

focusing on

Solutions



A publication for and about Brandeis Machinery & Supply Company customers

Featured in this issue:

J & H ENTERPRISES, LLC

This Pikeville earthmoving contractor
has a diverse list of accomplishments

See article inside...



KOMATSU

Owners Rusty (left)
and Stan Justice

A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.



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Dear Equipment User:

As you might expect, we believe Komatsu equipment is top-of-the-line. Some might argue there are comparable machines within certain models, but top-to-bottom and across-the-board, you're going to be hard-pressed to come up with a more solid lineup — and in specific machines, you're not even going to be able to come close to the performance you get from Komatsu. All we want is a chance to prove to you the difference Komatsu and Brandeis Machinery & Supply Company can make in your business.

If you're in the market for a new machine, we ask you not to buy until you've thoroughly investigated your options. Spec the machine out — then try it out. In many cases, the Komatsu advantage will be apparent.

In other ways, the Komatsu advantage may be less apparent, but make no mistake, Komatsu is doing things no other manufacturer is doing. For example, you may not yet be using a remote equipment monitoring and management system, but it's definitely the wave of the future. With Komatsu, the KOMTRAX system is factory-installed as standard equipment on virtually all new machines, and there are no communications charges for the first five years. Compare that with other top brands that charge you for the system and the installation, then charge you a monthly communication fee. Consider Komatsu's totally free system versus the competitors' cost of thousands of dollars per machine. That's a prime example of the Komatsu advantage.

At Brandeis, we'll be happy to show you other things we and Komatsu are doing to make your equipment owning and operating experience a pleasant one. Feel free to give us a call, or stop by at any time. We look forward to the opportunity to prove we can and will do whatever it takes to earn your business.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in dark ink, appearing to read 'Gene Snowden, Jr.'.

Gene Snowden, Jr.
President and Chief Operating Officer

focusing on **Solutions**

b Brandeis

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MORE NEW PRODUCTS

See how Komatsu's new mid-size wheel loader, the WA430-6, can help lower your fuel costs while improving productivity.

NEW UTILITY PRODUCTS

If you're looking for an economical backhoe loader that still offers excellent power and comfort, Komatsu's new WB142-5 may be the answer.

NEW QUARRY PRODUCTS

Komatsu brings out the big guns with its new 100-ton HD785-7 haul truck designed to lower cost per ton in quarry applications.

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1801 Watterson Trail
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130 Mare Creek Road
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(606) 478-9201
FAX (606) 478-9208

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Fort Wayne, IN 46818-1256
(260) 489-4551
FAX (260) 489-1620

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(859) 259-3456
FAX (859) 254-0783

PADUCAH, KY

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(270) 444-8390
FAX (270) 575-4907

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(317) 872-8410
FAX (317) 872-8417

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FAX (606) 528-9014

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A SALUTE TO A CUSTOMER

J & H ENTERPRISES, LLC

This Pikeville earthmoving contractor has a diverse list of accomplishments



Rusty Justice,
Owner



Stan Justice,
Owner

If a contractor is in the earthmoving business in eastern Kentucky, chances are good he's doing work that is in some way related to the coal industry. But that isn't the only expertise on the resume of J & H Enterprises, LLC of Pikeville, Ky.

"Eighty percent of what we do is in some way related to a coal mine," said Rusty Justice, who owns and operates the company with his brother, Stan. "Whether it's exploring for a new coal mine, developing that coal mine, maintaining that coal mine or reclaiming that coal mine — that's 80 cents of every dollar we earn.

"But Stan and I always like to do new things. We're curious people so we've done a variety of different projects. In addition to the coal work, we did Pikeville's baseball and football field. It's a combined complex, which

we worked on as a subcontractor. We've also done a lot of the subdivision work in Pikeville, including the streets, grading, drainage and all the underground utilities."

Other work might include building a bridge or doing the site preparation for a new commercial building or church. While J & H does most of the construction-related projects, the Justices operate a second company called Starus (short for Stan and Rusty), which handles most of its coal mining-related projects. The brothers oversee both companies and employees cross over from one to the other.

"We don't spend much time making a distinction between the two," Rusty said. "Most people know us as J & H Enterprises. That's our more commonly held name."

Company leadership

Some of the people who make up J & H include Stan's wife, Lynn, who serves as Controller, Engineer Dave Wagner, and Field Superintendent Harold Coleman. Rusty, who has an engineering degree, functions as a general manager, handling sales and overseeing much of the day-to-day operations, such as assigning crews and equipment maintenance. With a degree in accounting, Stan acts as CEO but also enjoys running the equipment.

Several other Justice family members are involved in the operation as well, including their nephew Mark; Stan's son, Jason; and Rusty's brother-in-law David.

Stan and Rusty have been running J & H since forming the company in January 1990, but they actually went into business together several years earlier, in 1985.

J & H Enterprises' fleet of Komatsu excavators ranges in size from a PC15 to a PC400. "We really like our Komatsu excavators," said Owner Rusty Justice. "We think they're the best excavators built."



"We were an independent mining company, but the regulations were getting tighter and we saw better opportunities to become a service provider to the industry," Rusty recalled. "So in 1990, we started this company with a neighbor named Hall, who was also in the coal business. That's where the 'H' in J & H came from. We worked together as a joint venture on some projects for a couple years until he decided he wanted to go into the oil and gas industry and we wanted to stick with earthmoving. So we split up and just kept the name because we had already developed a reputation and a list of customers," Rusty explained.

"The big coal-mining companies were starting to really move in at the time and we saw that they could use a company that understood their needs," Rusty continued. "We started doing some government contracts and bidding on service work for coal companies."

Rusty said J & H still mines a small amount of coal every year as part of its reclamation work. "In coal mining, there are four areas and we try to work in each — mining, mining development, mining maintenance and reclamation," he said.

On the construction side, one of the early projects that helped J & H establish itself was building the Raven Rock Golf Course in Jenkins, Va., in the summer of 1992. It was a project unlike anything the Justices had attempted before, but that didn't stop them from trying.

"Stan has an eye for grade," Rusty observed. "It's a gift. We completed that project and everyone was happy, but the lesson we learned was that we didn't have the proper equipment. So we started exploring and looking at equipment and started buying top-of-the-line, brand-name machinery and maintaining it properly."

Building a fleet

Rusty says J & H made its first purchase of Komatsu machinery in 1994 — a PC200 excavator. More than a decade later, that same



J & H Operator Kenneth "Smoothy" Goble uses a Komatsu PC400 excavator to dig a drainage ditch. "I really like it. It's a good machine," he said. "It moves a lot of dirt and is easy to operate."



excavator is still playing an important role in the J & H fleet.

"That machine has probably moved more material than any Komatsu excavator ever," said Rusty. "You can ask Brandeis about it. It's a famous machine."

