



**WAUKESHA-PEARCE INDUSTRIES, INC.**

# **UPDATE**

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## **PUTTING IT TO THE TEST**

WPI customers chosen to try Komatsu's new Hybrid PC200LC-8 excavator in the field



## **BREATHWIT MARINE CONTRACTORS**

Diversified Houston company moves materials throughout the Gulf Coast waters

See article inside . . .



Walt Breathwit,  
President



# **KOMATSU**

# A MESSAGE FROM THE VICE PRESIDENT



G. Michael Green

**The future  
is here**



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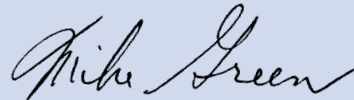
Komatsu has always been on the leading edge when it comes to making such equipment, and in this issue of your WPI Update magazine, that's more apparent than ever. We believe you'll find the article on the Hybrid excavator and the technology behind it very interesting and an insight into what the future holds for construction equipment.

Because the Hybrid excavator isn't designed for every application, Komatsu continues to manufacture other products designed to keep your bottom line in check, such as the new D21 dozers and the CD110R crawler carrier, also featured in this issue.

Backing up such equipment with outstanding service is essential, and Komatsu helps with that too, by offering technicians numerous ways to improve their skills. We're dedicated to ensuring that our service personnel are among the industry's best by taking advantage of these offerings as well as those available from our other manufacturers.

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WAUKESHA-PEARCE  
INDUSTRIES, INC.



G. Michael Green  
Vice President of CMD Operations

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# BREATHWIT MARINE CONTRACTORS

## Diversified Houston company moves materials throughout the Gulf Coast waters

**W**alt Breathwit knows the waters of the Gulf Coast well. After all, he's spent the better part of four decades up and down the shores and bays of Texas, Louisiana and other locales. As the owner of more than one business, he's made his living off the salt and fresh waters of the area.

Today he owns, operates and is President of Breathwit Marine Contractors, which provides a variety of services to customers along the Gulf Intercoastal Waterways. Based just outside of the Houston metro area in Dickinson, Texas, the company has 10 tugs and more than 30 cargo barges, hoppers and decks in varying sizes.

Walt Breathwit, President of Breathwit Marine Contractors, founded the company in 1983. It has since diversified from loading and delivering sand and gravel to offering marine construction and shipyard repair services.



Among its many services, Breathwit Marine's longest-tenured is the barging of raw sand and gravel products. That was Breathwit's initial offering, and it remains one of its main services.

"Loading sand and gravel for various ready-mix producers in the Houston area and other points around it has always been a major part of the business," said Breathwit. "One thing I always wanted was to offer full-service to our customers, and we have that ability. We load the materials from a quarry in Victoria and unload them at our customers' locations. In some cases, we've worked with the same businesses since I founded the company in 1983."

At that time, Breathwit Marine was just getting started with Walt, one boat and a few hands. Now, in addition to its buildup in watercraft, the company employs about 100 people. Breathwit Marine's expansion includes additional services such as dry and liquid cargo transportation, bulk cargo loading and unloading and marine construction. Breathwit estimates the company moves about 2 million tons of product each year.

Seven years ago, Breathwit added the Breathwit Marine Shipyard in Dickinson Bayou to the mix. It provides repair and other services on everything from crew, tug and shrimp boats to barges, ocean-going sail boats and pleasure vessels.

"We can do just about any service you can imagine," noted Breathwit. "I've always believed in growing by looking at new opportunities that fit with what we're doing. Opening the shipyard was another step in that direction."



Breathwit Marine uses Sennebogen 835 M material handlers purchased from WPI to unload aggregate materials and feed hoppers at a customer location. "Our customers need their aggregate materials as quickly as possible, and the Sennebogens have really helped in reducing the time it takes to unload cargo," said Breathwit Marine President Walt Breathwit.

## A tight ship

At each step along the way, Breathwit has had family members involved in the business, including his wife, Sonia, who's Treasurer of Breathwit Marine. Her mother, Jan Blinkhorn, is Secretary and her brother, Cliff Blinkhorn, is General Manager. There are several key members of the staff, such as Shipyard Manager Efrain Gutierrez, Barge Maintenance Manager Wes Neuman and Purchasing Manager Terry Savoy.

"This type of business takes a lot of hard work and dedication, and fortunately, over the years we've found individuals who are willing to put the time and effort into making it work," said Breathwit. "Much of the credit for the company's success goes to them. There's no way we could have made it to the point we are now without their help."

Hard work and an entrepreneurial spirit have always been in Walt Breathwit's blood. His first foray into business came at the age of 13 when he worked on a shrimp boat, but by the time he graduated from high school he owned seven of his own crew boats that ushered workers to and from the oil rigs in the bays. Breathwit said that work eventually

fell off, and that's when he formed Breathwit Marine.

Despite growing Breathwit Marine into a multifaceted business, Walt remains hands-on. He works with his staff on bidding jobs and can operate any watercraft or other piece of equipment the company runs.

"Teamwork is an important factor in our success," Breathwit emphasized. "Everyone works together to coordinate how best to utilize the proper manpower and the right piece or pieces of equipment to make a job smooth and efficient. Pardon the pun, but we run a very tight ship."

## The right machinery for efficiency

Breathwit Marine's operations include several pieces of Komatsu equipment, most of which were purchased or rented from WPI's Houston branch with the help of Sales Representative Rusty May. Currently, Breathwit Marine runs a WA150 wheel loader, an SK1020 skid steer and a PC300 excavator.

"Volume is the key to success in this business — being able to move large amounts of



Cliff Blinkhorn,  
General Manager

Continued . . .





# Breathwit Marine's focus is on customer service

... continued

material in a relatively short time span," said Breathwit. "To be able to do that, we have to have equipment that isn't going to break down and cause us to lose time. Komatsu equipment fits into that. We've never had a major issue with any piece of Komatsu equipment."

The same can be said for Breathwit Marine's most recent additions, two Sennebogen 835 M material handlers, which the company uses to unload bulk materials from its aggregate barges and feed hoppers at customer locations. It also used them to assist in the cleanup of the Houston area following Hurricane Ike in 2008.

"Our customers need their aggregate materials as quickly as possible, and the Sennebogens have really helped in reducing the time it takes to unload cargo," observed Breathwit. "With a clamshell bucket on the 44-ton Sennebogen, we can empty a barge in a relatively short time. Our operators like the elevating cab because it allows them a better view down into the barge. That's helped cut down our cycle times."

