



WAUKESHA-PEARCE INDUSTRIES, INC.

UPDATE

A PUBLICATION FOR AND ABOUT WAUKESHA-PEARCE INDUSTRIES, INC. CUSTOMERS • 2006 No. 4

Featured in this issue:

COLETO COAL COMBUSTION PRODUCTS

How one man turns luck
into profit as he harvests waste
material for resale

See article inside...



KOMATSU

David Wright, Owner

A MESSAGE FROM THE VICE PRESIDENT



G. Michael Green



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Dear Equipment User:

With 2006 rapidly coming to a close, we want to take the time to tell you how much we appreciate your business. I'm sure you hear that all the time from all kinds of different businesses that you frequent — to the point where it just sounds routine. But believe me, it's anything but routine to each and every one of us at Waukesha-Pearce Industries, Inc.

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Sincerely,
WAUKESHA-PEARCE INDUSTRIES, INC.

G. Michael Green
Vice President of CMD Operations

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IN THIS ISSUE

COLETO COAL COMBUSTION PRODUCTS

Read how David Wright built a profitable business from power plant waste materials.

GUEST OPINION

A good safety program should not only prevent accidents, it should also address how to handle accidents when they do occur. Here are some tips on how to prepare for emergencies.

EQUIPMENT SECURITY

Heavy equipment owners' most frequently reported loss is theft. Learn the best ways to protect your equipment investment from thieves.

PERFORMANCE NOTES

Find out why the results of recent field tests show the Komatsu PC300 excavator holds significant performance advantages over other machines in the same size class.

NEW PRODUCTS

Take a look at Komatsu's new Dash-6 series of mid-size wheel loaders and the production and fuel-efficiency advantages they offer.

MORE NEW PRODUCTS

If you're looking for a powerful, fast and easy-to-use loader that combines unmatched compactness and maneuverability, you'll want to take a close look at Komatsu's new compact track loaders.

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A SALUTE TO A **WPI** CUSTOMER

COLETO COAL COMBUSTION PRODUCTS

David Wright turns luck into profit as he harvests waste material for resale



David Wright,
Owner

David Wright admits that luck played a big role in helping him found Coletto Coal Combustion Products in 2003.

"I've been a Maintenance Planner at Coletto Creek Power for 27 years," said Wright, who still maintains his job at the coal-fired plant in Fannin, Texas, while also running Coletto Coal Combustion Products. "I was giving someone a tour of the plant one day when I noticed an empty building on the site.

"I was running a fish farm on the plant site at the time, and was looking for a new office to move it into," he continued. "I found out the building was owned by an individual who had been selling the waste products from the coal plant. He wasn't doing it anymore, so after checking out the viability of doing that myself, I decided to try it."

Owner David Wright uses a Komatsu D61PX-12 dozer to grade dirt as he fills in a pond at the Coletto Creek Power plant in Fannin, Texas.



Already juggling his job at the power plant with his fish-farm business on the plant's property, Wright threw a third ball in the air (he's since closed the fish farm) and began taking the coal plant's waste material — ash from the bottom of the coal incinerators, hence the name bottom ash — and turning it into usable products he could sell to a variety of customers.

"It's very convenient, and the power plant has been exceptional about working with me on the logistics of the business," noted Wright. "The bottom ash is something they have left over, and if I wasn't taking care of it, they would have to deal with it. So, it's a win-win situation for both of us."

Maintaining his full-time job at the plant while running Coletto Coal has its challenges, but Wright says it hasn't been a problem. He works closely with customers to arrange pickup of the materials or delivery to their jobsites.

"I'll do whatever it takes to make sure they have what they need," said Wright. "I look at it as though I'm open 24 hours a day, seven days a week. If they can pick it up after I'm done at the plant, that's great. If they need a large amount and give me enough notice, I'll arrange to have one of my operators here during the day to load them out."

Screening the material

The bottom ash is propelled by water from Coletto Creek's plant to a settling pond where Wright gathers the material and begins the process of making it into products, which can be used in several applications.

"Once we take the waste material out of the ash pond, we run it through a screening



Coletto Coal Combustion Products Owner David Wright stockpiles materials with his Komatsu WA250-5 wheel loader. "I really appreciate the dependability," Wright said. "That's important because we may be running the machine at night when service isn't readily available. It has to perform, and it's done very well. The conditions here can be dusty too, and I've had no problems with things such as clogged filters, so I'm very happy."

process to make several different products," Wright explained. "The bottom ash is really a very clean material. It also has a high pH, which makes it good for neutralizing acidic soils."

In addition to selling the bottom ash, which can be used as a road base for driveways, as well as ranch and oil field roads, Coletto Coal produces up to 10 additional products from the bottom ash. Products include screened bottom ash for road topping to stabilize and reduce dust; fly ash, a soil stabilizer; mixed fly ash and bottom ash for use as fill; screenings used as an absorbent for hazardous-waste materials or fill; coarse sand for walking trails and sand blasting; and washed bottom ash, used for road topping or as a substitute for pea gravel.

"The products we make are becoming more prevalent in the marketplace, and our business will likely expand as a result," Wright said. "If customers need a certain fineness to their materials, I'll work with them and do whatever I can to meet their requirements. I'm working with a few counties to provide materials for their roads,

as well as some concrete companies who use the materials to harden concrete or cinder blocks. The applications for the ash products are quite extensive."

Doing better than expected

An average of about 150 cubic yards of product go out daily from Coletto Coal Combustion Products. In the three years the company has been in business, Wright estimates he's sold more than 50,000 cubic yards of product.

"There are days where we don't have much going out, and there are times when we get slammed and it's hard to keep up," noted Wright. "But, the nice thing is, I'm seeing a steady increase in uses and demands for the materials. I believe there's a lot of potential for expanding the business."

That may mean taking on additional staff. Coletto Coal currently runs with Wright and Operator Lindsay Dulock, who helped Wright in his fish-farm operations. His wife Pat also helps out occasionally.

Continued . . .



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Plenty of potential for future growth

... continued

"It's a small but dedicated group of people," Wright acknowledged. "I'm hoping that as the business continues to grow, we'll continue to get bigger and better. I believe that's going to be the case."

