GROWING WITH INDIANA

July 2006, Issue 2

A publication for and about Brandeis Machinery & Supply Company customers

Brandeis

Featured in this issue:

FLEMING EXCAVATING

Decatur, Indiana, firm specializes in doing complex site-prep jobs on a tight schedule

See article inside...

KOMATSU

Greg Fleming, President

A MESSAGE FROM THE PRESIDENT

Gene Snowden, Jr.

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RELIABLE EQUIPMENT

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Dear Equipment User:

Each year, Komatsu updates and improves its product line, upgrading designated models. But rarely, if ever, have there been as many changes as this year. The improvement affects virtually every product category and many of the most popular sizes.

Of course, one of the driving forces behind some of the changes is the EPA Tier 3 rule, which beginning this year, requires significantly lower emissions from off-road equipment between 175 hp and 750 hp. Because of that rule, Komatsu introduced a new engine (the ecot3) for all machines within that size range. But beyond the new engine, Komatsu took several additional steps to upgrade many machines, including new Dash-8 hydraulic excavators and Dash-6 wheel loaders.

In this issue, you can read about the new PC200LC-8 and PC220LC-8, as well as the new WA500-6 and WA600-6. All these units represent the next generation of Komatsu machines, which emphasize improved fuel efficiency as well as power and performance enhancements.

Of course, at Brandeis Machinery & Supply Company, we're proud to carry such industry-leading products, but we know that's only part of the equation. Equally important, if not more important, is how we, as a distributor, support that product — and support you, our customer.

Be assured, our commitment is to help you keep your downtime to a minimum and to help you reduce your equipment owning and operating costs. How? By adding field service technicians and improving their training; by boosting off-the-shelf parts availability; and by offering repair and maintenance programs, which over time, we're convinced will save you substantial money.

Product support improvements are an ongoing effort at Brandeis. We believe there's always room for improvement and we're determined to do even better when it comes to supporting our customers and our products.

If you have any comments or suggestions about what we're doing, how we're doing it, and how we can further improve — I'd be happy to hear from you.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY

Gene Snowden, Jr.
President and Chief Operating Officer

GROWING WITH INDIANA

Brandeis

IN THIS ISSUE

FLEMING EXCAVATING
Diversification is just one reason this contractor has grown to become one of northeast Indiana's leading site-development contractors.

NEW PRODUCTS
Read all about the new Dash-8 excavators, which have more power, speed and reliability than previous counterparts, while offering significantly improved fuel economy.

PRODUCT INNOVATION
If you are looking for large wheel loaders that can improve production and reduce operating costs, take a look at Komatsu's new Dash-6 series of wheel loaders.

PRODUCT IMPROVEMENT
Learn why Komatsu has made its new, advanced KOMTRAX system standard equipment on most new machines and how it helps customers better monitor and maintain their equipment.

FIELD NOTES
Here's a recap of the machines featured at Komatsu's Field Days event in Las Vegas.

OUT & ABOUT
Check out these photos of Brandeis customers and sales representatives at Komatsu's Field Days in Las Vegas.

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FLEMING EXCAVATING

Decatur, Indiana, firm specializes in doing complex site prep jobs on a tight schedule

Greg Fleming, President

Allen Fleming founded Fleming Excavating in his hometown of Decatur, Indiana, in the early 1950s. He started by digging crawl spaces under basements, and later started digging the basements themselves. From that beginning, the company has grown into one of northeastern Indiana's leading total site development contractors.

"We're very highly diversified," said Allen's son Greg Fleming, the current President of Fleming Excavating. "When it comes to digging, there's not much we can't do or won't do. We build residential subdivisions, we do commercial and industrial site development, we build roads, we do airport work, and we do municipal sewer and water work."

Fleming Excavating employs about 45 people during the peak construction season. The company typically works within a 75-mile radius of Decatur, which includes the cities of Fort Wayne and Muncie, up to the Michigan state line to the north, and well into Ohio to the east.

"Beyond our versatility, I think our strength as a company is that you can count on us to get the job done," said Fleming. "We don't shy away from doing difficult, complex jobs. If you have a fast-track project with a tight schedule, we're going to be able to make it happen for you. We have good equipment, experienced people and a can-do attitude. I don't believe we've ever been late on a project. If we tell you we can do it, you can bet on it."

From its headquarters in Decatur, Indiana, Fleming Excavating does total site development work throughout northeastern Indiana.

Memorable jobs

That record of success has resulted in steady growth and a long list of impressive projects that Fleming Excavating has been involved with.

"One we're still very proud of, even though we did it back in the 1990s, is Sycamore Hills, which remains one of the premier subdivisions in the Fort Wayne area," said Fleming. "The subdivision work we did was integrated with a Jack Nicklaus Golf Course that's been rated one of the best in the state, if not the entire Midwest, since it opened."

One of the largest dirt jobs the company has done was a large warehouse at I-469 and Highway 1 that involved moving about 600,000 yards of dirt and grading a 1.5 million square foot building pad.

Recently, the company also did a high-profile job at the Fort Wayne airport, installing 96-inch concrete pipe as part of a large storm drainage project. "We had to go under the runway and taxiway," Fleming recalled. "Although we're one of the few companies in this area that does horizontal boring, we didn't bore that job, we open cut it and poured it in sections. The manholes were 25 tons each. We had them precast and then set them with a crane to save time. At the end, we had to go back and put on additional plates and grating for security purposes."

Fleming Excavating also does considerable work for a nearby soybean processing plant,

loading bean meal, repairing water or sewer lines and doing site work for new construction.

Customer-oriented employees

In order to do jobs like those in a timely manner, Fleming Excavating counts on a talented, veteran work force.

In addition to Greg and his dad Allen — who is retired but remains Vice President — brothers Don and Doug Bergdall, are longtime, dedicated employees. Don is Superintendent and oversees field activities while Doug is the Head Estimator. Other key people include Office Manager Sherri "Chum" Hakes and Equipment Manager/Shop Foreman Cary Shaffer.

"Those people are key to our success, but they're not the only ones," said Fleming. "We rely on all of our people, in particular the field guys, to reflect our philosophy — and they do. They're hard-working and customer-oriented. We're thankful that we have a lot of long term employees who share our values and represent us the way we want to be represented and we're proud of the fact that we're able to retain most of our employees. In fact, we've had several recent retirees who'd been with us for more than 30 years."