Breathwit Marine also appreciates the mobility of its rubber-tired Sennebogen 835 M machines. "In the past, cranes played a larger role in our operations, and if we had to move to another location, it would be about a two-day ordeal to dismantle them," noted Breathwit. "As you can imagine, that holds things up. With the Sennebogens, that's cut

down to a half day. The only thing we need to remove is the bucket, which is a minor item. In most cases, we can then just run the machine to the next location, and once the bucket's on again, go right back to work."

Helping keep Breathwit Marine's equipment running smoothly is the service it receives from WPI. "We've worked with Rusty and WPI for quite some time and have always been pleased with the quick response they provide to any need," Breathwit affirmed.

## Looking for more opportunities

As in the past, Breathwit and his team are looking to continue diversifying the company. Sennebogen machines may play a prominent role in those efforts. "One area we've looked into is scrap handling," said Breathwit. "The Sennebogens can be equipped with shears, magnets and other attachments, so that works in our favor."

Breathwit says another advantage for Breathwit Marine is that despite diversification, it hasn't lost its focus on quality customer service.

"We have a lot of repeat business, and that's because we've always been able to deliver on our word," said Breathwit. "No matter what we do, that's not going to change. But we also believe in looking forward to see what opportunities are out there. We'll continue to do that as well." ■

Komatsu equipment purchased from WPI's Houston branch plays a role in unloading operations for Breathwit Marine. The company uses a WA150 wheel loader, an SK1020 skid steer and a PC300 excavator. "Volume is the key to success in this business, being able to move large amounts of material in a relatively short time span," said President Walt Breathwit.



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# PUTTING IT TO THE TEST

## WPI customers chosen to try Komatsu's new Hybrid PC200LC-8 excavator in the field

Triple B Services and Slack & Co. Contracting, Inc. are among the first in North America to use Komatsu's new Hybrid PC200LC-8 excavators. The Houston-area contractors are using the technology for the next several months as Komatsu gathers information about performance as well as emissions and fuel usage.

The Hybrid PC200LC-8's technology is already proven, as Komatsu was the first to produce a hybrid excavator and has had machines running overseas for more than a year. (See related Hybrid article for a more in-depth look at the savings and technology behind the Hybrid PC200LC-8.) Tests showed fuel savings of up to 40 percent, depending on the application, and a significant reduction in emissions as well.

The reduction in emissions is one reason why Komatsu chose contractors in the Houston area to use and provide feedback on the new machine. If the Hybrid PC200LC-8s show the expected results while Triple B and Slack & Co. use them, the machines would most likely fit the Texas Emissions Reduction Plan (TERP). TERP provides financial incentives to eligible individuals, businesses and local governments to reduce emissions from polluting vehicles and equipment as part of the state's efforts to improve air, land and water quality.

"We want to do everything we can to keep our environment healthy, and the Hybrid PC200LC-8 is a major step in that direction. Not only does it reduce emissions, but it has the benefit of reduced operating costs with less fuel consumption," said WPI's Mike Green, Vice President of CMD Operations, during a ceremony for Triple B Services as it took delivery of a Hybrid.

(L-R) WPI VP of CMD Operations Mike Green, Komatsu's VP, Product Marketing Erik Wilde, Triple B Services Owners Charles and Keith Burke, Port of Houston Authority Senior VP James B. Jackson Jr., Managing Director of Engineering & Construction Steven H. Dewolf, and Project Management/GIS Manager William Wachel Jr., and WPI Director of Sales David Stange pose during the key ceremony on Triple B's jobsite at the Bayport Terminal Facilities.

### The more swing the better

To get the most benefit from the Hybrid PC200LC-8, its ideal applications are ones that involve lots of swing, such as mass excavation, trench digging and truck loading. The machine captures energy during swing braking and uses it to assist the engine. Triple B Services used its demo Hybrid to load trucks on a dredging project at the Bayport Terminal Facilities.

"It performed very well," stated Project Manager Chris Burke. "The Hybrid ran just as fast and produced as much as a standard machine of similar size. I admit we were skeptical going into the demo, but that changed right away. Our operators were impressed that it was just as productive as a





standard excavator. They have a lot of good things to say about the Hybrid."

Using captured energy, the Hybrid PC200LC-8 reduces fuel usage. That's one of the reasons Burke believes companies will want to add the 43,000-pound-plus, 138-horsepower excavator to their fleets. Triple B Services noticed a significant difference in fuel consumption right away.

"In the first four days, we only filled the fuel tank once, and it wasn't even empty yet," said Burke. "For comparison, if we used a standard machine that size, we likely would have had to fill the tank at least twice in the same time period. That's a significant savings."

Keith Burke, who along with his brother, Kevin, and their father, Charles, owns and operates Triple B Services, said having a machine that significantly lowers fuel consumption is a definite plus, especially in today's economic and competitive climate.

"When fuel prices spiked a couple years ago, our operating costs took a major hit," said Keith Burke, whose company runs several pieces of Komatsu equipment, including excavators and dozers. "Our Komatsu machinery has always been good in terms of fuel usage, but I was still looking for a machine like this that would reduce our fuel bill further. With the Hybrid's decreased fuel usage, out-of-pocket expenses are obviously lower and per-yard cost is better. This machine helps minimize exposure to volatile swings in fuel prices. That makes contractors more competitive and increases our chances to obtain additional work."

A diversified contractor, Triple B Services can use the Hybrid PC200LC-8 in several applications that require lots of swing. Based in Huffman and working throughout the Houston metro area, the company acts as a general contractor on most of its public and private projects. Triple B offers complete site-work projects that include everything from clearing, grubbing and utility installation to mass and fine grading and paving.



Triple B Services Project Manager Chris Burke said the difference in fuel usage with the Komatsu Hybrid PC200LC-8 excavator was immediately apparent. "The first four days we had it, we only filled the fuel tank once. If we used a standard machine that size, we likely would have had to fill the tank at least twice in the same time period. That's a significant savings."

"It would seem we're the ideal type of contractor for this machine because our jobs involve a lot of 90- to 180-degree turns with our excavators," said Keith. "As longtime Komatsu users, we know the value its machinery offers. The Hybrid brings added value. We're excited about it, and believe that this technology will expand to other machines as well."

### Low noise is a big benefit

Slack & Co. — named one of the nation's Top 600 Specialty Contractors by Engineering News-Record magazine — also has confidence in the value Komatsu equipment provides. The company uses a variety of Komatsu machines in doing site work, underground utility installation and bulk excavation throughout the Houston area. Slack & Co. used its Hybrid PC200LC-8 most recently on a storm-sewer improvement project at an assisted-living center.

