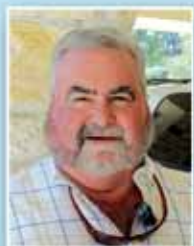




WAUKESHA-PEARCE INDUSTRIES, INC.

UPDATE

A PUBLICATION FOR AND ABOUT WAUKESHA-PEARCE INDUSTRIES, INC. CUSTOMERS • 2012 No. 1, MAY



Ronnie Lamb,
Vice President

KENNETH LAMB CONSTRUCTION COMPANY

**Conroe niche contractor maintains
success with sole focus on
underground utility work**

See article inside . . .



KOMATSU®

A MESSAGE FROM THE VICE PRESIDENT



G. Michael Green

**We're proud
to represent
Komatsu**



Dear Valued Customer:

During the past year, Komatsu introduced several new machines that meet Tier 4 Interim regulations, and in most cases, do so with increased production and fuel economy. In addition, it premiered its second-generation Hybrid excavator, the HB215-1, before any other manufacturer brought its first hybrid machine to the market.

Like previous models, Komatsu's KOMTRAX machine-monitoring system comes standard and free on these new machines. Komatsu's Tier 4 Interim machines are also backed by the Komatsu CARE program, which offers complimentary service for three years or 2,000 hours, whichever comes first. As always, all work is performed by our highly trained, experienced technicians.

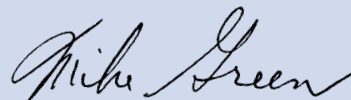
In this issue of your *WPI Update* magazine, you will see how Komatsu's Tier 4 Interim machines are exceeding expectations and proving to be more efficient and productive than their predecessors, in most cases.

That innovation and forward thinking makes us proud to be a Komatsu distributor. We're proud of the other manufacturing lines we carry as well, and we believe as you look to buy and rent equipment this year, you'll find WPI has the broadest offerings to meet your needs.

We anticipate a growing need for equipment this year as the construction market continues to stabilize and even increases in some segments. We also hope that a new long-term highway bill will come to fruition this year that will bring more certainty.

Whatever your needs, we stand ready to meet them. So, please call or stop by one of our branch locations if there's anything we can do for you.

Sincerely,
WAUKESHA-PEARCE INDUSTRIES, INC.



G. Michael Green
Vice President of CMD Operations

THE POWER PEOPLE ®

A PEARCE INDUSTRIES, INC. COMPANY



WAUKESHA-PEARCE INDUSTRIES, INC.

UPDATE

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS

IN THIS ISSUE

KENNETH LAMB CONSTRUCTION COMPANY

Learn how a focus on underground utilities helped this Conroe contractor grow and succeed throughout its 40-year history.

COURTNEY CONSTRUCTION

See how the exclusive Komatsu CARE program tipped the decision-making scales for this WPI customer, who purchased four new Komatsu excavators.

TIER 4 UPDATE

Now that Tier 4 Interim regulations have been in place for more than a year, read what users are saying about the benefits of Komatsu machines designed to meet the latest emissions standards.

NEW PRODUCTS

Find out about Komatsu's new HM400-3 articulated truck that meets all Tier 4 Interim requirements, plus provides increased capacity and other benefits.

GUEST OPINION

AED Chairman Larry Glynn discusses the urgency of passing a new, federal, multi-year surface transportation bill.

TECH NOTES

Advances in computer technology aren't all fun and games. Find out how high-tech hardware and programs are bringing construction costs down.

KOMATSU & YOU

Komatsu CEO/Vice Chairman Rod Schrader talks about his new leadership role and his vision for the company and its customers.

Published by Construction Publications, Inc. for



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

www.wpi.com

AUSTIN, TX
P.O. Box 14684
16029 I.H. 35 North (78660)
Austin, TX 78761-4684
(512) 251-0013
(512) 251-0748 FAX

CORPUS CHRISTI, TX
P.O. Box 9267
5226 Interstate I-37 (78407)
Corpus Christi, TX 78469-9267
(361) 884-8275
(361) 882-2416 FAX

HOUSTON, TX
P.O. Box 35068
12320 S. Main (77035)
Houston, TX 77235-5068
(713) 723-1050
(713) 551-0798 FAX

KILGORE, TX
3106 North Highway 42
Kilgore, TX 75662
(903) 984-2011
(903) 984-1596 FAX

SAN ANTONIO, TX
P.O. Box 200163
3740 S.E. Loop 410 (78220)
San Antonio, TX 78220-0163
(210) 648-4444
(210) 648-7602 FAX

EDINBURG, TX
P.O. Box 2179
5934 North Expressway 281
Edinburg, TX 78540-2179
(956) 386-0107
(956) 386-0475 FAX

TOMBALL, TX
P.O. Box 1677
1720 Hicks St. (77375)
Tomball, TX 77377
(281) 351-9016
(281) 351-9042 FAX

BEAUMONT, TX
P.O. Box 2066
8903 S. Hwy. 69 (77640)
Port Arthur, TX 77643
(409) 721-5305
(409) 721-6192 FAX

BUFFALO, TX
Opening soon!
28425 IH 45 South
Buffalo, TX 75831

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Louis M. Pearce, III, President
G. Mike Green, VP CMD Operations
Bruce Truesdale, Director of Sales
Ray Singleton, Director of Service
Dick McCorkle, Director, Parts-CMD
Steven Payne, Director of Retail Finance
Mike Andrews, Major Accounts Manager
Jess Widner, Major Accounts Supervisor
Pete Crabtree, Marketing Manager
Heston Thomas, Remarketing Manager
Mark Reeves, Technical Services
Dan Galor, Customer Support Manager
Scott Smith, Sales Manager
Rusty Yarbrow, Sales Manager

AUSTIN, TX

Rick Hutchens, Branch Manager
Eddie Lowden, Service Manager
Jesse M. Ratliff, Parts Manager
Ed Perry, Sales Representative
Sean Casey, Sales Representative
Tim Hesskew, Product Support Sales

CORPUS CHRISTI, TX

John Dietz, Store Manager
Eddie Medrano, Service Manager
Jeff Harper, Sales Representative
Cris Perez, Product Support Sales

HOUSTON, TX

W.G. Summerlin, Service Manager
James Crosby, Parts Manager
Kevin Cagle, Sales Representative
Rusty May, Sales Representative
Mark Rickett, Sales Representative
Steve Robinson, Sales Representative
Marshall Godfrey, Product Support Sales
Jack Oliver, Product Support Sales

KILGORE, TX

Jack Smelley, Jr., Branch Manager
Randy Plaschke, Service Manager
Blayne Fannin, Parts Manager
Max Nation, Sales Representative
Mark Bewley, Sales Representative
Randy Berry, Product Support Sales

SAN ANTONIO, TX

Robert Barrera, Branch Manager
Randy Wadsworth, Service Manager
Mike Hunter, Parts Manager
Brian Childress, Sales Representative
Shorty Pena, Sales Representative
Bill Adkins, Project Manager
Mike Harris, Product Support Sales

EDINBURG, TX

L.C. Smith, Branch Manager
Frank Perez, Parts Manager
Darryl Woods, Sales Representative
Alex Maldonado, Product Support Sales

TOMBALL, TX

Les Frazier, Branch Manager

BEAUMONT, TX

Joseph LaBouve, Branch Manager
Ryan Pyburn, Sales Representative
Jimmy Hight, Service Department

BUFFALO, TX

Jack Smelley, Jr., Branch Manager
Gregg Cairns, Sales Representative

KENNETH LAMB CONSTRUCTION COMPANY

Conroe niche contractor maintains success with sole focus on underground utility work

Last year marked another milestone for Kenneth Lamb Construction Company as it hit its 40th anniversary. Vice President Ronnie Lamb said there are two main reasons the Conroe-based company has maintained success.