The business has already been more successful than Wright had anticipated. "I really didn't know what to expect going in, but I didn't think it would take off the way it has," said Wright. "I have a contract with the power plant to sell a minimum of 10,000 yards per year. After the first quarter of this year, I'd already doubled that, so it's going well."

Dependable equipment makes a difference

Wright has invested in newer machinery to help keep things going well. His recent acquisitions include a Komatsu WA250-5 wheel loader and a D61PX-12 dozer, both purchased from WPI's Corpus Christi branch with the help of Sales Representative Richard Stracener.

Wright uses the 134-horsepower wheel loader in the screening process and to load trucks. He equipped it with a 4.5-yard bucket for faster loading. "I really appreciate the dependability," he added. "That's important

because we may be running the machine at night when service isn't readily available. It has to perform, and it's done very well. The conditions here can be dusty too, and I've had no problems with things like clogged filters, so I'm very happy.

"I also like the joystick controls and the comfort of the cab," he added. "You don't feel like you're drained when you get out of it. It's very smooth to operate. The same can be said for the dozer."

Wright mainly used the D61PX to doze material for filling in the fish pond he had on the power plant site. He then hauled it to his ranch to do some clean-up work. He's planning to bring it back to work for Coletto Coal Combustion Products in the near future.

"The wider tracks really help, especially if the conditions get wet," said Wright. "Plus, it's so much faster than my old dozer. That came in handy when I was trying to get the pond filled in and work my other business at the same time. It worked exceptionally well, considering much of the clay material we were using to fill in the pond got to be like concrete after the drought around here."

Wright is handling basic service work, with help from WPI as needed. "Richard and WPI have been great to work with," he affirmed. "I'm in a bit of a remote area, quite a distance from WPI, but they've tended to my needs very well."

An almost unlimited supply

Wright believes he's only begun tapping the potential of Coletto Coal Combustion Products' market. He's working with local counties to produce products for use in seal-coat operations and has a supply of materials that will last him well into the future.

"There's already more than 2 million cubic yards of potential product in the holding pond and the power plant continually propels more bottom ash into it," Wright noted. "The plant produces about 30,000 yards a year, so once we get to a point where we're selling more than that, then we can tap into the material that's in the pond. We have almost an unlimited supply." ■

David Wright (left), Owner of Coletto Coal Combustion Products, worked with WPI Sales Representative Richard Stracener to purchase his Komatsu WA250-5 wheel loader and his D61PX-12 dozer. "Richard and WPI have been great to work with," Wright affirmed. "I'm in a bit of a remote area, quite a distance from WPI, but they tend to my needs very well."



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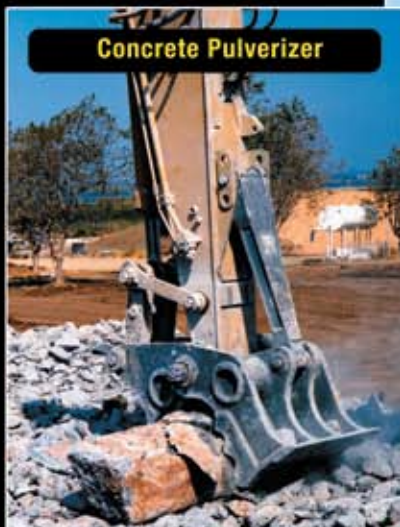
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EMERGENCY PREPAREDNESS

Having a crisis plan is an essential aspect of a quality safety program



George Kennedy,
NUCA Vice President
of Safety

Every jobsite should have a person designated to take charge in case of an emergency and every company should have an emergency management plan, according to NUCA Vice President of Safety George Kennedy.

No matter how hard a company tries to address every potential jobsite hazard, the possibility always exists that an accident will occur and evolve into a full-fledged emergency situation. If that happens at your company, you will be much better off if you've taken steps to develop a comprehensive emergency management plan.

Planning for an emergency involves first selecting a person to take charge, and second, creating a manual that provides step-by-step directions for handling crisis events.

The emergency manager should be a clear, quick thinker who is well-respected by the work force. Companies that have crews spread out over a large area may have to designate more than one person to take charge in case of an emergency. Of course, if fire and/or rescue services are called in, the senior officer on the scene will be the incident commander. However, your company will still need to have a person who represents your company's interests and knows what to do. If this person is properly trained, he or she will be able to take appropriate

measures to lessen potential long-term damage associated with an emergency situation.

Know what to do

The first step in creating an emergency manual is to have a group of knowledgeable individuals within your company identify and prioritize risks. Once this process is complete, determine and write down what resources are available and how each situation will be handled.

At minimum, every crew should have a list of emergency telephone numbers. It's important to point out however, that you cannot always depend on the local fire department or rescue team to be able to handle all emergencies. In the case of an injured worker, the family should be notified immediately and the company should arrange to have family transported to the hospital, if necessary.

Knowing what agencies to notify is also an important aspect of emergency management. For example, in the event of a worker fatality, OSHA must be notified within eight hours. The EPA, DOT and other agencies may also require notification, as might your insurance carrier.

Your company should also have procedures in place to address hurricanes, fires, floods, tornados and man-made disasters.

If you haven't thought about these things, now is a good time to do so. A comprehensive emergency plan can save lives and help avert disaster. ■

This Guest Opinion is a summary of an article that appeared in the August 2006 issue of Utility Contractor magazine — "Are You Prepared for an Emergency," by George Kennedy, National Utility Contractors Association Vice President of Safety. The summary is printed here with the permission of NUCA and Benjamin Media, Inc.



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EQUIPMENT SECURITY

MINIMIZE EQUIPMENT THEFT

Reduce your risk of being ripped off by taking preventive action

The building industry has been booming the past several years with new housing and commercial construction on the rise. Many contractors have taken advantage of the robust economy to grow their businesses and take on additional equipment to keep up with demand.

With more equipment in the marketplace comes more risk, not only from liability and increased financing, but from theft. While the strong economy is good for contractors, it's been equally as good for thieves, who are increasingly taking more equipment from jobsites and equipment owners' yards each year.

According to National Equipment Register (NER), theft is the most frequently reported loss by heavy equipment owners, outpacing

collision, fire, vandalism and other claims. There is no concrete number for what theft actually causes in terms of loss because many thefts go unreported, but industry estimates show it as high as \$1 billion a year. That includes the loss of machinery, insurance costs, downtime that can lead to penalties for not meeting schedule deadlines and other outlays that may result.