Reliable equipment/ responsive service

Fleming referred to a relatively new and well-maintained equipment fleet as a prime reason for the company's ability to meet and beat deadlines. Included in that fleet are three Komatsu units, as well as several Ingersoll-Rand rollers, from the Brandeis Machinery & Supply Fort Wayne branch.

Fleming has two Komatsu wheel loaders (WA380-5 and WA250-5) and a new 190-hp, D65EX-15 dozer.

"We started out with the WA380 about three years ago," said Don Bergdall, "and we had real good luck with it. It was reliable, productive and fairly priced. So when it came time to replace a wheel loader for our sewer crew, we decided to go with the Komatsu WA250 and it's done a great job too.

"The dozer is our newest Komatsu," Bergdall added. "Before we bought it, I asked Tim Kreider, our Brandeis Machine Sales Representative, to take me around to see the D65 in action. Specifically, I wanted to see some older units that had a lot of hours on them, and perhaps had not been taken care of all that well. I was pretty impressed with what I saw. The units seemed to be holding up very well despite some abuse. It gave me a lot of confidence that they'll do even better for us, given our emphasis on maintenance. Although we haven't had it very long, I'm confident it will turn out to be a very productive and reliable unit for us for many years."

"Although we didn't own any Komatsu equipment until recently, we had rented numerous Komatsu pieces from Brandeis through the years and always had good experiences with them," said Fleming. "For example, we used a Komatsu PC600 to set large pipe at the Fort Wayne airport job. We like Komatsu and we like working with Brandeis. They've always been able to provide what we need."

"Brandeis also provides us with excellent service, and I feel like our salesman Tim

Continued . . .

This Fleming Excavating operator uses the company's new Komatsu D65EX-15 dozer to grade the Landin Meadows subdivision under construction near Landin Road in Fort Wayne.

This WA380-5 is one of two Komatsu wheel loaders owned by Fleming Excavating. "Our Komatsu equipment is reliable, productive and fairly priced and we've always had good experiences dealing with Brandeis," said President Greg Fleming.

Doug Bergdall, Head Estimator

Brandeis

RELIABLE EQUIPMENT

RESPONSIVE SERVICE

Fleming Excavating embraces technological advancements

. . . continued

Sherri "Chum" Hakes, Office Manager

Cary Shaffer, Shop Foreman

Don Bergdall demonstrates a refurbished horse drawn road grader that was patented and manufactured by his and Greg Fleming's great, great grandfather Jonathan Fleming in the 1890s. "I guess it shows construction equipment and moving dirt are in our bloodline," said Fleming.

Brandeis Machine Sales Representative Tim Kreider visits with Fleming Superintendent Don Bergdall at the Landin Estates jobsite.

Fleming crews are doing the dirt and pipe work at Cattails Estate, a subdivision under construction in Elwood, Indiana. Here, an operator uses the company's Komatsu WA250 to backfill a trench.

Kreider goes above and beyond for us," added Bergdall. "He's always checking to see if there's anything he can do, which I appreciate."

Utilizing GPS technology

In addition to having a relatively new fleet of equipment that's extraordinarily well-maintained, Fleming Excavating points to the willingness to accept and adapt to new technology as a key to the company's success.

"In this day and age, you'd better be doing everything you can to improve efficiency because there's a tremendous amount of competition, and margins in this business are very tight," said Fleming. "We're always looking for anything that helps us do our work better and/or more cost effectively."

That's why Fleming Excavating has installed GPS systems and uses the so-called "stakeless grading" techniques on its jobs.

"With GPS, we can even do our own layout, if necessary," said Bergdall. "It really speeds up the process and improves efficiency by ensuring that we only move dirt one time. What's more, we have this inventory of stored data that allows us to work off the same control if we work at that site again. It has come in very handy at sites like the airport, where we've done several jobs."

Slow, steady growth

As he looks to the future, Fleming is optimistic that Fleming Excavating is poised to continue its pattern of slow, steady growth.

"Basically, we go where the work is. If there's not much residential work, we'll do commercial, industrial or governmental jobs. We have a tremendous amount of versatility that allows us to go in many different directions. This year, we're looking for some growth in the Fort Wayne area, but we're especially hopeful that there will be a lot of highway work as part of the state's 'Major Moves' campaign.

"As long as there's economic activity, we believe our reputation as a company that stands for quality work done quickly, will help ensure we get our fair share of the projects that are out there," he added. ■

Quality you can rely on

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411-1479

DASH-8 EXCAVATORS

Komatsu's newest generation of PC200 and PC220 excavators raises the bar on efficiency and productivity

Peter Robson, Product Manager, Hydraulic Excavators

As a contractor who prides himself on doing quality work quickly, you're probably always looking for more from your equipment. More power. More speed. More reliability.

Komatsu's new Dash-8 hydraulic excavators, including the popular PC200 and PC220 size classes, deliver on all those counts, while at the same time providing significantly improved fuel efficiency.

Like all new Komatsu excavators, both the PC200LC-8 and PC220LC-8 feature the new ecot3 engine, which significantly reduces emissions as well as improves fuel efficiency by about 10 percent. A quick-return arm circuit that improves cycle times boosts productivity.

"In highly competitive size classes like the PC200 and PC220 (roughly 23 to 27 tons), we'd gone about as far as we could go in terms of weight and horsepower — the old 'bigger is better' mentality," said Peter Robson, Komatsu Product Manager for Hydraulic Excavators. "Don't get me wrong — the PC200LC-8 and PC220LC-8 are more productive than the Dash-7 models, primarily because of improved cycle times and other hydraulic improvements that give outstanding performance. But the efficiencies we've built into these new machines are at least as important as those performance enhancements."

Those efficiencies include using significantly less fuel (about 10 percent less) and putting out significantly fewer emissions than the Dash-7s. Combine that with impressive upgrades in information technology and operator comfort and you get a machine that delivers the ultimate for a contractor — high productivity and low-cost operation.

New engine/new monitor

The PC220LC-8 has 168 flywheel horsepower, the same as the PC220LC-7. The PC200LC-8 has 148 horsepower, up from 143 horsepower. Both units are powered by the newly developed, low-emission Komatsu SAA6D107E-1 engine that significantly reduces NOx emissions, which EPA Tier 3 regulations require.

