

POWER

EQUIPMENTTEER

A publication for and about Power Equipment Company's customers • 2010 No. 1



NEW HYBRID EXCAVATOR

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

See article inside . . .



KOMATSU

A MESSAGE FROM THE PRESIDENT



Chris Gaylor

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is here**

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

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

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

If there's anything we can do for you, whether it's parts, service or equipment sales, please call or stop by one of our branch locations.

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President

POWER EQUIPMENTTEER



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Find out how Komatsu's new CD110R-2 crawler carrier provides a way to haul on-site materials in all types of ground and weather conditions.

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DAVID J. JOSEPH COMPANY

Jackson, Tenn., operation keeps local mill running around the clock with the right blend of metal, equipment



Paul Love,
Superintendent
of Operations

While recycling has gained popularity during the past few decades, the concept has been around for much longer. In fact, this year marks the 125th anniversary of the David J. Joseph Company, which began trading scrap metal in 1885. That scrap metal is sent to mills and eventually made into new products that are found in practically every facet of day-to-day life.

David J. Joseph Company — a subsidiary of Nucor — is the United States' largest scrap broker. With 11 domestic ferrous brokerage offices, it also trades internationally. In addition to brokerage services, the company operates nearly 60 scrap-processing facilities throughout the U.S.

The company's extensive list of services includes mill services, which comprise blending, inspection and loading in steel mills throughout the country. At its operation in Jackson, Tenn., the David J. Joseph Company subcontracts to process raw materials. About 30 people work at the facility, an around-the-clock operation with four shifts.

"We're handling upward of 700,000 tons of materials each year, all of which comes to us by truck or railcar," said Paul Love, Superintendent of Operations. "We thoroughly inspect each load and separate it by properties such as chemical makeup. The mill gives us specifications — a recipe, if you will — based on the end product it's going to produce. We have to properly blend the raw metals to ensure they meet spec. When it comes in, we separate it into various piles by metal content in order to get the exact chemistry."

Love emphasized that achieving the right chemistry is an exact science. "There's much more to what we do than dumping a bunch

of metal into a kiln and melting it down. If we don't get the correct blend of metals, the end product will be substandard. The mill relies on us to get it right, and we're able to deliver because we have experience and knowledge backing us. That's why we've been working for this mill in Jackson for more than 20 years."

Keeping materials moving

The David J. Joseph Company ensures the proper blend of metals by combining its experience with technology. The company developed its own real-time software, Intelliload, which Love and the staff use to produce the proper blend according to mill specifications. Those specs are then transmitted to the company's equipment operators and drivers, so they can create the right blend. On-board scales in the machinery help ensure accuracy.

"In the past, switching to a different blend could take up to a day because we had to pass that information through different channels," said Love. "Now, I can key in the blend and send it out instantaneously. That lets us adjust on-the-fly and saves us a lot of time and effort."

Among those receiving the information are drivers in Komatsu 60-ton-plus HD465 rigid-frame haul trucks. The trucks transport the metals from stockpiles to a large "melt bucket" that feeds the mill's kiln. Crews load the trucks using a variety of equipment, including a Komatsu WA600-6 wheel loader. Each piece of Komatsu equipment is specially modified or equipped to handle not only the rigorous conditions of working with scrap materials, but to do it more efficiently.

"Getting the correct blends is one step in the process; another is making sure the materials get to the melt bucket as quickly as possible,"



A David J. Joseph Company driver dumps a load into the mill's melt bucket with a Komatsu HD465 haul truck. "One thing we especially like about the trucks is their very tight turning radius," said Paul Love, Superintendent of Operations.

said Love. "We can't afford breakdowns because if we have to shut down, so does the mill, and we can't let that happen. We load the different metals into the trucks in layers, the order of which is determined by specification. Normally, when a truck dumps, the material spills out and spreads. We can't have that, so on the backs of the truck boxes we installed special fins that direct the material into the melt bucket and maintain the proper layering. However, that method modifies the center of gravity, so we filled the front tires with foam to compensate.

"One thing we especially like about the trucks is their very tight turning radius, which allows us to get in position and back to the melt bucket without needing much room," he added. "These trucks were designed for mining operations, which normally means a lot of wide-open runs. But our application involves much more stopping and starting. That's harder on a truck, but the Komatsus have held up very well. That says a lot about their quality. We can move a large capacity with confidence that the trucks are not going to cause us catastrophic downtime.

"Everything we do is designed to maximize our uptime so we can keep material constantly moving," Love continued. "Our Komatsu WA600 loader is a big part of that. It's easy to operate, and allows us to get materials into the trucks in a pass or two, depending on the blend. We put specialty tires on the wheel loader because, as one can imagine, scrap metal is hard on tires. The solid tires we use allow us to run without worrying about cuts that would lead to flats and shut us down."