"Environmental impact — air, water and land — is a major consideration on every project in the Houston area," noted President Jim Slack Jr. as he received a ceremonial key to a Hybrid during a presentation at Slack and Co.'s new offices. "With reduced emissions, the Hybrid fits into that nicely by lowering the amount of CO<sub>2</sub> emissions. Couple that with a reduction in fuel, and the Hybrid is

*Continued . . .*



# Hybrid offers reduced emissions, lower fuel costs

... continued

going to be a major player in the construction equipment marketplace," he predicted.

With much of Slack & Co.'s work done in downtown Houston and the Texas Medical

Center, Slack said the Hybrid PC200LC-8 offers another distinct advantage.

"It's very quiet," emphasized Slack, who's also President of the Houston Contractors Association. "Downtown Houston and the Texas Medical Center environment call for as little disturbance as possible, and the Hybrid really keeps the noise down. That's attractive to our client base."

General Field Superintendent Joe Lopez noticed how much quieter the Hybrid was right away. Lopez also noticed a significant decrease in fuel consumption, and he and the operators were impressed with how well the Hybrid handles, including its strong lifting power.

"The feature that our operators think really stands out is the way the swing is set up," said Lopez. "Specifically, how the motor slows and the battery power comes on and quiets the machine. This is helping in fuel consumption and motor life.

"In the ways we are using the machine, it performs just as well as our other excavators," Lopez added. "The biggest test is comparing fuel consumption to our other machines. We'll be tracking that over the next several months. Savings in fuel could make a big difference on our projects."



WPI Director of Sales David Stange (left) presents a ceremonial key for a Hybrid PC200LC-8 to Jim Slack, President of Slack & Co. Contracting, Inc.

A Slack & Co. operator moves a trench box with a Hybrid PC200LC-8 excavator on a storm-sewer improvement project in Houston. General Field Superintendent Joe Lopez said he was surprised by the lifting power and quietness of the Hybrid, and has noticed a decrease in fuel consumption compared to a standard machine of similar size.



## Honored by customer participation

Mike Green said WPI is honored that its customers are willing to participate in Komatsu's efforts to gain information about the Hybrid PC200LC-8 excavator's uses in North America.

"We're excited about the possibilities it possesses. We're especially pleased that Slack & Co. and Triple B Services are willing to put the machines to the test and offer valuable feedback about the benefits that the Hybrid's technology brings to the table," said Green. He also noted that since 1990, Komatsu has reduced its carbon footprint by 50 percent through machine efficiency and production improvements. "Komatsu has always been a leader committed to green initiatives, and the Hybrid is another step in that direction." ■





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# A LONG-TERM APPROACH

## The U.S. highway infrastructure needs more than another short-term stimulus



**Brandon Borgna**

*Brandon Borgna is Communications Manager for the American Trucking Association (ATA), the largest national trade association for the trucking industry. ATA represents more than 37,000 members covering every type of motor carrier in the United States.*

**Industry groups such as the American Trucking Association are pushing Congress for a long-term approach to meeting the needs of the nation's infrastructure.**

The U.S. Government has allotted more than \$20 billion of the \$26.6 billion available for highway, road and bridge projects as part of the American Recovery and Reinvestment Act. While these funds have prompted a short-term focus on infrastructure projects, the funding represents just 3.3 percent of the total \$787 billion stimulus package enacted by the White House last year. This small amount will do little to address the dire need for expansion and repair of our National Highway System.


Our nation needs a much larger, long-term investment in highway infrastructure. By 2020, economists expect more than a 26-percent increase in overall freight tonnage. Our nation's ability to efficiently move this freight will have a tremendous effect on our economy. Inefficiencies currently plague our transportation system. The Texas Transportation Institute's 2009 Urban Mobility Report (based on a 25-year study from 1982 through 2007) stated that in 2007 alone, Americans wasted \$87 billion in the form of 2.8 billion gallons of fuel and 4.2 billion hours because of traffic congestion. This cost will only go up as the economy rebounds and freight traffic increases.

Implementing a national approach that first addresses the nation's worst traffic bottlenecks, as listed by the Federal Highway Administration, will improve the flow of freight and have the greatest benefit for taxpayers. As proposed in the House Surface Transportation Authorization Act, a national strategic plan that defines the federal role in meeting transportation needs will improve delivery of infrastructure projects by primarily investing in those of national importance. Also, the federal government should tie infrastructure investment to system performance by requiring recipients of federal funds to meet performance standards for safety, infrastructure condition, congestion reduction and emissions.

Meeting the transportation challenges of the 21st century is critical to the long-term prosperity of the United States. As our population and economy grows, a national transportation policy that focuses on efficiency, congestion reduction and the improvement of freight movement around our nation's worst bottlenecks will facilitate economic growth and help our industries compete in the global economy. ■







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## LOOKING AHEAD

# OUTLOOK 2010

## Finally, construction can see some light at the end of the recession tunnel

For the first time since 2006, construction starts are on the rise. McGraw-Hill Construction is forecasting an 11 percent increase in construction starts in 2010. Industry observers hope the upturn signals that the market has reached bottom and that the worst is over.

“At the very least, (the figures show) we are stabilizing after years of steep declines,” McGraw-Hill Chief Economist Robert Murray told Engineering News Record. “This is not a booming market; (but) it is ... inching upward.”

The McGraw-Hill forecast on construction starts reverses a three-year period during

which construction starts declined by 7 percent, 13 percent and 25 percent annually. Total construction activity is down 39 percent from its peak at mid-decade.

### Construction put-in-place

The McGraw-Hill numbers appear to be more optimistic than some other construction economic forecasting groups. That’s because it measures construction “starts” rather than construction “put-in-place” — and starts tend to be more forward-looking. The organizations that measure put-in-place forecast significant improvement compared to 2009, but they’re not yet projecting growth.

For example, the U.S. Department of Commerce predicts total construction will drop another 2 percent this year (compared to a 10-percent drop in 2009). Industry forecasting firm FMI predicts a 5-percent decline in total construction in 2010 (compared to what it expects will be a 14-percent drop in 2009). Portland Cement Association likewise is calling for a 3-percent decline in 2010 (compared to 17 percent in 2009).

Yet another group, Reed Construction Data, expects little change in overall construction activity for much of the year, but a turn to expansion late in 2010.

### Housing to pick up

It’s often said that housing will lead a recovery, and that may be happening this year. McGraw-Hill is forecasting a 30-percent increase in housing starts in 2010 to a total of 560,000.

The National Association of Home Builders (NAHB) is also optimistic, predicting single-family housing will increase 35 percent this year to 600,000 starts. “Things will start picking up again by summer,” Bernie Markstein,

Road and bridge construction is expected to be a bright spot in 2010. One industry group is forecasting 8 percent growth this year.







Director of Forecasting at NAHB told ENR. "It looks like the market has hit bottom, and now it is going to be a long, slow dig out of this."