What's stolen

Statistics show smaller, easy-to-move machinery is the overwhelming choice of thieves. Skid steers are high on the list because their size allows thieves to easily load and transport them on a small trailer. A recent NER report showed skid steers were the most frequently stolen items, accounting for 33 percent of all thefts. Also popular among thieves are generators because they can be transported using a trailer hitch. Backhoe loaders accounted for 15 percent of all thefts because their versatility makes them profitable and easily sold, while pieces such as excavators and wheel loaders combined made up only 10 percent of thefts.

The reasons for equipment theft vary. According to the NER, the reward for a thief far outweighs the risk. Heavy equipment often has little or no physical machine or site security, so it's easy to steal, valuable and easy to sell. Recovery rates are extremely low, 10 percent to 15 percent, making the thief's risk minimal. When an item is recovered, often no arrest is made.

Adding to the thief's chances of getting away are the time and place of most thefts. Nearly all occur on jobsites during holidays and weekends, when no one is around to

Statistics show smaller, easy-to-move machinery is the overwhelming choice of thieves. Skid steers are the most frequently stolen items because their size allows thieves to easily load and transport them on a small trailer.



monitor activity. That often gives thieves several days before anyone detects a piece of equipment is gone. Many jobsites lack strong anti-theft measures such as motion detection and lighting, video monitoring or even simple things such as fencing. The NER's report showed 70 percent of stolen equipment was taken from a worksite, while only 30 percent was taken from an equipment owner's shop or equipment yard.

So what's an equipment owner to do when it comes to loss prevention? There are several answers, many of which are easy to implement and cost little money compared to the costs associated with losing a piece of equipment.

GPS systems allow constant monitoring

Experts agree that good fleet management is a key tool in reducing your chances of theft. By being vigilant, you can alleviate the risk of your machinery ending up in an auction or chop shop, and increase your chance of recovery if it is stolen.

It's essential to keep detailed records of your equipment, especially the Product Identification Number (PIN) or serial number of your machine and its main components. The PIN number is like the VIN on your car and allows for identification if a machine is stolen and recovered. Many experts believe in registering your equipment with groups such as NER, which keeps a database of equipment and can be used by law enforcement if it suspects a machine is stolen.

Among the more sophisticated management options are electronic means of tracking equipment. There are several GPS (global positioning satellite)-based systems on the market, such as Komatsu's KOMTRAX wireless monitoring system, which allow users to monitor and track equipment continuously. The machine is equipped with a device that is linked to GPS and users can go to their computers to find out vital information such as location, service-meter readings, and daily hours of operation as well as error codes, fuel consumption and fluid levels. While most GPS systems weren't designed to prevent theft, by their nature they are a deterrent to would-be criminals.



When not in use, equipment should be parked in a fenced-in area that contains barbed or razor wire, if possible. Fencing should have a heavy-duty gate with a case-hardened chain and high-security padlock.



GPS systems, such as Komatsu's Komtrax wireless monitoring system, allow users to monitor and track equipment continuously. If criminals know the machines have GPS tracking devices, they are less likely to take them.

If criminals know the machines have GPS tracking devices, they are less likely to take them. Some systems come with an automatic notification system that alerts the owner when a machine is moved during hours of nonproduction. Older machines can be retrofitted with the systems. Of course, if a machine is stolen, being able to track its location will make it easier to find.

Many newer systems come with such features as theft prevention through means of engine lock or "geofencing." Engine lock allows equipment users to prevent the engine from being started or continuing to run. Users can disable the engine during nonproductive hours, or turn the engine off remotely when an alert shows the machine is moving during

Continued . . .

Several methods deter equipment theft

... continued

these times. Geofencing allows the user to set boundaries for the machine and remotely disable it if an alert says it's gone outside the predetermined area.

Secure equipment

There are also several ways to secure a machine, such as using a locking mechanical device that prevents the controls from moving. You've probably seen something similar for your car on television. A bar-like device is put on the steering wheel to prevent it from being moved. The same concept is used for many pieces of heavy equipment, with most ranging in price from less than \$100 to about \$200.

Anchoring or immobilizing machinery by using a cable or chain can be an effective means of securing equipment as well. Other methods of immobilizing the machine include removing batteries or wires and lowering blades and buckets; removing tires for machines that won't be needed right away; and disabling or removing trailer hitches for towed equipment. Of course, don't leave equipment on a trailer unattended. Unload it and secure it to the trailer hitch with a cable or chain.

Other common methods of securing equipment when not in use include putting it

in as secure a location as possible and parking all equipment together in a single row so a missing piece would be noticed right away. You could position larger equipment in a circle, with smaller equipment inside the ring — or lift smaller equipment in the air with a larger piece.

Common methods are effective deterrents

Some of the most effective methods of theft prevention are the simplest, such as posting warning signs on the property and putting up fencing and maintaining it throughout the project. Fencing should be see-through, such as chain link, as high as possible and contain barbed or razor wire, if it's feasible. Don't pile materials on either side of the fence that would allow someone to climb it. Other barriers, such as low walls, posts, dirt berms or ditches, may prevent drive offs.

If possible, have only one entrance/exit to the site, and secure it with a heavy-duty gate. Spot-welding hinge pins will prevent easy removal, and a case-hardened chain and high-security padlock are essential. Limit the number of keys issued to the fenced area.

Limiting the number of keys for equipment can be helpful too. Make a note of who has keys and make it policy to remove keys from machines when not in use. Keep them in a safe or lockable storage area when not in the machine.

Whenever possible, use lights, including motion sensors, and video monitoring.

Report loss quickly

However you choose to limit theft is a personal decision, but there are some things that should be common among all equipment users. Similar to a jobsite safety plan, you should have a theft prevention policy and security plan that set procedures that limit your exposure to theft.

If a theft does occur, report it immediately and work closely with law enforcement, giving them as much information as possible. The sooner you report the loss, the better the chance of recovery is. ■

Securing equipment when not in use is vital. Avoid leaving a machine unattended on a trailer. Unload it and secure it to the trailer hitch with a cable or chain.





