

focusing on

Solutions



A publication for and about Brandeis Machinery & Supply Company customers

Featured in this issue:

KELSEY CONSTRUCTION LLC

Hard work, steady growth
define the first decade
for this Shepherdsville
grading and utility contractor

See article inside...



Gobel Newsome,
Owner/Manager



KOMATSU

A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



Dear Equipment User:

The economic stimulus package that the President signed into law can have a significant impact on your business this year. The law states that companies buying new equipment in 2008 can depreciate an additional 50 percent of the cost in this year. If you elect to use it, the bonus depreciation can lower your 2008 tax bill. There are other benefits of the stimulus package, and you can get more detailed information in the Guest Opinion article in this issue.

You may want to consider using the bonus depreciation on purchases of new Komatsu equipment that offers benefits such as lower owning and operating costs. In the past several years, Komatsu has made tremendous improvements across its extensive machinery line, including the addition of ecot3 engines designed to meet Tier 3 standards for reduced emissions. Komatsu not only made reduced emissions standards a priority, but in the process, made its equipment more productive with better fuel economy.

It's that kind of commitment that makes us proud to represent Komatsu utility, construction and mining machines at Brandeis Machinery and Supply. Komatsu machines are among the most technologically advanced in the industry, and many include Komatsu's KOMTRAX remote equipment-monitoring and management system that helps you track your machine's performance and service schedules. If an error code appears, Komatsu alerts Brandeis and you right away so the issue can be diagnosed and fixed quickly. It also alerts you to upcoming routine service in advance, allowing you to schedule it at a convenient time. Komatsu was the first manufacturer to install such a monitoring and management tool as standard equipment.

Of course, we believe that service is important in keeping your machine running at maximum productivity throughout its entire life. That's why we make it a priority to have trained technicians who can service your Komatsu and competitive brands of equipment quickly and efficiently with little downtime. If you choose to do the work yourself, rest assured we have nearly every part you need on hand, and if we don't, in most cases we can have it the next morning.

At Brandeis, we stand ready to make your owning and operating costs as minimal as possible, and we'll be happy to work with you in any way we can to make that happen.

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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See how hard work and steady growth have defined the first decade for this Shepherdsville contractor.

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BUZZI UNICEM

Read more about this Indiana quarry and the Komatsu HD785-7 100-ton trucks it relies on to stay productive.

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NEW PRODUCTS

Just when you thought they couldn't get any better, Komatsu added an extensive list of features to its Dash-8 mid-size excavators to make them even more productive.

MORE PRODUCT NEWS

Find out how Komatsu's new PZ tool carriers with parallel Z-Bar linkage help users keep loads on the level.



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A SALUTE TO A CUSTOMER

KELSEY CONSTRUCTION LLC

Hard work, steady growth define the first decade for this Shepherdsville grading and utility contractor



Gobel Newsome,
Owner/Manager

A brand-new community is taking shape within the city of Louisville, and Kelsey Construction LLC of nearby Shepherdsville, Ky., is helping to lay the groundwork.

The development is called Norton Commons, a Traditional Neighborhood Development (TND) on the northern edge of the city. It's part of a comprehensive planning system that includes a variety of housing types and land uses in a specified area (in the case of Norton Commons, 600 acres). The development includes educational facilities, civic buildings and commercial establishments, all located within walking distance of private homes.

As a grading and utility contractor, Kelsey Construction has been heavily involved with the project for the past three years. "We're putting in the infrastructure for people to build their homes," said Kelsey Construction Owner and Manager Gobel Newsome. "We've also done work there for commercial and retail development. We've been fortunate to do just

about all the infrastructure there and we are proud to be a part of it."

Valued versatility

It's a project well-suited for the experience and expertise of Kelsey Construction, which is marking a full decade of service in 2008. "Subdivision work used to be about 50 percent of our work load," Newsome explained. "In today's market, that ratio is down to 15 or 20 percent, so we've taken on more industrial-type work and commercial projects, which have remained strong locally. We might do a small, fast-food development or a 500,000- to 800,000-square-foot big-box project. It's all the same type of work — infrastructure, piping, roads, building pads. That's what we do."

As the market for residential work has declined, Newsome said Kelsey Construction has done an increasing amount of pipe work in recent years for the local power and gas company, E.ON, as it attempts to meet increased demands and more stringent EPA requirements at its area power plants. "We want to be versatile," Newsome explained. "For a number of years we were so busy we were turning down work, but we also have to change and adapt to the economy. We've been fortunate to be able to do so."

Getting those jobs done is a work force of about 75 employees doing projects in roughly a 100-mile radius of Louisville. As weather improves, Newsome estimates he will be able to spend about 50 percent of his time away from the office to oversee the work being done in the field. Among his key employees are General Superintendent Steve Maupin and Project Manager Clay Devine.

Kelsey Construction is heavily involved in establishing the infrastructure of Norton Commons, a Traditional Neighborhood Development (TND) on the north edge of Louisville.



"We've surrounded ourselves with quality people and have continued to grow," Newsome said. "We've been fortunate to have key personnel who do a fantastic job, and that's helped us keep our margins."

Beginning in business

The size of his work force was considerably smaller when Newsome made the decision to go into business with a partner and form Kelsey Construction (named after his daughter) in 1998. He had worked for other local contractors and decided the timing was right to launch his own company.

"As you get older, you start getting comfortable," he explained. "I was about 30 years old at the time and I thought it was now or never."

"When I first started, I was doing it all," Newsome continued. "My partner was an investor and I ended up buying him out after six months. I was working long days — whatever it took to get the job done."

