

GROWING WITH

September 2008, Issue 3

INDIANA

A publication for and about Brandeis Machinery & Supply Company customers



Featured in this issue:

S&G EXCAVATING

A family atmosphere prevails at this Terre Haute aggregate supplier and site developer

See article inside...



Kenny Steiner Jr.,
President



KOMATSU

A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.



**RELIABLE
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Dear Equipment User:

There has been a strong push in recent years for more "green" construction, and it seems that trend will continue to increase as more and more projects take sustainability into account as they're designed. It's likely that any job you do now and in the future will have factors built into it that call for reuse and recycling of materials.

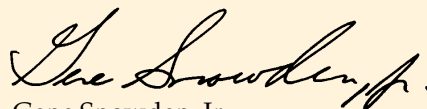
Equipment is among the items affected as standards call for better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it's lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You'll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that move dirt faster and more efficiently.

At Brandeis Machinery & Supply Company we're proud to represent such an innovative equipment manufacturer. If you're looking for new equipment, Komatsu has a machine to fit nearly any need. Don't forget, buying new equipment this year could provide you with significant tax advantages under the new Economic Stimulus Act.

As always, if there's anything we can do to help you with your equipment, parts and service needs, please don't hesitate to call us.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY



Gene Snowden, Jr.
President and Chief Operating Officer



IN THIS ISSUE

S&G EXCAVATING

Read how four generations of the Steiner family have grown a small sand and gravel operation into a large quarry operation and site-development firm.

INDUSTRY OUTLOOK

With interest in "green" construction growing, learn how minimizing environmental impact has become the goal of more construction projects.

GUEST OPINION

ARTBA President & CEO Pete Ruane explains the organization's call for increased funding in highway and bridge construction.

NEW PRODUCTS

Check out the new Komatsu D39EX/PX-22 dozers and see why special features, such as the super-slant nose, improve visibility and productivity.

NEW UTILITY MACHINES

Take a look at Komatsu's new MR-3 series of compact excavators. You'll find them packed with many new features.

KOMATSU & YOU

Ivor Hill, Vice President and General Manager of Komatsu America Utility Division, talks about the next generation of compact equipment and how users will benefit from these innovative machines.



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A SALUTE TO A CUSTOMER

S&G EXCAVATING

A family atmosphere prevails at this Terre Haute aggregate supplier and site developer



Kenny Steiner Jr.,
President

S&G Excavating in Terre Haute is one of the leading aggregate suppliers in west-central Indiana. The company, which started in the 1950s as a sand and gravel operation with a single gravel pit, now has three gravel operations and two limestone quarries that operate under the name of Lincoln Park Stone. It also does a substantial amount of site-development work in the Terre Haute area.

Despite its wide range of activities and a work force that numbers about 100 during the busy season, S&G is very much a family-owned and -operated business.

President Kenny Steiner Jr. and his cousins, Secretary-Treasurer Jack Steiner and Mike Steiner, own the company today. They are following in the footsteps of their fathers, also named Kenny and Jack, as well as their grandfather, Frank Steiner. A fourth generation

is also involved as Kenny has three sons, Kenny III, Andrew and Jarrod, who work at S&G, and Jack has one, Jack Jr.

"We have a lot of family in the business and I think that's a big plus," said Kenny Steiner. "We all get along, and we all are willing to chip in and do whatever needs to be done to keep things moving forward."

"In addition to family members, we also rely heavily on a lot of good help, and we try to treat everybody like they're part of the family," he added. "We have many longtime employees, and a number of people have retired from S&G after having worked here virtually all their lives. We're very proud of our work force and we consider everybody who works here to be key to our company."

Aggregate and excavation

Today, S&G operates two gravel pits south of Terre Haute and one in Montezuma to the north. The company got into the rock business about 15 years ago and now has two quarries, one in Putnamville and one in Stinesville. S&G uses its sand, gravel and rock products in its own excavation work, and sells to other contractors as well as the general public.

"With our aggregate products, we're price competitive and we emphasize service," said Steiner. "Unlike some of our competitors, we're not just a borrow pit. We crush and screen to spec, and we keep a large stockpile of all sizes of material so we tend to have the products that people need, when they need them. We also work closely with a trucking firm, Dump Trucks, Inc. out of Clinton, to deliver for customers who don't have their own trucks."