“One is that we’re a strong family business, always have been,” said Lamb. “The other is that we have our niche, and we don’t really stray outside of that. By focusing on doing one thing and doing it right, we’ve gained expertise that helps us deliver projects on time and on budget, often ahead of time. Our customers appreciate that.”

Kenneth Lamb Construction Company’s niche is installing water, sanitary- and storm-sewer underground utilities, its sole focus for the past 20 years. It is often no small feat that the company delivers projects on time and on budget, considering many of its jobs involve working on congested sites and in open trenches that are routinely deep.

“We don’t shy away from tough projects,” declared Lamb. “It’s common for us to do

projects that involve going down 20 to 30 feet or more. Because of our geography, that often means we’re running into water, so we have to take the necessary steps to deal with that, such as installing well points. Many companies aren’t willing to take on such jobs, and that plays right into our hand. It narrows the field.”

Ronnie Lamb has gained the experience in doing those types of projects and others because he’s worked at Kenneth Lamb Construction since its beginning in 1971, when his father, who has since passed away, founded the business. At first, he worked part time, but quickly moved up to full time and began running a crew.

“When dad founded the business, it was basically a one-man show; he concentrated on digging and cleaning out roadside ditches and repairing culverts,” Lamb recalled. “About two years in, he started doing some utility work. For several years we continued to do both types of work, but eventually phased everything else out and turned exclusively to utilities.”

A dedicated family, staff

Today, Lamb oversees a staff of about 65 that’s split into three underground crews and one clean-up crew, as well as truck drivers and office help. Included in the latter are his two daughters, Angie Dotter and Holly Thomas, his mother, Bobbie Lamb, who is President, and his son, Ronnie Jr.

“It’s a pleasure to come to work every day and see family members who take pride in maintaining the reputation for quality customer service for which we’ve become known,” said Ronnie. “Everyone understands their role and is committed to the company’s success.”

Ronnie Lamb is Vice President of Kenneth Lamb Construction, an underground utility company based in Conroe. His daughters, Holly Thomas (left) and Angie Dotter, also work for the family business.



He is quick to point out that, in addition to family members, employees contribute greatly to Kenneth Lamb Construction's success. The vast majority have decades of experience, including such key personnel as Estimator Trey Kissane and Foremen Javier Valdez, Gary Larner and Casey Kelly.

"I can't be on every jobsite, so I put my trust in those people and their judgement, and they don't let me down," said Lamb. "In turn, they have good workers on their crews who understand what it takes to do any job safely and efficiently. Overall, we have an excellent staff here, and they deserve much of the credit for our success."

Hitting the "sweet spot"

Most of Kenneth Lamb Construction's work involves hard-bid projects for municipalities as well as private developers, mainly in the Houston area. It often bids as a general contractor, subbing out work like clearing and paving. One such project, about two years ago in the city of Conroe, involved installing about 30,000 feet of pipe. At \$3.6 million, it was the largest job the company had ever done.

But not far behind are two more recent projects that each totaled about \$3 million. One was Bridgeland Parkway Section 5 that involved water, sanitary and storm utilities, including about 2,700 feet of 30-inch sanitary line, 32 feet deep in spots. Large-diameter storm sewer and box culverts were part of the job as well.

More recently, Kenneth Lamb Construction put in roughly 20,000 feet of water, sanitary and storm lines for Springwoods Municipal Utility District 2 as part of a residential subdivision project to support public infrastructure. A crew also put in 1,800 feet of 12-inch water line, and about 100 feet of 66-inch reinforced concrete storm pipe for a commercial job in Katy.

"Our projects typically fall in the \$200,000 to \$3 million range," noted Estimator Trey Kissane. "We've seen quite a few projects at the upper end during the past few years. Our sweet spot tends to be \$500,000 to \$700,000, and lately about 95 percent of our work falls under the public municipal market."



Kenneth Lamb Construction relies on Komatsu excavators for a variety of tasks, including lifting pipe and hydrants into place on projects such as this one at a subdivision in Springwoods Municipal Utility District 2.



Using a Komatsu PC200LC-8, a Kenneth Lamb Construction operator digs a trench to expose utility lines on a commercial project in Katy.



Komatsu stability, longevity make a difference

To dig utility trenches, do minor clearing and backfilling, Kenneth Lamb Construction mainly turns to Komatsu excavators and dozers. Ronnie began using Komatsu excavators around the time the company switched its focus solely to underground work, about 20 years ago. For nearly that long, he's worked with veteran WPI Sales Representative Mark Rickett. Recent acquisitions include PC300, PC350, PC400 and PC200 excavators, as well as D61PX-15 dozers.

"At the time of our first purchase, we bought a brand-new PC300 and a competitive machine of the same size," recalled Lamb. "The difference was night and day. The Komatsu had better balance and stability. In fact, we had to weld a larger counterweight on the other brand because it tipped under the same conditions. That cemented Komatsu as our machine of choice."

Continued . . .



Trey Kissane,
Estimator



Reliable, productive equipment contributes to success

... continued



Javier Valdez,
Foreman



Casey Kelly,
Foreman



Kristin Fisher,
Receptionist



(L-R) WPI Sales Representative Mark Rickett is with Kenneth Lamb Construction Vice President Ronnie Lamb, Foreman Gary Larner, Estimator Trey Kissane and Operator David Larner (in cab) on a jobsite. "Mark has been terrific to work with through the years," said Lamb.

This Kenneth Lamb Construction operator uses one of the company's Komatsu D61PX dozers to help install 1,800 feet of 12-inch water line and about 100 feet of 66-inch reinforced concrete storm pipe on this job in Katy.

www.WPIUpdate.com



"That's continued to remain the case and why we added more excavators," he noted. "They give us good production, even in deep digging. We really like the D61PX dozers as well. Because we run into wet ground often, the wide tracks on the PX models make a big difference. They have lower ground pressure, so we can keep working."

Lamb added that better stability, balance and production aren't the only factors in buying Komatsu. "Komatsu's longevity is unmatched, as far as we're concerned. We've run some of our Komatsu machines as many as 20,000 hours without doing much more than routine maintenance."

Kenneth Lamb Construction handles that routine maintenance itself, calling on WPI for help as needed. "For something that's beyond routine, we can call Mark or anyone else at WPI and know that they'll get to us quickly," said Lamb, who's purchased other equipment from WPI, including Bomag compaction machinery. "WPI does most of the work for us in the field, which is a time and expense savings. Mark has been terrific to work with through the years. The relationship we've built with WPI is great. We consider them a partner in our business."