Productivity enhancements include a new, quick-return circuit, which allows the arm to go out and return faster, improving cycle times.

Both units have five working modes. In addition to Power, Economy, Breaker and Lifting, there's also a new Attachment mode.

An operator simply presses a button to get the proper flow he needs for the work he's going to do. The modes, along with most other machine functions, are selected through a new seven-inch color monitor.

"The monitor is one of the biggest improvements in the new Dash-8 models," indicated Robson. "You match your machine to the job application through the monitor. You pick up maintenance codes and trouble-shooting functions on the monitor. You control AC through the monitor. It's an impressive system that's very user-friendly."

Both the PC220LC-8 and PC200LC-8 have five working modes, including a new attachment mode. The units also feature a large, new color monitor with an "eco-gauge" to further improve fuel efficiency.

Yet another advancement on the monitor is an "eco-gauge," which serves as a guide to efficient operation. It provides the operator with instant feedback regarding the load he's putting on the machine and how that impacts fuel consumption. It also alerts the operator if he's idling for too long, which is another way fuel is wasted.

"We think the high cost of fuel is here to stay, so equipment owners will be looking for ways to cut back on fuel usage," predicted Robson. "The PC200LC-8 and PC220LC-8 are both about 10 percent more fuel efficient in Power mode. With the information the machine provides, the operator will be able to try some different things to further lower fuel consumption."

Both machines also come wired with the latest Komtrax technology. Komtrax is a wireless equipment monitoring system that can send detailed machine operating information back to the home office and/or to your Komatsu distributor. Komtrax information includes machine location, service meter readings, cautions, abnormality codes, load frequency and much more — all of which can be invaluable in helping you to reduce downtime and lower your owning and operating costs.

In addition to being Komtrax-ready, the PC220LC-8 and PC200LC-8 come with Komatsu's EMMS (Equipment Management Monitoring System), which stores trouble data, displays abnormalities and notifies an operator when it's time to change oil and filters.

Brief Specs on the PC200LC-8 and PC220LC-8

Model	Output	Operating weight	Bucket capacity
PC200LC-8	148 hp	46,080 - 47,260 lbs.	.66-1.57 cu. yd.
PC220LC-8	168 hp	54,309 - 54,926 lbs.	.76-1.85 cu. yd.

Comfort and safety

In addition to the new, large monitor, an operator will immediately notice and appreciate cab comfort features that include a high-back seat and an arm rest that moves with the console so the pilot control joystick is always where he wants and expects it to be.

Komatsu also designed the new cab with pipe-structured framework to improve operator protection in the event of a tip or rollover. Vibration inside the cab, and noise — both inside and out — has significantly decreased.

"Komatsu has always challenged themselves to set an industry standard with each new hydraulic excavator series introduction," said Robson. "From the legendary Dash-3 version of the 1980s right up through the Dash-7, we've led rather than followed. That's a trend we're confident we're continuing with the new Dash-8s." ■

For more information on how the Komatsu PC200LC-8 or PC220LC-8 can improve your operation, contact your sales representative or our nearest branch location.

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411-1621

NEW WHEEL LOADERS

Increased production and lower fuel consumption are hallmarks of new Komatsu Dash-6 models

Equipment users are always looking for ways to boost production and/or reduce operating costs. Komatsu kept those goals in mind in designing its new Dash-6 wheel loader line. Currently available are the WA500-6 and WA600-6 wheel loaders, both of which are significantly larger and more powerful than the Dash-3 versions they replace in the Komatsu lineup. Both are also considerably more fuel-efficient than their predecessors.

The WA500-6 and WA600-6 are powered by Komatsu's new ecot3, Tier 3-compliant engine, which not only lowers emissions, but also decreases fuel consumption, and does so without sacrificing power. A Dual Mode Engine Power Select System lets the operator adjust the machine's performance by using either the "E Mode" for maximum fuel efficiency in general loading, or "P Mode" for powerful output in hard digging or hill-climbing applications.

"The most notable difference users will see in our new wheel loaders compared to previous models is a decrease in fuel consumption, with an increase in productivity being a close second," said Rob Warden, Product Manager, Wheel Loaders. "We've designed these machines to be highly efficient so users can get more work done in less time, while using less high-priced fuel. The result is more money in the pocket of the user."

Both loaders are suitable for a variety of functions, according to Warden. "The WA500-6 works well in sand-and-gravel operations, and as a loading machine for highway trucks. The WA600-6 is a significant upgrade from its predecessor and is ideal for small quarry applications. It will load a 70-ton haul truck, such as our Komatsu HD605, in five passes."

New components minimize waste

Standard on the loaders is a newly designed variable displacement piston pump that combines with Komatsu's Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. The new design prevents wasted hydraulic flow, which in turn provides better fuel economy.

"Our previous series used gear pumps, which always provided maximum flow," Warden explained. "The machine used what it needed and the rest was returned to the tank. The variable piston pump is an on-demand system, so it only delivers what is required. As a result, it

Rob Warden, Product Manager, Wheel Loaders

Continued . . .

Brief specs on WA500-6 and WA600-6

Model	Output	Operating weight	Bucket capacity
WA500-6	332 hp	74,010 lbs.	7.3 cu. yd.
WA600-6	502 hp	118,385 lbs.	8.4 cu. yd.

Komatsu's new WA600-6 has major changes from its predecessor, offering increased horsepower and operating weight, and a larger dump clearance. "It's ideal for small quarry applications," said Rob Warden, Product Manager, Wheel Loaders. "It will load a 70-ton haul truck, such as our Komatsu HD605, in five passes."

New loaders' performance markedly improved

. . continued

uses less power and burns less fuel. Users could see up to a 15 percent reduction in fuel use."

Komatsu further enhanced fuel economy with its newly designed drive train featuring a large-capacity, lock-up torque converter that provides production efficiency, reduced cycle times and optimum fuel savings in load-and-carry or hill-climbing operations.

"These features — variable piston pumps and large-capacity torque convertors — will become standard across the Komatsu wheel loader line over time," Warden noted. "Our aim is to standardize our line as much as possible so a customer with multiple machines on the same jobsite can go from one machine to another and not miss a beat."