Using the contacts Newsome had developed in the industry, finding work as a new contractor was not as difficult as one might think. "We started out with really small, \$20,000 to \$40,000 jobs the first few years. But we grew quickly and our financial sheet started looking a lot better and our opportunities started to get better. We were able to seize those opportunities."

Newsome admits the timing couldn't have been much better. "In 1998, everything was just unreal with regard to the stock market and housing development," he said. "There probably weren't enough contractors around for the growth that was going on at that time. We worked a lot, got a lot done, and grew quickly the first couple of years. Growth was not a problem. We grew percentage-wise by leaps and bounds the first five years."

Equipment needs

As its volume of work has grown, so has Kelsey Construction's need for productive equipment. Newsome turns to Brandeis Machinery & Supply Company for much of its equipment needs with the assistance of



A Kelsey Construction operator uses a Komatsu PC300LC-7 excavator for pipe work at The Reserve at Rock Springs, a single-family housing development in Louisville. Kelsey Construction is working on the project with a longtime business partner, R.J. Thieneman Realty Group.



Sales Representative Gene Snowden III. Kelsey Construction's Komatsu equipment includes a PC138USLC-2 excavator, a PC300LC-7 excavator and a WA250PT-5 parallel tool carrier.

Newsome said his first Komatsu purchase was the PC138USLC in 2005. "We were interested in the tight tail swing," Newsome said. "We had some street work in Louisville, and thought it would work well for what we needed to do."

"I spoke with other people who own Komatsu equipment and they told me they've had good success with Komatsu as far as the equipment durability and the cost per hour to operate. I asked a lot of questions, but until we owned one, we didn't really know what it was going to do. Since we got it, we haven't had any problems, and the Komatsu seems to be using less fuel, which is really important right now."

Kelsey Construction Owner/Manager Gobel Newsome has been pleased with the performance of his Komatsu WA250PT-5 parallel tool carrier. "It's a smooth machine. We can move large-diameter pipe with it."

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Continued . . .

Productive equipment meets growing jobsite needs

... continued

It was shortly afterward that Newsome acquired his Komatsu WA250PT parallel tool carrier. "That's the first wheel loader we've ever owned," he explained. "We use it frequently for moving large-diameter pipe and other materials around the jobs and putting the materials in the ditch. It's a smooth machine. We have several backhoes with that type of front end, but the WA250 does a lot more; it's stronger than a backhoe."

Kelsey Construction has owned its Komatsu PC300LC excavator for about one year. "Before buying it, I got three or four quotes on different brands," Newsome said. "The production and

fuel economy compared extremely well and the price was good. Our operators love it. It's a smooth machine and it hasn't given us any problems."

When mechanical issues do arise, Kelsey Construction has two mechanics who handle most problems in-house. For more technical concerns, Newsome said Brandeis has been responsive in its support.

"That responsiveness is a huge part of the decision-making process when it comes to buying more equipment," Newsome said. "Service and parts availability are a big consideration. Price may be king, but support is huge. We have a reputation for performing and getting things done and we want to keep it. Brandeis has been fantastic."

A fast, productive decade

Kelsey Construction's reputation for quality work is now a full decade in the making. Newsome admits the first 10 years have been a blur.

"The old saying, 'time flies when you're busy,' is true," Newsome observed. "We've been very busy and time has gone by quickly. I'm very proud of everything we've done in 10 years."

Despite a long list of achievements — which Newsome attributes mainly to hard work — there's no time at Kelsey Construction to rest on past accomplishments. "I still worry about the company today and we're in fantastic financial shape," he said. "I know most of my employees personally and I want to keep them busy. We've been fortunate, but I don't take anything for granted."

It's the same approach that Kelsey Construction has taken into its work at the Norton Commons project, where development is expected to continue for at least another decade. Newsome hopes to continue to play a role in that project, which will stand as a landmark for decades to come.

"Sometimes I'll take my wife and kids — whenever they let me — and drive by some projects we've done in the past," Newsome said. "I show them what we have accomplished. After 10 years, we've got a lot to be proud of." ■



(L-R) Kelsey Construction LLC Owner/Manager Gobel Newsome and Supervisor Ben Burd can call on Brandeis Machinery & Supply Company Sales Representative Gene Snowden III for assistance with all of their equipment needs.

Kelsey Construction has used its Komatsu PC138USLC-2 excavator for infrastructure work at the site of a new FBI building being built in Louisville.





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CUSTOMER APPRECIATION

17th ANNUAL FISHING TOURNAMENT

Corbin and Stanville branches host another successful customer appreciation event



Charlie Ratliff of Elmo Greer & Sons won the Big Fish competition with this 6.46-pound catch.

Food, fish and fellowship with friends were in ample supply at the 17th annual Brandeis Customer Appreciation Fishing Tournament April 26-27. The two-day event attracted nearly 300 people and was once again held at Douglas Lake near Dandridge, Tennessee.



After dinner, participants picked up their starting positions for the fishing tournament.



Saturday's dinner was prepared by Brandeis personnel and included barbeque chicken, burgers, pork chops, hot dogs and polish sausages.



Brandeis personnel use some creative tools to smooth out a large pan of mashed potatoes for Saturday's dinner.

(L-R) Brandeis Machine Sales Representative John Estill poses with the first-place team of Charlie Ratliff and Robert Martin of Elmo Greer & Sons and the second-place team of Bill Burkhart and Kenny Oxford of Harlan Cumberland Coal Company. Ratliff also won the Big Fish competition.



"This is a great way for us every year to say thank you to our customers," said organizer John Estill, Machine Sales Representative at the Corbin, Kentucky, branch. "It's a fun, relaxed setting for us to get to know them better. Everyone always has a good time and this year was no exception."