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PERFORMANCE NOTES

“FLAGSHIP” MACHINE

Komatsu PC300 demonstrates significant performance advantages in size class during recent field tests



Peter Robson,
Komatsu Excavator
Product Manager

Spec sheets are very informative and can certainly help guide a contractor who's looking for a new machine. But specs alone don't tell the whole story of how a machine is going to perform in the field. For that, you need field testing, which Komatsu recently conducted for its PC300LC-7 and PC300HD-7 excavators.

At the Komatsu Proving Grounds in Antioch, Ill., the product marketing group and the engineering test group brought in a highly experienced, independent operator to test the PC300s against two leading competitive excavators. The goal was to determine how the machines stacked up against each other.

“With the introduction this year of many new machines with Tier 3-compliant engines, we wanted to see for ourselves where we stood against the competition,” said Komatsu Excavator Product Manager Peter Robson.

The Komatsu PC300HD-7, with its PC300 upper structure on a PC400-size bottom, demonstrated a 20-percent, over-the-side lift advantage over two highly regarded competitive excavators in a recent Komatsu-sponsored test of new Tier 3 machines.



“Specifically, we wanted test results for truck loading, trenching and lifting — and to see how we compared in terms of fuel economy.”

With the results now in, Robson says it's clear that the Komatsu PC300LC-7 and Komatsu PC300HD-7 are “flagship machines” that have significant performance and production advantages over the top competitive brands.

The results

In the truck-loading productivity test, all the excavators loaded similar amounts of material in the same time frame, but the Komatsu units used 6 percent to 10 percent less fuel to accomplish the task.

“We suspected that our ecot3 engine was very efficient relative to the competition, and the test confirmed it,” reported Robson. “Fuel efficiency is definitely on everybody's mind these days and it was one of our top priorities in developing the new engine. With the high cost of diesel fuel, 6 percent to 10 percent represents a considerable savings throughout the life of the machine.”

In the trenching test, the Komatsu advantage was even clearer, with the PC300 pulling 77 feet in 15 minutes, compared to 65 feet and 62 for the competitive excavators. That's 18 percent more trench than one competitor and 24 percent more trench than the other.

“We attribute our trench-pulling success to two primary factors,” explained Robson. “One is our Power Max function, which provides an 8.5-second power boost. If the operator uses it at the proper time, when he's going in for his first bite of material in the bottom

of the trench, it makes a huge difference in productivity. We strongly recommend that all operators experiment with Power Max to learn firsthand what a difference it makes. The other factor is our Komatsu bucket, which has an excellent trenching profile.”

The lift test, conducted with buckets off and using a load cell, showed a distinct advantage for Komatsu’s heavy-duty PC300HD-7, which features a PC300 upper structure on a PC400 bottom.

“Nobody else offers that type of combination,” Robson pointed out. “It substantially increases stability in any lifting application, especially over the side. Our test showed a 20 percent over-the-side lift advantage with the PC300HD-7. The independent operator who tested the units for us said the two most important things to him when he’s out on the job are machine stability and comfort, and he said the PC300HD really delivered on both counts. His quote was, ‘I’d sure like to take that machine back to my place of work.’ ”

Komatsu harmony

In watching the equipment perform during the tests — and again, these were all highly regarded excavators with very similar specs — Robson said it struck him that the Komatsu advantage could be attributed to the way everything was designed to work together.

“The phrase that kept coming to me as I watched the PC300s perform was ‘Komatsu harmony.’ We make our own engines, our own pumps, our own hydraulics, everything. Because we control it all, we can design and fit all the components so they work perfectly together to produce optimum results. I’m convinced that the way those quality components integrate to complement one another is the real key to the Komatsu PC300 performance advantage.”

A legendary number

A 300-class machine used to signify 30-metric tons. With operating weights now ranging from about 73,000-pounds up to about 86,000-pounds, it’s clear that all manufacturers, Komatsu included, have



In a recent Komatsu-sponsored field test, the Komatsu PC300LC-7 and PC300HD-7 excavators showed significant production and fuel-saving advantages over two top competitive brands in the same size class. The units consumed 6 percent to 10 percent less fuel and were 18 percent to 24 percent more productive in a trenching application.

Brief specs on PC300LC-7 and PC300HD-7

Model	Horsepower	Operating weight	Bucket capacity
PC300LC-7	246 hp	72,432-77,298 lbs.	.89-2.56 cu. yd.
PC300HD-7	246 hp	82,453-85,868 lbs.	.89-2.56 cu. yd.

pushed the envelope a bit since those days. But while many other manufacturers have changed their model numbering system to reflect the larger size, as well as to help them market it as a larger machine, Komatsu has chosen to stay with the PC300 name and number.

“To us, the PC300 is a legendary number for a legendary machine, and changing it just wouldn’t be right,” said Robson. “It’s like the greatest football players. John Elway is No. 7, Johnny Unitas is No. 19 and Jim Brown is No. 32. They couldn’t be anything else. And so it is with the Komatsu PC300. It’s an instantly recognizable name that has stood the test of time by continually evolving and setting a new standard every step of the way. We think our customers understand and respect that, and aren’t going to be confused just because some other machines in the same class have a larger number.” ■

For more information on how the PC300LC-7 and PC300HD-7 can help you be more productive and more cost-effective, call your sales representative or the sales office at our nearest branch location.



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NEW PRODUCTS

NEW MID-SIZE WHEEL LOADERS

Improved fuel efficiency is a key to Komatsu's new Dash-6 models

Fueling your equipment — or more precisely, paying for the fuel that goes into your equipment — is a little painful these days. With the price of fuel at or near a record high, equipment owners are looking for ways to maintain or increase production while limiting their fuel usage.

Komatsu's new Dash-6 series of mid-size wheel loaders (WA380-6, WA430-6, WA450-6 and WA480-6) fits the bill on both counts.

"Each of these new units has more horsepower and can do more work than its predecessor," said Komatsu Wheel Loader Product Manager Rob Warden. "But equally significant, if not more so, is the fact that they are more fuel-efficient."

Warden attributes the fuel savings primarily to Komatsu's new Tier 3-compliant, high-torque, ecot3 engine and variable displacement piston pump hydraulic system with CLSS (Closed-center Load Sensing System). "With our new engine and newly designed variable displacement piston pump hydraulic system that prevents wasted hydraulic flow, fuel efficiency is about 10 percent better than our Dash-5 models. We're confident that they compare favorably to competitive wheel loaders as well."