For more information on the WA500-6 or WA600-6, call your sales representative or our nearest branch location.

Increased production

Several new features contribute to better production, according to Warden. For example, both machines have stronger loader frames and components, which extend machine life and lower repair and maintenance costs. Both units are also larger, have more horsepower and greater bucket capacity than their Dash-3 counterparts.

The WA500 went from 315 horsepower in the Dash-3 model to 332 horsepower in the new Dash-6 version. The machine's operating weight of 74,010 pounds is a jump of almost 10 percent.

"The WA500-6 is almost completely new compared to the Dash-3 model," Warden pointed out. "Not only is it larger with more horsepower, but we also added a larger torque converter to better match the engine. That provides more rim pull, which allows the machine to climb virtually any ramp with the bucket loaded."

The WA600 underwent even more radical changes. Output increased from 450 horsepower in the Dash-3 model to 502 horsepower in the new WA600-6. Operating weight increased from less than 100,000 pounds to 118,385 pounds.

"The WA600-6 has major changes from its predecessor," Warden asserted. "It features a much larger dump clearance, going from 11'7" to 13'1", so it loads large trucks more easily. It comes standard with the long boom, but customers have the option of putting a short boom on the machine if they use it mostly for load-and-carry operations or charging a hopper."

Everyone knows a comfortable operator is a productive operator. So, operators will certainly appreciate the new Advanced Joystick Steering System (AJSS) in the new WA600-6 loader. It's a low-effort system in which the operator controls direction and gear-shifting functions with just the wrist and thumb. Users will also enjoy a roomier cab that provides up to 15 percent more space and 11 percent better visibility than previous models.

Raising the bar

The specs of the WA500-6 and WA600-6 speak for themselves — they generate markedly improved performance.

"Everyone who's used the WA500-6 and WA600-6 loaders has raved about the quickness, power and speed they offer," confirmed Warden. "We've done our own in-house studies, which show a remarkable improvement in production efficiency of 25 percent to 30 percent over the previous, Dash-3 generation of wheel loaders. As those numbers suggest, we definitely believe we've significantly raised the bar with the release of the Dash-6 models."

The WA500-6 and WA600-6 are the first Dash-6 units available to customers. Komatsu is in the process of releasing the rest of its Tier 3 mid-size wheel loaders, which will include the WA380, WA430, WA450 and WA480-6. The balance of the wheel loader product line is currently undergoing design changes to meet new emission standards. The new HST line of smaller wheel loaders being upgraded will be available in 2007. ■

Komatsu's new line of wheel loaders, including the WA500-6, was designed for maximum production and fuel economy. Komatsu's ecot3, Tier 3-compliant engines decrease emissions and fuel consumption without sacrificing power. Large-capacity lock-up torque converters provide production efficiency, reduced cycle times and optimum fuel savings.

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NEW, ADVANCED KOMTRAX™

Upgraded wireless equipment monitoring system is now standard on most new KOMATSU Tier 3 machines

Would you like to know the exact location of each machine in your equipment fleet? Would you like to know precisely how each piece of equipment is being used? And would you like to get that information when you need it?

Now, you can get that kind of information, and much more, with Komatsu's new, next-generation KOMTRAX wireless equipment monitoring system. KOMTRAX uses satellite technology to relay vital machine information back to the office computer or laptop of the owner or equipment manager, as well as to the local Komatsu distributor, if the customer authorizes it.

Komatsu first introduced KOMTRAX several years ago as an option buyers could have installed on Komatsu equipment. That first generation provided three basic pieces of information — machine location; service meter readings; and daily hours of operation.

In comparison, the new KOMTRAX is standard equipment on almost all new Komatsu machines and reports on all aspects of machine operation. In addition to location, meter readings and daily operation, available information from the new, advanced KOMTRAX includes: *

- Cautions,
- Error codes,
- Load frequencies,
- Notification of maintenance,
- Average hourly fuel consumption,
- Fuel level and water temperature readings,
- Geofencing and engine lock (theft prevention),
- Monthly and annual reports.

** Features are dependent on machine model.*

Next best thing to being there

For an owner or equipment manager, KOMTRAX is like being right inside the cab with the operator.

"You no longer have to wonder where a machine is or what it's doing," said Ken Calvert, Director, KOMTRAX Support Group, Komatsu America Corp. "You no longer have to wonder how an operator is operating or whether a machine is making you money. With KOMTRAX, you know what's going on, any time of the day or night."

In an age where information is power, KOMTRAX is one of the most powerful tools an equipment user can ever have.

"KOMTRAX helps an owner be proactive with his business," said Calvert. "He can make decisions based on accurate, up-to-date information from a system that's easy to use. Bottom line, it's going to help business owners or managers reduce downtime, lower operating costs and manage a fleet more efficiently."

Ken Calvert, Director, KOMTRAX Support Group, Komatsu America Corp.

Continued . . .

Detailed, easy-to-use machine information is right at your fingertips, anytime of the day or night, with the new KOMTRAX wireless equipment monitoring system.

New KOMTRAX cuts costs and downtime

. . continued

Komatsu is installing its new, advanced KOMTRAX system on nearly all new machines with Tier 3 engines. The new wireless equipment monitoring system is a powerful tool that helps users reduce operating costs and downtime.

In addition to all the ways KOMTRAX can benefit a company by keeping equipment up and running, it also maintains a complete and accurate record of a machine's life history, which can significantly increase the trade-in or resale value of the unit.

KOMTRAX can be installed in any piece of equipment using a 12V or 24V electrical system, including service trucks and utility machines. Additionally, KOMTRAX is available as a retrofit for older machines or non-Komatsu equipment.

While KOMTRAX is standard-equipped on most new Komatsu machines starting this year, please contact your local authorized Komatsu distributor to begin receiving the information. ■

How one large, successful company uses KOMTRAX

**Jim Shaw,
Hall-Irwin
Equipment Manager**

The new, next-generation KOMTRAX system is just now getting into the hands of customers. But many large Komatsu users are already familiar with KOMTRAX. Those who have installed the original system on much of their fleet are sold on its benefits.

"We started using KOMTRAX in 2004," said Jim Shaw, Equipment Manager for Hall-Irwin Corporation, one of Colorado's largest and most-respected full-service contracting firms. "Today we have it on 44 machines, which constitutes about 70 percent of our Komatsu fleet."