The ideal size

Like other contractors, Kenneth Lamb Construction saw a drop-off in the number of projects put out for bid during the recession of the past few years. Kissane said that's changed recently.

"We're definitely seeing an uptick, which is positive, and we believe that's going to continue to be the case for the foreseeable future."

Ronnie Lamb said fluctuations in the market are nothing new. "Although the downswing was a little bigger this time, we've seen many ups and downs throughout the past 40 years. We weather the down times by being well-capitalized and prepared. Because of that, it didn't really affect us that much.

"We've remained at about our current size for quite some time and I don't see us getting much bigger or smaller," he added. "I've seen through the years that our size is just about ideal. We've found our niche, stuck to it and continued to succeed. I don't see any reason to mess with that formula." ■

PC490LC-10

From Komatsu - The Excavator Experts



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

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

KOMATSU®



www.komatsuamerica.com

COMPLIMENTARY TIER 4 SERVICES



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

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

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

KOMATSU®



www.komatsuamerica.com

COURTNEY CONSTRUCTION

WPI's commitment to CARE leads Carthage contractor to purchase its first Komatsu machines

When Courtney Construction purchased four new Komatsu Tier 4 Interim PC240LC-10 excavators last year, they first demo'd one against a competitive brand. Production-wise, the two machines matched up very well, according to Senior Manager Chance Courtney.

"What tipped the scale in Komatsu's favor was the Komatsu CARE program and WPI's commitment to providing care under it," said Courtney, part of the Carthage-based two-generation family business that offers site work and trenching in oil-field construction. "We're very aggressive about our equipment maintenance. With Komatsu CARE we were assured that routine services would be done on time by WPI's technicians. We saw it as a major cost savings."

The Komatsu CARE program offers complimentary service on all new Tier 4 Interim machine purchases and rentals for the first three years or 2,000 hours, whichever comes first. Also included are two Komatsu Diesel Particulate Filter exchanges for the first five years or 9,000 hours (parts only). Trained WPI technicians perform all work, using genuine Komatsu parts and fluids.

Courtney, who worked with Kilgore-based WPI Sales Representative Mark Bewley to purchase the machines, tracks hours and other critical machine data through Komatsu's KOMTRAX remote machine-monitoring system. So do Komatsu and WPI, which worked with Courtney to set up services on the 54,000-pound-plus excavators that feature a digging depth of 24 feet.

"WPI came to our jobsites, and in our line of work, locations can be remote," said Courtney, who is also renting additional Komatsu excavators from WPI, and has purchased a Bomag soil stabilizer. "They

scheduled a time convenient to us and covered the services, including travel time to the sites, with no out-of-pocket expense to our company. Komatsu and WPI delivered on their word, and we're very happy with the work."

The Tier 4 Interim PC240LC-10 excavators were Courtney Construction's first Komatsu purchases since its founding in 2001. "The Komatsu CARE program and WPI showed us the value Komatsu and WPI place on customer satisfaction after the sale. As we look at future purchases, that will definitely be a significant factor in our decisions." ■



Chance Courtney,
Senior Manager
Courtney Construction

Courtney Construction purchased four new Komatsu PC240LC-10 excavators with confidence, knowing the Komatsu CARE program, offered through WPI, would provide complimentary maintenance services for the first three years or 2,000 hours.



TIER 4 UPDATE

TIER 4 INTERIM AFTER YEAR ONE

Customers seeing benefits from Komatsu machines designed to meet latest emissions standards

A little more than a year ago, Komatsu introduced its first machines designed to meet Tier 4 Interim standards, which dramatically reduce emissions in the 175- to 750-horsepower range. On nearly every machine, Komatsu went beyond just meeting the regulations, working to improve performance and efficiency. In some cases, Komatsu replaced the predecessor machines with new model numbers to better reflect changes, such as operating weight.

Komatsu released five excavators (PC490LC-10, PC390LC-10, PC360LC-10, PC290LC-10, PC240LC-10), two dozers (D155AX-7, D65-17 in EX, PX and WX models), two articulated haul trucks (HM300-3 and HM400-3) and a WA380-7 wheel loader. Tier 4 Interim standards for machines in the 75- to 174-horsepower range went into effect beginning this year.

"We believe we raised the bar, not only in terms of lower emissions, but in performance," said Peter Robson, Director of Product Marketing. "We've made some significant changes to the machines, such as low-speed and variable matching, smart-loader logic and Komatsu traction control. Another key element of productivity is operator comfort, and the Tier 4 Interim machines have enhancements in the operator's environment, including new seats, cabs, controls and monitors. Our feedback after the first year is very positive."

Feedback comes in various forms, including direct customer contact and active tracking through Komatsu's KOMTRAX remote machine-monitoring system.

"We've found that the Tier 4 Interim machines are more efficient than their Tier 3 predecessors," said Ken Calvert, Komatsu's Director of Product Support Systems. "In fact, many customers see benefits, such as higher production with lower fuel consumption, which equate to lower operating costs. As with any new standards, there was some concern about how they would affect performance. Our data show that customers can put those concerns to rest."

Already saving

Alton Hutto, Owner and Vice President of Lad Corporation, saw savings right away. A longtime Komatsu user, Hutto purchased a PC360LC-10 late last year and began using it on a large sewer project that involved digging in rocky soils. Despite the rugged conditions, which required using the excavator in Power mode, he said the fuel savings were apparent.

"There were competitive machines on the project, working in the same conditions,"

With reduced fuel consumption and higher productivity, Komatsu's Tier 4 Interim machines, such as the PC360LC-10 excavator and the HM300-3 articulated haul truck, make a cost-effective combination in most applications.

www.WPIUpdate.com





www.WPIUpdate.com



Last year, Komatsu introduced new excavators, articulated dump trucks and dozers, including this D65-17, that meet Tier 4 Interim standards. Data show they're more fuel-efficient and productive, with lower emissions than their Tier 3 predecessors.

Hutto pointed out. "Compared to those, our PC360LC-10 used about half the fuel. That's a significant savings, but not completely unexpected. Our experience with Komatsu through the years has shown significant savings compared to competitive brands."

Hutto attended a seminar during one of Komatsu's recent Demo Days at the company's Training and Demonstration Center in Cartersville, Ga. He learned about the technology behind Komatsu's Tier 4 Interim machines and was impressed. Tier 4 Interim emission regulations require equipment manufacturers to reduce NOx by 45 percent and soot by 90 percent.

"After the seminar, I was very confident that Komatsu is well ahead of the competition in terms of Tier 4 and how it reduces emissions," said Hutto, who's researched the Tier 4 Interim standards and how Komatsu and other companies went about meeting the regulations. "After we purchased the excavator, Komatsu sent someone to train our operators in how to maximize the machine's performance and fuel economy. We're very

impressed with their commitment to ensuring our machine's optimal performance."

Komatsu machines do that by using engine components, including the exhaust gas recirculation system, variable geometry turbocharger and Komatsu Diesel Particulate Filter (KDPF), which work together to maximize efficiency. Through regeneration, the KDPF uses heat to burn soot and reduce emissions. Komatsu designed the machines to passively and actively regenerate during operation.