NAHB is even more bullish on 2011, predicting there will be almost 900,000 single-family housing starts next year. Though far from the record 1.6 million starts recorded in 2005, that figure would nearly double the number of starts (445,000) in 2009.

### Public works increasing

Another area of strength is public-works spending, including transportation, sewer and water projects. McGraw-Hill expects public works construction to rise 14 percent this year.

The American Road & Transportation Builders Association (ARTBA) expects the highway construction market to grow 8 percent to more than \$90 billion in 2010.

ARTBA Vice President of Policy & Economist Alison Premo Black attributes the increase in part to the American Recovery & Reinvestment Act (also known as the economic stimulus program), but cautions that long-term success depends upon reauthorization of the multi-year federal surface transportation bill and future economic growth.

"The best scenario would be a strong reauthorization of the federal highway and transit program and real economic growth that helps spur state and local investment," said Black. "Under this ideal situation, we could see real market growth approaching \$118 billion in 2015."

According to ENR, another sector that will benefit from increased government spending in 2010 will be water infrastructure funded through the Environmental Protection Agency. Water work is slated to receive nearly \$5 billion, which includes \$2.1 billion to Clean Water State Revolving Funds and \$1.4 billion to drinking-water SRFs.

### Recovery in place

The construction economy, of course, does not exist in a vacuum. The nation's overall economic condition, specifically creating jobs and increasing gross domestic product (GDP), are crucial to the health of the construction economy. Almost all forecasters see improvement in 2010, from a low end of 2-percent growth to a high end of 5-percent growth.

Chris Varvares, President of the economic consulting firm Macroeconomic Advisors, told CNBC.com that he expects 4-percent GDP growth this year, but cautions, "You have to remember that you're starting from a low base. We're getting a snapback that, when judged with those from other deep recessions, is pitiful." He compares the economy to an intensive care patient recovering from a near fatal auto accident.

Another economist, Nariman Behravesh, Chief Economist at Global Insight, forecasts lower growth, in the range of 2 percent to 2.5 percent. "Sure, there are a lot of tailwinds, a lot of pent-up demand. All that means is that there is a recovery in place that is sustainable but not strong."

Both the National Association of Business Economists and the White House are calling for GDP growth of 3.2 percent in 2010. ■

It appears that housing starts have finally bottomed out following four consecutive years of declines. The National Association of Home Builders forecasts a 35 percent increase to about 600,000 starts in 2010.

# IMMEDIATE-IMPACT PROJECTS

## Transportation officials say they have nearly \$70 billion worth of “ready-to-go” projects

In an effort to boost transportation spending, officials have identified nearly \$70 billion in new highway, bridge, port, rail and aviation projects that are “ready to go,” meaning work could begin within 120 days of federal approval and legislation. The transportation officials claim the projects could create hundreds of thousands of jobs.

The report from transportation officials came at the same time an Associated General Contractors (AGC) analysis showed a \$15 billion decline in federal investments in highway and transit systems in 2010 compared to last year. According to the analysis, including federal transportation and stimulus funding, the federal government invested

\$78.6 billion in road and transit jobs in 2009. That’s expected to slip to \$63.4 billion this year.

Not helping matters is the lack of a new surface transportation bill to replace SAFETEA-LU which expired in September of 2009 without a new plan in its place. Stopgap measures have provided some funding. A six-year surface transportation bill was proposed by the House Transportation and Infrastructure Committee to provide as much as \$500 billion, but it’s been put on hold for now.

“Boosting transportation investments will keep thousands of construction workers employed at a time when our economy can scarcely afford layoffs,” said AGC Chief Executive Stephen Sandherr. “The success of the stimulus in saving countless construction jobs will be in vain if its sequel is underinvestment in our roads, bridges and transit systems.”

### “Keep the momentum”

More than 10,000 transportation projects totaling more than \$30 billion have been approved for funding under the stimulus plan — The American Recovery and Reinvestment Act — many of which are nearly or are already completed.

“We need to keep the momentum going,” said John Horsley, Executive Director of the American Association of State Highway and Transportation Officials (AASHTO), who was among those who identified the “ready-to-go” state projects. “There is still a need to invest in transportation projects if that’s what it takes to create jobs and bring unemployment down. What the state DOTs have done over the past months to put economic recovery dollars to work shows there is no better way to create jobs and longlasting benefits in every part of the country.” ■

Surface transportation officials have identified nearly \$70 billion worth of “ready-to-go” projects that can be started in 120 days or less with federal approval. They’re looking to build from the momentum created by stimulus funding, which has approved more than \$30 billion in projects so far.





NEW PRODUCTS

# NEW HYBRID EXCAVATOR

## Komatsu unveils the future of excavation with its revolutionary Hybrid PC200LC-8

By now you've probably seen hundreds of cars with a green leaf on them indicating they use hybrid technology. You may have even wondered when that technology would be available in construction equipment. The answer is now, with the launch of Komatsu's new Hybrid PC200LC-8 excavator.

Komatsu is the first manufacturer to commercialize a hybrid excavator, and has been for more than a year. Komatsu's unique Hybrid controller synchronizes the conventional diesel engine and hydraulic pumps with electric assist that uses energy that's wasted in conventional machines. The Hybrid PC200LC-8 works on the principle of regeneration and energy storage using the Komatsu Ultra Capacitor system that turns the stored energy into power transmission.

"This is similar to hybrid car technology," explained Armando Najera, Product Manager Excavators. "Hybrid cars use batteries that capture energy from the brakes when the car slows down. The difference is the Hybrid PC200LC-8 captures energy during the swing brake and stores it in the Ultra Capacitor. The Ultra Capacitor works in harmony with the engine, providing a seamless experience for the operator. Each time the upper structure slows down, energy is created and stored, then used to assist the engine. The result is greater fuel economy versus a conventional machine."

Najera points out that the more the upper structure rotates, the greater the efficiency. "Any application where the machine has to rotate frequently, such as mass excavation and utility trench digging, are ideal for the Hybrid. Each time the upper structure slows down, more energy is sent to the Ultra Capacitor and is available to assist the engine."

Actual customer trials have shown fuel savings of 25 percent to 41 percent when compared to a conventional PC200LC-8.

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO<sub>2</sub> emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

*Continued . . .*



Dave Grzelak,  
CEO and Chairman,  
Komatsu America



Armando Najera,  
Product Manager  
Excavators

Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator			
Model	Operating Weight	Net Horsepower	Bucket Capacity
Hybrid PC200LC-8	43,643-47,260 lbs.	138 hp	0.66-1.57 cu. yd.