Hall-Irwin uses KOMTRAX to check service meters and schedule preventive maintenance; to locate equipment on large jobsites and monitor machine movement; and to chart daily hours of operation to help manage the fleet for maximum utilization.

"We've found KOMTRAX to be an excellent fleet management tool," asserted Shaw. "We run numerous weekly KOMTRAX reports that help us make educated short-term and long-term decisions about our fleet — for example, what machines we need and where we need them. Also, the PM servicing aspect is very beneficial. It helps ensure all our PMs are done at the correct hour reading, which in turn helps us reduce downtime, lower repair costs and maximize the working life of our machines."

Theft prevention

In addition to operational benefits, Shaw says KOMTRAX helps prevent equipment theft — and in the event that a machine is stolen, helps in the retrieval process. He knows this firsthand.

"We recently had a skid steer stolen from a jobsite on a Saturday night. We didn't work Sunday, then got rained out on Monday and Tuesday, so we didn't discover the theft until Wednesday. Police told us the fact that the machine was equipped with KOMTRAX was instrumental in helping them track it down and bust a theft ring. We're happy about that, but the best thing for us was, because of KOMTRAX, we had that skid steer back on the job on Friday."

Additional benefits with new KOMTRAX

Shaw says Hall-Irwin is looking forward to using the upgraded KOMTRAX system that's now available.

"The additional information such as error codes, capacities and operating temperatures will be invaluable to our maintenance staff. We also share KOMTRAX information with our Komatsu distributor, and the machine operating information they receive will certainly help them help us when it comes to parts availability, troubleshooting and making emergency repairs more quickly."

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KOMATSU FIELD DAYS

Las Vegas event gives equipment users the opportunity to operate full range of new products from manufacturer

Les Scott, Manager, Komatsu Working Gear Group

The opportunity to operate a full range of new Komatsu products — combined with the excitement of Las Vegas — made the recent Komatsu Field Days event a memorable trip for many equipment users throughout North America.

Accompanied by their Komatsu distributors, more than 2,000 customers attended one of the 12 sessions from February 27 through March 23.

This year's event, held for the second time in Las Vegas, included accommodations at the Rio All-Suite Hotel & Casino. Komatsu held a welcome reception at the hotel on the first night of each session. The following day, customers were transported to a quarry site where they had the opportunity to operate 45 Komatsu machines, including a host of new and upgraded models. The full range of construction and utility equipment encompassed hydraulic excavators, wheel loaders, dozers, motor graders, trucks, backhoe loaders, skid steer loaders, mobile crushers and a crawler carrier.

Field Days participants watched machine demonstrations and features/benefits presentations from this shaded grandstand at the demo site.

Komatsu Field Days showcased a full range of equipment, including the new PC800LC-8 excavator (foreground) and articulated and rigid-frame trucks (at left), which participants could operate.

"What makes Field Days great is the chance for customers to operate our new products in a real-world working environment. It exposes them to all the advanced products, technology and services we offer," said Les Scott, Manager, Komatsu Working Gear Group. "Customers tell me the experience is very worthwhile."

Next generation of products

This year, Komatsu used Field Days to introduce many new products, such as six new excavator models, including the 180,000-pound-plus PC800LC-8, a new model that replaces the PC750LC-7. Komatsu also introduced its new series of Dash-6 wheel loaders, including the WA600-6, WA500-6 and WA380-6; the first new Dash-2 articulated dump truck, the HM300-2; the new D155AX-6 SIGMA dozer; the new WB146-5 backhoe loader and many more new products.

"We enjoy showing customers our equipment capabilities through hands-on operation. It shows them how a particular product might fit into their operations back home," noted Scott. "We also hope they take home this message: if we can produce large machines such as our 1.5-million-pound PC8000 mining shovel, then we can certainly build smaller size-class machines that can operate in their businesses." ■

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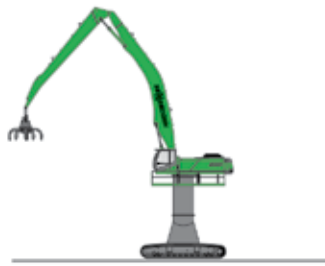

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The green line 305 Multihandler is the ideal complement to SENNEBOGEN material handlers in MSW applications. It is the world's first telehandler with a hydraulic hi-rise cab, elevating operators to an eye level of 13.3 feet (4 meters) and reaches lift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

*Excluding the counties of Lake, Porter and La Port.

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BRANDEIS AT FIELD DAYS

What happens in Vegas doesn't always stay in Vegas

Many Brandeis customers and sales representatives were among those attending Komatsu Field Days to check out the latest Komatsu equipment. Here are some who enjoyed themselves at the demonstration site in Las Vegas. *(See article on previous page.)* ■

(L-R) Brandeis VP/Regional Sales Manager David Coultas, Interstate Equipment Rental President Joe Campbell and Brandeis Machine Sales Rep. Ken Tate check out the new Dash-8 machines.

(L-R) Joe Reynolds of Reynolds, Inc., Brandeis Machine Sales Rep. Doug Flynn, and Brandeis VP/Regional Sales Manager David Coultas pause for a photo.

(L-R) Brandeis Machine Sales Rep. Robert Krutsinger caught up with Bruce, Eric and Shane Weddle of Weddle Enterprises.

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NEW ENGINES/NEW MODELS

New Komatsu machines are more efficient and more reliable says Director of Product Marketing

QUESTION: With the introduction of many machines with Tier 3 engines this year, is 2006 one of the busiest years in recent Komatsu history in terms of new product launches?

ANSWER: Yes. All machines between 175 and 750 horsepower, which make up a large chunk of our lineup, are required to meet Tier 3 emissions levels in 2006. That means they all must now be built with our new Komatsu ecot 3 engines, which will reduce emissions to below mandated levels.

At Komatsu, we've actually included more machines than required, such as the PC200 excavator, because there was no reason not to. Those machines are on the same platform as larger models, which we had to change. With the new engine, they are a significant improvement over the previous generation.

QUESTION: Did Komatsu do more than just replace engines to meet the Tier 3 requirements?