Robson said passive and active regeneration trends are right on track. "The results are very positive. Passive regeneration happens consistently during normal working conditions when operating conditions maintain sufficient exhaust temperatures to oxidize particulate matter. Operators don't even know it's happening. Active regeneration generally occurs in the 60- to 80-hour range, and is what we call a 'house-cleaning event,' where temperatures are raised to oxidize the carbon. In most cases, the operator is unaware of it as well."

Continued . . .

HYBRID EXCAVATOR

From Komatsu - The Green Experts



Komatsu continues to strengthen its innovation leadership with the HB215LC-1. Komatsu hybrid excavators have accumulated more than 1 million operating hours in the field, proving their reliability, along with fuel and emissions savings.

- With every swing, the HB215LC-1 regenerates energy – yielding an average fuel savings of 25% with an equivalent 25% fewer CO₂ emissions.
- Hybrid powertrain components are backed by a 5-year/7,000-hour warranty.

KOMATSU®



www.komatsuamerica.com

Tier 4 Update: Komatsu programs mean even more benefits

... continued

KOMTRAX plays a crucial role

According to the Tier 4 Interim standards, the diesel particulate filter must be cleaned at 4,500 hours. "Our tracking shows the number of regenerations, including machine requests for manual regeneration and the length of the regeneration itself," said Calvert. "We've also tracked fuel consumption as it relates to regeneration, and the numbers are very positive. We've learned a lot."

Tracking regeneration is done with Komatsu's new KOMTRAX 4.0, designed specifically for Tier 4 Interim machines, which also collects other critical information, such as fuel usage, idle time and machine hours.

"KOMTRAX 4.0 builds upon our previous versions by offering information such as predicting fuel-saving opportunities associated with changes in operating modes," noted Calvert. "For example, it can show operators ways to save fuel by using the Eco mode in their application as opposed to Power mode, if it's appropriate. It alerts them when idle time seems excessive and it would be better to shut the machine down to conserve fuel."

In addition to Komatsu tracking the machines, Calvert said distributors are actively using KOMTRAX to track equipment in their territories. "Our distributors are excellent communicators of the Tier 4 Interim technology when they sell or rent a machine, and are great at identifying situations where customers could operate equipment more efficiently to maximize productivity using less fuel."

CARE part of the equation

To further help Tier 4 Interim users keep owning and operating costs down, Komatsu backs its new machines with Komatsu CARE. The program features complimentary factory-scheduled maintenance for the first three years or 2,000 hours, whichever comes first, with work performed by Komatsu distributor technicians using genuine parts and fluids.

"One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user," pointed out Jake Tiongco, Senior Product Manager, Parts Division. "Lower owning and operating costs will lead to more competitive quotes on jobs for our

Continued...



All new Komatsu Tier 4 Interim machines are backed by the Komatsu CARE program that provides three-year/2,000-hour complimentary maintenance.



Komatsu tracks Tier 4 Interim machines using its advanced KOMTRAX 4.0. "Our tracking shows the number of regenerations, including machine requests for manual regeneration and the length of the regeneration itself," said Ken Calvert, Komatsu's Director of Product Support Systems. "We've also tracked fuel consumption as it relates to regeneration, and the numbers are very positive."

Tier 4 Update: it can mean improvements to your bottom line

... continued

customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life."

Robson said it all adds up to increased profitability. "If owners are getting as good or better production compared to their older machines, with less fuel consumption and

lower maintenance costs, their bottom line will be better. With each new tier standard, we've improved our equipment beyond the regulations, and we believe these machines mark our best introduction yet. If owner's are still thinking about whether they should make the investment, we encourage them to demo or rent a machine. We believe they'll see the difference." ■

New Komatsu machines make magazine's Top 100 list

Komatsu's Hybrid HB215-1 is among several of the company's products listed in Construction Equipment magazine's Top 100 Products of 2011. Also listed were Komatsu's Tier 4 Interim Dash-10 excavators and its new WA1200-6 wheel loader.

The HB215-1 is Komatsu's second-generation Hybrid excavator, which was built upon the success of its predecessor and provides significant fuel savings compared to its conventional counterpart, the PC200LC-8. Four major components of Hybrid — a generator motor, inverter, capacitor and electric swing motor — work in harmony to assist the engine. For example, the swing motor captures energy from the upper structure during swing braking and sends it to the capacitor for storage. It's then available to power the swing motor or the generator motor.

Both the Hybrid HB215-1 and the Tier 4 Interim excavators (PC240LC-10, PC360LC-10, PC490LC-10) feature low-speed matching that optimizes engine and hydraulic performance. Higher-displacement pumps deliver a higher flow amount at lower engine speeds. The machine can adjust the engine speed based on the flow output for better efficiency.

Tier 4 Interim excavators reduce emissions while, in most cases, providing better fuel economy and higher horsepower than the models they replaced. All major components, such as the engines, hydraulic pumps, motors and valves, are exclusively Komatsu. An integrated design with a closed-center, load-sensing hydraulic system makes the machines more efficient.

Designed for mining applications, the WA1200-6 wheel loader has an increase of 132 horsepower compared to its predecessor. It has an engine rpm-control system with auto deceleration and a dual-mode hydraulic system that can be set for normal or powerful loading. ■



Komatsu's second-generation hybrid excavator, the HB215LC-1, is recognized by Construction Equipment magazine as one of the most innovative products of the year. Also listed were Komatsu's Tier 4 Interim Dash-10 excavators and its new WA1200-6 wheel loader.

LOADERS

From Komatsu - The Loader Experts



Komatsu Wheel Loaders deliver high productivity, low fuel consumption, easy maintenance and superior operator comfort. The WA200PZ-6, WA250PZ-6 and WA320PZ-6 feature Komatsu's electronically controlled Hydrostatic Transmission (HST) with Komatsu's PZ (Parallel Z-bar) linkage.

- HST delivers high power, excellent response and low fuel consumption.
- The PZ linkage provides parallel lift, high breakout force and high lift capacity.
- Variable Traction Control with S-Mode reduces tire slippage.
- Dynamic braking eases operation and extends wet-disc brake life.

KOMATSU®



www.komatsuamerica.com

NEW PRODUCTS

NEXT-GENERATION TRUCK

Komatsu's new HM400-3 meets all Tier 4 Interim requirements, plus provides increased capacity



Rob Warden,
Product Manager

Komatsu's new HM400-3 features increased payload, horsepower and gross vehicle weight compared to its predecessor, while reducing fuel consumption by as much as 14 percent, depending on job conditions.

You care about the reduction in emissions that Tier 4 Interim regulations mandated, but chances are you're more concerned that new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new HM400-3 articulated haul truck does that and more. The new Tier 4 Interim truck actually outproduces the previous Tier 3 model.

The HM400-3 has an increased body capacity that yields a 44.1-ton payload compared to the 40 tons of its predecessor. Built of high-strength, wear-resistant steel, the body features a low loading height of 10 feet, five inches, which allows easy loading by Komatsu wheel loaders and excavators.

"A good combination is matching the HM400-3 with a 40- to 60-ton hydraulic excavator or a 5.5-cubic-yard to 7.5-cubic-yard wheel loader," said Product Manager Rob Warden. "That's an efficient, cost-effective way to move massive amounts of dirt on a variety of jobsites. Depending on conditions, operators

can select from two working modes: Economy for lighter work on flat ground or Power for higher-production jobs and uphill-hauling applications."