Since the success of that initial Komatsu purchase, J & H has worked with Brandeis Sales Representative David Shaffer to add numerous pieces of Komatsu machinery, including six more excavators (a PC15, a PC50, two PC220s, a PC250 long boom and a PC400), a GD650A-2 motor grader and two D65 dozers.

"One D65 has more than 10,000 hours on it," Stan reported. "And it's still a front-line machine."

J & H Operator Kenneth Goble has earned the nickname of "Smoothy" for his skills on heavy equipment. He said the ease of operation of Komatsu machinery has definitely helped that reputation.

"I've operated other brands, but I'd rather have Komatsu because they're much smoother to run," Goble said from the seat of a PC400. "I really like this excavator. It's a good machine. It moves a lot of dirt and is easy to operate."

"We've been very happy with our Komatsu excavators," Rusty agreed. "They're very productive, they're fuel-efficient and they're low-maintenance. We think they're the best excavators built."

Continued . . .

b Brandeis

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Dedicated employees produce quality work

... continued

In addition to its Komatsu machines, J & H has purchased other equipment from Brandeis, including a Tramac hammer and an Ingersoll Rand roller.

"We get really good service from Brandeis on all our equipment, regardless of the brand," added Stan. "For us, the service is critical."

J & H handles any routine maintenance issues that develop, but calls on Brandeis for more complicated repairs. Rusty said they haven't been disappointed.

"When it comes to service, there's no one better than Brandeis," he said. "They have the best technicians. In fact, we've tried to model our maintenance program after the way they operate. When we call with an issue with a particular machine, they put us in touch with

the right person or they'll call us back. I don't know how they do it sometimes, but they do a good job."

First-rate reputation

During nearly two decades in business, J & H Enterprises has also developed a reputation for doing quality work. Rusty said his approach to business is fairly simple.

"We have four principles and everybody follows them," he said. "We work safely, we get along, we do a good job and we make money. That's our philosophy."

"We work together and we try to make sure that our customers are receiving good value for their money," Rusty continued. "Stan and I make it a priority to do the job right the first time, on time and on budget."

It's an approach that has produced results. J & H has grown from five employees in 1990 to about 20 today. Rusty said he envisions adding to the company's list of services in the future, including directional horizontal drilling.

"We have a growth plan and we grow every year," he said. "For instance, we added street sweeping as a service three years ago and we're constantly looking for new ventures. We try to start at least one a year; some of them succeed and some don't."

Natural curiosity

Rusty said these new ventures stem from a curiosity he and his brother come by naturally, even away from work. "I like learning new concepts or new ways of doing things. For example, my wife and I were on vacation one year in Florida when I saw on television that an open house was being held at a landfill. So, we drove across the state and toured the landfill."

"They had a new recycling center and recycling interests me, so I learned a lot and it was really fun for me. My wife is tolerant of me — it wasn't her idea of fun. My daughter just rolled her eyes. But it was a great opportunity to observe how something works and see if there's a better way of doing things. That's what I like to do, and it's a fundamental part of the success of J & H Enterprises." ■

(L-R) Brandeis Stanville Branch Manager Barry Justice is available to help Rusty and Stan Justice of J & H Enterprises with all their equipment needs.



J & H Enterprises Owner Stan Justice demonstrates the productivity of the Komatsu PC220LC excavator. "Our operators love Komatsu," he said.





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CUSTOMER APPRECIATION

16th ANNUAL FISHING TOURNAMENT

Corbin and Stanville branches host annual customer appreciation event



(L-R) Brandeis Sales Representative John Estill poses with the First Place team of Robert Doan and Benny Lewis, Second Place team of Jimmy Kirk and Emzy Williamson, and Big Fish winner Denny Cook.

Attendees enjoyed a delicious meal on Saturday evening prepared by employees of Brandeis' Corbin and Stanville stores.



Near-perfect weather conditions greeted participants in the 16th annual Brandeis Customer Appreciation Fishing Tournament April 28-29 near Dandridge, Tennessee. More than 200 people took part in the two-day event at Douglas Lake.

"This year's tournament was another success," said organizer John Estill, Machine Sales Representative at the Corbin, Kentucky, branch. "We always have a great time and it's nice to see our customers enjoying themselves. We greatly appreciate their business and this is a way for us every spring to say thank you."

Top anglers

Robert Doan and Benny Lewis of Woodcreek Water District took the top prize with a total weight of nearly 19 pounds. Second place went to Jim Kirk and Emzy Williamson with a haul of more than 17 pounds. Denny Cook took the award for biggest fish with a catch of 6.72 pounds.



Clarence Lawson (right) of Premier Elkhorn and his son Craig (left) talked with Brandeis' John Estill.



Brandeis Sales Representative John Estill starts the boat launch early Sunday morning.

The tournament kicked off on Saturday with a full meal prepared by Brandeis staff members. The fishing tournament was held the following day. Those participating in the tournament were eligible to select from a wide variety of door prizes, including rods, reels, tackle boxes and jackets.

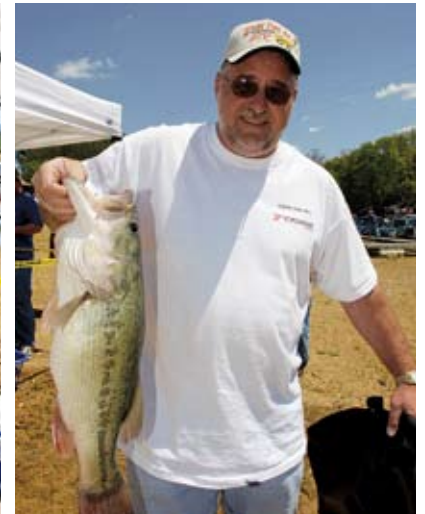
"No matter how well they do in the tournament, everyone goes home with something," Estill said. "That's just one of the reasons I think our customers really enjoy coming here. Our people volunteer their weekend to help make this a success, and this year, the weather really couldn't have been any better."

Most of the tournament arrangements were handled by staff from Brandeis' Corbin and Stanville branches with assistance from personnel at Brandeis headquarters in Louisville. Komatsu and Atlas Copco were cosponsors of the event.

Continued . . .



Brandon Manning (center) with his grandfather William Manning of Fox Knob Coal (left) and Roland Morris



Brandeis Sales Representative Robert Krutsinger weighed the catches, including Big Fish winner Denny Cook's 6.72-pound lunker.