ANSWER: Yes, in most cases, we did much more. That's why we have so many model changes this year. The new Dash-8 series of hydraulic excavators and the new Dash-6 series of wheel loaders are examples. If all we had done was put in the new Tier 3 engine, we wouldn't have called them new models.

QUESTION: What kind of changes did Komatsu make?

ANSWER: It depends on the machine. Generally speaking, the mid-size Dash-8 excavators are about 10 percent more fuel-efficient than the Dash-7s. Beyond that, there are things like a new industry-leading innovative cab design that protects the operator where risk of tip or rollover exists, as well as a new, full-color monitor with a

Continued . . .

Erik Wilde,
Director of Product Marketing

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.

A San Francisco Bay-area native, Erik Wilde once harbored hopes of a career in basketball. He was good enough to play college ball at Boise State University until a serious knee injury ended his playing days and dashed any hope of a professional career.

Upon graduation with a degree in business management, Wilde took a job as operations manager at an Idaho ski resort. He learned about electric systems while handling all the service and maintenance associated with the ski lifts, and used that knowledge to get a job with Komatsu in 1997 as a Warranty Coordinator. He quickly moved into a position as an Assistant Service Engineer for large (mining) bulldozers.

Wilde stayed with the Komatsu mining division for almost four years, serving in various product support capacities, before moving to the construction division as Product Manager of hydraulic excavators in 2001. To expand his marketing knowledge he attended Keller Graduate School of Management and completed his MBA in Marketing in November of 2003. Nine months later, he became Manager of Product Marketing, and recently was promoted to Director of Product Marketing. As Director, he oversees the efforts of all construction division product managers, and directs advertising, promotional activities and trade shows for all three divisions (construction, mining and utility).

"We believe Komatsu makes superior products that are, for the most part, across-the-board faster, more productive, more precise and more reliable than competitive products," said Wilde. "My job is to help our product managers and our distributors get that message out to equipment users so they'll at least try Komatsu to learn first-hand what it has to offer."

The knee injury he suffered years ago still keeps Wilde off the basketball court for the most part — but with three children age five and under, he doesn't have much time for hoops anymore anyway.

Improvements put Komatsu ahead of competition

. . continued

seven-inch screen that operators will absolutely love. When it comes to switching attachments, we've made it much more user friendly. An operator can actually change hydraulic flow and settings for up to four pre-programmed attachments with the touch of a few buttons, without bringing in a mechanic.

In the case of the WA600-6, it's basically a brand-new wheel loader. Fuel efficiency is up to 15 percent better and the cab is all new and much larger. The machine is also much more powerful and can handle a larger bucket, which combined with the improved fuel efficiency, dramatically lowers a producer's cost per ton.

QUESTION: Some equipment users believe that in this day and age, all equipment is good and there's really not much difference between one brand and another. Is that true?

ANSWER: As a manufacturer, certainly we believe there are differences, many of which you can discover by comparing specs. Which lifts the most? Which reaches the farthest? Things like that. Other differences you can discover in a demo — which machine is faster, smoother, more precise or more comfortable? Other significant differences such as reliability, longevity and resale value become evident over time.

Of course, at Komatsu, we believe we offer the best combination of all these factors throughout our product line. Reliability, productivity, comfort and value — those are the qualities we build into each and every machine.

QUESTION: In your opinion, what are Komatsu strengths compared to the competition?

ANSWER: Number one is reliability. That's what we hang our hat on. If a Komatsu unit is properly maintained with a good preventive maintenance program that emphasizes repair before failure, we believe our units will outperform any other manufacturer's. That means emergency downtime will be minimal and machine longevity will be at the outer limits.

Our other major strength is that we're usually a step ahead of the competition, technologically. A big reason for that is our heavy investment into research and development. Also, because we make every type of equipment and compete in every size class, we're often able to share and integrate our technological advancements across product lines. For example, we're now incorporating our excavator piston-pump hydraulic technology, which has long been an industry leader, into our wheel loaders to produce a smoother, more efficient machine.

QUESTION: What do you foresee happening down the road in regard to equipment?

ANSWER: I don't know that there's any new technology on the horizon that's going to revolutionize the industry in the near future. But at Komatsu, I can assure you, we're going to continue to make improvements to increase reliability, productivity and efficiency, and in that way, give our customers an edge over their competitors. ■

Among a host of new Komatsu products this year is the HM300-2 articulated truck. The unit features a significantly reinforced front bumper and engine guard as well as a new transmission guard. The new ecot3 engine boosts horsepower and low-end torque, which helps make the new truck about 11 percent more productive than its predecessor.

All new Dash-6 Komatsu wheel loaders, like the WA600-6 shown here, as well as all new Dash-8 excavators feature the new ecot3, Tier 3-compliant engine, which lowers both emissions and fuel consumption.

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Construction materials costs are on the rise

Construction materials costs are outpacing overall consumer and producer prices by a wide margin. The government's February report showed that while the overall producer price index (PPI) fell 1.4 percent in the month, the PPI for construction materials and components rose 0.3 percent.

Based on a strong outlook for construction, Associated General Contractors Chief Economist Ken Simonson says the trend of construction materials prices rising faster than the overall rates of consumer or producer prices is likely to continue throughout the year.

"The rate of increase for construction materials and components prices could be closer to the 10.1 percent rate of 2004 than the 6.1 percent rate of 2005," said Simonson. "Once again, however, prices are likely to vary greatly by type of material and project."

Simonson noted that oil and natural gas prices have fallen sharply from their post-hurricane highs, but also pointed out that production from the Gulf of Mexico is still down by more than 15 percent, keeping supplies tight. "It appears that diesel for 2006 as a whole will be up 10 percent to 30 percent from 2005, with wide month-to-month variation," he said.

Beyond the higher cost of diesel fuel itself, the cost of other energy and energy-affected materials is also likely to rise, according to Simonson. These include asphalt, construction plastics, paints and coatings, insulation and brick. ■

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NEW DEMONSTRATION SITE

Customers will soon come to Komatsu Training Center in Georgia to try out new machines

Komatsu is in the process of developing a large tract of land next to its training center in Cartersville, Ga., to serve as a demonstration/training site for new equipment and as a permanent site for its popular Field Days event.