A new Komatsu Traction Control System (KTCS) allows for maximum performance in soft ground, allowing operators to continue working in wet, sloppy conditions. If the truck detects a rapid slowdown in movement, it checks to see that the front and middle axle shafts are rotating at the same speed. If not, it automatically engages the inter-axle differential lock. If wheel slippage is then detected, the HM400-3's KTCS system will automatically brake the slipping wheel.

"Job conditions determine fuel consumption, but with improvements in the transmission and advanced electronic engine control, we're seeing as much as 14-percent better fuel economy compared to the previous model," said Warden. "Eco Guidance through the monitor panel gives the operator information on ways to improve fuel economy. In addition, there are improvements to make the operator more productive, such as a center-located seat that provides a wider view, and a larger seat with air suspension that dampens vibration. The cab design offers less vibration and noise, too."

Brief Specs on the Komatsu HM400-3 Artic Truck

Model	Net Horsepower	Gross Vehicle Weight	Payload
HM400-3	469 hp	162,569 lbs.	44.1 tons

Backed by Komatsu CARE

Like other Tier 4 Interim machines, Komatsu backs the HM400-3 with Komatsu CARE. The program provides complimentary scheduled maintenance for three years or 2,000 hours by factory-certified technicians using genuine Komatsu parts and fluids.

"It's a value-added service that ensures proper maintenance, done right and on time," explained Warden. "That lowers owning and operating costs, maintains uptime and reliability and improves resale value." ■



GUEST OPINION

RALLY FOR ROADS

AED Chairman among those urging Congress to pass multi-year surface transportation bill

Americans cannot afford to wait for a new highway bill while Congress plays politics, said 2012 Chairman of the Associated Equipment Distributors (AED) Larry Glynn at the 2012 Rally for Roads on the National Mall in March.

“Our nation’s transportation infrastructure is old and overworked,” Glynn told members of the media prior to the rally. “It is past time that lawmakers address the millions of hours and billions of dollars that Americans spend idling in traffic. It is time, for the good of our nation, that Congress put aside partisan battles and put America back to work with a robust, bipartisan, multi-year highway bill.”

The 2012 Rally for Roads brought together approximately 500 transportation stakeholders from across the country to urge Congress to pass a fully funded, multi-year, surface transportation bill. AED is a proud sponsor of the Rally for Roads, the nation’s largest transportation funding advocacy rally.

The host of speakers, which included Senate Environmental and Public Works

Committee Chairman Barbara Boxer and House Transportation & Infrastructure Committee Chairman John Mica, reminded lawmakers of the positive economic benefits of transportation investments that create jobs and spur economic growth.

“A new highway bill resolves the uncertainty surrounding federal highway spending and encourages investment — no one wants to invest in an uncertain market, yet those are the conditions we face because of congressional inaction and extension after extension. When Congress passes a highway bill, America gets to work; factories get busy,” said Glynn.

According to a recent AED-commissioned study by researchers at the College of William & Mary, each dollar spent on infrastructure generates roughly double (\$1.92) the spending in direct and indirect economic output. During a 20-year period, each dollar in aggregate infrastructure spending will generate 96 cents in tax revenue, making infrastructure investment a value-added investment that pays for itself in the long term. ■



Larry Glynn,
Chairman,
Associated Equipment
Distributors (AED)

An AED-commissioned study showed each dollar spent on infrastructure generates roughly double the spending in direct and indirect economic output. AED Chairman Larry Glynn led an effort to urge Congress to pass a new multi-year surface transportation bill during the Rally for Roads in March.



THERE'S AN APP FOR THAT

How advances in technology are helping significantly lower construction costs

Want to see blueprints on your smartphone or tablet? Want to instantly communicate from the jobsite to the office or to the engineering firm that created the blueprints? Want to see the parts manual for your specific machine so you can order oil, filters or other items for maintenance? Chance are, as the saying goes, "There's an app for that."

Technology in construction continues to expand and evolve as quickly as in other industries, with seemingly new ways to make the jobsite, as well as the people and machinery on it, more efficient and cost effective. In fact, it's predicted that within a very short time, the jobsite could be totally paperless.

A recent article in Constructech magazine titled "The Paperless Jobsite," said "Technologies like Web collaboration and 3-D modeling have

empowered construction teams with more data than ever before. Devices like tablets and smartphones enable ... professionals to carry such data with them wherever they go."

A March TechCrunch.com article ("How Tablets Will Transform Construction") listed a paperless jobsite as one of three advantages of using mobile devices. The other two were better communication and analytics. The article describes a scenario where someone in the field needs clarification from an architect. Instead of heading to the job trailer to look at paper blueprints, "That person can just open up a blueprints app, mark the problem and send out an email right there."

Such technologies are designed to save time and money, and more and more companies are embracing it, according to an Associated General Contractors of America (AGC) survey. Results showed 55 percent of businesses plan to invest in IT departments this year. Twenty-four percent planned to switch financial, job costs or operational software to cloud computing.

"As a result of the tight market conditions, firms are trying to find the best way to leverage their investments in new information technology," said Roger Kirk, President and CEO of Computer Guidance in another recent Constructech article that highlighted the AGC survey and report, "A Look Ahead: Technology in 2012." "Contractors are looking for software and technology that increase the efficiency of existing staff and allow firms to do more with fewer people," noted Kirk.

GPS systems get good grades

Excavation equipment is one area where technology has made huge strides. Estimating software has been available for several years, allowing companies to do digital takeoffs,

Technology, such as tablets and smartphones, is increasingly being used on jobsites, with apps that allow instantaneous information about building plans. Many envision a "paperless" future where printed items, like blueprints, will no longer be needed.





The latest buzz in the construction industry is the use of Building Information Modeling, or BIM, which follows a building's "history" from initial planning through its entire life cycle, including eventual demolition. All aspects are factored in, making a model plan of the building to create better efficiency and job costing.

replacing the older, by-hand methods. However, in the past few years, there's been a trend that allows companies to take site-grading plans in digital format and plug them directly into a telematics device on a machine.

Equipment manufacturers, such as Komatsu, now offer machinery that's "plug-and-play" ready, making it easier for users to connect to 3-D, machine-control systems. Using GPS, these systems can control machine hydraulics, in turn, allowing a site to be put to grade more quickly. Labor costs can be saved by eliminating a grade checker. Or, if operators are checking grade, they don't have to leave the cab to do it, meaning more time spent inside the machine and increased production.

"The cost benefits can be substantial, starting with the elimination of staking," said Erik Wilde, Komatsu Vice President, ICT Business Division. "Users can grade the site in fewer passes, minimizing rework and overexcavation. That helps lower costs for the equipment user, who's using less fuel and fewer machine hours, as well as the project owner's cost of materials because there's less waste."

GPS systems are gaining prominence in utility installation and excavations, such as

footings and basements, with several types available: one-dimensional that provides a simple depth gauge, two-dimensional for accurate bucket position relative to slope and three-dimensional that gives accurate machine and bucket position anywhere on site, according to the article "Computer Grade Excavation" in the November issue of *Utility Contractor*. "The type of application and size of the job usually determine whether a 1-D, 2-D or 3-D system is the best fit," it points out.