Truck loading and trench digging are ideal applications for the Hybrid PC200LC-8, according to Product Manager Armando Najera. "The more the upper structure rotates, the more energy is sent to the Ultra Capacitor and is available to assist the engine, resulting in greater fuel economy versus a conventional machine."



# Hybrid productivity remains high with less fuel

... continued

## A very efficient system

Komatsu's Hybrid PC200LC-8 reduces fuel consumption and emissions thanks to innovative technology that captures previously wasted energy and converts it to electricity that can be used to power the machine. Unlike conventional excavators, which use a hydraulic motor to rotate the upper structure, the Hybrid employs an electric swing motor that captures the energy that is normally wasted during swing braking.

The energy goes through an inverter that changes it from AC to DC and quickly stores it in the Hybrid PC200LC-8's Ultra Capacitor where it remains available until needed to power the swing motor or to assist the engine to create hydraulic power.

In addition to the swing motor, inverter and Ultra Capacitor, the Hybrid PC200LC-8 uses a built-in generator motor between the engine and the hydraulic pumps for effective transmission of energy to the pumps. The generator can charge the Ultra Capacitor during periods when no work or travel operations are used. The

generator motor also receives power from the Ultra Capacitor for engine assist.

"It's a very efficient system," affirmed Najera. "Think of the Ultra Capacitor like a balloon that's taking in air as it's being blown up. In this case the air represents the energy being stored in the capacitor. When a balloon pops, the air rushes out. The Ultra Capacitor works the same way in that it releases energy instantaneously when it's needed. Side-by-side, the Hybrid has the same digging force and performance levels as a standard machine, while using less fuel and reducing emissions."

## Monitor displays status of stored energy

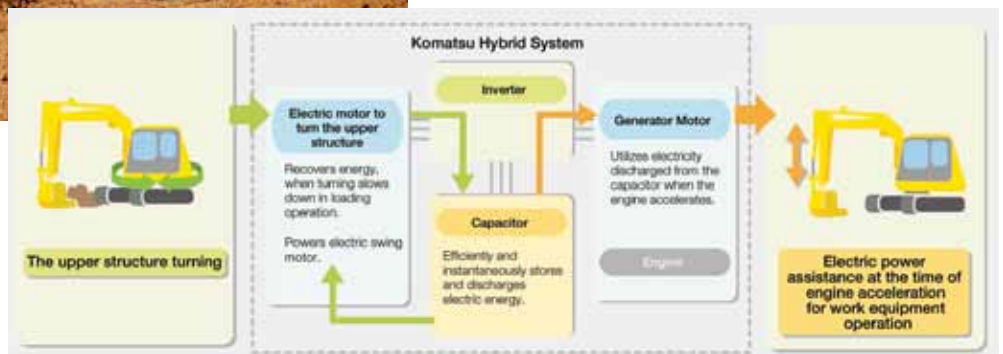
Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system.

In addition, the operator and owner can see energy flow on the "Hybrid Operation Monitor" as the machine operates. Users can change the monitor to display status of the Ultra Capacitor charging and discharging and engine assist by the generator motor as energy flow.

"The Hybrid is another aspect of Komatsu's overall commitment to produce the most efficient and environmentally friendly equipment," said Grzelak, who noted that hybrid technology is not new to Komatsu, which has been producing hybrid forklifts for a few years. "The Hybrid PC200LC-8 is a revolutionary product that's already been proven in the field to reduce fuel consumption without a reduction in productivity." ■



In a side-by-side comparison with a standard PC200LC-8, the Hybrid PC200LC-8 performed the same amount of work with a fuel savings of more than 30 percent. Komatsu's data, gathered over nearly two years, shows the Hybrid can save upward of 40 percent, depending on the application.





## UTILITY PRODUCTS

# THE VALUE OF SMALL DOZERS

## Komatsu's smallest dozers are powerful, versatile machines for special work

The ability to push mass amounts of dirt with a powerful dozer is great for large jobsites, but there are times when only a smaller machine is viable or necessary. Komatsu makes a wide range of dozers for a broad variety of applications, including the D21A-8 and D21P-8 that are perfect for small and fine-grading work.

"The D21 dozers are the smallest Komatsu makes and are unrivaled in their size class," stated Product Manager David Caldwell, pointing out that the competition's smallest dozers are nearly twice the size of the D21. "Customers who use them find D21s terrific in urban areas and tight quarters. They make great finish dozers. Because of the compact size, they're easily transportable with a skid steer or two-axle trailer, so they're highly mobile."

Caldwell noted that the D21's compact size isn't a hindrance when it comes to pushing power. It's equipped with an efficient hydroshift transmission that offers powerful traction and smooth gear shifts, even at partial throttle.

Long tracks contribute to a well-positioned center of gravity that gives the D21 good balance, making grading on slopes easy. Three undercarriage options are available — a single grouser is standard — including optional high-flotation "swamp" pads and rubber tracks.

"Many customers use rubber tracks because it allows them to move on city streets and in otherwise sensitive areas such as historic districts," said Caldwell. "They also like that other options can be added, such as a three-point hitch and a separate hydraulic system which can be used to power a winch. So, not only do you get a machine that works as a good dozer, but versatility for other applications as well."

### Six-way blade

Caldwell said in dozing applications, the D21 stands out with its eight-foot five-inch, six-way blade. "The six-way blade allows users to move dirt in almost every direction, and the cab design allows for great visibility of the blade and material," said Caldwell. "The blade is controlled by one joystick, while a second joystick controls all speed and direction."

"The two-joystick ease of operation provides more precise control and response for faster cycle times," he added. "And, when maintenance is needed, we simplified that too, with such features as spin-on filters throughout the machine for quick and easy service." ■



David Caldwell,  
Product Manager

### Brief Specs on Komatsu D21A-8 & D21P-8 Dozers

Model	Net Horsepower	Operating Wt.	Blade Capacity
D21A-8	40 hp	8,690 lbs.	0.75 cu. yds.
D21P-8	40 hp	9,350 lbs.	0.89 cu. yds.

Komatsu's D21 dozers are the smallest in its lineup and work well in tight quarters and fine-grading applications.



For more information  
about the D21 dozer  
and to see video of the  
machine in action — go  
to [www.videoapi.com](http://www.videoapi.com)







# DOZERS

# 100% control

(productivity runs in this family)

# KOMATSU®

You're committed to getting things done on time and on budget, and you need dependable, hard-working machines to meet your deadlines day after day. The Komatsu D31, D37, D39 and D51 dozers all feature the reliability and versatility that have made Komatsu the choice of owners and operators for years:

- Hydrostatic Transmission (HST) for superb accuracy and smooth control
- Excellent blade visibility that minimizes operator guesswork and reduces cycle times
- All the daily maintenance items centralized in one location for convenient access

Whether you're looking for a 78, 89, 105 or 130 horsepower machine, you can be confident you'll get a full day's work—and then some—from dozers that are...