Top honors

The top prize winners were Charlie Ratliff and Robert Martin with a total catch weighing almost 14 and one-half pounds. Second place went to Bill Burkhart and Kenny Oxford with a total weight of just over 12 pounds. Ratliff also took the award for the biggest fish with a catch of 6.46 pounds.

"When I caught him, I told Robert, 'We've got a keeper,' " said Ratliff, who has participated in the tournament every year but won top honors for the first time.

Before the fishing took place, the festivities kicked-off on Saturday with a full meal prepared by Brandeis staff members. The fishing competition began shortly after 6:30 the following morning. Participants took home a variety of door prizes, ranging from rods and reels to life vests and tackle boxes.

"We always make sure that everyone who's in the tournament goes home with a prize," Estill said. "The participants here don't have to be extremely skilled fisherman. The most important thing is we want them to enjoy themselves."

Group effort

As sponsors of the event, Komatsu and Atlas Copco helped to make it all possible. About 20 people from Brandeis' Corbin and Stanville branches handled the setup, dinner and tournament arrangements, with additional assistance from personnel at Brandeis headquarters in Louisville.

Continued . . .



Bill Evans of CSX Rail shows off a fish at the weigh-in.



(L-R) Brandon Evans, Ashton Evans and Tim Evans of Debra Lynn Coal enjoy some time with Roberta Miniard shortly before Saturday's dinner.



(L-R) Rayma and Gerald Mays of Miller Brothers Coal spent time after Saturday's dinner with Mike Smith of Pine Branch Coal and Shannon Adams.



(L-R) Neal Anders and Todd Irick of APEX Energy kick back in front of a Komatsu D51PX-22 dozer with Herman Stokely, who assisted with the fishing tournament on behalf of Swann's Marina.



More than 100 boats took to the water for the 17th annual event.



Brandeis Machine Sales Representative John Estill starts the boat launch early Sunday morning as some enthusiastic fishermen make their way onto Douglas Lake.



(L-R) Marie Goble enjoys some conversation with David Handshoe of Miller Brothers and Tom Borer of Atlas Copco.



(L-R) Andy Stewart, James Stewart and Marty Miniard of Nally & Hamilton Enterprises were among the participants in this year's event.

2008 Fishing Tournament Final Standings

Place	Team Names	Company	Total Weight	No. of Fish	Starting Position
1	Charles Ratliff & Robert Martin	Elmo Greer & Sons	14.46	5	84
2	Bill Burkhart & Kenny Oxford	Harlan Cumberland	12.12	5	120
3	Donald Collins & Winston Kirk	Teco Coal	11.55	5	43
4	Ivan Coleman & Dale Kinner	ICG East KY	10.3	5	108
5	Jreg Botner & Kelley Farris	Corbin Ice Co.	10.13	5	44
6	Jim & Jeff Lewis	Lewis Enterprise	9.71	5	73
7	Larry Sturgill & Brandon Comes	Premier Elkhorn	9.34	5	39
8	Henry Allen & Claude Cooper	Pine Branch Coal	9	5	68
9	Justin Mays & Terry Cox	BRC Construction	8.95	5	55
10	Glenn & Kirby Caudill	Jasper Iron & ICG Coal	8.61	5	10
11	Greg Spencer & Millard Anderson	Hinkle & Walker Company	8.24	5	64
12	Russell Miniard & Richard Munsey	Fox Knob Coal	8.16	5	29
13	Barry Paxton & Eddie Dearnell	CAM Mining	8.16	5	111
14	Robert & Ronnie Mullins	Bizzack Construction	8.13	5	99
15	Don Mitchell & Jeff Binder	E & L Construction	7.93	5	83
16	Marty Miniard & Marty Miniard II	Nally & Hamilton	7.93	5	1
17	Sam & Glenn Baldwin	Sand Source	7.76	5	50
18	James N. Jones & Greg Proffitt	Jones Excavating & Bristol Energy	7.71	5	57
19	Darin Stiltner & Chad Kendrick	Mountain Enterprises	7.69	5	40
20	Phillip & Alvin Carpenter	Miller Bros. Coal	7.38	5	45
21	Jeff & Ned Bailey	Mountain Enterprises	7.31	5	70
22	Barry Tackett & Dennis Bailiff	Mountain Aggregates	7.02	5	11
23	Arnold & Sherry Reid	Elmo Greer & Sons	6.86	5	22
24	Donald Carpenter & Rick Santo	Carpenter's Backhoe Service	6.72	5	13
25	Michael & Kenneth Burton	Premier Elk. & Perry Co. Coal	6.64	2	53

Place	Big Fish	Company	Pounds
1	Charles Ratliff & Robert Martin	Elmo Greer & Sons	6.46
2	Michael & Kenneth Burton	Premier Elk. & Perry Co. Coal	5.74
3	Phillip Giles & Bill Evans	CSX Rail	5.36
4	Donald Collins & Winston Kirk	Teco Coal	4.11
5	Everett Spurlock & Steven Neeley	Emeco & Martins Peterbilt	3.85

Hundreds enjoy annual customer event

... continued



(L-R) Chad Stiltner, Joey Rowe and Kelly Rowe of Bizzack Inc. were among those enjoying the 17th annual event.



(L-R) John Caines and his dad, Greg Caines, relax on Saturday with Marty Ghormley, Greg's colleague at Appalachian Fuels.



Customers line up for the buffet prepared by Brandeis staff.



Brandeis Machine Sales Representative John Estill (left), organizer of the event, greets Rick Johnson of Cumberland River Coal.