This quarry in Putnamville, Indiana, is one of two limestone quarries that S&G Excavating operates under the name of Lincoln Park Stone.





S&G Excavating owns seven Komatsu wheel loaders, including the WA500-6 (large photo above) at work in the company's gravel pit south of Terre Haute. The WA500-5 wheel loader (inset photo) is working at the Putnamville quarry.

The excavation side of the business consists primarily of doing large-scale, commercial site-preparation jobs.

"We do dirt work, footings and fine grading, along with some demolition and storm sewer installation," Steiner explained. "Some of the larger projects we've done include the Hulman Center at Indiana State University, as well as several large retail stores. We also do some residential subdivision work."

Steiner estimates that 50 percent of the company's business comes from the aggregate side while the other 50 percent is excavation and site development. "We're diversified and we like it that way. It helps to smooth out some of the ups and downs associated with construction work."

Longlasting equipment

In order to produce its aggregate products, as well as take care of its site-development jobs, S&G has a large fleet of equipment, including many Komatsu machines from Brandeis Machinery & Supply Company.



This S&G operator uses a Komatsu WA450-5 to stockpile material at the Lincoln Park quarry in Putnam County. "Komatsu wheel loaders have worked very well for us through the years," said President Kenny Steiner Jr. "They're productive, reliable, longlasting machines and our guys like running Komatsus."

The company has numerous Komatsu dozers ranging from D31s up to a D355; three Komatsu excavators (two PC200s and a PC220); and seven Komatsu wheel loaders, including a WA500-6 and a WA450-5.

"We like Komatsu equipment," affirmed Steiner. "We've used it for many years and have had excellent results. The Komatsu excavators, small dozers and mid-size wheel loaders have all been outstanding products for us. They're productive, reliable, longlasting machines and our guys like running Komatsus."

Continued . . .

b **BRANDEIS**

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S&G grows by meeting customers' needs

... continued

Steiner especially appreciates the longevity of his Komatsu machines.

"We tend to keep our equipment longer than many other companies," he noted. "We have our own shop and our own mechanics. That allows us to do our own maintenance and most of our own repairs. As a result, we can get more life out of a machine. Rather than trade equipment in every few years, we prefer to get a second life by replacing an engine or a final drive if it's still a good machine."



(L-R) S&G President and Co-owner Kenny Steiner Jr., Brandeis Sales Rep Josh Farmer and S&G Secretary-Treasurer and Co-owner Jack Steiner pause for a photo in S&G's offices. "We've done business with Brandeis for many years and appreciate the support they provide," said Kenny.

This S&G operator uses a Komatsu PC200LC-6 to hammer rock at the Putnamville quarry. "Komatsu makes good equipment, and when we combine that with our own mechanics and shop capabilities, we get a good, long productive life out of our Komatsu machines," said President Kenny Steiner Jr.



Distributor support

While S&G does as much of its own service work as possible, the company also calls on Brandeis for support when it needs help.

"Brandeis has been an excellent partner," confirmed Steiner. "We've been doing business with them for many years. In fact, we were a customer before they were Brandeis, back when it was State Equipment. We appreciate the support they provide."

"Our Sales Rep, Josh Farmer, is a real straight shooter and we enjoy working with him when it's time to acquire equipment. We also get good support from Evansville PSSR Chris Alcorn and Parts Manager Mike Reese. Depending on where we're working, we can call on either the Evansville or Indianapolis branch for help. Brandeis has backed us up very well through the years."

Meeting customers' needs

Kenny Steiner says S&G Construction has grown substantially from the company that he joined full time in the early 1970s.

"We were much smaller then. We grew in the sand and gravel business, as well as excavating, when the state started doing a lot of highway work around Terre Haute, including I-70, Highway 63 and Highway 41. We also grew when we bought our first rock quarry, then again with the second. I wouldn't say it was ever our goal to try to get bigger, it just happened gradually and naturally as part of our effort to provide better products and services for our customers."

In the future, Steiner says S&G will continue to look for ways to meet customers' needs.