Helping to further improve fuel-efficient operation is an "E" (economy) operating mode for general loading; an automatic transmission with an "Auto Low" mode for low engine-speed operations; and an "Eco" indicator, which informs the operator when the machine is maximizing fuel efficiency.

"Fuel efficiency has always been important to equipment users, but now, with the price of fuel so high, it can actually be the difference between making money and losing money on a job," Warden pointed out. "At Komatsu, we

understand that and it's why we're producing machines that emphasize fuel savings."

Production advantages

Of course, saving on fuel is only half of the equation — the other half is productivity. The new mid-size Komatsu Dash-6 models have horsepower that is at or near the top of each size class (the units range from 191 horsepower up to 299 horsepower). Dumping clearances, reach and bucket capacity are also among the best the industry has to offer.



Rob Warden,
Product Manager

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders

Model	Net hp	Operating weight	Bucket capacity	Breakout force
WA380-6	191 hp	38,760-39,260 lbs.	3.8-5.2 cu. yd.	39,860 lbs.
WA430-6	231 hp	40,840 lbs.	4.6 cu. yd.	40,333 lbs.
WA450-6	261 hp	49,090-49,390 lbs.	4.7-6.8 cu. yd.	43,160 lbs.
WA480-6	299 hp	54,500-54,830 lbs.	5.0-8.0 cu. yd.	47,660-55,930 lbs.

Komatsu's new Dash-6 series of mid-size wheel loaders, including the WA380-6 shown here, are about 10 percent more fuel efficient than the previous models, thanks largely to a new Tier 3 engine and torque converter.



New wheel loaders boost efficiency, productivity

... continued

In addition, the units feature excellent hydraulic cycle times (for example, 5.9 seconds to raise and 1.8 seconds to dump the rated bucket load for the WA380-6); a “P” (power) operating mode for maximum digging performance or hill climbing; and a kick-down switch, which when activated by the operator, automatically downshifts at the beginning of a digging cycle and upshifts when the machine is placed in reverse. The result is increased rim pull for better bucket penetration and reduced cycle times.

“When you put it all together — fuel efficiency, power and performance features — we believe these new mid-size Komatsu wheel loaders are true industry leaders that will improve a contractor’s performance in a wide range of tasks at almost any construction or quarry site,” said Warden.

Largest cab in class

All those production/performance capabilities aren’t going to do much for you if your operator doesn’t like to be in the machine. Nothing improves productivity like a comfortable operator, and Komatsu’s Dash-6 wheel loaders are loaded with features designed to make an operator more comfortable and productive. It starts with the cab itself, which is the largest in its class, providing ample space for an operator of almost any size.

The cab is also extraordinarily quiet and provides great visibility, thanks to a wide, pillarless, flat-glass front window. Large cab

doors are rear-hinged to open fully, offering easy entry/exit, and will not hamper visibility when operating the machine with the doors open.

Operation itself is a snap with PPC (proportional pressure control) levers that are on a column that can be slid forward or backward for optimum comfort, and a steering wheel that tilts and telescopes so it’s always the perfect distance from the operator. The automatic shift in ranges two through four keeps production high and reduces the amount of manual shifting, thereby helping keep operators fresh throughout a long shift.

Maintenance made easy

Komatsu also took care to make the mid-size Dash-6 wheel loaders as easy as possible to maintain and service. One of the major advancements in this regard is a new main monitor that informs the operator of all machine functions and alerts him if an abnormality occurs. The monitor also stores information on any abnormalities to help technicians troubleshoot the machine for repair. In addition, the monitor informs the operator when it’s time to replace oil and filters.

Other maintenance features include full, side-opening, gull-wing engine doors for ground-level engine service and daily checks; wet, multidisc service and parking brakes that are fully sealed to reduce contamination, wear and maintenance; and a reversible hydraulic cooling fan that helps keep the radiator clean when operating in adverse conditions.

The Komtrax wireless equipment monitoring system is standard equipment on all Dash-6 wheel loaders.

Komatsu-integrated design

Unlike some manufacturers, Komatsu designs, engineers and manufactures its products, including the new Dash-6 wheel loaders.

“From the engine to the hydraulics to the power train to the frame, our machines are all Komatsu,” confirmed Warden. “We think that’s significant because it allows all major components to work together optimally for maximum reliability and productivity. We believe the result is machines that are the best value on the market.” ■

The new mid-size Komatsu Dash-6 wheel loaders feature outstanding horsepower and dumping clearance, as well as the largest cab in their respective classes.





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- Low-effort Proportional Pressure Control (PPC) loader joysticks have optional SAE/ISO pattern changer.
- Spacious and ergonomically designed operator platform provides exceptional visibility.
- Low-ground-pressure rubber track system provides outstanding stability and mobility.
- Wide-opening rear door and tilt-up engine cover make access to service check and fill points a snap.
- Radial lift and vertical lift loader models make it easy to choose the right machine for your business.

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MORE NEW PRODUCTS

NEW COMPACT TRACK LOADERS

**High performance, high flotation, high value
set these units apart from the competition**

Komatsu recently introduced two new, compact, rubber-track loader models. The model CK30, with 2,485 pounds operating capacity, and CK35, with 2,755 pounds operating capacity, are Komatsu's first entries into the fast-growing compact track-loader market segment.

"Contractors are flocking to compact track loaders because they work in conditions where wheel-type skid steer loaders struggle," said Skid Steer Loader Product Manager Bob Beesley. "The low ground pressure (four to five psi) makes them ideal for any job, but especially in soft conditions or where minimum soil compaction is desired. That describes the lion's share of skid steer loader applications."

According to Beesley, Komatsu offers the best of both worlds in loader design too. The CK30 loader uses radial-lift-path technology, while the larger CK35 is a vertical-lift-path loader. The radial lift path is ideally suited to ground-engaging applications, while the vertical lift path, with its 129-inch hinge-pin height (eight inches more than the CK30), is more suited to material-handling and truck-loading operations. A Komatsu 84-horsepower, high-torque, turbocharged diesel engine powers both units.

Like all Komatsu machines, the new CK30 and CK35 compact track loaders are equipped for maximum comfort and productivity with PPC (pilot proportional control) joystick controls, which are easy for any operator to use. A two-speed transmission provides faster ground speed and loading cycles compared to machines with a typical single-speed transmission. Other comfort features include a flat floor, foot throttle and an optional enclosed cab with heater or heater and air conditioner.