Brandeis Sales Representative Robert Krutsinger (left) met up with Doug Shaffer of Rockland Manufacturing.



Carlos Morgan (left) participated in the fishing tournament with Kermit Caudill of Elmo Greer & Sons.

Doug Howard of Saddlebrook Outdoors (left) weighs in and records one boat's catch with the help of Brandeis Corbin Branch Manager Larry Freeman.



The top 25 teams took home cash prizes, and plaques went to the first- and second-place teams, as well as the participant with the biggest fish. A special award was also given to the largest "trash" fish. Each of the more than 100 boats in the event had to adhere to a five-fish limit.

Some rain on Sunday didn't dampen the spirits of the participants. "This year's tournament was another big success," Estill observed. "We look forward to seeing everyone again next year." ■



Among the help in the Brandeis "kitchen" were (L-R) Brandeis Coal Sales Manager Chris Hooker, Brandeis Stanville Coal Product Support Sales Representative Rick Johnson and Brandeis Stanville Construction Product Support Sales Representative Mike Roberts.



(L-R) Despite some rain on Sunday, John Jenkins of APEX Energy, Brandeis Coal Sales Representative Randy Reynolds and Curt Robertson of APEX Energy look like they're enjoying the annual event.



Tim Partin (left) and Homer Mason (right), both of Kincaid Enterprises, chat with Mike Carroll of BRC Coal shortly after arriving on Saturday.

CUSTOMER SPOTLIGHT

BUZZI UNICEM

Indiana quarry teams with Komatsu and Brandeis

When Jim Jackson arrives for work every morning, his expectations are high. "One of my most important responsibilities is to give my crew the best equipment available to get the production I expect and have it done right." As Quarry Supervisor for Buzzi Unicem's Greencastle, Indiana, facility, increasingly, the choice he makes for this equipment is Komatsu.

For more than a year now, the backbone of that equipment is a fleet of three Komatsu HD785-7 rear dump trucks and a WA800 front-end loader. Loading and hauling limestone from the quarry to the on-site cement plant, this equipment has proven itself to be reliable, comfortable and economical. However, the original decision to purchase some of the very first HD785-7 trucks distributed into the United States wasn't an easy one.

"This is the first experience I've ever had with Komatsu equipment," said Jim. "I had never even sat in the seat of a Komatsu truck, loader or dozer prior to our research into this purchase. There were some minor issues we found early on, during the initial few weeks of operating the equipment; that's to be expected. But both Komatsu and our distributor, Brandeis Machinery & Supply Company, were involved and responsive, so those items were taken care of quickly and with little or no disruption to our operations."

With a 1,200-horsepower engine, four-wheel, wet-disc brakes and Komatsu's Vehicle Health Monitoring System (VHMS), the HD785-7 is truly the new class of the 100-ton truck market. Jim was particularly pleased to see the fuel usage by his new trucks. "It was surprising to see such low fuel consumption on these 100-ton trucks. The fact of the matter is, these trucks don't burn much more fuel than our existing 60-ton trucks."

Travis Mundy, Equipment Operator for Buzzi Unicem had his own perspective on his new truck. "The tight turning radius was a real

eye-opener. We have a sharp turn coming right out of the loading area, going into a pretty steep grade. I can make that turn with little effort, and that's not the case with our other trucks. The area is tight, so it's comforting to know I won't have to jockey for position to stay out of the way of other equipment."

Since getting the trucks and the WA800, the Greencastle operation has also purchased a new Komatsu D275 dozer and a new WA500-6 wheel loader. "We've gone from no relationship with Komatsu to investing a significant portion of our future dozing, loading and hauling requirements with them," said Jackson. "So far, the machines have performed to all of our expectations, Brandeis has been responsive and knowledgeable, and the economics make sense." ■



The operator of a Komatsu WA800 wheel loader dumps material into one of three Komatsu HD785 dump trucks Buzzi Unicem recently purchased.



Jim Jackson, Quarry Supervisor for Buzzi Unicem's Greencastle Quarry, stands in front of a pile of white limestone rock recently quarried using his Komatsu trucks and loader.

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DEPRECIATION BONUS

Congress and the President have prescribed powerful medicine to stimulate the U.S. economy

On February 13, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. The goal: encourage business purchasing.

Under the new law, companies that buy equipment (and other eligible property) in 2008 can depreciate an additional 50 percent of the cost in the year. To be eligible for bonus depreciation, the equipment must be new and placed in service before January 1, 2009. The depreciation bonus is elective (you do not have to use it) and applies for both regular and alternative minimum tax purposes.

The ESA also significantly boosts Sec. 179 expensing limits for 2008. Companies can now expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179 (but can still use the depreciation bonus). Unlike the depreciation bonus, Sec. 179 expensing can be applied to both new and used equipment. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

Trimming this year's tax bill

By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term. But there is a catch: The more you depreciate now, the

less you will be able to depreciate later. In other words, your tax bill in future years will be slightly higher because you have less to deduct.

If history is any guide, the temporary capital investment incentives will boost equipment purchasing in the months ahead as savvy companies take advantage of the law to buy newer, more efficient, and more environmentally friendly equipment. Check with your tax professional to learn about making Sec. 179 and the depreciation bonus work for you. ■

Christian A. Klein is Vice President of Government Affairs and Washington counsel for the Associated Equipment Distributors. More information about the new capital investment incentives is available at <http://www.depreciationbonus.org>. This article is provided for informational purposes only and is not tax or legal advice.



Christian A. Klein

The Economic Stimulus Act provides for temporary bonus depreciation on new equipment purchases in 2008, helping trim tax bills in the short term.