A David J. Joseph Company operator uses a Komatsu WA600-6 wheel loader to load materials into a Komatsu HD465 truck at the company's Jackson, Tenn., operation.



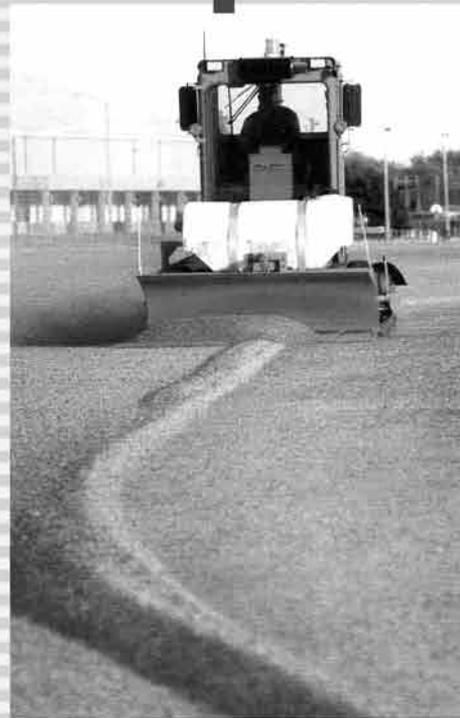
Power Equipment Territory Manager Jimmy Spence (left) calls on David J. Joseph Company Superintendent of Operations Paul Love. "Because we run 24/7, dealer service at anytime is critical to us. I know I can call Jimmy or anyone else at Power Equipment and they'll respond quickly," said Love.

Love said that the Komatsu equipment, purchased from Power Equipment's Memphis branch with the help of Territory Manager Jimmy Spence, has given David J. Joseph Company maximum uptime. "Our Komatsu equipment is literally running around the clock, and we've never had a problem with it," affirmed Love. "Because we run 24/7, dealer service at anytime is critical to us. If we ever need something, I know I can call Jimmy or anyone else at Power Equipment and they'll respond quickly."

Continued commitment

Love emphasized that the David J. Joseph Company takes its commitment to quality and safety seriously. "Continuing to efficiently provide the mill with high-grade materials is vital. That's the commitment we've made and will continue to follow. With increased emphasis on recycling, we're moving more material than ever. We expect to be here for a long time to come." ■

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KINDER MORGAN TERMINALS

SENNEBOGEN 870 M material handler meets goal to reduce offloading times at Amory, Miss., terminal

Kinder Morgan is one of the largest pipeline transportation and energy storage companies in North America with more than 37,000 miles of pipelines and 180 terminals. Its Amory, Miss., terminal has a storage capacity of 65,000 metric tons in seven domed buildings. The company's dock there handles commodities such as bulk ores, petcoke, steel, lumber and rock coming from cargo barges in the Tenn-Tom Waterway, a 234-mile artificial waterway between the Tennessee and Tombigbee Rivers.

Looking for a way to reduce offloading times from cargo barges at the terminal, Kinder Morgan turned to the SENNEBOGEN 870 M material-handling machine. The company purchased its 870 M outfitted with a six-yard clamshell bucket and a generator package from Power Equipment Company, with help from salesman Daniel Morgan. "The folks at Power Equipment showed us the lifting charts and gave us outstanding service," said Kinder Morgan Terminal Manager Jim Strawn. "That was one of the things that sold us."

Exceeding expectations

"Our goal was to offload a barge in six to six-and-one-half hours," Strawn indicated. "With the 870 M, our operators can unload a standard-size river barge in only four-and-one-half to five hours.

"Mobility is key for us and because this unit is on rubber tires, we can move it easily. SENNEBOGEN provided special outrigger pads to lower the machine's ground pressure and protect the dock surface, Strawn continued. "Although part of the dock is 19 feet above the water, the 870 M's hydraulic elevating cab provides excellent visibility into the barges. Our operators love the machine because it's stable and they can see into the barge without

straining themselves. That was a major factor in our decision to get this machine."

Kinder Morgan currently uses the 870 M primarily to unload coal but it can outfit the machine with another clamshell for rock. "We hope to expand into several different markets, including scrap handling. This machine gives us the option to do that by simply adding a magnet and grapple," Strawn explained.

In addition to the faster unloading times and excellent visibility, Strawn says the 870 M has been virtually problem-free since they bought it in October 2008. "Maintenance is simple and the fuel efficiency is great. The 870 M is doing the job faster than we had anticipated, it's reliable, smooth and quick to set up and move, plus the operators are comfortable in the cab. It's everything we hoped for. I wouldn't hesitate to recommend it to other terminals," he concluded. ■

Kinder Morgan uses its SENNEBOGEN 870 M primarily to unload coal barges.



