piping with mounting hardware, hoses, valving, adaptors and other necessary items. It also includes operator controls with solenoid valves, pilot hoses and all fittings necessary to control the auxiliary valve.

Potentially high return on investment

Customers can order new machines preplumbed with the kit already installed to work with Komatsu machine technology. Users can set hydraulic flow and monitor it through the large LCD monitor panel found in the latest Komatsu excavator models. Online tools and preferred customer programs are also available.

"Whether you're buying a new machine or adapting a used one, it makes sense to install a hydraulic kit to increase the equipment's versatility and productivity," said Bagdonas. "The installation is relatively quick and simple and the return on investment could potentially be very high."

For more information on Komatsu's Hydraulic Kit Program, check with your sales representative or contact our nearest branch location. ■

The Komatsu Hydraulic Kit Program can add versatility to your excavator by allowing you to use a breaker, compaction plates, forestry processor or other attachments that can lead to more work and profits.



PRODUCTIVITY POINTERS

MORE LOADS

Adding polymer liners to Komatsu articulated trucks can add to your bottom line

Articulated truck users trying to make the best of a “sticky situation” or who want their beds to last longer and have higher resale values should consider installing UHMW-PE Polymer body liners for Komatsu HM Series trucks. The liners are available for Komatsu’s popular-size HM300-2, HM350-2 and HM400-2 models.

“The poly liners can be installed before the user takes delivery of a new truck or at any time after,” said John Bagdonas, Product Marketing Manager for Komatsu’s Working Gear Group. “Most truck users associate poly liners with projects where they have to haul wet, mucky or sticky soils because they help ensure the materials are ejected from the bed when they dump. It helps ensure they’re not carrying materials back to the loading area. That’s the most common use, but they’re also appropriate in other circumstances as well,” he added. “For instance, the liner protects the bed from abrasive materials, so the bed lasts longer, which equates to higher resale value. Additionally, because the liners are formed from a lightweight polymer material, customers can use them in areas where noise may be a problem. They’re great sound suppressors.”

Added advantages of the polymer liners are that they weigh nearly 75 percent less than traditional steel liners, meaning trucks can carry more material per load when weight is a factor. Despite being lightweight, the liners are durable with exceptional wear characteristics. They’re impact resistant, impervious to moisture, operate within a wide temperature range and offer protection from corrosion and chemicals.

Bagdonas noted that liners are available in three grades — one made of recycled materials for basic protection, a mid-grade liner and a premium model. All specifically fit

a particular-size truck, or customers can place a custom order.

Analysis shows quick return on investment

A sample payback analysis that compared an HM400-2 truck using the mid-grade polymer liner and one without showed that having the polymer liner helped users move more material. Data showed that the lined truck hauled an additional 192 tons of material in an eight-hour day.

“In the analysis, the lined truck carried back less material to the loading area,” noted Bagdonas. “The conclusion gained from the analysis was that those extra 192 tons per day would lead to customers recouping their investment for that particular liner in less than three weeks. That’s a phenomenal return on investment.” ■



Polymer liners are available for popular-size Komatsu HM articulated trucks and help protect the bed as well as make dumping sticky materials more efficient.

SIDE TRACKS

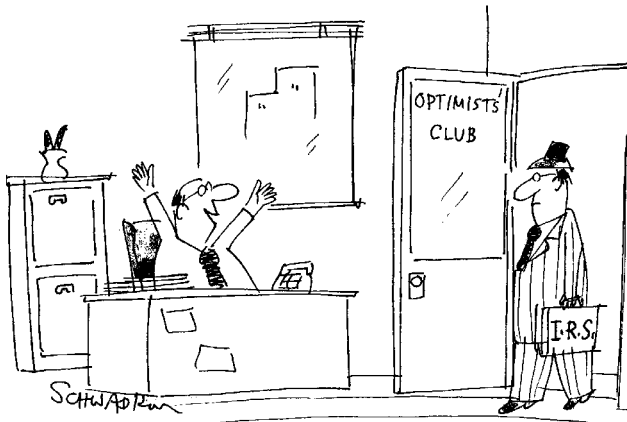
On the light side



"That should take care of the virus in your office computers."