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NEW PRODUCTS

“ADDED VALUE” EXCAVATORS

Komatsu’s Dash-8 mid-size excavators have an extensive list of features to make you more productive

When a manufacturer introduces a new series of excavators, you expect to find a new feature or two when compared to previous machines. With Komatsu’s new Dash-8 models of its popular PC300LC, PC300HD and PC400LC excavators, the list of new features is extensive, including the ability to get more done at a lower cost.

All three feature fuel-efficient, ecot3, Tier 3 engines. Those engines have high-pressure, common-rail fuel-injection systems designed to provide more productivity with less fuel and lower emissions. Each engine received a boost in horsepower and operating weight compared to its predecessor.

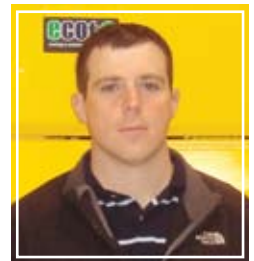
“It all adds up to a lower cost per yard to move dirt,” said Doug Morris, Komatsu Product Marketing Manager. “Komatsu designed these machines to provide the user more for his money. Better fuel economy and improved performance are just a few of the significant upgrades that help lower the cost per yard for any contractor who has dirt to move. Whether they’re into heavy highway work, commercial construction, underground utilities or all of the above, the PC300LC-8, PC300HD-8 and PC400LC-8 will help their bottom line.”

Morris notes that one simple way to help maintain a healthy bottom line is to track machine performance and maintenance schedules. Komatsu makes it easy to do with its KOMTRAX machine-monitoring system that’s standard on all new excavators and is free for five years. The KOMTRAX system sends operating information — such as machine utilization, fuel consumption and load factors, in addition to operating hours,

location, cautions and maintenance alerts — to a secure Web site via wireless technology.

“KOMTRAX increases machine availability, reduces the risk of theft, allows for remote diagnosis by the user’s Komatsu distributor and provides operational information that’s helpful in efficiency and productivity,” Morris explained. “It’s an excellent fleet-management tool.”

In conjunction with KOMTRAX, all three machines have Komatsu’s exclusive Equipment Management Monitoring System (EMMS). It performs three main functions and displays them on the monitor: all critical excavator systems, alerting and guiding



Doug Morris,
Komatsu Product
Marketing Manager

Continued . . .

Brief Specs on Komatsu PC300LC-8 and PC400LC-8

Model	Net hp	Operating Weight	Bucket Capacity
PC300LC-8	246 hp	77,093-79,152 lbs.	0.89-2.56 cu. yd.
PC300HD-8	246 hp	85,085-88,551 lbs.	0.89-2.56 cu. yd.
PC400LC-8	345 hp	97,148-103,834 lbs.	1.47-3.74 cu. yd.

Komatsu’s new Dash-8 PC300LC, PC300HD and PC400LC offer more productivity with less fuel consumption for a lower per-yard cost.



Dash-8 mid-size excavators offer several advantages

... continued

the operator should an abnormality occur; preventive maintenance schedule; and error codes and troubleshooting assistance to help mechanics minimize downtime.

Five working modes match specific applications

Operators can keep track of machine performance with the large multicolor monitor that displays data in 10 languages. The monitor also displays the automatic air conditioner, machine maintenance tracking and the image from the standard, counterweight-mounted rearview camera. Using the monitor, the operator can also select the best operating mode for the most efficient use of the PC300LC-8, PC300HD-8 or PC400LC-8. Five modes — Power, Economy, Lifting, Breaker and Attachment — are available.

“Each mode is designed to match engine speed, pump flow and system pressure with the application, giving the operator the ability to match equipment performance with the job at hand,” described Morris. “For example, the Power mode provides maximum production and power for faster cycle times during mass excavation. Breaker mode delivers one-way flow to the breaker, while Attachment mode will run two ways when using shears and thumbs. It’s easy to select the right mode or adjust flow rates when operating attachments. Whatever mode is selected, the machine will deliver the right amount of hydraulic pressure to get the job done.”

Komatsu’s five working modes allow operators to easily match the machine with the applications they’re performing, making it more efficient.

The monitor is located inside a more spacious cab that has a high-back operator seat for excellent support and comfort to reduce fatigue, so operators stay more productive longer. Multiposition, pressure-proportional control levers and armrests integrated with the console levers allow the operator to work comfortably while maintaining precise control.

The highly pressurized cab keeps dust from entering, while its rigid frame offers visibility and excellent sound absorption. A new cab damper mounting reduces noise and vibration levels.

“We kept the operator in mind when we designed the cabs for the PC300LC-8, PC300HD-8 and PC400LC-8,” Morris noted. “We sought input from them about what would make their environment more conducive to productivity. Extensive studies show that an operator who is more comfortable will be more productive.”

Designed to reduce downtime

Being more productive also means reducing downtime, and Komatsu’s PC300LC-8, PC300HD-8 and PC400LC-8 do that in a variety of ways. Komatsu exclusively designed all major components, such as engine, hydraulic pumps, motors and control valves, for long-term durability and reliability. It’s the same with booms and arms, which are highly resistant to bending and torsional stress, thanks to thick, high-tensile-strength steel, interior partition walls and large, one-piece castings. In addition, Komatsu-designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions.

Komatsu made maintaining and servicing simpler with easy access to the radiator and hydraulic oil cooler, which are mounted side by side.