2007 Fishing Tournament Final Standings

Place	Team Names	Company	Total Weight	No. of Fish	Starting Position
1	Robert Doan & Benny Lewis	Wood Creek Water Dist.	18.22	7	30
2	Jimmy Kirk & Emzy Williamson	Teco Coal	17.52	7	48
3	Denny Cook & Glenn Lawson	Gatliff Coal	14.62	7	4
4	Les Williams & Anthony Blair	Nally & Hamilton	14.16	7	53
5	Carl Perry & Roger Perry	Brandeis	13.86	7	39
6	Kelley Farris & Jreg Botner	Triple B	13.44	7	63
7	Winfred Smith & Mike Smith	Pine Branch Coal	13.22	7	102
8	Bennett Wright & Carmen Ramey Jr.	Bizzack	13.18	7	95
9	Donald Carpenter & Rick Santo	Carpenter's Backhoe	13.12	7	59
10	James E. Bailey & Steve Bailey	Premier Elkhorn	12.6	7	12
11	Jeff Bailiff & Ned Bailiff Jr.	Mountain Enterprises	12.38	7	27
12	Travis Gabbard & Keith Reed	Elza Construction	11.94	7	109
13	Roy Yonts & Bug Yonts	Brandeis	11.92	7	11
14	Dustin Evans & Thomas Turner	Debra Lynn Coals	11.86	7	62
15	Christopher Bowling & Winston Kirk	Premier Elkhorn	11.82	7	44
16	Jeff Lewis & Jim Lewis	Laurel Co. Fiscal Ct.	11.8	7	74
17	Paul Refitt & Ernie Adams	Gentry's Excavating	11.74	7	85
18	Russell Gentry & Randy Caudill	Gentry's Excavating	11.6	7	94
19	Clarence Lawson & Craig Lawson	Premier Elkhorn & Teco Coal	11.54	7	3
20	David Helton & Jeff Dean	Brandeis & JAD Coal	11.16	7	87
21	Dale Russell & Richard Goins	Water Svc Corp of KY	11.02	7	51
22	Ronnie James & Frank James	Mountain Enterprises	10.92	7	35
23	Douglas Howard & Anthony Howard	Miller Brothers Coal	10.86	7	72
24	Glenn Caudill & Kirby Caudill	Jasper & Pike Co. Coal	10.82	7	25
25	Delbert Ison & Greg Ison	Premier Elkhorn	10.8	7	15
Place	Big Fish	Company	Weight		
1	Denny Cook & Glenn Lawson	Gatliff Coal	6.72		
2	Donald Carpenter & Rick Santo	Carpenter's Backhoe	5.78		
3	Les Williams & Anthony Blair	Nally & Hamilton	5		
4	Jimmy Kirk & Emzy Williamson	Teco Coal	4.6		
5	Christopher Bowling & Winston Kirk	Premier Elkhorn	4.1		

Customers enjoyed fishing festivities

... continued



The crowd gathered after the dinner Saturday night. Everyone in attendance received a door prize.



Brandeis Sales Representative John Estill (right) greets Lanny Greer of Elmo Greer and Sons and Jasper Iron. Greer has attended the annual fishing tournament since its beginning.



Danny and Debbie Bryant of Mountain Supply enjoyed Saturday's dinner.



Homer Mason of Kincaid Coal picks up his starting position for the tournament.

Participants in the fishing tournament had a 6:45 start time on Sunday morning. After nearly eight hours on Douglas Lake they returned to the docks for the weigh-in. Brandeis awarded cash prizes to the top 25 teams and gave plaques to the first- and second-place teams and the participant with the biggest fish. A special award was also given to the largest "trash" fish. Each participant had to adhere to a seven-fish limit. ■



Nally and Hamilton Operator Jeff Holbrook (left), and Engineer Les Williams attended the entire weekend's festivities.



Triple B Excavating Owner Brian Blackwood (left) and Kelly Farris enjoyed the tournament.



Attendees took the time during Saturday's dinner to catch up with each other.



Marty (left) and Russell (right) Miniard met up with John Estill, Brandeis Sales Representative, during Saturday's get-together.

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ARTBA proposes new highway program to move freight more efficiently in future years

The development of a national strategy to improve the efficient movement of freight is critical to future U.S. economic productivity and should be a top priority for federal policymakers charged with writing the next highway and transit reauthorization bill in 2009. That's the message American Road & Transportation Builders Association (ARTBA) President Pete Ruane delivered at a recent U.S. Chamber of Commerce Foundation conference.

Ruane cited a Federal Highway Administration (FHWA) report showing that freight bottlenecks are causing trucks more than 243 million hours of delay annually, at a cost of nearly \$8 billion. "If the U.S. economy grows at a conservative annual rate of 2.5 to 3 percent over the next 20 years, domestic freight tonnage will almost double and the volume of freight moving through the largest international gateways may triple or quadruple," the FHWA report says. "Without new strategies to increase capacity, congestion at freight bottlenecks on highways may impose an unacceptably high cost on the nation's economy."

Plan addresses future needs

In his remarks, Ruane outlined a two-part plan approved by the ARTBA Board of Directors that is aimed at addressing the nation's future surface-transportation needs. Part one of the plan is to continue the current highway and transit programs, but with better funding to address future safety and mobility priorities.

Part two of the plan establishes a new federal government program called the "Critical Commerce Corridors (3C) Program." Funded by freight-related user fees, it would improve U.S. freight movement and emergency response capabilities. The program would strategically

link and upgrade the nation's major water ports, airports, border crossings and rail networks with national intermodal freight transfer centers. Where possible, the network would separate commercial traffic from passenger vehicles.

The scheduled 2009 reauthorization of the highway and transit investment law (SAFETEA-LU) provides a meaningful opportunity for Congress to develop a national freight strategy and allow the U.S. Department of Transportation to assume the lead role in identifying and defining a "Critical Commerce Corridors" system, according to Ruane.

"The result of this initiative would be a clear and focused strategy directed at the growing dilemma of efficiently moving freight," Ruane said. "This challenge is about more than congestion, bottlenecks and delayed deliveries. It is about securing America's place in the global competitive market. The American people and business community deserve nothing less." ■



Pete Ruane, President,
American Road
& Transportation
Builders Association
(ARTBA)

ARTBA is proposing a new federal program to improve freight transportation by strategically linking and upgrading ports, airports, border crossings and rail networks — and separating commercial traffic from passenger vehicles where possible.



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The PC800LC-8 is bigger, faster and more fuel-efficient than its predecessor

For large earthmoving jobs, as well as heavy underground utility projects, the Komatsu PC800LC-8 is the new “go-to” machine. The PC800LC-8, which meets Tier 3 emissions-reduction standards, has replaced the PC750LC-7 in Komatsu’s excavator lineup.

Weighing in at more than 180,000 pounds, the PC800LC-8 is several thousand pounds heavier than its predecessor and has a faster cycle time.

“The additional weight gives the PC800 improved lift capacity and over-the-side stability, which makes it ideal for lifting and placing heavy pipe,” said Komatsu Hydraulic Excavator Product Manager Peter Robson. “The improved cycle time was achieved with a quick arm-return circuit and a faster bucket dump. The result is greater productivity in truck loading.”

Like all Dash-8 excavators, the PC800 delivers outstanding fuel economy, especially when run in the Economy working mode. The machine also has a Heavy Lift mode which delivers 10 percent more lifting force on the boom whenever it’s needed.

The KOMTRAX monitoring system is standard equipment on the PC800LC-8, which also has a hydraulic fan with a Reverse mode that operators can activate through the monitor panel to help clean the radiator when operating in particularly dusty conditions.