OUTLOOK 2010

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

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

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

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

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

Construction put-in-place

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

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

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

Housing to pick up

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

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

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





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

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

Public works increasing

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

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

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

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

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

Recovery in place

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

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

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

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

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

A LONG-TERM APPROACH

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



Brandon Borgna

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

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

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

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

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

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



NEW PRODUCTS

NEW HYBRID EXCAVATOR

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

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

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

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

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

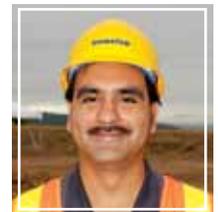
Actual customer trials have shown fuel savings of 25 percent to 41 percent when compared to a conventional PC200LC-8.

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO₂ emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

Continued . . .



Dave Grzelak,
CEO and Chairman,
Komatsu America



Armando Najera,
Product Manager
Excavators

Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator

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

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



Hybrid productivity remains high with less fuel

... continued

A very efficient system

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

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

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

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

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

Monitor displays status of stored energy

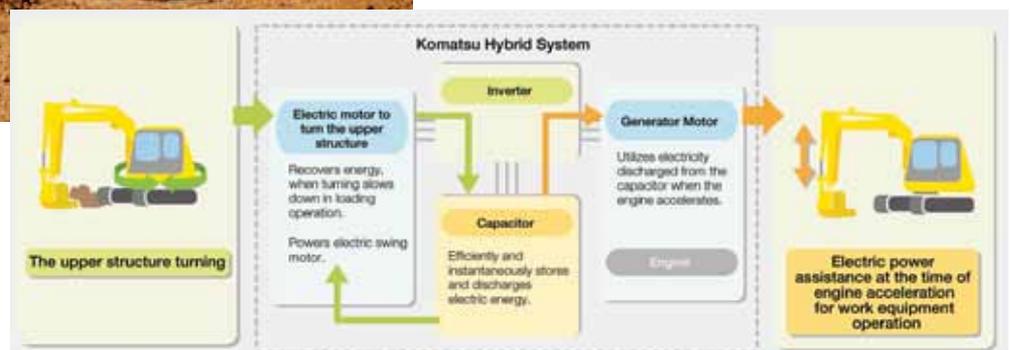
Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system

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

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



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





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- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

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- Hydrostatic Transmission (HST) for superb accuracy and smooth control
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THE VALUE OF SMALL DOZERS

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

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

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

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

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

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

Six-way blade

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

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



David Caldwell,
Product Manager

Brief Specs on Komatsu D21A-8 and D21P-8 Dozers

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

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





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MORE UTILITY PRODUCTS

KOMATSU'S CRAWLER CARRIER

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

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

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

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

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

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

A wealth of uses

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

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



Robert Beesley,
Product Manager

Brief Specs on Komatsu CD110R-2 Crawler Carrier

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

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





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DEMO DAYS UPDATE

LOOKING AT THE FUTURE

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

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

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

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

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

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

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



Power Equipment Sales Rep Darryl Thompson (left) and R.K. Hill of Hill Bros.



(L-R) Power Equipment Sales Rep Daniel Morgan is with R.K. Hill and Jody Hill of Hill Bros.



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

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



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MACHINES ON DISPLAY

KOMATSU AT ICUEE

Utility machines are the stars of this biennial equipment expo

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

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

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

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

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

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

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



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

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



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



QUALITY THAT LASTS

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



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

Bill Suzuki,
Vice President
of Manufacturing

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

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

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

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

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

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

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

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

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

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

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

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

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

QUESTION: Are customers part of that process?

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

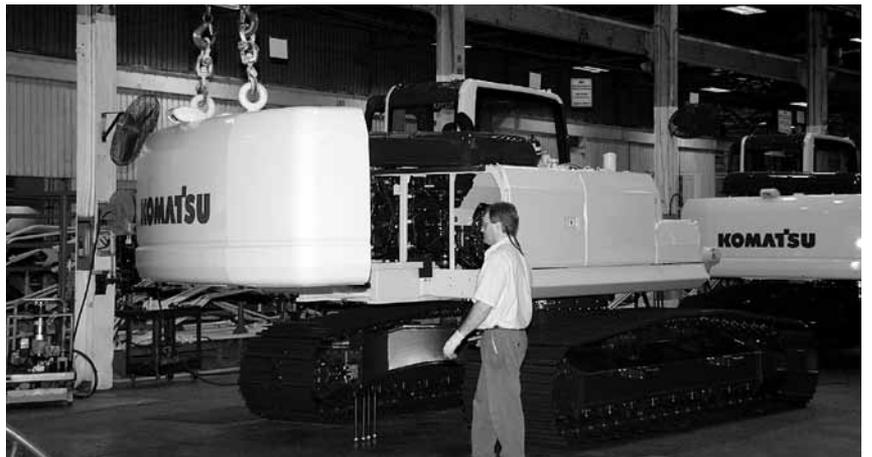
We also encourage customers to visit one of our manufacturing plants and see for themselves how Komatsu builds the machinery they use every day. ■



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



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



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

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

Online courses are available to technicians across Komatsu's extensive lineup of construction, utility and mining machines. With a user name and password, technicians are able to log in and take courses anywhere there's Internet access.