“Komatsu set out to design a machine that had all the advantages an owner and user need: speed, power, fuel efficiency, lower emissions and reduced downtime,” said Morris. “We believe we achieved just that.” ■



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MORE PRODUCT NEWS

NEW PZ TOOL CARRIERS

Parallel Z-Bar linkage helps users keep loads on the level

Komatsu's new parallel tool carriers have all the latest features of its new Dash-6 wheel loaders — plus the added advantage of a Z-Bar linkage that offers parallel movements in both fork and bucket applications. Two models, WA200PZ-6 and WA250PZ-6, are available and replace previous PT machines.

"The parallel Z-Bar linkage gives these wheel loaders both parallel lift and good digging ability," said Mike Gidaspow, Product Marketing Manager Wheel Loaders. "It allows the bucket and forks to stay more level than regular wheel loaders, so operators don't have to continually adjust to keep the load from tipping forward. They are great for a variety of applications, including utility work and warehouses, where users want to keep a load even throughout the entire cycle."

"Users will also appreciate the PZ models for their excellent visibility throughout the cycle," he added. "For example, when using forks, the operator can see the end of the tines at all times. That makes it easier for him to see the load he's picking up, and helps him avoid bumping into objects. Added advantages of the parallel Z-Bar linkage include large tilt force at all heights, large dump angle at maximum boom height and a two-mode bucket leveler."

Similar advantages to Dash-6 wheel loaders

Both machines got a boost in horsepower compared to their predecessors and, like their Dash-6 wheel loader counterparts, are powered by high-torque, ecot3, Tier 3 engines that offer high performance with less fuel consumption and lower emissions. Electronically controlled hydrostatic transmissions provide quick travel response and aggressive drive into the pile. An

inching pedal gives the operator simultaneous control of travel and equipment hydraulic speeds. The new variable traction control system with S-Mode allows the operator to adjust the tractive effort to the job conditions and reduce tire slippage.

"As with many of our new products, the PZ machines come standard with the KOMTRAX monitoring system that can be used to track machine location, error codes and other items that help owners and operators better track maintenance," said Gidaspow. "Users will find these machines among the most highly productive and efficient they've ever used." ■



Mike Gidaspow,
Product Marketing
Manager Wheel
Loaders

Brief Specs on Komatsu PZ Parallel Tool Carriers

Model	Net hp	Operating Weight	Bucket Capacity	Breakout Force
WA200PZ-6	126 hp	25,275-25,420 lbs.	2.5-2.75 cu.yd.	18,990-20,210 lbs.
WA250PZ-6	138 hp	26,808-27,778 lbs.	2.5-3.0 cu. yd.	24,250-26,490 lbs.



Komatsu's new PZ tool carriers feature parallel Z-Bar linkage that keeps loads level. They also offer excellent visibility so operators can see the end of the tines when using forks.



COMPACT EXCAVATORS

The tale of the short tail

The terms short tail swing and zero tail swing are the current industry buzzwords related to compact excavators sold in North America.

Recently, a survey of 200 compact excavator owners yielded some interesting trends, with 93 percent saying that short tail swing was a jobsite benefit and 83 percent noting that they would purchase a short-tail-swing machine again. That's a powerful statement of where customer preference is headed, or should we say, has already gone?

Owners in the survey also rated short-tail machines as better than conventional machines in the areas of machine balance, stability, pushing power with the blade, stability on slopes and most importantly, the ability to work in tight spaces.

Komatsu's tight-tail-swing design gets into tight spaces, and has greater stability and lift capacity in response to customers' recommendations.

But, can these machines, with little or no tail overhang, perform like their conventional-tail-swing counterparts? That depends.

Komatsu Utility moved exclusively to short-tail-swing units with the introduction of its MR-2 series of machines in 2003. As Komatsu developed these machines, it recognized that owners in North America wanted greater stability and lift capacity in addition to the obvious benefit of tight-quarters work.

To address this customer desire, every Komatsu excavator is designed with extra counterweight in the tail section that enhances stability and machine balance. Not all manufacturers have addressed this performance area, so it is imperative to look deeply and demonstrate before purchasing a short-tail unit.

What else to look for

Other items to evaluate during the purchase decision process are a large, comfortable operator station with great visibility; a machine undercarriage that's designed like a large excavator; choice of track systems (Komatsu offers its Road-Liner track, unique in the industry and designed for longer life on hard surfaces); low maintenance requirements; and easy-to-reach daily checks and maintenance points. Also be sure your dealer can offer a good selection of machine-matched buckets, a thumb and quick coupler. And, for the maximum in versatility, consider the option of a power-angle blade and what it can do for your operation. This feature is optional on Komatsu PC35, PC45 and PC50 excavators.

In summary, short-tail-swing machines are here to stay, and owners appreciate their ability to work productively in tight quarters. However, not all short-tail machines exhibit the same performance characteristics, so try before you buy. When you do, you'll see what a difference owning a Komatsu can make. ■





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KOMATSU & YOU

COMMITTED TO EXCELLENCE

Komatsu America Chairman/CEO outlines technology, product support goals to benefit customers

QUESTION: Construction is down somewhat from its record highs of the past few years. What is your outlook for the coming year?

ANSWER: The housing market has brought the construction industry down as a whole, and we believe housing will likely be down through much of this year. The government is responding with items such as the economic stimulus package, and the Federal Reserve has been lowering interest rates. We'll have to watch and see what effects those moves have on the construction economy. But it isn't all doom and gloom. There's still governmental spending projects for highway, and energy and infrastructure segments continue to be strong.

QUESTION: What about mining? What is Komatsu's place in the industry?