King of the hill

The PC800LC-8 has 487 net horsepower, which is 7 percent more than the PC750LC-7.

“That’s nice, but an excavator is not like a dozer or a truck where you need raw horsepower to pull up a hill,” Robson explained. “With an

excavator, it’s all about how fast you can dig, and top digging performance is achieved through precise engine and hydraulic management, not higher horsepower. If you can use less horsepower to get the production you need, you’re king of the hill. And that’s what we’ve done with the PC800LC-8. We’ve developed a machine that digs faster but uses less fuel.”

Robson says the PC800LC-8 features the durability and reliability that Komatsu excavators are known for, and is also a very smooth machine that operators will appreciate because it handles like a much smaller excavator. ■

For more information on the PC800LC-8, contact your sales representative, or call our nearest branch location.



Peter Robson,
Komatsu Hydraulic
Excavators Product
Manager

Brief Specs on Komatsu PC800LC-8

Model	Flywheel horsepower	Operating weight	Bucket capacity
PC800LC-8	487 hp	182,980 lbs.	2.23-5.93 cu. yd.

If you're looking for a large excavator that digs faster and uses less fuel, the new Komatsu PC800LC-8 is the answer. The massive 487-horsepower machine delivers outstanding fuel economy and 10 percent more lifting force in the Heavy Lift mode.



MORE NEW PRODUCTS

NEW WHEEL LOADER

Mid-size WA430-6 offers better production at a lower cost



Rob Warden,
Product Manager

Like most equipment users, you're probably looking for a way to lower your fuel costs while maintaining or improving productivity. Komatsu's new WA430-6 wheel loader delivers on both counts.

The WA430-6 replaces the WA400-5 in Komatsu's wheel loader lineup. Like Komatsu's other Dash-6 models (WA380, WA450, WA480, WA500 and WA600), the WA430-6 is powered by an ecot3, Tier 3-compliant engine.

"We've seen significant production and fuel-efficiency increases with the WA430-6 compared to its predecessor," said Rob Warden, Komatsu Wheel Loaders Product Manager.

"For example, this machine can use up to 15 percent less fuel to do the same amount of work. Like the other Dash-6 models, it has a large-capacity torque converter, so the user will have a lot of power going up a hill and greater rimpull going into a pile. It also has 21 percent more breakout force than the WA400-5."

The WA430-6 comes standard with a variable-displacement piston pump that works in combination with Komatsu's Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. The design prevents wasted hydraulic flow, which in turn provides better fuel economy.

Comparative Specs for the Komatsu WA430-6

Model	Output	Bucket Capacity	Breakout Force
WA400-5	200 hp	4.1-5.6 cu. yds.	33,290 lbs.
WA430-6	231 hp	4.1-5.6 cu. yds.	40,333 lbs.

Komatsu's new WA430-6 wheel loader, which replaces the WA400-5, provides increased production and fuel efficiency compared to its predecessor. A large-capacity torque converter gives added power for hill climbing and greater rimpull going into a pile.



Pick the best mode

Fuel efficiency and power are enhanced through several operation modes, including the "E" (Economy) mode for general loading. An automatic transmission with an "Auto Low" mode is used for low-engine-speed operations, and a "P" (Power) mode gives the WA430-6 maximum digging power. An "Eco" indicator informs the operator when the machine is maximizing fuel efficiency.

Tracking utilization and machine condition is easy with the KOMTRAX equipment monitoring system that comes standard on the WA430-6. The system allows users to monitor machine location, meter reading and error codes, as well as a host of other information.

"The WA400-5 was a great machine, so we took its basics and made it better with the WA430-6," explained Warden. "We believe this machine, like our other Dash-6 models, is an industry leader that will improve performance in a wide range of applications." ■



WHEEL LOADERS

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- Spacious and ergonomically designed operator platform provides exceptional visibility.
- Standard two-speed transmission makes short work of load and carry operations.
- Wide-opening rear door and tilt-up engine cover make access to service check and fill points a snap.
- Radial lift and vertical lift loader models make it easy to choose the right machine for your business.

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NEW UTILITY PRODUCTS

NEW BACKHOE LOADER

Komatsu's WB142-5 offers excellent productivity in an economical package

Owners looking for a solid backhoe loader that's economical, yet powerful enough to tackle a variety of tasks can turn to Komatsu's new WB142-5.

"The WB142-5 is the fifth model in an outstanding line of backhoe loaders from Komatsu," said Jeff Aubrey, Product Manager Backhoe Loaders. "It's aimed at the cost-conscious buyer who wants a machine with lots of performance in a simple package. Therefore, it's priced lower than our high-spec deluxe models. It's what we call an 'entry-level' backhoe loader, but it has many of the same design features of its big brother, the WB146-5."

High production

Production in both loader and backhoe applications is driven by a Komatsu 76-net-horsepower diesel engine that's housed in a heavy-duty, cast nose guard, which provides integral counterweight and front protection to the engine. Standard four-wheel drive lets operators work on days when other machines are parked.

Unlike many units in its class, the WB142-5 features a high-output (37 gpm), tandem-gear-pump hydraulic system designed for maximum speed, power and control. It even has two settings for the loader and the backhoe, so the operator can choose between maximum performance and maximum fuel economy.

Roomy work station

Komatsu kept the operator in mind with the new WB142-5, which features a state-of-the-art interior that's rugged, yet elegant. A suspension seat provides a comfortable fit for any size operator. The ROPS/FOPS canopy has a true dual-entry platform. Controls, switches and

gauges are clustered to simplify operation and visibility.

A corner-mounted exhaust allows the operator a full 360-degree unobstructed view, including a clear look at the loader bucket, even at maximum height. Komatsu's new S-boom design is narrow, providing better visibility in both the trench and in loading trucks.

The operator may choose from either Power or Economy mode when using the 14-foot-class backhoe. A one-cubic-yard loader bucket with a bolt-on cutting edge is standard, as are reversible stabilizer pads.

A pleasure to own

Daily service checks are simple. Just raise the one-piece, tilting hood, and all daily checks are grouped on the left side of the engine. Grease points are conveniently located and fuel filling is at ground level. There's also a standard lockable tool box. And like all Komatsu machines, the WB142-5 uses O-ring face-seal hydraulic fittings for leak-free operation. ■

Brief specs on the WB142-5

Model
WB142-5

Output
76 hp

Operating Weight
14,513 lbs.

Bucket Capacity
1.0 cu. yd. (loader)

Komatsu's new WB142-5 offers many of the same benefits as larger Komatsu backhoe loader models — operator comfort, high value, high productivity, ease of service and security.





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(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)

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When it comes to building electric drive trucks that are rugged enough to stand up to the day-to-day demands of mining operations, one company has the proven track record to deliver the reliability you need to compete—Komatsu. If you look at the number of Komatsu electric drive trucks in service today and count the years of reliable service they've delivered, you'll see we have the engineering, manufacturing and application experience to help you stay profitable for years to come.