"The main advantage to having our own, large demonstration site is that we'll be able to host Field-Days-like events numerous times a year, rather than just during a one-month period in the spring," said Ed Warner, Manager Demonstration Site. "We'll also have a full slate of new equipment on site at all times, so distributors and their customers will be able to come to check out specific machines whenever they want to."

Currently under construction, the site will consist of an 11- to 12-acre flat arena, a viewing area with a grandstand and a haul road in excess of 2,700 feet with up to 10-percent grades for truck testing.

Groups of products to be featured

With the new demonstration area, Komatsu intends to focus on key products and/or groups of products that appeal to particular segments of the construction industry.

"For example, rather than Field Days, which showcases a broad representation of machines from compact excavators and backhoe loaders up to mining dozers and large haul trucks, we could have Quarry Days, where we feature quarry machines, or NUCA Days, where we feature utility equipment," said Warner. "It will be more industry- and product-specific. In that way it will be even more useful to equipment users."

Added benefits include the training center, which has classrooms, and a theater area right next to the demonstration grounds; nearby hotels; and Komatsu's Chattanooga Manufacturing Operation, which is within easy driving distance (about 75 miles).

"We're really looking forward to opening the demo area," said Warner. "Field Days was a great event. But this is going to be even more useful, convenient and cost-effective for us and for our customers."

Komatsu expects the demonstration site to be finished late this summer, with the first planned events beginning in October. ■

Ed Warner, Manager, Demonstration Site

The new Komatsu equipment demonstration site will be located immediately adjacent to the Komatsu Training Center in Cartersville, Ga.

Now under construction, the 11- to 12-acre demo site is expected to be finished by late summer.

TECHNICIAN CONTEST

Top Komatsu distributor technicians compete for prizes and pride

Cloyce Lamb, Director, Komatsu Training Center

More than 40 Komatsu distributor technicians from across the country competed in the Komatsu Advanced Technic Contest (ATC) at the Komatsu Training Center in Cartersville, Ga., in March.

ATC is an annual competition at which Komatsu trainers program two problems into a hydraulic excavator, a wheel loader, a dozer, a backhoe loader and an ecot3 engine — and the technician contestants have one hour to troubleshoot and find out what's wrong. Komatsu personnel judge contestants not only on whether they find the problems, but on how they use shop manuals and diagnostic tools, what questions they ask the operator/judge to help them find the problems, and how safely they work.

At the Komatsu Advanced Technic Contest (ATC), technicians (top right and bottom) troubleshoot equipment under the watchful eye of Komatsu judges (top left) who score the contestants based on how well they use their manuals and tools to diagnose pre-set problems.

Many of the contestants had won internal contests at their respective distributorships to earn the right to compete in the ATC for trophies and significant cash prizes ($3,000 for first place in each category, $2,000 for runner-up and $1,000 for second runner-up).

While the money is certainly an incentive, Komatsu Training Center Director Cloyce Lamb says most of the contestants compete just for the challenge. "These are highly motivated and competitive people. They take a lot of pride in what they do and they like the challenge of going up against their counterparts at other distributorships to see where they stand."

Customers are real winners

Komatsu's goal in sponsoring the ATC is to encourage technicians to improve their skill levels. "There are various ways to do that including factory schools and in-house training," said Lamb. "But one of the most effective ways to improve as a technician is to study on your own. We find that almost everyone who competes in the ATC does a lot of self-study."

Lamb says he has no doubt that ATC competitors go back to their distributorships as better technicians.

"Because of the ATC, many technicians are better able to diagnose a problem sooner and make a repair more quickly than they otherwise would be able to do. We're confident they also share ideas they get here with other technicians back home, so the knowledge is spread around. As a result, the real winners of this contest are customers who use Komatsu equipment because it means less downtime." ■

NATIONAL CHAMPS

Two Brandeis technicians win top honors at a nationwide Komatsu competition

The Komatsu Advanced Technic Contest (ATC) brings together top Komatsu distributor technicians from across the country to compete against each other in a troubleshooting competition (for more detailed information on the ATC, see article on previous page). This year, there were five categories: excavator, wheel loader, dozer, backhoe loader and Tier 3 engine. The team representing Brandeis Machinery & Supply won two of the five.

Stephen Dickerson out of the Lexington branch was champion in the dozer category and Jess Cleary of the Louisville branch was champion of the backhoe loader category. Each was awarded $3,000 from Komatsu for winning top honors. Other team members were David Satterfield (Indianapolis), Chris Gill (Louisville) and Pat Coomes (Louisville).

"It's a tremendous honor for Stephen and Jess because they were competing against the best Komatsu technicians in the country," said Brandeis Training Instructor Ken Sharp. "Honestly, I would have been happy just to have two or three guys place in the top three. To have two of them win it is very gratifying. I've always believed Brandeis technicians are among the best around and this confirms it."

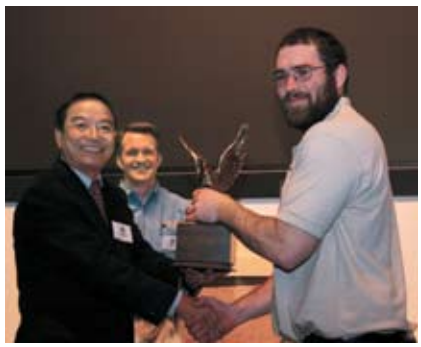
Better technicians

Sharp says the ATC is a large commitment for Brandeis, but he says it's worth it in the long run.

"The technicians who participate do a lot of concentrated study. They also get firsthand training from Komatsu personnel. There's no doubt they come back as better technicians. Beyond that, they're often able to share that knowledge, as well as tips and techniques they learned at the ATC, with other technicians and other branches," said Sharp.

"The real bottom line is what that does for our customers," he added. "Equipment users today demand good service — and they deserve it. By being involved in ATC, our technicians become better at what they do. They're able to troubleshoot more efficiently and make emergency jobsite repairs faster. We hope these awards demonstrate to our customers that Brandeis is one of the best when it comes to providing the support they need to be successful in their operations." ■

Stephen Dickerson accepts the championship trophy in the dozer competition from Komatsu America V.P.-Service, Sam Yamazaki.



Jess Cleary receives the backhoe loader championship trophy from Mr. Yamazaki.