"It isn't exactly my idea of a corner office."



"Ah! You must be here to give us a refund!"

Did you know...

- A watermelon is a vegetable not a fruit.
- 160 cars can drive side-by-side on the Monumental Axis in Brazil, the world's widest road.
- A dime has 118 ridges around the edge.
- A sneeze travels out your mouth at more than 100 m.p.h.
- Only one of the Seven Wonders of the World still survives: the Great Pyramid of Giza.
- The can opener was invented 48 years after cans were introduced.
- Major League Baseball teams use about 850,000 balls per season.
- In the US there are more TV sets than telephones.
- Traffic lights were used before the advent of the automobile.
- The length from your wrist to your elbow is approximately the same as the length of your foot.
- Domestic cats purr at about 26 cycles per second, the same frequency as an idling diesel engine.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. SIELED _____
2. RETSI _____
3. DOTEVRUCIP _____
4. SOTEBIJ _____
5. RCENHT _____
6. SOPWEHRERO _____

AWARD-WINNING SERVICE

ADVANCED TECHNICIAN COMPETITION

Komatsu honors WPI Director of Service with Legacy Award

WPI Director of Service Ray Singleton was honored with a Legacy Award at the 13th Komatsu Advanced Technician Competition (KATC), held earlier this year at Komatsu's Training and Demonstration Center in Cartersville, Ga. Singleton was the first-ever winner of the competition, which began in 1993.

"That first year, the competition was different from now," recalled Singleton, who's based at WPI's Houston branch. "There was only one unit, a PC220 excavator, and you qualified for the national competition by placing first or second in your region."

The competition now features multiple machines, but the prestige of being in the event is no different from when Singleton first competed. At the time, he was a service technician in his fifth year at WPI where he started in the shop. He later moved into field service, became Training Manager and eventually Director of Service.

This year, Komatsu service technicians from around the country competed in seven individual machine categories, with one hour to troubleshoot a machine and diagnose two problems that were preset by Komatsu personnel. They were judged not only on whether they correctly identified the issues, but how they arrived at the problems. They had to demonstrate their ability to properly use all tools, including service manuals and computers. Communication with the customer was also a key component.

Valuable experience

Singleton believes KATC is a valuable experience and encourages participation by his staff, including Wesley Janak, who competed and placed second in the D39PX-22 and D155AX-6 dozer categories, as well as third

in the PC400LC-8 excavator competition. One of WPI's Oklahoma State University student technicians also attended.

"They take great pride in being chosen to compete in the KATC," noted Singleton. "It proves they're among our best technicians and among an elite group of their peers."

Contest winners received trophies and prizes, including cash awards for first through third place. For more information on KATC, including a list of winners and video of this and previous years' competitions, visit www.kactraining.com/atc. ■



(Above L-R) Oklahoma State University student David Barnett, Director of Service Ray Singleton and Service Technician Wesley Janak attended the Komatsu Advanced Technician Competition.

(Left) WPI Service Technician Wesley Janak (sitting) competes in the D39PX-22 dozer competition, where he placed second. He was also second in the D155AX-6 dozer contest and third in the PC400LC-8.

WPI Director of Service Ray Singleton speaks to the crowd at the awards ceremony following the Komatsu Advanced Technician Competition, where he was honored with a Legacy Award. Singleton won the first contest in 1993.



MORE INDUSTRY NEWS

ICUEE returns, teams up with NRWA for October event

ICUEE, the International Construction and Utility Equipment Exposition, returns to Louisville, Ky., October 6-8 at the Kentucky Exposition Center. Known as "The Demo Expo," ICUEE showcases the latest in equipment and technology for a wide range of

businesses, such as general construction, utility installation and public works.