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NEW QUARRY PRODUCTS

HD785-7

Komatsu's new haul truck features advantages designed to lower users' cost per ton

Part of any efficient quarry operation involves moving materials quickly from the ground to the crusher at the lowest cost per ton possible. Komatsu's new HD785-7 haul truck was designed with maximum efficiency in mind to help you move more material faster with less fuel consumption.

"More and more quarries are going to larger-capacity haul trucks, such as the 100-ton HD785-7," said Tom Stedman, Marketing Manager - Mining Trucks. "It has the tightest turning radius of any truck in its class. In quarry operations, where space is often limited, that's a big advantage."

The HD785-7 has several other features that make it advantageous, including a high-performance engine that delivers nearly 10 percent more horsepower than its predecessor, the HD785-5. Variable Horsepower Control (VHPC) allows selection of two modes, Power and Economy, which can be set according to working conditions. In either mode, the VHPC system detects whether the truck is loaded or empty and selects the optimum horsepower for production and fuel efficiency.

Tracking fuel efficiency and maintenance is easy with the Vehicle Health Management System (VHMS), a fully integrated system that collects data throughout the truck. "It's a great tool for looking at long-term trends," said Stedman. "VHMS provides data gathered from all areas of the truck, including pressures, temperatures and speeds, to name just a few. Customers can use this information to customize their maintenance programs accordingly."

All-wheel, wet-disc brakes

Komatsu worked to lower maintenance costs with the addition of all-wheel, wet-disc brakes. Each brake is fully sealed to keep contaminants

out, reduce wear, and require no adjustments. "They are much more efficient than dry-disc brakes," Stedman noted. "Over the long haul, they're going to save the user quite a bit."

An Automatic Retard Speed Control (ARSC) utilizes a large-capacity retarder that allows operators to set downhill travel speed at a constant level, so the operator can concentrate on steering. "It's like cruise control for downhill operation," explained Stedman. "When the operator reaches the speed he's comfortable with, he activates the system with the push of a button, and the truck will maintain that speed. It's very good for areas where there are long downhill hauls."

"The ultimate goal of the new HD785-7 is to save the user time and money," he added. "With more horsepower and lower fuel consumption, the cost per ton is fantastic. We'll be bringing these features to more of our haul trucks in the future." ■



Tom Stedman,
Marketing Manager
Mining Trucks

Komatsu's new 785-7 100-ton haul truck offers 10 percent more horsepower than its predecessor, while lowering fuel consumption. Additional features include all-wheel, wet-disc brakes, Variable Horsepower Control and a Vehicle Health Management System.

Brief specs on the Komatsu HD785-7

Model	Capacity	Net Horsepower	Vehicle Weight
785-7	100 tons	1,178	366,000 lbs.



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KOMATSU & YOU

CONTINUOUS IMPROVEMENT

Serving customers better is the goal of V.P./General Manager of Construction Division

QUESTION: As someone relatively new to Komatsu, what are your initial thoughts on what the company does best?

ANSWER: As one of my former bosses used to say, "Product is King," and one of the things I've learned is that Komatsu products are excellent. We make very high-quality, technologically advanced equipment that's productive and reliable. We believe our products provide the best value in the industry when you take into account the performance, the uptime, the longevity and what you'll get in resale or trade-in.

QUESTION: At the other end of the spectrum, where does Komatsu need to improve?

ANSWER: The biggest thing is product support. Certainly, that's not unique to Komatsu. Probably every equipment manufacturer and every equipment dealer in the country would say they want to improve product support because that's where you create customer loyalty. From what people tell me, Komatsu has improved in that area in recent years. I believe we're doing a good job supporting our product now, but we're still not as good as we want to be or need to be. Our goal is continuous improvement that results in ever greater customer satisfaction.

QUESTION: What steps is Komatsu taking to improve the level of support?

ANSWER: The Komatsu Training and Demonstration Center in Cartersville, Ga., is a good example of a step we've taken to improve the quality of service we provide. It's a state-of-the-art facility that offers training for distributors' technicians, their in-house trainers and their customers. On the parts side of the

Continued . . .



Greg Hewitt,
V.P./General Manager Construction Division,
Komatsu America Corp.

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 native of Knoxville, Tenn., Greg Hewitt graduated from the University of Tennessee with a business degree, then joined the Maytag Company. Unlike the Maytag repairman of TV commercial fame, Greg was never the loneliest guy in the world while at Maytag. He spent 17 years there, where he earned an MBA and held a variety of increasingly important jobs. He left Maytag in 2004 to join Textron, a large multi-industry company, as Executive Vice President of the Jacobsen (professional mowers) Division.

Last November, Greg was recruited by Komatsu America Corp. to become V.P. and General Manager of the Construction Division. It's a new position in which Hewitt oversees all activities associated with planning, operations, selling and servicing Komatsu's construction-size equipment line, which consists of D31 to D275 dozers; PC120 to PC1250 excavators; WA150 to WA700 wheel loaders; GD555 to GD675 motor graders; articulated trucks; and rigid trucks less than 715 hp.

"Even though I had never worked in heavy equipment manufacturing, I knew Komatsu was a great company and that this was a great opportunity," said Hewitt. "Having been here for a while now, I'm even more excited about the prospects. One of Komatsu's strengths is a product that, in my opinion, across-the-board, is equal or superior to anything else out there. Our goal is to build on that strength to deliver an unprecedented level of satisfaction to customers."

Hewitt is married with two daughters, ages 8 and 12. "My work days can be fairly long. When I'm away from the job, I enjoy investing time with family, staying in shape, reading and traveling."

Komatsu to introduce new, small dozer line

...continued

support equation, we continue to open Regional Parts Depots to ensure that our distributors can get same-day or early next-morning delivery of virtually any part. We now have a fill rate in the high 90th percentile, which we'll put up against anybody in the world.

QUESTION: Product-wise, what should Komatsu customers be excited about this year?

Komatsu's focus on product support places an emphasis on training. The company's state-of-the-art Training and Demonstration Center in Cartersville, Ga., provides training for distributors' technicians and in-house trainers as well as customers.



To augment its larger dozer line, which includes machines such as this D155AX, Komatsu plans to introduce a new line of small dozers in 2007.

With a wide range of equipment from large mining machines to compact utility equipment, Komatsu produces high-quality, technologically advanced equipment that's productive and reliable. "We believe it's the best value in the industry," stated Greg Hewitt, V.P. /General Manager Construction Division, Komatsu America Corp.



ANSWER: Our big launch in 2007 is a new, small dozer line (machines roughly in the 75- to 125-horsepower range). We believe our current Komstat dozers are excellent — highly productive and reliable — and that the new models will be best-in-class by a large margin.

QUESTION: If you had one-on-one time with a contractor who's trying to choose between a Komatsu machine and another leading brand, what would you tell him to convince him to buy Komatsu?