"I think we've been successful because we've always tried to give our customers what they want and need. We have a good working knowledge of the business because we've been in it for a long time — and we understand the area because we're from here. This is our home and our reputation is important to us. Our intention is to be a responsible, reliable aggregate producer and excavating contractor for as long as we're in business, which we hope will extend through the current fourth generation, and beyond." ■



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GREEN BUILDING

How contractors can grow and profit by minimizing the environmental impact of construction projects



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When Francis Kent began recycling paving material nearly 30 years ago, he had to convince a lot of people the products made from crushed concrete and asphalt were an acceptable alternative to the construction building materials that come out of a conventional quarry.

"In the early 1980s, recycling wasn't fashionable," said John Kent, who joined his father in the family business and is now President of Oxford Recycling. "We had to fight to establish ourselves and prove to various municipalities and contractors that just because our product is recycled, that doesn't mean it's not as good as a virgin product. It meets required specs, and in fact, often exceeds them. But back then, we had a terrible time trying to convince people of that."

Eventually the practice caught on and the Kents today are running a large operation that

sees upward of 1,000 trucks per day either delivering or picking up product. They've added tree grinding to their operation, producing valuable mulch from what formerly may have been landfilled, burned or buried.

The rest of the construction industry is fast approaching the Kents' lead in what's rapidly becoming known as "green building," "sustainable design" or other terms that point to the idea of minimizing environmental impact through reducing the consumption of nonrenewable resources and waste.

A growing movement

The movement has been growing rapidly in the past few years as more consumers call for developers, designers and architects and builders to think about how they can build in a more eco-friendly way. The concept requires careful consideration in the planning stages, taking into consideration everything from how stormwater runoff can be used on site to selecting the most energy-efficient building materials. It often means using recycled materials throughout the construction process.

Industry professionals are taking green building and sustainable design into account and are joining such organizations as the U.S. Green Building Council (USGBC), a nonprofit organization that promotes such practices. It's grown to include more than 16,000 member organizations and 75 regional chapters, offering programs to educate construction personnel on green practices.

The USGBC also certifies green projects through its LEED (Leadership in Energy and Environmental Design) Rating System, "a nationally accepted benchmark for the design, construction and operation

Old practices often called for burning or landfilling trees and shrubs during clearing and grubbing. Today, more and more companies, such as Oxford Recycling, are turning them into reusable products such as mulch.



of high-performance green buildings." It promotes a whole-building approach by looking at key performance areas, such as sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality. Points are awarded to designate certification levels of Certified, Silver, Gold and Platinum. A LEED-certified project meets rigorous criteria, and the honor can reap rewards for those who designed and built it, putting them at the forefront for winning more projects. Those who use it also benefit through a more healthful living and/or working environment.

"Green construction is 30 percent to 50 percent more energy-efficient and 40 percent more efficient in water usage, plus it offers health benefits," said Ashley Katz, Communications Coordinator with the USGBC. "Currently, we have a little more than 1,500 certified projects in total, but our goal is to have 100,000 commercial buildings and 1 million homes certified by 2010. We've also raised our commitment to fund green-building research by increasing the amount given in grants to \$2 million in 2008."

In addition to the increased use of recycled materials, nearly all new construction projects have other green considerations built into them, such as erosion-control measures, retention ponds to keep stormwater runoff on site, and balanced earthwork designed to cut down on the amount of import and export materials and compaction. Many call for disturbing as little ground as possible, as well as finding ways to save existing trees, or planting new ones.

In many cases, state highway departments have led the way by using existing roadway materials in the construction of new paving projects. Materials such as old concrete and asphalt roadbeds that used to be hauled away are now being crushed on site and reused as road base. Asphalt millings are used in shoulder materials or put back into the mix for new road pavement. Porous pavement that allows water to drain through it to the stone base and back to the soil is becoming increasingly more popular.



More efficient machines with Tier 3-compliant engines, such as Komatsu's Dash-8 excavators and new BR580 JG crusher, increase production with less fuel and lower emissions than previous models. Used in combination, as shown here, these machines can turn old pavement into new materials for reuse, rather than putting them in a landfill.