ANSWER: Mining is exceptionally strong, with emerging markets and higher prices for commodities, such as copper, fueling the growth. We expect that to continue for many years to come, as countries such as China and India continue to build their economies. Komatsu has always been a global leader in the mining industry and our expertise helps us maximize our opportunities in that market. We believe our Peoria plant is the best in the business for the manufacture of electric mining trucks. We have an incredible team of people there, who through research and development, have made Komatsu's electric mining trucks the most technologically advanced in the industry.

QUESTION: How will those advances in technology benefit equipment users?

ANSWER: Equipment users appreciate the technology going into new machines because it helps them with fleet management — items such as performance and maintenance. Our KOMTRAX machine-monitoring system,

Continued . . .



David W. Grzelak,
Chairman and CEO,
Komatsu America Corporation

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.

David Grzelak was appointed Chairman and CEO of Komatsu America Corp. in April of 2002 and has management responsibility of five Komatsu operations related to the construction, utility and mining industries.

He has held several management positions with Komatsu since joining the company in 1991 as Vice President of Sales, including Executive Vice President, President and COO, Chief Executive Officer, Chairman and CEO, Global Officer and Chairman and CEO of Komatsu Mining Systems.

"I've held many positions at Komatsu, but one thing that's never changed in this company is its commitment to quality, productive machinery," said Grzelak. "From top to bottom, Komatsu is very aware of the challenges contractors and mining companies face, and we're constantly working to make our machines the most advanced and efficient on the jobsite. Komatsu has long-range plans to ensure that continues to always be the case."

A 1971 graduate of Penn State University with a B.S. in Industrial Engineering, he added an MBA from Gannon University in Erie, Penn., his hometown. Both universities have honored him with distinguished achievement awards, and he was appointed to Penn State's Board of the Leonhard Center for the Enhancement of Engineering Education.

He and his wife, Diane, have two children, Mike and Meghan, and a granddaughter. David is an avid golfer and an accomplished tennis player, a sport for which he is a certified United States Professional Teaching Association professional.

Chairman says Komatsu committed to R&D spending

... continued

which comes standard on all new construction machinery, will help them do that easily. We're the only manufacturer in the industry that installs such a system as standard equipment on new machines and provides free communication for five years. Komatsu constantly monitors those machines and if an error code comes up, we'll immediately alert the dealer and the customer to the problem. They can work together on a quick resolution. Our mining trucks come with VHMS (Vehicle Health Monitoring Systems), which functions much the same way. It's another level of product support, and a great partnership between Komatsu, the distributor and the customer.

QUESTION: What other ways is Komatsu continuing its commitment to excellence in customer support?

ANSWER: We're one of the top equipment companies in the world, depending on the industry. As always, we're looking to improve. We're doing that in several ways, including spending a lot of time and money on research and development, much of which is partially

done by talking with equipment users to find out how Komatsu machinery can improve their business. They also expect that machinery to be backed up with excellent support, no matter where they work. So we're working to ensure consistent product support throughout our distributor network, including recertifying service technicians.

Part of any good customer support plan is having parts available on the shelf when a customer needs them. Our distributors have most common parts in stock, with additional parts on hand based on criteria such as what machines they have in the field. In most cases, they have parts available when the customer calls, or if not, they can have it by 7 a.m. the next day. They're able to do that because Komatsu has committed to having regional parts depots across North America. When distributors are missing a part and place an order, they know a truck will be coming to their store that night to meet their requirements.

QUESTION: Speaking of parts, Komatsu recently teamed with Hensley to build a new plant dedicated to ground-engaging tools. Will there be more of such investments in the future?

ANSWER: We'll always continue to invest in ways to make our equipment better. As I mentioned, we put a huge effort into research and development. Through that, we've developed numerous machines that are unique and unrivaled in the marketplace, and we're introducing new products each year that are more efficient and productive. Komatsu has always been at the forefront of equipment manufacturing. For instance, we were the first to offer zero-tail-swing excavators, which are commonplace in the market today. We're one of only two manufacturers that offer a full line of products in utility, construction and mining, all of which are recognized for their quality and reliability.

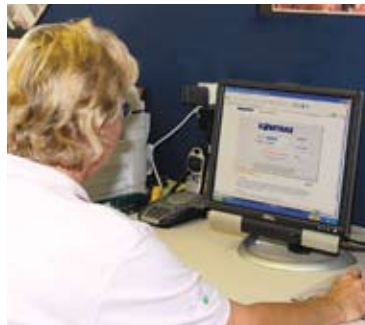
We also have developed great relationships with our suppliers, which help in the research and development of our products. And on the other end, we have great relationships with our distributors. We're working hand-in-hand with both to ensure that the quality, reliability, efficiency and productivity that's been a part of every product we make, continue to be there. ■



Komatsu America Chairman and CEO David Grzelak says even though the construction industry is down as a whole, mining continues to be strong.



Komatsu recently completed its tenth regional parts depot. The depots are strategically located to ensure parts are readily available to distributors and customers throughout North America, the next day in most cases.




Komatsu's KOMTRAX machine-monitoring system allows equipment users to track machine performance and maintenance items.

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AT YOUR SERVICE

ADVANCED TECHNICIAN COMPETITION

Brandeis technician proves he's one of the best at this annual Komatsu training event

Many of the top heavy equipment technicians in the nation took part in the Komatsu Advanced Technician Competition (ATC) in February. The annual event takes place at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"The Advanced Technician Competition is designed to help Komatsu distributor technicians improve their troubleshooting and machine problem-solving skills," said ATC Director Wade Archer. "In doing that, we're making good technicians even better, which benefits the customer by reducing downtime and repair costs."

In the competition's 10 machine categories, technicians have one hour to troubleshoot a machine and diagnose two problems that have been preset by Komatsu trainers. They're judged not only on whether they correctly identify the issues, but also on how they get there. They're expected to demonstrate their ability to properly use all tools, including service manuals and computers. They're also evaluated based on their communication skills — that is, dealing effectively with the customer and asking the right questions of him.