ANSWER: I would just give him the facts. Fact number one: if production is important, examine horsepower, digging speed, capacity, fuel efficiency, reliability — all of those things. Shop and compare. In most cases, we're going to come out on top. Fact number two: do some research on resale value. Due in part to our commitment to R&D and engineering, our machines last a long time and hold their value better than the competition. Fact number three: look at the big picture. We're a \$16 billion global company. With Komatsu and our distributors, you get the kind of cradle-to-grave total support that only the largest of companies can provide.

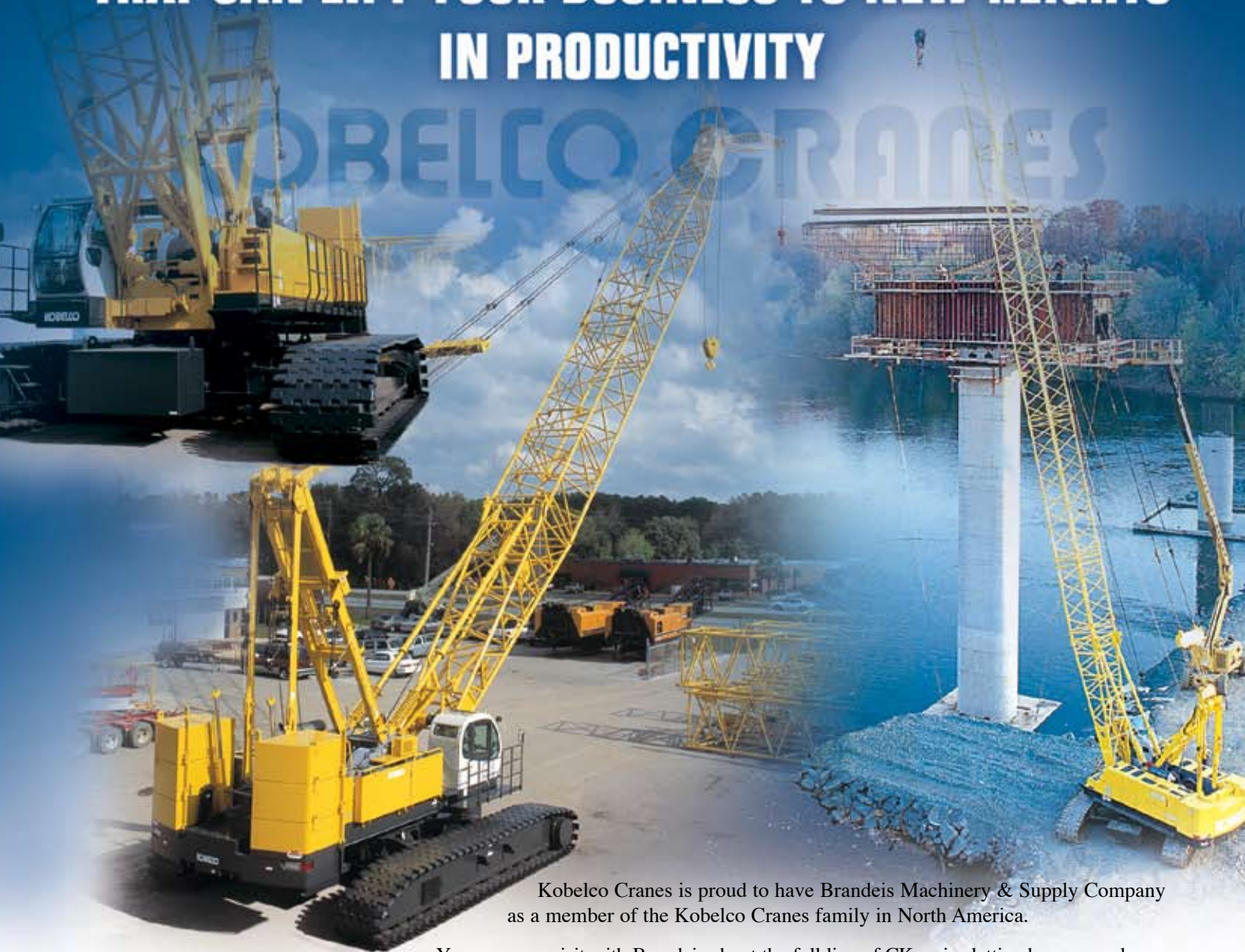
Lastly, I'd tell him to look for the best value. If he studies the machine owning and operating costs, we feel confident that Komatsu will be the choice more times than not.

QUESTION: What is Komatsu expecting from the construction economy this year?

ANSWER: We're fairly positive about the construction market. As everybody knows, housing is down, but everything else is holding its own. The overall industry forecast is for about a mid- to high-single-digit decrease in the total number of units sold this year. On the face of it, that doesn't sound great, but when you consider we're coming off a couple of all-time-record years, it's really not bad at all.

And frankly, at Komatsu, we think there's a potential for us to grow our business even in a slightly slower market. In the overheated environment we've been in, some manufacturers did well largely because they had inventory available. Now, with inventory more plentiful, customers will probably do more shopping around looking for the best value. We welcome that environment as an opportunity to prove our worth to an equipment user. ■

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Kobelco Cranes is proud to have Brandeis Machinery & Supply Company as a member of the Kobelco Cranes family in North America.

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What's more, every Kobelco crawler crane will be backed with the unparalleled service and parts support that you have come to expect from Brandeis.

For more information about the right Kobelco crawler crane for your job, contact your Brandeis representative or the nearest Brandeis location.

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Model	hp	Operating Wt.	Lifting Capacity
CK800-III	213	163,450 lbs.	80 tons
CK850-III	213	162,700 lbs.	85 tons
CK1000-III	331	179,700 lbs.	100 tons
CK1600-II	331	306,000 lbs.	160 tons
CK2000-II	331	362,200 lbs.	200 tons
CK2500-II	331	476,200 lbs.	250 tons

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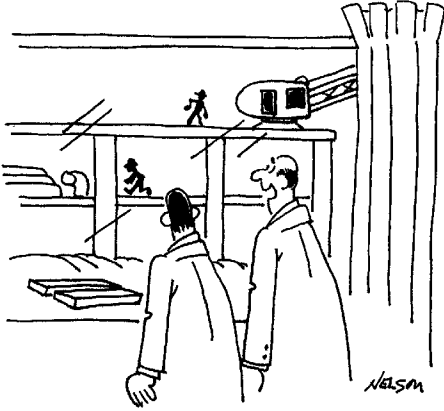
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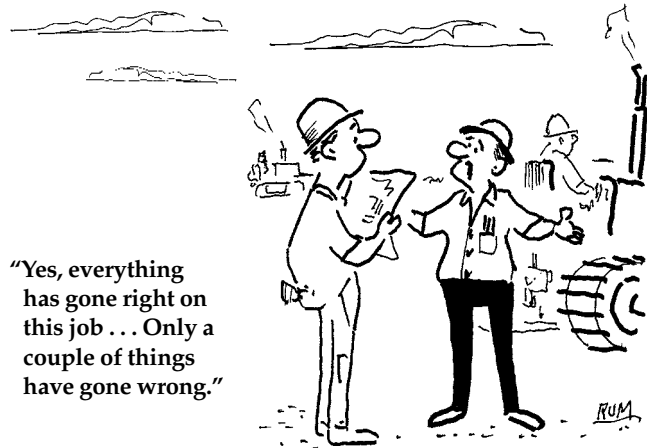
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ON THE LIGHT SIDE



"Costs are up, profits are down... but as an industry, we're still booming."