100% Komatsu.

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## MORE UTILITY PRODUCTS

# KOMATSU'S CRAWLER CARRIER

## Unique features make this a go-to machine for jobs other haulers just can't do

The ability to haul on-site materials in all types of ground and weather conditions can have significant advantages on many jobs. Komatsu's CD110R-2 crawler carrier allows you to do that, even in the most adverse situations.

The CD110R-2 crawler carrier combines the features of a truck — a cab and dump box upperstructure — with an excavator-like undercarriage. The cab and dump box rotate 360 degrees, allowing dumping at any angle with minimal site impact, even in wet and swampy areas or on steep slopes.

"With minimal ground disturbance, you can keep working in conditions where a standard truck would probably bog down," explained Robert Beesley, Product Manager for Komatsu Utility Marketing Division. "The CD110R-2 offers low ground pressure. You don't have to stop work, which means you can complete projects more quickly."

Projects where the CD110R-2 really stand out include marsh/creek maintenance, creek/stream restoration, road building in forestry applications, reclamation of lakes, riprap installation for bank protection, pond building, hauling gravel for wetlands, pipe installation along forestry roads and golf course building.

"Practically anywhere the conditions are adverse, you'll find the CD110R has the ability to overcome them," said Beesley, noting that the undercarriage design reduces the accumulation of mud, snow and other materials that can adversely impact track and frame life. "It allows for faster climbing on steep slopes and reduced slippage in wet conditions. Rubber tracks provide longer shoe life, and the tread pattern helps maintain drawbar pull in forward and reverse."

### A wealth of uses

Operators appreciate the large ROPS/FOPS cab with a low-effort joystick that controls rotation of the upperstructure and easy-to-operate foot pedals to control travel, direction and bed dumping.

"Because the upperstructure can be fully rotated, operators can position the dump body at any angle for loading and unloading, without moving the tracks," noted Beesley. "As an example, they could run the tracks parallel to a trench and dump rock directly into it. That's a unique feature that users find very convenient. There are a wealth of possible uses for the CD110R-2." ■



Robert Beesley,  
Product Manager

### Brief Specs on Komatsu CD110R-2 Crawler Carrier

Model	Net Hp	Empty Weight	Payload
CD110R-2	244 hp	34,390 lbs.	24,250 lbs.

Komatsu's CD110R-2 crawler carrier has the ability to work in adverse conditions where other machines may bog down. It features a fully rotating upperstructure for loading and dumping at any angle.



For more information about the crawler carrier and to see video of the machine in action — go to [www.videocpi.com](http://www.videocpi.com)







# COMPACT EXCAVATORS

# 100%

precision

# KOMATSU®

Komatsu compact excavators are right at home working in tight spaces. With advanced Proportional Pressure Control (PPC) joysticks, these machines give you precise handling without sacrificing speed, reach or capacity. Plus, they have all the features that make Komatsu excavators the choice of owners and operators across the country.

- Low-effort Proportional Pressure Control (PPC) joysticks
- Spacious, ergonomically designed operator platform
- Industry-leading 360-degree visibility
- Tilt-forward operator cab structure for ease of service access
- Switchable excavator control pattern without tools (ISO/SAE)

When there's no room for error, the choice is 100% clear. Put our compact excavators to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

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## DEMO DAYS UPDATE

# LOOKING AT THE FUTURE

## Demo Days attendees take first peek at Komatsu's new hybrid excavator

Attendees of Komatsu's latest Demo Days were among the first to see and operate the company's latest innovation: the Hybrid PC200LC-8 excavator. It was one of more than 25 pieces of equipment highlighted during the event at Komatsu's Training and Demonstration Center in Cartersville, Ga.

Demo Days marked the North American public launch of the hybrid excavator (see related story), which debuted to much praise. Attendees also appreciated the chance to operate everything from a PC88MR-8 compact utility excavator to a D275AX-5 dozer with Komatsu's patented Sigma blade.

"This is a chance for customers to see the solutions and innovations Komatsu has to offer," said Bob Post, Director of Marketing Communications and Sales Training, who noted that for the first time, Komatsu used its Learning Management System (LMS) to register attendees. "Komatsu dealers do demonstrations, but often that's only one machine. Here, customers get to see and try first-hand our broad product line."

That product line included not only excavators and dozers, but wheel loaders, articulated and rigid-frame haul trucks, a motor grader, skid steer and compact track loaders, a CD110R-2 crawler carrier and a BR580JG crusher.

In addition to operating machinery, many attendees took advantage of Cartersville's close proximity to Komatsu's Chattanooga Manufacturing Operations (CMO) by touring the plant where excavators and articulated trucks are built. There were also educational seminars on a variety of topics.

For more information on Komatsu equipment, contact your sales representative or visit our nearest branch location. ■



Demo Days attendees listen to a brief presentation at the Komatsu Training and Demonstration Center in Cartersville, Ga.



Demo Days featured an array of Komatsu equipment.



Attendees could not only see the latest Komatsu equipment, but operate it as well, including the new WA50-6 utility wheel loader.

Komatsu's new Hybrid PC200LC-8 excavator was a big hit at Demo Days, where it made its North American public debut.







# HD605-7 & WA600-6

**100%** loaded  
(with features that deliver results)

## KOMATSU®

When it comes to loading and hauling large amounts of material, speed and capacity mean productivity. But to turn that productivity into profitability, you have to consider maintenance, fuel efficiency and reliability. The Komatsu WA600-6 and HD605-7 fit this equation perfectly.

- Fuel-efficient, Tier-3 engines and optimized hydraulics deliver maximum work per gallon.
- Precise, responsive controls allow for faster cycle times.
- Advanced diagnostic technology simplifies maintenance and service.

When every minute—and every dollar—count toward your bottom line, rely on the rugged dependability of precision-engineered machines that are...

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## MACHINES ON DISPLAY

# KOMATSU AT ICUEE

## Utility machines are the stars of this biennial equipment expo

Held every other year, the International Construction and Utility Equipment Expo is a great way to test all types of Komatsu utility machines. The most recent ICUEE was held last fall at the Kentucky Exposition Center in Louisville, Ky.

Komatsu had all types of utility equipment at the show including the WB146 backhoe loader, the CK30 compact track loader, the WA50 compact wheel loader, and the PC88 and PC38 compact hydraulic excavators.