Efficient machinery reduces emissions

Reducing environmental impact in construction means more than just using recycled materials and careful jobsite planning. It also takes into account the machinery that's used to make the materials, move the dirt and lift building products into place. Equipment manufacturers are doing their part in conjunction with federal regulations and guidelines, which have included mandates that lower engine emissions, such as nitrous oxide (Nox) and particulate matter (PM). Both are considered significant public health risks.

Latest regulations require new diesel engines to meet Tier 3 standards, with stricter Tier 4 standards coming in the next few years. In some cases, the results have not only been lower emissions, but less fuel consumption as well, leading to the same or better production with lower operating costs. It's a win-win for the equipment user.

"That's been a great benefit of our ecot3 engines (the 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3)," said Toshio Miyake, who was involved with product planning for Komatsu Ltd. during the development of ecot3 engines. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also able to make a better machine."

Continued . . .

Komatsu, contractors join green movement

... continued

"Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we've overcome potential problems and we view the ecot3 engine as a big step forward in all respects for equipment users."

Manufacturing part of the process

Komatsu and other manufacturers are taking additional steps by making going green

Factories such as Hensley Industries, part of Komatsu Ltd., are using more environmentally friendly practices during production. The plant, which makes ground-engaging tools for mining machines, recycles nearly 100 percent of its waste products, including dust, which goes into this containment area. It is pelletized and sold for use in other products, including concrete.



a consideration in the manufacturing process. When Hensley Industries, part of Komatsu Ltd., built its new foundry in Dallas, several steps were taken to improve efficiencies and recycle nearly 100 percent of the waste materials it generates in the process of making ground-engaging tools for mining machines.

During the planning stages, Hensley took into account how potential environmental issues, such as noise, smoke and odor, would affect not only the workers at the foundry, but its neighbors as well. The plant was built with a highly effective dust-collection system that moves the dust to outside containment units where it's eventually pelletized and sold for reuse in such products as concrete. Noise suppression was built in so a nearby school and apartment complex wouldn't be affected.

"We're very proud of what we accomplished as we set out to build a very modern facility that was environmentally friendly and an asset to our neighbors," said Paul Rudd, General Manager-Manufacturing, who helped design the foundry. "It's truly state-of-the-art and highly efficient. It's the cleanest manufacturing facility I've ever seen."

Continuing to grow

Contractors can invest in ways to help too. Using newer, lower-emission equipment, or retrofitting older equipment with more environmentally friendly engines can help out. Employing GPS-based site-preparation practices can help operations be more efficient. These systems allow users to get to grade in fewer passes with less wasted effort. More accurate grading requires less aggregate material for subbase, and increasingly, the subbase that is used is coming from recycled products, such as the ones Oxford Recycling makes.

"Much of the material we recycle would have ended up in a landfill. Asphalt and concrete do not decompose, so it's not beneficial to dump that material there," Kent noted. "Reusing the material is a way to reduce the environmental impact in variety of ways. Not only is the paving material reused, it often reduces trucking, which means fewer emissions. We've seen a gradual increase in the use of our recycled materials, and we believe it's only going to continue to grow." ■

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BRIDGE TO THE FUTURE

ARTBA calls for increased funding in highway and bridge construction

The 2009 federal highway and transit authorization bill provides the best opportunity in more than 50 years to chart a new course for America's surface transportation programs and significantly boost highway and bridge construction for the future. But, it will be a heavy political lift to get the job done and will require strong grassroots support from transportation design and construction professionals.

Those were among the key messages American Road & Transportation Builders Association (ARTBA) President & CEO Pete Ruane delivered to 1,500 bridge owners and engineers, senior policymakers, government officials, bridge designers, construction executives, and suppliers attending the 25th Annual International Bridge Conference in June.

The United States has nearly 576,000 bridges. Approximately 22 percent are located on the National Highway System (NHS) and 55,245 are on the Interstate system.

Ruane cited research from the American Association of State Highway & Transportation Officials (AASHTO) calling for 10,000 miles of new routes or corridors and upgrading 20,000 miles of new or replacement bridges on the NHS.