"Yes, everything has gone right on this job... Only a couple of things have gone wrong."



"Take good care of that old dozer. It's made a lot of money for me... I used its serial number to win the lottery."



"So the safety rules really are carved in stone."



"No, it's not a new requirement that we camouflage the machine in its natural environment."



"This isn't a new repair manual. It's an encyclopedia... I'm using my breaks to study for the 'Millionaire' show."

PRODUCTIVITY POINTERS

THE KOMTRAX ADVANTAGE

How Komatsu's wireless equipment-monitoring system can help you improve productivity

Chances are you've heard of KOMTRAX, Komatsu's wireless system that allows you to monitor your equipment from your office computer or laptop. You may know it provides basic information, such as where a machine is and how many hours are on it, which is useful if a machine is stolen, and for service and maintenance. What you may not realize is that the new version of KOMTRAX can also be an extremely useful tool in improving your field productivity.

"Customers who use the full-range of KOMTRAX services have a distinct advantage over those who don't. It's really that simple," said Ken Calvert, Komatsu Director of IT Support. "How? By providing details on asset utilization. How many of your machines are actually working at any given time? Do you need more machines, or could you get by with fewer? Is a machine working or idling? Is it being run in Power mode or Economy mode; and if it's full power, is that really necessary or is it a waste of fuel? These are all money matters that directly impact a contractor's bottom line."

"Of course, KOMTRAX is also still a valuable tool for scheduled maintenance and helping implement a repair-before-failure program for major components," added Chris Wasik, Manager of Service Support Programs for Komatsu. "But we believe KOMTRAX's operational information will help a contractor improve efficiencies, availability and profit."

The KOMTRAX difference

Komatsu is so convinced that wireless equipment monitoring is a true difference maker for equipment users that it's taken unprecedented steps to make the system available, affordable and user-friendly. These steps include:

- Factory installing KOMTRAX as standard equipment on almost every new Komatsu machine, and making it totally free for five years (top competitors charge more than \$2,000 for the hardware and installation, then also charge a monthly communication fee);
- Having a team of Komatsu and distributor personnel dedicated solely to monitoring KOMTRAX, and communicating with customers to help them keep costs and downtime to a minimum;
- Making the information easy to use and understand, including, in the not-too-distant-future, communicating KOMTRAX info to customers via e-mail.

"Right now, thousands of KOMTRAX-equipped machines are out in the field, but only a small percentage of customers actually use the data," observed Calvert. "We want to increase that number because we're convinced Komatsu customers who use KOMTRAX properly will be more productive and more profitable." ■



Ken Calvert,
Director of IT Support



Chris Wasik,
Manager of Service
Support Programs

For more information on how KOMTRAX can work for you, contact our service department today.

By using all the capabilities of KOMTRAX, machine owners can improve field productivity and improve profitability.



INDUSTRY OUTLOOK

LONG HOURS AND SAFETY

New study indicates working overtime is not a major health or safety issue

It has long been speculated that working long hours, which is not unusual in the construction industry, might negatively impact the health and safety of workers.

However, a recent study by Allan Harris Jr., Ph.D., and William Bunn, M.D., indicates that may not be the case.

There has long been a perception that working more than 40 hours per week adversely affects the health and safety of workers. There were even some research studies indicating that was the case. But now, a new study shows the connection between working overtime and experiencing safety and health problems might be overstated.

The study, published recently in the Journal of Occupational and Environmental Medicine, found that people who work very long hours do indeed have an increased likelihood of health and safety problems — however, it also found that other factors, such as previous health

problems, actually have a much stronger effect on overall worker health, safety and productivity.

“Our results challenge the assumption that each hour of work above 40 hours steadily increases health and safety risks and reduces productivity,” said Allen Harris Jr., Ph.D., lead author of the report. “In fact, no adverse effects were found until the 60-hour-per-week mark.”

Even when workers reached the 60-hour-per-week mark, Allen noted that “the effects were limited to an increased risk of workers’ compensation episodes for hourly female employees with a history of workers’ comp episodes, and to an increased risk of new musculoskeletal diagnoses for older workers.” People not in those categories did not show any added risk.

More emphasis on prior health

The study was based on a sample of nearly 2,800 people who work at a heavy manufacturing company. Presumably, the results are also applicable for other industries, including construction, where long hours are often the norm.

According to the researchers, moderate overtime (48-59 hours per week) had no bearing on employee health and safety, regardless of their job or demographic characteristics.

“Although work hours are a factor, they should be considered alongside previous health and other factors that comprise the larger context within which employee health, productivity and safety outcomes are determined,” said William Bunn, M.D., co-author of the report. “On both the research and policy fronts, more emphasis needs to be focused on prior health and other antecedents to the number of hours worked that better predict employee safety, lost productivity and future health.” ■

Today’s advanced equipment, such as this Komatsu excavator, is specifically designed for operator safety and comfort, which also makes construction safer.



NEWS & NOTES

NEW REGIONAL SALES MANAGER

Brandeis appoints Spencer Depoy to oversee sales in Indiana

Spencer Depoy was recently appointed Brandeis Machinery & Supply Company's new Indiana Regional Sales Manager. Spencer has been in the construction equipment industry since 1998 and for the past six years served as a Machine Sales Representative for

Brandeis, working out of the Indianapolis branch.

A graduate of Indiana University, Spencer is a lifelong resident of the Indianapolis area. As Indiana Regional Sales Manager, he will oversee Brandeis' sales efforts throughout the state. ■



Spencer Depoy



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STRENGTH IN NUMBERS

How customers benefit from the growth of Komatsu's Certified Used equipment program



For more information on Komatsu Distributor Certified used equipment, call our sales office today.

Back in 1999, Komatsu started certifying used equipment so buyers would know exactly what they were getting when they bought a Komatsu used machine. No more guesswork. No more hoping you're getting a good deal, but fearing you might be buying somebody else's problem. With Komatsu's Certified Used equipment program, you could buy used with confidence.

The program started with just a handful of distributor technician-evaluators trained to inspect used machines. Today, there are more than 600 such certified inspectors.

"The growth of the program and the growth of the number of trained evaluators is significant because it ensures a high level of

consistency from coast-to-coast," said Komatsu Director of ReMarketing Lee Haak. "All of our technician-evaluators are trained to the same standards and certified by the same person, Komatsu ReMarketing Training Manager Alan Christensen. They all use the same worksheet and the same criteria. Wherever you are in North America, if you buy a Komatsu Distributor Certified used machine, you're assured of what you're getting and of what the machine is going to do."