"Even if they haven't used Komatsu utility equipment, contractors know the Komatsu name and respect the fact that it's a leader in construction and mining machinery," said Komatsu Utility Product Manager Bob Beesley. "So when they see we make the small equipment too, they're willing to try it because of the reputation.

"Once they do try it, they discover it's built with the same dedication and attention to detail as the larger Komatsu units," he noted. "We don't just purchase pieces and parts that fit. Everything that goes on our utility machines is designed from the outset to work together

for maximum performance. For example, the hydraulics, for which Komatsu is known, are the same as on our full-size excavators."

Komatsu makes its backhoes and skid steer loaders at its manufacturing plant in Newberry, S.C. ■

*For more information on Komatsu utility machines, contact your sales representative or our nearest branch location.*



Among the Komatsu machines at the International Construction and Utility Equipment Expo was this WA50 wheel loader.



Attendees at ICUEE get to put machines, such as the Komatsu WB146 backhoe loader, through their paces.



An operator tries out Komatsu's CK30 track loader at ICUEE.

# QUALITY THAT LASTS

## Komatsu's new VP of Manufacturing says building reliable machinery never goes out of style



*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.*

**Bill Suzuki,**  
Vice President  
of Manufacturing

Bill Suzuki was named Vice President of Manufacturing last October after marking 25 years with Komatsu. His new role involves overseeing operations at the plants in Peoria, Ill. (mining), Chattanooga, Tenn. (excavators and articulated trucks), and Newberry, S.C. (utility).

"I've seen Komatsu grow up in the North American marketplace," said Bill. "When I joined Komatsu, our presence here was very small, and now we have three manufacturing plants in the U.S. I'm very proud of what Komatsu has accomplished by focusing on quality products that are dependable and efficient. Our customers recognize that and remain loyal to us."

After graduating from Muroran Institute of Technology in 1984, Bill Suzuki went to work for Komatsu and has worked in the company's manufacturing operations since. Most recently he was General Manager of Komatsu's Peoria, Ill., manufacturing facility.

"The principles of each are the same, to build quality machinery that makes the user profitable," said Bill, who is married and has two teenage children. "I enjoy working with the staff at each plant to ensure those principles continue to be met."

**QUESTION:** You've been involved with manufacturing Komatsu products for more than two decades. What's changed in that time?

**ANSWER:** When I joined Komatsu, our product line was very limited, but since the early 1980s we've grown at an incredible rate, becoming one of the top two manufacturers of heavy equipment in the world. Demand for our innovative products continues to rise. Part of that has been a vastly increased presence in North America, and to meet that demand, Komatsu has built a number of manufacturing facilities. In North America we have three manufacturing plants: mining equipment in Peoria, Ill., excavators and articulated trucks in Chattanooga, Tenn., and utility equipment and wheel loaders in Newberry, S.C. Each has its own engineering and research and development components as part of the manufacturing process, and each not only supplies the North American marketplace, but also some products globally.

Through the years, Komatsu has also increased the number of genuine Komatsu components in our machinery. Customers appreciate that because they know their machine is built to exacting specifications and all components work together harmoniously to increase efficiency. They also like that they can go to the distributor and buy Komatsu OEM parts that are made specifically for their equipment.

**QUESTION:** With that much growth in a relatively short time, how has Komatsu ensured its products meet customer expectations?

**ANSWER:** We simply won't settle for mediocrity or compromise on quality. Think of manufacturing as a puzzle. You can't finish the picture without all the pieces. For Komatsu, those pieces are safety, quality, delivery and cost and they go hand-in-hand. Safety is our



utmost concern, both for our workers in the plants and operators of Komatsu equipment. From the operator's standpoint, you can't have safety without quality. That means using quality components and materials that ensure each of our machines has the right mix of power and stability so the operator feels confident in the machine's ability to do the job for which it's designed.

Of course, when the customer orders a machine, he expects delivery as quickly as possible. We've cut down our delivery time on orders considerably over the years, and we continue to improve. Because we're always looking for ways to streamline the manufacturing process — that certainly doesn't mean cutting corners in any way — we're able to build quality, safe products at competitive prices. During the past 20 years, our North American customers have come to see how all the pieces fit together to provide added value, and that's why many continue to buy Komatsu after their initial purchase.

**QUESTION: What hasn't changed in terms of manufacturing?**

**ANSWER:** Komatsu's commitment is to building innovative products that are reliable and cost-effective. That never goes out of style. Each time we set out to build a new machine, we strive to make it better than its predecessor by incorporating new technologies with the tried and true. We've always been very particular that the materials we use are the highest quality. We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested.

**QUESTION: Are customers part of that process?**

**ANSWER:** Yes. Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product. After all, they're the ones using the machine, so it makes sense that they're part of the process of building and testing machinery. We want to know what they like and don't like, so we can build a better machine.

We also encourage customers to visit one of our manufacturing plants and see for themselves how Komatsu builds the machinery they use every day. ■



Employees of Komatsu's manufacturing operations do all assembly and testing of new machinery before it leaves the plant. "We've always been very particular that the materials we use are the highest quality," said Vice President of Manufacturing Bill Suzuki, who's been with Komatsu for 25 years. "We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested."



Komatsu encourages customers to visit its manufacturing facilities and see how the products they use are made. "Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product," said Bill Suzuki, Vice President of Manufacturing.



Komatsu's North American operations include three manufacturing plants in the United States that supply not only North America but also some products globally.

SERVING YOU BETTER

# COMPUTER-BASED TRAINING

## Our service technicians gain knowledge online to help keep your machines on track

Whether your equipment needs routine scheduled maintenance or a more extensive fix, you expect to have it up and running again with as little downtime as possible. That's Komatsu's goal too, and in an effort to build on service technicians' skills, it's extending online training opportunities.

Online courses are available to technicians across Komatsu's extensive lineup of construction, utility and mining machines. With a user name and password, technicians are able

to log in and take courses anywhere there's Internet access.

"It's part of our commitment to continual training and keeping technicians up-to-date," said Angie Huggett, Associate Media Developer based at Komatsu in Cartersville, Ga. "We still offer classroom and hands-on training. Computer-based training (CBT) enhances that by allowing the technician to learn virtually anytime and anywhere."

Huggett noted that technicians are often specialists in one area or only a few machines. With CBT, not only will they stay abreast of any updates or changes in those machines, but can more easily learn about additional equipment lines.

"Technicians can use CBT to expand their horizons," said William Grasse, Supervisor, Media Department. "For instance, they may be focused on excavators and want to learn about dozers. CBT allows them to get an in-depth look at that. They can then build on that knowledge through classroom and hands-on work."

### Minimizing downtime

When technicians finish a module — in essence, a class — they take an online assessment. Successful completion earns them credit and satisfies a prerequisite to taking another course.