Beesley also says Komatsu further separates itself from competitors when it comes to the undercarriage. Before adopting the final design, Komatsu engineers studied existing undercarriage and track systems and identified both strengths and weaknesses. "The result is a system that maximizes the life of the rubber track and provides an offset track-pad pattern for a smoother ride," said Beesley.

Finally, and maybe most important, is Komatsu's attention to service and maintenance. While most competitors' machines require daily greasing, these Komatsu units require lubrication at 250-hour intervals. A tilt-forward cab and engine cover provide access to all engine, driveline and hydraulic components and users can perform the everyday machine checks by simply raising the lockable engine cover.

"Komatsu compact track loaders are light on their feet. They're comfortable, productive, value-packed, service-friendly and offer state-of-the-art safety features," summarized Beesley. ■

Brief specs on the CK30 and CK35

Model	Operating Capacity	Weight
CK30	2,485 lbs.	9,546 lbs.
CK35	2,755 lbs.	10,053 lbs.

Komatsu's new CK30 and CK35 compact, rubber-track loaders offer versatility and productivity on the jobsite.





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"SOLD" ON KOMTRAX

Contractor unexpectedly discovers benefits of Komatsu's equipment monitoring system



Dennis Camputaro,
Vice President

When Ralph Camputaro & Son Excavating of North Branford, Conn., bought a Komatsu PC400LC-7 earlier this year, it did so because it wanted the additional size and power the machine would deliver compared to the company's three PC300s. The fact that the PC400 was equipped with the KOMTRAX equipment monitoring system meant little to the company at the time.

"I knew what KOMTRAX was, but we didn't have it on any of our existing machines — and I can't say I was necessarily looking for a unit that had the KOMTRAX system in it," said Vice President Dennis Camputaro.

Like all Tier 3-compliant Komatsu excavators, this PC400LC-7 is equipped with the KOMTRAX equipment monitoring system. Although Dennis Camputaro says he wasn't particularly interested in KOMTRAX when he bought the machine, he now says, "KOMTRAX will absolutely be something I want on machines we buy in the future." He says he especially likes the ease of service scheduling and the production information he receives from the system.

"However, now that we've been exposed to it, KOMTRAX will absolutely be something I want on machines we buy in the future."

With KOMTRAX, Camputaro says he knows where his PC400 is at all times; he knows what it's doing; and he knows the service meter readings.

"I'm completely sold on the benefits of the KOMTRAX system," asserted Camputaro. "The major advantage is that it allows us to preplan our service and maintenance intervals, which makes us more efficient. By knowing in advance when we're going to have the machine down for service, scheduling is much easier and the whole rhythm of our operation runs much more smoothly."

Monitor productivity

Camputaro says the other thing he really likes about KOMTRAX is that it lets him monitor the productivity of individual operators.

"It helps me see which operators are more productive in different applications. Knowing that, I'm better able to match the right operator with the right machine to the right job. Basically, I like everything about KOMTRAX and believe it's definitely an advancement that will help us be successful as we move forward."

KOMTRAX is standard equipment on almost all new Tier 3-compliant Komatsu machines and is available as a retrofit for older machines or non-Komatsu equipment. ■

For more information on KOMTRAX and how it can benefit your operation, contact your sales representative or our service department.





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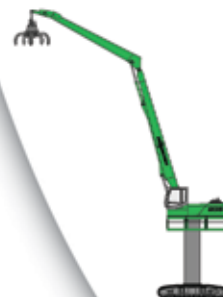
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The green line 305 Multihandler is the ideal complement to SENNEBOGEN material handlers in MSW applications. It is the world's first telehandler with a hydraulic hi-rise cab, elevating operators to an eye level of 13.3 feet (4 meters) and reaches lift heights up to 24 feet (7.3 meters) with a load capacity of just over 11,000 lbs. (5 tonnes).

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PRODUCT IMPROVEMENT

Komatsu Executive Vice President says innovation requires a commitment to R&D



Kazuhiko Iwata, Executive Vice President,
North American R&D Division

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

Kazuhiko Iwata has always been fascinated with large equipment. After graduating from the prestigious University of Tokyo in 1975 with a degree in Mechanical Engineering, he joined Komatsu because, in his words, "That's where the large equipment was."

Iwata's first assignment with Komatsu was with the Research and Development (R&D) division's design engineering team, where he was put on a project to help develop the company's first 100-ton dump truck. In the late 1970s, he accompanied the prototype 100-ton truck to Spain for two years of mine site testing. After testing, the HD1200M was released to the market and has been a very successful product for Komatsu.

Since then, Iwata has served as design manager for articulated dump trucks, including a three-year posting in Norway — and as General Manager of Komatsu's Construction Equipment Technical Center #2 in Japan, where he oversaw the design of rubber-tire machines.

In August 2004, he was appointed Executive Vice President, North American R&D Division. In the position, he oversees the activities of Research and Development personnel in both Peoria, Ill., and Chattanooga, Tenn. "I still love big equipment, so for me, the position I have here in America is great because I get to work on mining trucks again — and equipment doesn't get much bigger than that," said Iwata.

When he's not on the job, Iwata enjoys playing golf. "I'm not that good, but it's fun for me. And like all golfers, I hope to get better."

QUESTION: How important is Research & Development (R&D) to Komatsu?

ANSWER: It's vitally important. That's why Komatsu spends more than three percent of total sales on R&D. That's a significant commitment year-in and year-out, but necessary for us to remain a leader in the equipment industry.

Globally, we are the No. 2 manufacturer of heavy equipment. For us to close the gap on No. 1, we must be innovative and we must develop new and better equipment before they do. At Komatsu, we don't believe in copying what somebody else has done. We consider ourselves a pace-setting company and R&D is a crucial aspect of that.

QUESTION: Give us some examples of recent Komatsu R&D successes.

ANSWER: Much of our emphasis in recent years has been on engine development to meet emissions regulations. Our Tier 3-compliant ecot3 engine is a good example of R&D success. It's in our newest machines and is working very well, delivering both better fuel economy and higher horsepower. We're very pleased with the way it's performing.