Full disclosure

The Distributor Certified evaluation process includes diagnostic tests and covers all essential aspects of machine operation, from the engine, drive train and hydraulics to the undercarriage, work equipment and electrical system.

"The inspection and resulting rating basically constitute a 'full disclosure' report to the buyer of that piece of equipment," explained Christensen. "We're providing honest, straightforward and factual information. Sometimes, when we find issues, we repair them. But mostly, we're here to give a true assessment of a used machine's status."

The inspection/assessment is something each evaluator takes very seriously, according to Christensen. "The evaluator's name is on that report. By signing it, he is, in essence, looking the salesman in the eye and saying, 'You can tell your customer he can buy this with confidence because I've given it a thorough inspection.' It's like his own personal seal of approval."

Because of the rigorous inspection, Komatsu distributors are willing to stand firmly behind the product, which is also often eligible for extended warranties and special rates from Komatsu Financial. ■

(Right) Following about five hours of classroom training, technicians are critiqued on their practice evaluations.



(Below) Komatsu ReMarketing Training Manager Alan Christensen conducts a training session at a Komatsu distributor.





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."





USED EQUIPMENT SPECIALS

ARTICULATED TRUCKS

1992 Komatsu HA270, U23065, 7484 hrs.	\$26,667
1996 Moxy MT30X, U016329-1, 9,100 hrs.	\$40,000
2003 Komatsu HM400-1, BT6909, 4,260 hrs.	\$330,000
2004 Komatsu HM400-1, BT6910, 3,167 hrs.	\$340,000
2004 Komatsu HM300 6X6, C0201, 3,294 hrs.	\$234,000

ASPHALT PAVERS

1994 Blaw-Knox PF171, BT7206, 8,458 hrs.	\$21,000
1999 Blaw Knox PF2181, BT7305, 2,904 hrs.	\$59,000
1999 Blaw-Knox PF5510, BT7204, 610 hrs.	\$60,000

COMPACTION

1998 IR DD110, BT6316, 6,200 hrs.	\$29,500
2000 IR SD110D, BP5705B, 1,102 hrs.	\$66,000
1979 Case W110, U22681	\$1,331

CRAWLER DOZERS

1976 Deere 550, BT6908, 6,800 hrs.	\$18,000
2003 Deere 550H, BT6000, 3,355 hrs.	\$79,000
1989 Komatsu D21E, BT6001, 6,367 hrs.	\$12,000
2002 Komatsu D31PX-21, U18642-1, 977 hrs.	\$54,667
2002 Komatsu D32E-1, consigned, 685 hrs.	P.O.R.
2004 Komatsu D39PX-21, BT7209, 2,420 hrs.	\$80,000
2005 Komatsu D39EX-21A, U20859-1, 748 hrs.	\$76,000
2004 Komatsu D41E-6, BT7317, 2,334 hrs.	\$86,000
2000 Komatsu D41E-6, U17400-1, 3,394 hrs.	\$50,667
1998 Komatsu D41P-6, U23075, 3,388 hrs.	\$34,667
1998 Dresser TD7H, U015593-2, 6,392 hrs.	\$30,667

EXCAVATORS

1998 Deere 160LC, BT6D15, 5,550 hrs.	\$46,000
2004 Cat 304CR, U22624, 1,602 hrs.	\$36,453
1999 Cat 307B, BT7200, 4,480 hrs.	\$28,000
2004 Deere 35CZTS, BT7106, 1,219 hrs.	\$25,000
2001 Deere 50ZTS, BT7107, 3,087 hrs.	\$24,000
1997 Case 9020B, BT7312, 9,211 hrs.	\$39,000
1994 Hitachi EX270LC, BT7326, 9,642 hrs.	\$31,000
2001 Hitachi EX330LC-5, U22881, 7,176 hrs.	\$104,000
2001 Komatsu PC150 LC-6K, BT6809, 5,166 hrs.	\$74,000
1997 Komatsu PC200LC-6, BT6D08, 9,532 hrs.	\$46,000
1998 Komatsu PC220LC-6, U22900, 8,134 hrs.	\$52,000
1999 Komatsu PC220LC-6, U23084, 11,000 hrs.	\$40,000
2002 Komatsu PC220LC-7, BT6D01, 3,071 hrs.	\$127,000

EXCAVATORS cont.

1998 Komatsu PC300LC-6, consignment, 7,000 hrs.	\$110,000
2003 Komatsu PC300LC-7, U19092-1, 3,809 hrs.	\$173,333
2004 Komatsu PC40MR-2, U19603-1, 400 hrs.	\$40,000
2004 Komatsu PC50MR2, U19605-1, 723 hrs.	\$40,000

FORESTRY

1995 Vermeer 1230, U23087, 4,023 hrs.	\$6,000
1998 Prentice 310E, U22781, 10,649 hrs.	\$16,000
1996 Timbco 425B, U22696,	\$57,885
1998 Barko 885, U22634, 5,316 hrs.	\$34,667

GRADER

1987 Cat 120G, BT7321	\$56,000
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BACKHOE LOADERS

2004 Deere 110A, BT7328, 750 hrs.	\$31,500
1988 JCB 1400B, U22965, 2,220 hrs.	\$13,333
2000 Komatsu WB140, U17885-1, 3,236 hrs.	\$24,000

SERVICE TRUCK

1992 Ford F700, 427, 314,618 mi.	\$18,000
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SKID STEERS

2005 Deere 328, U23035, 663 hrs.	\$28,667
2001 Bobcat 753, U22700, 197 hrs.	\$18,400
2003 Bobcat S175, U23034, 1,089 hrs.	\$15,333
2004 Komatsu SK714-5, BT7300, 877 hr me	\$16,500
2003 Bobcat T250, BT6D17, 1,334 hrs.	\$28,000

TRACK LOADER

1989 Dresser 200, U23036, 8,126 hrs.	\$24,240
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OFF-ROAD TRUCKS

1996 Haulpak 330M, BP1712, 17,500 hrs.	\$216,000
1999 Euclid R40C, BT7208, 18,043 hrs.	\$122,000

WHEEL LOADERS

2004 Deere 624J, U23088, 2,400 hrs.	\$126,667
2003 Terex SKL873, U22897, 7,200 hrs.	\$53,333
1997 Komatsu WA180-1, UC5075-1, 6,767 hrs.	\$16,000
1998 Komatsu WA180-3L, U015308-1, 3,355 hrs.	\$39,733
2003 Komatsu WA500-3, BP7318, 5,802 hrs.	\$230,000



2005 Komatsu D39EX-21A, U20859-1, 748 hrs......\$76,000



2004 Komatsu SK714-5, BT7300, 877 hr me......\$16,500



2003 Komatsu WA500-3, BP7318, 5,802 hrs.... \$230,000

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