"An excavator guidance system significantly reduces the need to check grade because operators have real-time, in-cab feedback on their progress," the article explains. "They always know where they are relative to grade ... they can quickly check grade and slopes by placing the bucket or tool anywhere on the site."

The article's author, John Bohlke, explains that getting to the proper depth more quickly, saves not only time, but has another distinct advantage.

"More jobs could be completed between service intervals," noted Bohlke. "A greater percentage of the hourly charge for excavation services can go toward profit and less toward maintenance — in other words, this practice decreases variable costs per project."

Continued . . .

Technology speeds construction, improves accuracy

... continued

Monitoring systems can reduce O&O costs

Of course, all machinery requires maintenance and keeping up with it is an important way to keep owning and operating costs low. Maintenance technology continues to expand, with equipment manufacturers putting systems on machines that allow owners to track hours, among other things.

An example is the KOMTRAX remote machine-monitoring system, which Komatsu has included as standard on its new machinery for several years. Through a secure Web site, owners can view a machine's usage and location.

"Both our distributors and our customers are more and more 'mobile,' so the information can be accessed from anywhere with Internet connection. The equipment owner or fleet manager can view a machine's hours relative to a service interval," said Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. "That helps them be proactive in scheduling a machine's downtime to have the service performed and ensures it's done on time. It eliminates guesswork.

"It also helps in terms of seeing trends, such as idle time," he added. "For instance, if idle time

is excessive, the owner knows and can address it with the operator. Eliminating excessive idling keeps unproductive hours to a minimum. That lengthens time between services and conserves fuel among other benefits."

Systems such as KOMTRAX also monitor error codes. "The system alerts us and the distributor, and we can relay that information to the owner and operator and tell them if a machine needs to be shut down," said Zeravica. "We can dispatch service personnel to the site quickly, knowing the error code and the potential issue before they get there. It makes for a faster diagnosis, reducing downtime."

Part of a growing trend

Before, during and after site construction, excavation contractors can coordinate with a project owner and general contractor to record their work. In today's marketplace, that may become part of an overall technological push in construction known as Building Information Modeling or BIM. According to the AGC survey, BIM is one of the fastest-expanding areas of technology in 2012. Forty-seven percent of respondents expect it to grow.

BIM takes into account not only the design of a building, but its entire life cycle. It involves three-dimensional building plans as well as "envisages virtual construction of a facility prior to its actual physical construction, in order to reduce uncertainty, improve safety, work out problems, and simulate and analyze potential impacts. Subcontractors from every trade can input critical information into the model before beginning construction. Waste can be minimized on-site and products delivered on a just-in-time basis rather than being stockpiled on-site," according to Wikipedia.

Additionally, BIM can bridge the information loss that often occurs when a project is handed from design team to construction team to building owner/operator. Using BIM, each group can add to and reference back to all information they acquire during their period of contribution to the project. Those who support BIM say it improves visualization and productivity, facilitates coordination of construction documents, links vital information, increases delivery speed and reduces costs. ■

GPS systems have gained prominence during the past several years because they offer more efficient excavation and grading with less overexcavation and waste.



COMPACT EXCAVATORS

From Komatsu - The Compact Experts



The Komatsu PC88MR-8 takes the power and quality reputation of its larger siblings into tight places. The advanced Pilot Proportional Control (PPC) joysticks provide smooth, precise controls and five working modes enable you to take command of every project.

- Three track options for any terrain: rubber, steel and roadliner
- Boom offset allows digging parallel to foundations or fences
- Spacious and comfortable contour cab design for true tight-tail versatility
- KOMTRAX wireless equipment-monitoring system with no monthly fees

KOMATSU®



www.komatsuamerica.com

BOMAG



BW190AD-4 AM

78" Intelligent Compaction Roller



MPH122-2

482 hp Stabilizer / Recycler



BW278AD-4 AM

78" Intelligent Compaction Roller



BM1300/30

51" Wide Milling Machine



BC462EB

High Speed Embankment Compactor



BW211D-40

84" Single Drum Compactor



BW284AD

84" Tandem Vibratory Roller



MPH364R-2

Recycler and Stabilizer

JOIN THE BOMAG COMMUNITY! Visit www.gobomag.com for details.



gobomag.com

Available through Waukesha-Pearce Industries, Inc.

A WELL-ROUNDED LEADER

Rod Schrader steps into CEO/Vice Chairman role for Komatsu America

QUESTION: What are your responsibilities as CEO/ Vice Chairman of Komatsu America?

ANSWER: There are several elements that make up Komatsu America, including our construction and utility division, mining division, parts division and forestry and forklift divisions. My responsibilities include all functions that fit across those groups, as well as the nuts and bolts of our financial results. One key role I see is as a collaborator who's making sure our organization is working together for the common cause of serving our customers. Throughout the company, no matter what role they play, the thought I want at the top of everyone's mind every day is, "What are we doing today to serve our customers?"

QUESTION: You've held several leadership positions with Komatsu. How has that prepared you for your current role as CEO?

ANSWER: Very well. Each position has its own uniqueness, so having served in construction, mining and utility gives me a well-rounded background in all aspects of the company. Those perspectives are a good foundation from which to work. One common aspect of the various positions I've held includes talking with and listening to customers. I have a very good understanding of where they're coming from, what challenges they face and what will help them be more productive and profitable. We take that knowledge and use it to build better machinery that's more reliable and efficient.

QUESTION: What do you believe are Komatsu's strengths?

ANSWER: One major strength is our distributor network, which provides our customers with equipment, parts and service



Rod Schrader,
CEO/Vice Chairman

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.

Walk into Rod Schrader's office and one of the first things you'll notice is a plaque that reads, "Good News is No News, Bad News is Good News, No News is Bad News." Schrader, Komatsu America's new CEO/Vice Chairman, says the phrase is very relevant to the company's success.

"What it boils down to is listening to the customer," said Schrader, who moved into his new position April 1. "The second two lines are the most profound for me. Bad news is good, because if we know the bad, we can find the root causes and put actions into place to fix it. I encourage our employees and customers to present us with the bad news. The third line, 'No News is Bad News,' suggests we're not hearing the voice of the customer. We're either not out there listening to or communicating with them. Going to customers' workplaces to listen and see the facts, enables us to provide solutions to improve our customers' operations."

Schrader has spent a good deal of time listening to customers during his 25 years with Komatsu, the past seven as Executive Vice President/General Manager of Komatsu America's Mining Division. He's also been a product manager, Director of Marketing, Vice President of Product Marketing and President of Komatsu Utility Corporation. He's been a member of the Komatsu America Corporate Board since July 2010.

"I've seen all sides, so to speak," said Schrader, an Illinois native. "What's common throughout is that Komatsu cares about the customer, whether it's a guy with a mini excavator digging utility lines or a large mining company with a fleet of our largest trucks. My goal is for Komatsu to be known as the best in the equipment industry when it comes to serving the customer."

Schrader and his wife, Kim, have three children (twins Hannah and Logan who are freshmen in college and Connor, who's still in high school). He enjoys golf, yard work and jogging.