In addition to the hands-on portion of the contest, Komatsu also puts on educational seminars to further technicians' knowledge and skills.

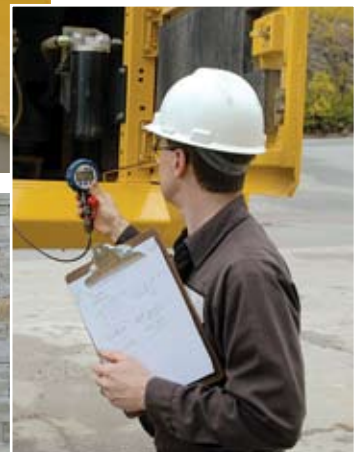
"The technicians who come here tend to be the top ones at their distributorships," said Archer. "They're highly motivated and want to improve, and they like to compete to be the best. We think the pressure of the competition simulates what they experience on a jobsite, and we have no doubt that they leave here better able to meet the repair needs of equipment users."

Brandeis Machinery & Supply was represented by Technicians Eric Bley and Chris Switzer. Eric won first place in the HD325 competition and third place in the PC300 excavator competition.

Contest winners receive trophies and prizes, including cash awards of \$3,500 for first place, \$2,500 for second place and \$1,000 for third place. ■



Wade Archer,
ATC Director



At the ATC, top technicians from across the country compete against each other in a troubleshooting skills contest. (Photo at left) Technicians Eric Bley (left) and Chris Switzer represented Brandeis Machinery & Supply. Eric was a double winner at the event.

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FIELD NOTES

DEMO DAYS

Brandeis customers test drive and operate new Komatsu machines

Komatsu's newest products, along with many that have been updated, were featured at a recent Komatsu Demo Days event. Hundreds of equipment users, including several customers of Brandeis Machinery &

Supply, took advantage of the opportunity to operate the machines at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Among the units that were available were the brand-new Komatsu D39-22 dozer and its big brother, the D51-22. The units feature powerful engines, rugged components, a mid-mounted cab and a distinctive sloping nose that provides the best visibility in the industry.

Construction-size excavators on hand ranged from the popular PC200LC-8 up through the 487-horsepower PC800LC-8. Loaders included Dash-6 versions of the WA250, WA380, WA500 and WA600. Also available to test drive and operate were Komatsu articulated and rigid-frame haul trucks, a GD655-3 motor grader, numerous utility machines, and a BR580JG mobile crusher.

For more information on any of these units, feel free to call your Brandeis sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■

(Below) Rich Groninger (left) of G & G Hauling Excavating in Warsaw, Indiana, attended Demo Days with Brandeis' Fort Wayne Sales Rep Tim Kreider.



(Above, L-R) Greg Fleming, John Bergdall and Sam Kukelhan, all of Fleming Excavating in Decatur, Indiana, attended the Demo Days event.



Kent Sawyer of Sawyer Excavating in Milford, Indiana, said he wanted to check out the D51PX dozer at Demo Days. "It's a nice dozer in a good size," said Sawyer. "I think it would fit in my company very well."



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DISTRIBUTOR CERTIFIED

"HALF AND HALF"

Dozer gives before and after look at a Komatsu Distributor Certified used machine



Lee Haak,
Director, ReMarketing



Attending CONEXPO means getting a chance to see the latest in equipment and technology. Komatsu's large display included that, but it also gave attendees a chance to see how a Distributor Certified used machine, available through Komatsu ReMarketing, could be a valuable addition to their fleet.

The 7,000-hour D61PX-12 dozer on display was a "half-and-half" machine. One side showed the dozer's condition when it was traded in, while the other showed how the Distributor Certified machine had been upgraded with a new undercarriage and hydraulic components, as well as new paint.

"This machine caught a lot of eyes because people weren't expecting something like this to be on display," said Lee Haak, Director, ReMarketing. "It went through an exhaustive checklist of items during the evaluation process to qualify it for Distributor Certified used status. By showing the 'half-and-half' machine, people get an up-close look at the value added by our distributors during the certification process.

"Our intention was to show how a Komatsu Distributor Certified used machine offers more than just a new paint job," he added. "We wanted them to understand that each used machine in our Distributor Certified fleet goes through a nearly 200-step evaluation process that checks the machine from stem to stern. Any item that can be measured on a machine is, and each component is brought into Komatsu specifications. We want the customer to know exactly what's been done to the machine before deciding to purchase it."

Subsidized financing, warranties

Haak noted that Komatsu has more than 750 certified evaluators at distributors throughout North America who evaluate dozers, excavators, wheel loaders and skid steers before they are put into the Distributor Certified used fleet. Komatsu's Distributor Certified used equipment offers subsidized financing, and factory warranties are available for most machines. Distributors have access to a nationwide database of certified machines, along with photos and an evaluation of each unit.

"These machines are a lower-risk alternative for the used equipment buyer who might otherwise buy one at auction without knowing anything about it or getting a warranty," Haak said. "Because they've been certified, they're eligible for warranties up to three years, depending on the model, hours and grade we give them. We'll work with customers to fit their needs with a machine and price they're comfortable with, and a warranty to match. When customers buy a Komatsu Distributor Certified used piece of equipment, they're getting the same backing from their distributor and Komatsu that they would on a new piece." ■



Komatsu's Distributor Certified used dozer at CONEXPO caught a lot of eyes. ReMarketing Director Lee Haak (center) gave them an up-close look at the machine's before and after conditions.



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