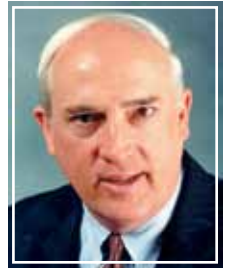
With the U.S. Department of Transportation (DOT) reporting more than 25 percent of the nation's bridges to be structurally deficient or functionally obsolete, the trend toward greater investment should continue, Ruane said. He cautioned, however, that a nearly 40 percent increase in highway and bridge construction costs since 2003 was making bridge improvements much more expensive, and would require additional federal, state

and local funding. Building support among policymakers at all levels of government will be challenging in the current political atmosphere, but can be done.

He outlined two major thrusts of ARTBA's legislative proposals for the 2009 bill, which include expanded investments in the core highway, bridge and transit programs — financed by a minimum 10 cents per gallon increase in and indexing of the federal motor fuels tax — to protect past infrastructure investments, particularly on the Interstate system.

The second part of ARTBA's plan calls for initiation of a 25-year national construction priority — the "Critical Commerce Corridors" (3C) goods movement program — to add new infrastructure capacity to the nation's transportation network. ■

ARTBA President & CEO Pete Ruane said the 2009 federal highway and transit authorization bill provides a great opportunity for a boost in future highway and bridge construction. ARTBA is calling for expanded investment in core programs as well as a 25-year national construction priority.



Pete Ruane,
President & CEO,
American Road
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About a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

"The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade," said Komatsu Dozer Product Manager Bruce Boebel. "The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer."

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

"From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class," said Boebel. "We believe we've succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22."

Powered by Komatsu's ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



Bruce Boebel,
Product Marketing
Manager

Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





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NEW UTILITY MACHINES

COMPACT EXCAVATORS

Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

Continued . . .



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



Many new features on MR-3 series excavators

... continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.



KOMATSU & YOU

NEXT GENERATION OF COMPACT EQUIPMENT

Komatsu's Utility Division introduces new machines that improve owning and operating costs

QUESTION: What's changed in Komatsu's Utility Division in recent years?

ANSWER: Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

QUESTION: Why is it important to the end user to have the skid steer loader development center located in South Carolina?

ANSWER: North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of our research and development.

Continued . . .



**Ivor Hill,
Vice President and General Manager,
Komatsu America Utility Division**

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.

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

New compact excavators offer better performance

... continued



With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have

the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.

QUESTION: Is Komatsu Utility introducing new products this year?

ANSWER: Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have

common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?

ANSWER: Like much of Komatsu's larger construction equipment, utility machines will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?

ANSWER: Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■

Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.



TECHNOLOGY TIPS

GLOBAL POSITIONING

Komatsu machinery and Topcon technology — a powerful team that helps keep your costs down

Moving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

More precise excavator cuts and fills

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



Mike Milostan,
Komatsu America
Product Marketing
Manager, Working Gear

Continued . . .



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



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Why Komatsu Genuine Oil is the right choice for your engine

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst-case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■

Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.



Jake Tiongco,
District Parts
Sales and Product
Manager, Komatsu
America



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LOOKING AHEAD

Massive new funding proposed to meet needs of transportation systems

Rep. John Mica, R-Fla., is looking ahead to funding the nation's highways and transit systems beyond 2009, calling for a massive increase over the \$286 billion under the current SAFETEA-LU funding measure, which provides funds for such projects as maintenance and rehabilitation of highways and interstates. SAFETEA-LU expires in 2009, and Mica wants more than a trillion dollars in new funding.

Mica, a member of the House Transportation and Infrastructure Committee, is aiming for \$1.5 trillion over five years, which includes \$500 billion in the basic bill, with another \$500 billion each for infrastructure and public-private ventures. Funding for the bill would come from several options a surface transportation commission called for earlier this year, including higher federal and state fuel taxes.

The proposal comes on the heels of a recent study that showed the U.S. transportation system is failing to keep pace with the demands of a 21st century economy. The study, "The Transportation Challenge: Moving the U.S. Economy," showed the U.S. competitive advantage is shrinking as other countries increase investment in transportation infrastructure. The increasing age of the nation's infrastructure was a major contributing factor, and without needed investment, the nation will continue to fall behind.