Continued . . .

Komatsu — innovative and always striving to improve

... continued

support from trained personnel. We believe we have the best in the business, and my goal is to continue to provide them with the support they need to grow their business, train their people and offer the tools they need to be most effective at serving customers in their markets.

Another is being an innovative leader in equipment and product support. For example, we were the first to manufacture a hybrid machine, now in its second generation,

before any other manufacturer commercially introduced its first. Our Tier 4 Interim machines have been very well-received because we not only met the standards, but did so with more productive and efficient machines. Along with that, we're the first to offer complimentary service with our Komatsu CARE program on those Tier 4 Interim machines. We were the first manufacturer to offer free machine monitoring with our KOMTRAX system. Items such as those add value that can lead to better per-yard costs, less fuel usage and more profit.

Finally, we're always striving to improve. For the past several years, we've collected a large volume of data through KOMTRAX. For the most part, we've been reactive in using it. Now, we're more proactive by taking that information and using it two ways: to help our customers identify ways to better utilize their machinery, save fuel and plan for scheduled maintenance; and for our distributors to better stock their parts inventory and contact customers to schedule services.

QUESTION: What do the markets look like today?

ANSWER: The trends continue to go up and strengthen. Mining remained fairly strong, even during the worst of the recession, and we believe that's going to continue for some time. From a construction standpoint, we saw an increase in year-over-year sales during our previous fiscal year, which indicates a recovery. We're optimistic that this year will be even better. ■



At Komatsu, customer input is one important aspect of improving products, as well as parts and service capabilities, according to CEO/Vice Chairman Rod Schrader. He encourages customers to visit Komatsu manufacturing plants and provide feedback.

Komatsu CEO/Vice Chairman Rod Schrader says products and service, such as Tier 4 Interim excavators and trucks with KOMTRAX 4.0 and Komatsu CARE, are why Komatsu is an innovative leader in productive, reliable and efficient equipment.



Helping customers understand how to better utilize their machinery is one aspect of Komatsu's support. CEO/Vice Chairman Rod Schrader says data collected through KOMTRAX offers ways to decrease fuel usage and idle time as well as use equipment in the most efficient mode for the task at hand.

TIER 4 HITS NEW CATEGORY

Machines from 75 to 174 horsepower must now meet new interim emissions standards

This year marks the final group of equipment that must meet Tier 4 Interim standards. Ushered into the picture in 2012 are machines from 75 to 174 horsepower, a range of engine sizes that fits a large portion of the equipment industry.

Tier 4 Interim standards require manufacturers to cut soot emissions by 90 percent compared to Tier 3 models. In addition, they must reduce Nox emissions by 45 percent.

When Tier 4 Final standards begin implementation in 2014, Nox will have to be reduced by an additional 45 percent. When all is said and done, it's expected that emissions will be cut by 99 percent compared to when the first tier of standards went into effect nearly 20 years earlier.

"These reductions in Nox and particulate matter emissions from off-road diesel engines

will provide enormous public health benefit," according to a statement by the Environmental Protection Agency. "(EPA) estimates that by 2030, controlling these emissions would annually prevent 12,000 premature deaths, 8,900 hospitalizations and one million work days lost."

In addition, diesel machinery will be required to use cleaner grades of oil and fuel, and users will have to maintain emission filters. A big part of the overall engine picture is the use of diesel particulate filters, which currently have to be changed at 4,500 hours.

Tier 4 Interim standards have already been in effect for other horsepower ranges, starting with 25- to 74-hp models. Machines in the 175- to 750-horsepower range had to meet the interim criteria last year. ■



This year, small to mid-size machines, such as Komatsu's D51 dozer, come under Tier 4 Interim regulations. Komatsu dozers ranging from D31 to D61, excavators from PC130 to PC228, and wheel loaders from WA150 to WA320 all fall within the 75- to 174-hp range. Tier 4 Final standards go into effect in 2014.

SIDE TRACKS

On the light side



"Go to school, study hard, get a job and make money, aren't there phone apps to do all that?"

"Did you guys order a pizza?"



"My lawyer will read the fine print."

Did you know...

- The human eye blinks an average of 4.2 million times a year.
- Only 1% of bacteria cause disease.
- Bluebirds cannot see the color blue.
- Like fingerprints, everyone's tongue print is different.
- A law in North Carolina prohibits plowing a cotton field with an elephant.
- Throughout the world, more Monopoly money is printed in a year than real money.
- The U.S. has more bagpipe bands than Scotland does.
- The Mona Lisa has no eyebrows. It was the fashion in Renaissance Florence to shave them off.
- The most productive day of the workweek is Tuesday.

Brain Teasers

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

1. D L E B A _ _ _ D _
2. D G D E R E _ _ _ G _
3. N M E E T C _ _ M _ _ _
4. G R E E N I E N _ _ _ _ E _ _
5. L N P P E I E I _ _ P _ _ _ _

Surestrike

welcomes

Waukesha-Pearce Industries, Inc.

as a new dealer!



Surestrike attachments break your rock or concrete without breaking your carrier.

They feature:

- ✓ High production
- ✓ Quiet operation
- ✓ Fast cycle time
- ✓ Low maintenance

Call WPI today and ask about Surestrike's "Try and Buy" offer!



SURESTRIKE



SURESTRIKE INTERNATIONAL, INC.

www.surestrike.biz • info@surestrike.biz



www.wpi.com

Austin, TX
(512) 251-0013

Corpus Christi, TX
(361) 884-8275

Houston, TX
(713) 723-1050

Kilgore, TX
(903) 984-2011

San Antonio, TX
(210) 648-4444

Edinburg, TX
(956) 386-0107

Tomball, TX
(281) 351-9016

Beaumont, TX
(409) 721-5305

Buffalo, TX
Opening soon!

MORE INDUSTRY NEWS

\$500 million in TIGER grants available

Transportation Secretary Ray LaHood announced more than \$500 million in TIGER (Transportation Investment Generating Economic Recovery) grants. The grants are available for surface transportation projects that show a significant impact on the nation, a metropolitan area or region.

Projects are evaluated on criteria, such as safety, economic competitiveness, livability and short-term job creation, to determine if they qualify. They are awarded on a competitive basis. It's the fourth round of such funding, which has provided \$2.6 billion for projects thus far, with projects in all 50 states and Puerto Rico.

The program has been popular, with the Department of Transportation receiving more

than 3,300 applications requesting more than \$95 billion.

LaHood also announced recently that nearly \$41 million will be spent on 58 projects in national parks, forests and preserves to provide safe, convenient access for visitors. It will be used to modernize aging transportation infrastructure

"Our nation's scenic parklands and protected areas are national treasures attracting millions of visitors each year," said LaHood. "It's vitally important to preserve and protect these lands for today's visitors as well as future generations by investing in safe, accessible and environmentally sustainable transportation." ■

FAA reauthorization provides funding through 2015

Congress passed and the President signed the FAA Modernization & Reform Act, providing more than \$63 billion in Federal Aviation Administration funding through 2015. It's the first multi-year funding mechanism for the FAA in more than four years, as it had been receiving appropriations through short-term extensions.