The event will run concurrently with the National Rural Water Association's H2O-XPO exhibition. "We are pleased to have the support of this prestigious industry group," said Megan Tanel, Association of Equipment Manufacturers Vice President and ICUEE Show Manager. "This co-location illustrates the value of association cooperation for the benefit of both our memberships."

With more than 1 million square feet of exhibition space, the biennial show will have displays from industry-leading manufacturers such as Komatsu. ICUEE allows visitors to not only see equipment but run it as well. The H2O-XPO adds another 60,000 square feet of exhibit space.

ICUEE's 2007 show drew about 18,000 visitors, and the organization expects that to increase this year. In addition to trying out equipment, visitors can choose from nearly 120 educational opportunities, more than double the number available at the last show. ■



ICUEE gives visitors a chance to try the latest in utility equipment. The 2009 show runs October 6-8 at the Kentucky Exposition Center in Louisville.

Studies show construction among "greenest" of all industries

Analysis shows that the construction industry is one of the "greenest" in the United States. An Associated General Contractors (AGC) of America study showed the industry accounted for less than 1 percent of manmade greenhouse gas emissions in 2007, and new Environmental Protection Agency data showed the same.

Stephen E. Sandherr, CEO of AGC said the industry recycles more than others, reusing nearly 98 percent of structural steel, 65 percent of reinforcement steel and 80 percent of asphalt. In addition, lower-emission engines implemented in this decade have cut more

than 75 million tons of carbon dioxide each year.

"These data show that we aren't just constructing cleaner projects, we're building a cleaner construction industry," said Sandherr. "As good as our accomplishments are, we can do even better."

He noted that contractors are further cutting emissions by turning equipment off instead of idling, maintaining their equipment, using equipment that is properly sized for the specific job and finding local sources for building materials to cut shipping costs. ■

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to WPIUpdateEditor@constpub.com.



Please send us your questions & comments...

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: *When will Tier 4 emission standards go into effect?*

ANSWER: Actually, Tier 4 regulations started in 2008 and will be phased in for non-road diesel engines through 2015. The EPA's goal is to reduce particulate matter and nitrous oxide emissions by 90 percent. Engines 25 horsepower and less had to meet Tier 4 standards beginning last year. The next set of requirements comes in 2011 when engines between 175 and 750 horsepower must meet the requirement, followed by 75- to 175-horsepower models.

Of course, manufacturers are encouraged to meet Tier 4 standards as quickly as possible. Similar to Tier 3 emission standards, Komatsu is already working to make sure it can deliver EPA-compliant machines as Tier 4 requirements are phased in.

QUESTION: *Can I run biodiesel in my Komatsu equipment?*

ANSWER: We urge extreme caution when considering biodiesel. Komatsu certifies its engines based on using prescribed EPA fuels; therefore, it does not certify any other fuels. It's the user's responsibility to use the correct fuel as recommended by Komatsu and allowed by the EPA or other local regulatory

agencies. Despite EPA specifications and standards, we believe the quality of available biodiesel remains inconsistent.

If you're thinking about using biodiesel, make sure you're only considering B5 to B20 blends. If you plan to use biodiesel in a Komatsu machine, it's imperative that the biodiesel is high-quality and meets or exceeds the specifications we've outlined. For more detailed information, visit Komatsu's Web site at www.komatsuamerica.com, and click on the press release tab.

COMMENTS & REPLIES

COMMENT: Although it wasn't big enough, it does look as though the stimulus package is doing some good. Moving forward, we hope that continues to be the case.

REPLY: You're right, stimulus money has been flowing into states for a couple months, and industry experts and contractors alike say jobs have been saved and created. Transportation Secretary Ray LaHood recently said highway and transit sectors have made the most progress. Even more encouraging is that future additional funds will go to these sectors under the stimulus package as well as a new highway bill to replace the current one (SAFETEA-LU) that expires in September. ■

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