The team representing Brandeis at the ATC consisted of (L-R) David Satterfield, Chris Gill, Stephen Dickerson, Jess Cleary, Pat Coomes and Training Instructor Ken Sharp.

VALUE IN USED MACHINES

Komatsu ReMarketing aids distributors in their efforts to meet customers' equipment needs

**Gary Beal,
V.P., Used Equipment**

For more information on Komatsu Distributor Certified used machines, contact your sales representative or our used equipment department.

Komatsu Distributor Certified used equipment often qualifies for special low financing and an extended warranty.

Gary Beal knows the used equipment business about as well as anybody. He owned a used equipment business for a number of years and has headed up the used equipment departments of a number of distributorships. Today, he's Vice President of Used Equipment at a large Komatsu distributorship in the Southwest.

"The key to used equipment is that it provides value to the buyer," said Beal. "That means we have to acquire used equipment at a fair price, sell it at a fair price, and stand behind it. It's really that simple. The important thing is to do that consistently, which is how you earn a reputation as a trustworthy supplier of used equipment."

As a used equipment man, Beal says working for a Komatsu distributor is a major plus because it means having the backing of Komatsu ReMarketing. "A rule of thumb is that there are three used machines sold for every new machine. That means we need to be constantly replenishing our supply. Komatsu ReMarketing is a major source of equipment for us. In addition, Komatsu ReMarketing and Director Lee Haak have been very helpful in working with us to realign our inventory and get our used equipment program on track. I've worked for another manufacturer and their used equipment program is very primitive by comparison."

Beyond being a source for equipment, Beal says Komatsu ReMarketing is also a source for parts, components and special attachments. "Basically, ReMarketing has fostered an excellent working relationship among Komatsu distributorships across the country. One way they've done that is by establishing a ReMarketing e-mail system. If we're looking for a particular machine, a part or something special — we can send out an e-mail and often find exactly what we need. For example, I recently located a long arm for a PC600 excavator from another distributor through our ReMarketing e-mail system."

Everybody's a customer

When it comes to used equipment, Beal says everybody's a customer.

"From the young guy just starting out, to the large, established company that needs a specialty piece for a specific job, virtually everyone is in the market for an excellent used machine at a great price. Everybody in the construction industry has equipment needs — and in used equipment, we have the solutions."

For equipment users, the advantage of buying a Komatsu Distributor Certified used machine is that it's been inspected and rated according to specific criteria. Because it's known to be a high-quality unit, it often qualifies for special financing and a warranty.

Beal says the reason Komatsu distributors are able to do that is because Komatsu makes such high-quality equipment to begin with. "Komatsu machines are durable and reliable and because of that, those of us in the used equipment business have plenty of confidence when we put a Komatsu Distributor Certified used machine in the marketplace for a second life." ■

KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.

If it can be measured, we measure it!

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

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

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

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

Brandeis

KOMATSU REMARKETING

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USED EQUIPMENT SPECIALS

2004
Komatsu
D65EX-12
#U21768
1,200 hrs.
$177,000

2002
Komatsu
PC400LC-6
#U18450-1
8,475 hrs.
$145,600

ARTICULATED HAUL TRUCKS
1997 Volvo A30C, #BT6303,11,793 hrs. $120,000
2000 Terex TA40, #BP6307P, 7,100 hrs. $110,000

ASPHALT PAVERS
2002 LeeBoy 8500T High Deck, 3,647 hrs. $32,000

BACKHOES
1992 Cat 416 2WD Series II, #BT5D20,4,664 hrs. $17,333
1992 Cat 416 II 2WD, #BT6120, 6,953 hrs. $17,733

COMPACTION
1991 IR DD110, #BT6207, 4,130 hrs. $20,000
2000 IR DD24, #BP6232, 1,091 hrs. $24,000
Stone PDB54, #BT5806, 1,069 hrs. $17,000

CRAWLER DOZERS
2002 Komatsu D32E-1, #BT6410, 2,305 hrs. $33,333
2002 Komatsu D39PX-21, #BT5422, 4,512 hrs. $68,500
1994 Cat D4C SERIES III, #BT6209, 8,294 hrs. $29,333
1996 Cat D5C series III, #BT6221, 8,596 hrs. $37,333
2000 Komatsu D61EX-12, #BP6224P, 7,748 hrs. $66,000
2004 Komatsu D65EX-12, #U21768, 1,200 hrs. $177,000

EXCAVATORS
1993 Komatsu PC200 LC-5, #BT6132, 9,707 hrs. $32,000
1993 Komatsu PC200LC-5L, #BT5D03, 9,765 hrs. $33,333
1997 Komatsu PC220LC-6, #U014716-1, 10,714 hrs. $66,667
1991 Komatsu PC400LC-5, #BC6129, 13,099 hrs. $68,000
2002 Komatsu PC400LC-6, #U18450-1, 8,475 hrs. $145,600
2000 Kobelco SK135SRLC, #BT6208, 6,128 hrs. $60,000
2003 Kobelco SK250LC, #BT5N02,1,908 hrs. $117,333

FORESTRY
1997 Prentice 210E, #U22056, 6,727 hrs $54,667
1998 Timberjack 330, #U21417, 12,415 hrs $26,667
1998 Timbco 445C, #U21605, 4,700 hrs $161,333
1997 Tiger Cat 630, #U21843, 4,000 hrs $66,667
1994 Deere 640E Cable skidder, #U21884, 2,978 hrs. $44,000
1999 Barko 885, #U21932, 6,564 hrs. $40,600
2000 Franklin Q70, #U22039, 3,874 hrs. $64,000

HAMMER
1997 Rammer S26N, #PO1165 . . . . . $5,000

OFF-ROAD TRUCK
1996 Haulpak 330M, #BP1712, 17,500 hrs. $216,000

SKID STEER
1995 Deere 8875, #BT6231, 1,805 hrs. $10,000

WHEEL LOADER
1988 Dresser 520B, #BT6220. . . . . $21,333
1974 Fiat Allis 605-B, #U21920. . . . . $10,667
2004 Cat 924G, #BT6230, 2,092 hrs. $106,667

Most machines are available for rental purchase option. All machines subject to prior sale. Year listed is year of manufacture.

For additional information, please call (502) 493-4380

KOMATSU REMARKETING Brandeis Ingersoll Rand

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