"If the United States declines to invest in transportation infrastructure and ignores the transportation needs of key industry sectors, our economy will become less productive and less competitive," said Janet F. Kavinsky, Executive Director of the Americans for Transportation Mobility Coalition (ATM), who helped conduct the study, along with the National Chamber Foundation and the U.S. Chamber of Commerce.

"Without an adequate transportation system, the nation's economic growth is at risk."

Recommendations urge more strategic planning

According to the study, lack of investment will put the U.S. transportation system further behind the growing demands of five major economic sectors — agriculture and natural resources, manufacturing, retail, services and transportation — which account for 84 percent of the nation's economy.

Several recommendations were part of the study, including emphasizing the importance of increased investment in transportation systems, such as highway, rail and marine. It urged policymakers to become more strategic in planning and investing in the U.S. transportation system.

"If we do not, our transportation system will become a competitive disadvantage for U.S. industries, and it will become harder to sustain the growth of our regions and the national economy," the report said. ■

Rep. John Mica, R-Fla., is looking for a massive increase in funding for the nation's highways when the current funding measure ends in 2009. A recent study shows the U.S. transportation system is failing to keep pace with the demands of a 21st century economy.





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NEWS & NOTES

Steve Seelbach is new Branch Manager in Louisville

The Brandeis branch in Louisville welcomes its new Branch Manager, Steve Seelbach. Steve comes to Brandeis with a bachelor's degree in business management from the University of Louisville and 32 years experience in the contractor supply business. He most recently worked in the Louisville area as a sales representative for another equipment dealer.

"I'm pleased to be working with Brandeis, a company that has such a great reputation for

both service and support among its customers and in the industry," Steve stated. "I'm excited about meeting Brandeis customers and working with the entire Louisville staff. I want customers to know that we will do whatever we can to help meet their equipment needs."

A lifelong resident of Louisville, Steve is involved in industry organizations, including ABC and KAHC. He and his wife, Judy, have a son, Christopher. ■



Steve Seelbach

Brandeis staffers take on new positions

Dwight Dunn, a 10-year veteran of Brandeis Machinery, is the new Customer Service Support Representative at Brandeis Corporate. He most recently served as a Product Support Sales Representative at the Brandeis Louisville branch. In his new position, Dunn will provide an additional level of hands-on customer support to minimize downtime. Dunn's new responsibilities involve keeping close contact

with branch parts and service managers and product support sales representatives to coordinate support for customers.

Taking up Dwight Dunn's former responsibilities in the field is John Harpring, who becomes a Product Support Sales Representative for the Louisville branch. Harpring joined Brandeis in April 2007 and has been serving as the Louisville Kompact Equipment Specialist. ■

Representatives seek water infrastructure funding

Congressional representatives called on the Government Accountability Office (GAO) to study the nation's water infrastructure needs. The representatives say studies show that there will be a \$300 billion to \$500 billion funding gap to cover what is needed in the next 20 years, according to an article in E&E Daily.

"Our water infrastructure needs have grown, while funding for clean water has been declining," representatives wrote in the letter to the GAO Comptroller General asking him to look for ways to finance a Clean Water Trust Fund that provides at least \$10 billion annually to maintain and upgrade wastewater treatment and sewer collection systems. "Many wastewater treatment systems are nearing the end of their useful-design lives."

Representatives asked the GAO to work with federal, state and local government agencies, as well as representatives of industry and publicly owned waterworks, according to the article.

"To guarantee consistent long-term funding for water infrastructure, we must identify a dedicated source of revenue that is both logical and sustainable," said Representative James Oberstar, D-Minn., Chairman of the House Transportation and Infrastructure Committee. "We know it is possible, because we already have the Highway Trust Fund and Aviation Trust Fund. Once a sustainable funding source for water infrastructure investment is identified, I hope to take up legislation creating a new Clean Water Trust Fund in the next Congress." ■

NEWS OF NOTE

GROUNDBREAKING EVENT

Indiana celebrates the beginning of I-69 construction between Evansville and Indianapolis

In July, thousands of southwestern Indiana residents celebrated the official groundbreaking for the Interstate 69 connection between Indianapolis and Evansville. Work is starting on the Evansville end and will go through Bloomington before tying into the existing I-69 in Indianapolis.