"The goal is to ensure they understand the function of a machine, so when they go out on a service call, they're able to diagnose and fix it as quickly as possible," said Grasse. "Keeping downtime to a minimum is critical, and CBT helps in our efforts to do that. We spent a lot of time developing the courses and accompanying materials, and we believe it will pay off for us and our customers." ■

Komatsu's computer-based training allows service technicians to enhance their knowledge and skills virtually anytime with an Internet connection.



(L-R) Members of the team that developed Komatsu's computer-based training are Training Manager Mike Robson, Supervisor William Grasse and Associate Media Developer Angie Huggett.





## BRANCH NEWS

# EDINBURG BRANCH

## WPI continues to serve Rio Grande Valley with new location

For more than 50 years WPI has served the Rio Grande Valley, and now it will continue to do so from a new location in Edinburg. The 19,000-square-foot facility set on five acres replaces WPI's former San Juan location.

The new Edinburg branch will serve a large area of the southern tip of Texas: south to north from the Mexican border to the Kingsville area, and east to west from the Brownsville/Port Isabel area to Laredo. Thirteen employees staff the location at 5934 North Expressway 281 in Edinburg, which opened in August 2009.

"The Edinburg facility is very well-located to meet the needs of our diversified customers," said Branch Manager L.C. Smith. "Getting in and out for machine drop-off and pick-up is more convenient than our former location, and we have more amenities to better serve customers. It was designed and built to be environmentally clean, which is something our manufacturers, WPI and our customers are concerned about. We're very excited about the move."

Smith notes that the Edinburg facility's amenities include eight service bays and two overhead cranes with 25-ton lift capacity, allowing in-shop service of large machines such as a 132,000-pound Komatsu PC600LC-8 excavator and an 87,000-pound D155 dozer. In addition to a full lineup of Komatsu equipment, the branch has Bomag compaction and Gradall excavation machines, along with other lines for sale or rent.

"With four well-skilled, factory-trained service technicians, we can service any machine we sell and just about any competitive model," noted Smith. "Our capabilities go beyond the shop, too. We have fully equipped service trucks that allow our

service technicians to do practically anything in the field that we can do in the shop."

### Large parts inventory

In addition to large service bays, the Edinburg store has a component rebuild area. It also has more than 5,000 square feet of parts-inventory warehouse space manned by three parts inventory specialists and a warehouse worker.

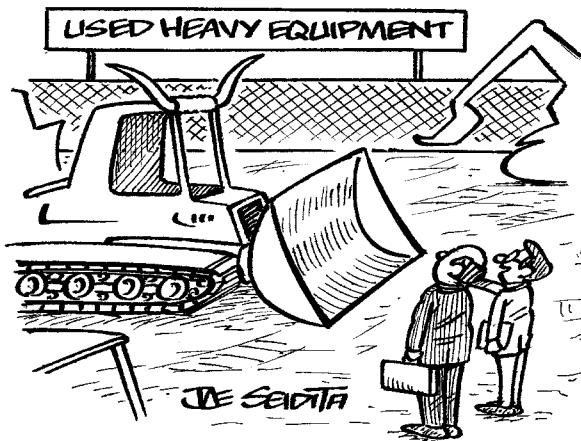
"We pride ourselves on close customer relationships, and we're always looking for ways to help them maximize their productivity and profits," said Smith. "This new branch offers us and our customers expanded capabilities, which we need with the large amount of construction activity going on in this area. Such work includes Homeland Security projects on the U.S./Mexican border, government grants to improve area flood zones, and new highway projects." ■



WPI's new branch in Edinburg serves customers throughout the southern tip of Texas. The facility features a larger shop and parts warehouse to better meet customers' service needs.

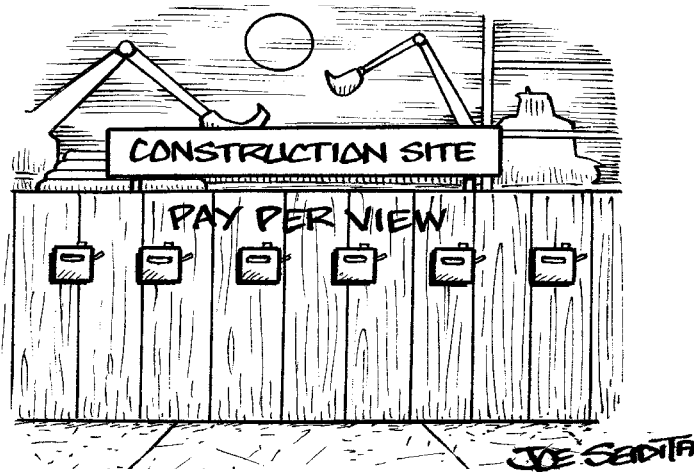
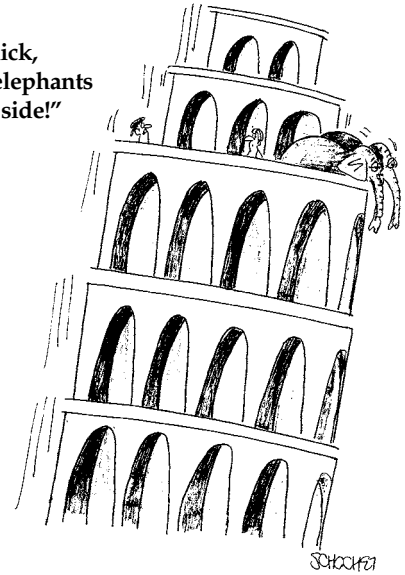
# SIDE TRACKS

## On the light side



"That one only had one previous owner...  
an earthmoving company in Texas."

"Quick,  
shift the elephants  
to this side!"



## Did you know...

- No piece of paper can be folded in half more than seven times.
- You burn more calories sleeping than you do watching television.
- The plastic things on the end of shoelaces are called aglets.
- There are 293 ways to make change for a dollar.
- The cigarette lighter was invented before the match.
- It takes 3,000 cattle to supply the NFL with enough leather for a year's supply of footballs.
- Abraham Lincoln faces to the right on a penny while all the other presidents face to the left on U.S. coins.
- The first Harley Davidson motorcycle was built in 1903, and used a tomato can for a carburetor.
- No word in the English language rhymes with month, orange, silver or purple.
- Apples, not caffeine, are more efficient at waking you up in the morning.

## Brain Teasers

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

1. RECVIES \_\_\_\_\_
2. RITD \_\_\_\_\_
3. TACNIVEOXA \_\_\_\_\_
4. DELORA \_\_\_\_\_
5. PROCTOMAC \_\_\_\_\_
6. TAPRS \_\_\_\_\_



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