It sets agency policies and operations, as well as investment levels for the Airport Improvement Program (AIP), which provides grants for airport construction. The bill authorizes AIP funding at \$3.35 billion annually, providing certainty to the airport construction markets. ■

National Green Building Code approved

After two years of development, the International Green Construction Code was adopted by the U.S., setting mandatory baseline standards for building design and construction. It includes items such as energy and water efficiency, site impacts, building waste and materials.

The code applies to new and renovated commercial buildings and residential buildings of more than three stories. It sets enforceable minimum standards on every aspect of building design and construction

that now must be reached, as opposed to LEED certification which is voluntary, according to SustainableBusiness.com. Many state and local governments have already adopted it, the organization noted.

"It represents a change in the standard of construction," said Jessyca Henderson, Director of Sustainable Advocacy at the American Institute of Architects, in an article on the Web site. "It will affect everyone that touches buildings ... it will be a big leap." ■

NEWS & NOTES

Companies report difficulty in finding qualified employees

Construction, mining and energy companies all reported difficulty in finding qualified workers in 2011, according to a poll conducted by the Society of Human Resources Professionals. It also said two-thirds of those same companies were hiring full-time staff last year.

The poll indicated that those same industries reported improved financial health compared

to the previous year, and 46 percent were in a mild or significant recovery from the recession. That's up from 36 percent in 2010.

Eighty-eight percent reported difficulty in finding engineers, while 79 percent said technician and programmer positions were hard to fill. Electricians, carpenters and sales representatives were all above average in terms of difficulty filling those job openings. ■

We Have An Attachment For That...

Doesn't matter if you need to dig, move, scrap, compact, sweep, rake or drill, Paladin Construction Group has a performance-driven attachment to help you get the job done right the first time, every time.

Paladin Construction Group Authorized Dealer

WAUKESHA-PEARCE INDUSTRIES, INC.

Austin, TX
(512) 251-0013

Kilgore, TX
(903) 984-2011

Tomball, TX
(281) 351-9016

Corpus Christi, TX
(361) 884-8275

San Antonio, TX
(210) 648-4444

Beaumont, TX
(409) 721-5305

Houston, TX
(713) 723-1050

Edinburg, TX
(956) 386-0107

Buffalo, TX
Opening soon!



PALADIN.
CONSTRUCTION GROUP

BRADCO



CUSTOMWORKS



www.paladinconstructiongroup.com
1-800-428-2538

The Power of Combined Excellence

We've become attached to your machines.

Sandvik Mid-Range
all-new Model 2155
hydraulic impact
hammers



Sandvik Large Range
hydraulic impact hammers



AR Series™
hydraulic impact
hammers



Ho-Pac® vibratory
compactor/drivers



Hy-Ram® hydraulic
impact hammers



Contractor's Mechanical Grapple
material and waste handling systems

All-New PowerPortable™
stationary boom systems



Where can you go to get high performance boom-mounted attachments?

Allied Construction Products, LLC

For over 70 years, we've developed many attachments that are legendary in the construction and demolition industries that demand high performance. Names like Ho-Ram, Hy-Ram®, Rammer, Ho-Pac® and Pedestal Breaker System™ are names that equal:

- Simple, proven design (Our attachments have high resale or trade-in value)
- Reliable performance (If you purchased an Allied attachment, you're probably still using it)
- Superior productivity (Compare AEM—formerly CIMA—ratings, our attachments get the job done faster)



3900 Kelley Avenue, Cleveland, Ohio 44114
Tel: 216-431-2600 Fax: 216-431-2601
e-mail: Sales@AlliedCP.com
website: <http://www.AlliedCP.com>

And, now Allied adds to that great family background with the Sandvik, AR Series™ and all-new Hy-Ram® hammers. Allied's attachments don't take a back seat to any competitor.

In particular, our Sandvik product features a long-stroke design, all oil operation and ProControl. All of our high performance boom-mounted attachments are supported by the most respected parts and service organization in North America. Customer satisfaction is job one at Allied. Great products supported by people who know the industry and its customers. To put a high performance Allied attachment on your machine, call 1-800-321-1046 for the name of the Allied Distributor nearest you. *We've become attached to your machines.*

Waukesha-Pearce Industries, Inc.

Main Office
12320 South Main Street
Houston, TX 77035
Tel: (713) 723-1050
Fax: (713) 551-0798

Austin, TX
Tel: (512) 251-0013

San Antonio, TX
Tel: (210) 648-4444

Kilgore, TX
Tel: (903) 984-2011

Corpus Christi, TX
Tel: (361) 884-8275

Beaumont, TX
Tel: (409) 721-5305

Edinburg, TX
Tel: (956) 386-0107

INDUSTRY EVENTS

NDA ANNUAL CONVENTION

WPI showcases machinery combinations at demolition event in San Antonio

WPI exhibited a Komatsu Tier 4 Interim PC360LC-10 excavator equipped with a LaBounty shear at its 800-square-foot display area during the National Demolition Association's 39th Annual Convention. The show was held in March at the Henry B. Gonzalez Convention Center in San Antonio.

"The show is a good way for those who attend to see the latest in technology geared toward the demolition industry," noted Pete Crabtree, Marketing Manager for WPI Construction Machinery Division. "That includes new Tier 4 Interim machines, such as the PC360LC-10, which makes a good productive, fuel-efficient combination with a LaBounty shear or with the Allied hammer, which we also displayed."

WPI sponsored one of the breakfasts during the show, and WPI personnel were on hand to greet attendees at the four-day event, which showcased the latest equipment and technologies in the demolition industry.

The convention also featured theme nights, a golf tournament and several guest speakers who highlighted industry topics such as scrap, business planning and managing demolition insurance claims.

"WPI has customers who work in the demolition industry, and we're committed to them," said Crabtree. "That's why we attend shows such as this. It gave us a chance to see many of them, as well as offer a glimpse of what WPI can offer to demo contractors." ■



WPI's 800-square-foot display area featured a new Tier 4 Interim Komatsu PC360LC-10 excavator equipped with a LaBounty shear, and alongside it, an Allied hammer. WPI also sponsored breakfast one day at the National Demolition Association's 39th Annual Convention in San Antonio.

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested

YOUR SOURCE FOR

Exceptional Products & Services

THROUGHOUT TEXAS

www.wpi.com



TEXAS

Kilgore

Buffalo (Opening soon!)

Tomball

Austin

Houston

Beaumont

San Antonio

Corpus Christi

Edinburg

KOMATSU®



SERVING YOU FROM THE FOLLOWING LOCATIONS:

AUSTIN

(512) 251-0013
(512) 251-0748 FAX

KILGORE

(903) 984-2011
(903) 984-1596 FAX

CORPUS CHRISTI

(361) 884-8275
(361) 882-2416 FAX

SAN ANTONIO

(210) 648-4444
(210) 648-7602 FAX

HOUSTON

(713) 723-1050
(713) 551-0798 FAX

EDINBURG

(956) 386-0107
(956) 386-0475 FAX

BEAUMONT

(409) 721-5305
(409) 721-6192 FAX

TOMBALL

(281) 351-9016
(281) 351-9042 FAX

BUFFALO

Opening soon!

www.wpi.com