R&D is also a crucial part of Komatsu's "Unique and Unrivaled" products strategy, whereby we are producing specific machines that are clearly and demonstrably superior to any competitive products. Recent examples of those would be the WA600-6 wheel loader and D155AX-6 (Sigma) dozer, both of which are significantly more productive and efficient than anything else in their class.

QUESTION: In North America, what is Komatsu's R&D emphasis?

ANSWER: Komatsu operates under the concept of "Mother" Technical Centers. For most

products, the Mother Tech Center is in Japan, but our Peoria plant is Komatsu's Mother Center for mining trucks and Chattanooga is the Mother Center for small dozers, so those are areas of emphasis for us. Komatsu engineers are also involved at each North American manufacturing plant to customize and modify machines for this market.

QUESTION: What kind of things are you working on right now?

ANSWER: (Laughs) We don't want to give away secrets so we can't reveal everything. Also, it's called research for a reason. Sometimes the research tells us that certain plans will not work, so we don't like to talk a lot about what we're working on because it may not pan out. Generally speaking however, we're working hard right now on making our equipment more cost effective.

QUESTION: I would assume improving fuel efficiency is one thing you're working on to try to improve cost effectiveness.

ANSWER: Certainly. Fortunately, our fuel efficiency is very good relative to the competition, so it's not like we have to play catch-up — but yes, we are working to make our equipment even more fuel efficient.

It's important to note, however, that fuel efficiency is only one part of cost effectiveness as it relates to construction and mining equipment. Our real effort is to help customers lower their overall owning and operating costs relative to production. In other words, help mining customers reduce their cost per ton and construction customers lower their cost per yard. The high cost of fuel is a very important part of that equation, but it's still only a part. There are many other factors such as acquisition cost, repair and maintenance costs, capacity, cycle times and availability that also impact equipment cost effectiveness.

QUESTION: If you look into your crystal ball, what do you see happening in the construction equipment industry over the next decade or so?

ANSWER: I'm not sure there will be any revolutionary changes, but certainly there will be evolutionary improvements to equipment.



Komatsu's strong commitment to research and development (R&D) is evident at its factories, such as the Chattanooga Manufacturing Operation, and in "Unique and Unrivaled" products like the WA600-6 wheel loader.



Komatsu's Peoria, Ill., plant heads up the manufacturer's worldwide R&D efforts for large mining trucks like the 330-ton 930E.

For instance, I think there will be significant powertrain management advances such as hybrid or electric drive. The automobile industry will probably give us a good indication of where we might be going, especially for trucks.

QUESTION: When a contractor or mining customer hears the name Komatsu, what do you want to be the first word that pops into his head?

ANSWER: Reliability. A machine needs to work every day in order to deliver the best return to the customer, so when a customer says his Komatsu units are his most reliable machines — that makes me happier than anything else. ■

INDUSTRY NEWS

Upcoming shows slated for asphalt paving industry

Asphalt paving professionals have a couple of industry-related educational opportunities available to them early in 2007.

The National Asphalt Pavement Association (NAPA) will hold its 52nd annual meeting February 18-21 at the San Francisco Marriott. Educational sessions scheduled include one entitled "Managing in an Environment of Material Shortages and Energy Price Volatility," while another will focus on "How to Attract, Retain and Motivate a Quality Workforce."

Other topics to be covered include sessions on management and leadership, funding issues at the federal level, the latest information on asphalt technology, and a variety of environmental and engineering

topics. You can register online at the NAPA Web site www.hotmix.org.

One month later, World of Asphalt 2007 will be held March 19-22 at the Georgia International Convention Center in Atlanta. According to organizers, the event will feature exhibits of the latest technologies and products from leading manufacturers and industry service providers, plus extensive industry-focused educational sessions. New for the 2007 show are operator certification programs and a tour of the National Center for Asphalt Technology, located at Auburn University in Alabama.

For more information or to register online, go to www.worldofasphalt.com or call (800) 867-6060. ■



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KOMATSU KMAX TOOTH SYSTEM

Cost and time savings are major benefits of patented, reusable locking design

As a Purchasing Agent/Warehouse Manager for Delrick Corporation, Inc. of Tazewell, Va., John Hicks's job is to make sure parts are always available for a good-size fleet of equipment. So he's always willing to try a product that may lighten his work load.

"It's not easy keeping up with the needs of our machinery, but it has to be done," said Hicks. "So when our sales representative offered me the chance to try out Komatsu's KMAX tooth system, I was open-minded. I'm glad I was because it's one of the best decisions I've ever made. By far, it's the best tooth system that anyone has ever come up with."

Developed by Hensley, the KMAX tooth system is revolutionary in design, and features a reusable locking mechanism that makes installation and removal fast and safe. Once a tooth is put on the bucket shank, it's locked in place with a 90-degree turn of a socket, eliminating the old and sometimes dangerous method of hammering pins out.

"We've already seen a cost savings," said Hicks. "We've used the KMAX teeth for almost two years without replacing any. They stay in place until you want them off, and you don't have to replace pins. When we changed a tooth before, we had to drive the old pin out, and then it wasn't usable again. At \$12 to \$13 per pin and about 50 pins a month, that adds up quickly."

Designed for long life

KMAX teeth have been tested and proven in the field under the most demanding and punishing conditions. Made of the highest-quality cast alloys, each tooth is heat-treated to the core for hardness and durability to maximize wear life and sharpness.

State-of-the-art, 3-D-modeling software was used to optimize the tooth and adapter shapes (five shapes are available) to fit a variety of machines and applications. All teeth have a similar elliptical shape that minimizes stress and maximizes material flow. The ease of installation and removal allows users to easily flip teeth in cases where working methods and conditions cause unbalanced wear.

Hicks has kept the trial set of teeth and ordered a second set. Soon he plans to have all his machinery converted to the KMAX system. "We know it works," he said. "The cost savings have been fantastic. The mechanics and operators love it because they're not risking injury by pounding pins. It's incredible." ■



John Hicks,
Delrick Corporation,
Inc.

The KMAX tooth system features a reusable locking mechanism that makes installation fast and safe. "They stay in place until you want them off, and you don't have to replace pins," said John Hicks of Delrick Corporation, Inc.