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

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

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

Minimizing downtime

When technicians finish a module — in essence, a class — they take an online assessment. Successful completion earns them

credit and satisfies a prerequisite to taking another course.

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



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

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



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SD77DX	C5378	2005	720	Padfoot/Shell Kit		\$38,400
SD77DX	C0354	2004	1,120	Padfoot/Shell Kit		\$33,600
3410	C5504	2008	540		6 Month/500 hrs.	\$72,000
3410	C5508	2008	950		6 Month/500 hrs.	\$72,000
DOZERS						
D31EX-21A	C5435	2007	300		6 Month/500 hrs.	\$42,000
D37EX-21A	C5437	2007	1,100		6 Month/500 hrs.	\$48,000
D37PX-21A	C5439	2007	1,200		6 Month/500 hrs.	\$50,400
D39EX-21A	C5334	2005	1,920		6 Month/500 hrs.	\$38,400
D39EX-21A	C0383	2005	2,220		6 Month/500 hrs.	\$36,000
D39EX-21A	C0381	2005	2,340		6 Month/500 hrs.	\$36,000
D39PX-21A	C5336	2005	2,090		6 Month/500 hrs.	\$48,000
D41EX-6C	C0497	2007	995		6 Month/500 hrs.	\$57,600
D61EX-15	C0391	2005	2,970		6 Month/500 hrs.	\$90,000
D61EX-15	C0593	2006	2,170		6 Month/500 hrs.	\$114,000
D61PX-15	C0499	2007	3,360		6 Month/500 hrs.	\$120,000
D65EX-15	C5346	2005	3,020		6 Month/500 hrs.	\$96,000
D65PX-15	C5348	2005	4,450		6 Month/500 hrs.	\$90,000
D155AX-5B	C0457	2006	2,300		6 Month/500 hrs.	\$252,000
D275AX-5	C0539	2002	12,460			\$210,000
EXCAVATORS						
PC160LC-7	C0554-T	2007	1,920	Thumb	6 Month/500 hrs.	\$91,200
PC200LC-7	C5175-T	2004	3,260	Thumb	6 Month/500 hrs.	\$69,600
PC200LC-7	C0407-T	2005	3,280	Thumb	6 Month/500 hrs.	\$74,400
PC200LC-8	C0467	2006	4,320	Plumbed		\$74,400
PC220LC-7	C5198-G	2004	3,730		6 Month/500 hrs.	\$76,800
PC220LC-7	C5196	2004	3,750		6 Month/500 hrs.	\$76,800
PC220LC-7	C5260-T	2004	4,180	Thumb	6 Month/500 hrs.	\$74,400
PC220LC-7	C5201	2004	4,700	Long Reach, Bkt.	6 Month/500 hrs.	\$90,000
PC270LC-8	C0550	2007	1,390	Plumbed	6 Month/500 hrs.	\$156,000
PC300LC-7	C0239-T	2004	4,600	Thumb	6 Month/500 hrs.	\$93,600
PC300LC-7	C0421-N	2005	4,700	Coupler	6 Month/500 hrs.	\$96,000
PC300LC-7	C5364-T	2005	5,200	Thumb		\$90,000
PC300LC-7/GMS700	C0238-S/BP8506	2004	5,350	Genesis Shear		\$252,000
PC400LC-6M	C5303	2004	4,090		6 Month/500 hrs.	\$108,000
PC400LC-7	C0427	2005	2,800		6 Month/500 hrs.	\$174,000
PC600LC-8	BP8614	2006	4,240		6 Month/500 hrs.	\$252,000
TRUCKS						
HM300-1	C0353	2005	4,000		6 Month/500 hrs.	\$114,000
HM300-2	C5406	2006	2,750		6 Month/500 hrs.	\$162,000
HM300-2	C0462	2006	2,920		6 Month/500 hrs.	\$162,000
HM300-2	C5407	2006	3,240		6 Month/500 hrs.	\$156,000
HM400-1	C0367	2004	4,560		6 Month/500 hrs.	\$153,600
HM400-1	C5312	2005	4,790		6 Month/500 hrs.	\$153,600
HM400-1	C5329	2005	4,910		6 Month/500 hrs.	\$153,600
HM400-1	C0366	2005	6,800			\$90,000
HM400-1	C0365	2005	7,090			\$90,000
MISCELLANEOUS						
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