INDUSTRY INTEREST

ROAD SONGS

How our transportation system has impacted pop culture

On this 50th anniversary of the U.S. Interstate Highway System, the American Road & Transportation Builders Association (ARTBA) compiled a list of famous road songs and road movies to demonstrate how our city streets, county roads and national highways are more than just a way to get from here to there — that they are actually an important part of our national fabric through pop culture.

Here are a few of the tunes you might want to pop in the CD player the next time you take to the road.

Many popular songs and movies refer to roads and traveling, showing the impact the Interstate system has on our culture.

- “Life is a Highway” by Tom Cochrane
- “On the Road Again” by Willie Nelson
- “Thunder Road” by Bruce Springsteen
- “Take Me Home, Country Roads” by John Denver
- “Ventura Highway” by America
- “Interstate Love Song” by Stone Temple Pilots

If you’re at home and want to watch a road movie, you might want to rent:

- “Easy Rider” with Jack Nicholson,
- “Smokey and the Bandit” with Burt Reynolds,
- “Convoy” with Kris Kristofferson,
- “National Lampoon’s Vacation” with Chevy Chase,
- “Planes, Trains and Automobiles” with Steve Martin,
- “Road Trip” with Tom Green.

“Most of us take this incredible transportation network and our Interstate highways for granted,” says ARTBA Senior Vice President of Communications and Marketing Matt Jeanneret. “But when you take the time to think about it, you realize the enormous impact the Interstate system has — not just on the economy and quality of life — but on our culture as well. Movies and music are a good reflection of that.”

Jeanneret points out that the 46,000 miles of Interstate highways in the U.S. are just a fraction of the total roadways built by the U.S. transportation construction industry over the years. In total, there are 3.9 million miles of roads in the United States. ■



ON THE LIGHT SIDE



"Did you bronze your hard hat for your retirement trophy because it reminds you of all the jobs you did — or because it helped you make it to retirement?"

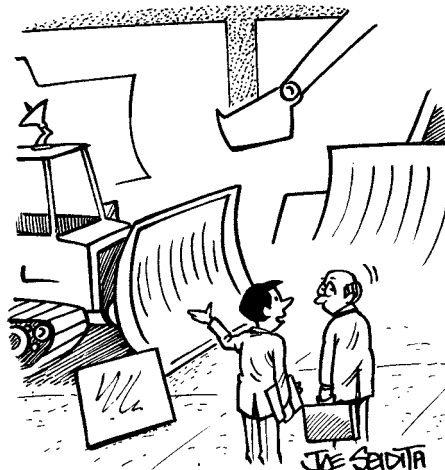
"Tell me if I'm going to have any problem with the IRS if I deduct you as a business expense."



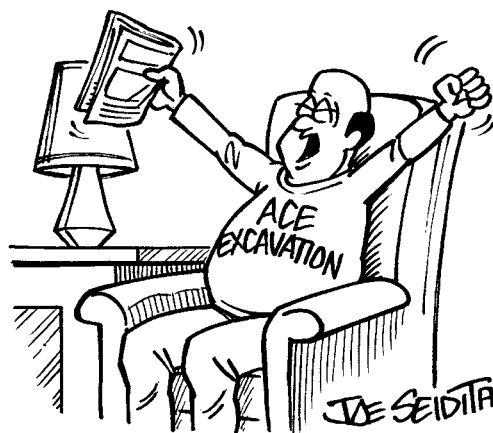
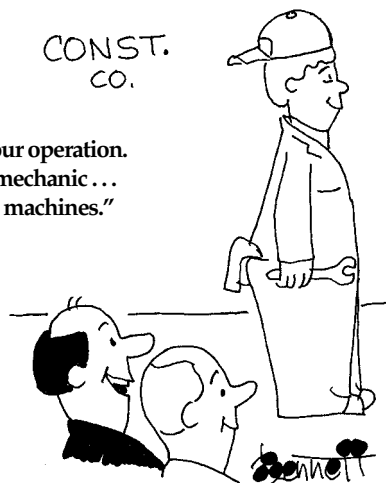
"We're the low bidder... and I can't find a single mistake in our figures!"



"We're trying to develop a truly valuable GPS system for this model. It will not only know where it is, but it will know where all the potential jobs are."



"He's a good fit for our operation. He's our youngest mechanic... but he likes the old machines."



"Yaaawn!... Guess it's time to hit the bedrock."



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

DISTRIBUTOR CERTIFIED

RELIABLE USED EQUIPMENT

Komatsu "Distributor Certified Used" excavator provides value for site-prep, highway contractor



Randy Mikkelsen owns and operates Mikkelsen Bros., an excavation company in Langdon, N.D. With a work force of about 20, the company specializes in site preparation and state highway work.

With a fairly large work load, Mikkelsen needs productive equipment that he can rely on to keep moving dirt. When he needed an excavator recently, Mikkelsen turned to his local Komatsu distributor for a Distributor Certified Used machine.

"I asked my distributor to find me a PC120 because that size fits our needs particularly well," said Mikkelsen, who purchased a

PC120-6 with 1,200 hours. "They offered this one or a new one that could be delivered in five or six weeks. I compared the prices and the number of hours and felt the used machine was the best value for us at the time."

He also felt comfortable knowing specially trained technicians had gone over the machine with a fine-tooth comb to make sure it was in top working condition. Komatsu Distributor Certified Used machines are thoroughly inspected and rated based on specific criteria including age, hours, component wear and appearance. Special finance rates and extended warranties are also available on many Distributor Certified machines.

"We don't generally buy used equipment," Mikkelsen noted. "The last few excavators we've bought have been new, but I had no problem purchasing this machine. I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Komatsu Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."

The right fit

Mikkelsen also noted that the size of the 27,000-pound-plus PC120-6 often allows it to be moved without load restrictions. The company uses it for a variety of applications such as digging footings and utility trenches and loading trucks.

"It's worked very well, but then we expected that based on our past experience with Komatsu equipment," said Mikkelsen. "Our last PC120 had about 12,000 hours on it and was still running well when we traded it in. I expect we'll get the same kind of production out of this used machine." ■

Randy Mikkelsen, Owner of Mikkelsen Bros., uses his Komatsu Distributor Certified Used PC120-6 excavator for a variety of tasks in his site-preparation business. "The last few excavators we've bought have been new, but I had no problem purchasing this machine," he said. "I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."





KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



*If it can be measured,
we measure it!*

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."



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