Indiana Governor Mitch Daniels addressed a large crowd that attended the official I-69 groundbreaking celebration at The Centre in Evansville.

Brandeis supplied use of a Komatsu WA250 wheel loader to deliver a load of dirt to recreate the groundbreaking of I-69 in Evansville. The new Interstate link will connect Evansville and Indianapolis.



An estimated 1,500 people packed The Centre in Evansville to hear from local and state supporters of the project, including Indiana Governor Mitch Daniels. Backers say the new Interstate will create thousands of jobs and will be a boost to economic development activities along the route. They say another significant benefit of the Interstate is that it will be much safer, faster and more efficient than the current system of state roads.

At the celebration, a Komatsu WA250 wheel loader supplied by Brandeis Machinery & Supply Company in Evansville was used to dump a load of dirt symbolizing the groundbreaking. The wheel loader was operated by Donnie Franks, Vice President of Gohman Asphalt, which is doing the first phase of the first section of the project.

That first phase, which connects I-64 to Indiana 68 in Gibson County, could be open in a little more than a year. The entire 142-mile route is expected to take a decade or so to complete. ■



Indiana governor Mitch Daniels (2nd from left) met with (L-R) Donnie Franks and Jason Yeager of Gohman Asphalt, and Brandeis Evansville Branch Manager Bob Morris.

BRANCHING OUT

NEW BRANCH COMING

Evansville facility to include dedicated mining bays in shop and machine demo area

Earthwork is underway and building construction will start soon on a new Brandeis Machinery & Supply branch location in Evansville, Indiana. The new branch will be on Highway 41, nine miles north of Brandeis' existing facility near Diamond Avenue.

According to Evansville Branch Manager Bob Morris, the new store will be a significant upgrade for Brandeis and will enable the company to better meet the needs of customers throughout southern Indiana and northwestern Kentucky.

"One improvement is the location, which will provide easy access to and from both I-64 and I-69, once it's built," said Morris. "Another improvement is a much larger shop with two bays dedicated to mining equipment, which means they're higher and wider and have larger overhead cranes to better handle the bigger machines."

The new branch will also include a state-of-the-art training center where Brandeis and its manufacturers can hold programs for customers. Because the 16-acre property is more than twice as large as the current location, there's room for an on-site machine demo area where customers can field test equipment. The facility will also have environmental improvements such as a machine washing area that recycles all water and machine runoff rather than allowing it to discharge off-site.

"We simply have outgrown the current facility," explained Morris. "We've increased both our mining and construction business and we anticipate continued growth in the years to come, so everything about the new branch is being built not just to accommodate

what we need now, but with the ability to expand as needed in the years to come."

Morris expects the new facility to be operational around February 2009. ■



The new Brandeis Evansville branch will be located on Highway 41, nine miles north of the company's existing facility near Diamond Avenue.

The facility, which will sit on 16 acres and will include a machine testing ground, is expected to be open in early 2009.





b BRANDEIS USED EQUIPMENT SPECIALS



**2005 Komatsu
PC300LC7L, U20981-1,
2,277 hrs.
\$184,667**



**2006 Komatsu HM400,
BT8812, 3,505 hrs.
\$280,000**

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



**2005 Komatsu PC300LC-
7L, U20983-1, 2,669 hrs.
\$175,916**



**2006 Komatsu D41E-6,
U24586, 786 hrs.
\$105,333**

ARTICULATED HAUL TRUCKS

2005 Komatsu HM400, BT8813, 5,834 hrs.	\$210,000
2005 Komatsu HM400, BT8814, 5,820 hrs.	\$210,000
2006 Komatsu HM400-1, BT8812, 3,505 hrs.	\$280,000

ASPHALT PAVER

1996 LeeBoy L8500T, BT8811	\$15,000
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BACKHOE LOADERS

2001 Komatsu WB140-2, 4X 4x4, BC7708, 3,368 hrs.	\$30,000
2005 Komatsu WB140-2N, PT20635-1, 1,875 hrs.	\$32,667

COMPACTION

1989 Cat CS433B, BT8806	\$25,000
1993? IR ST105, PT24748, 5,074 hrs.	\$8,000

CRAWLER DOZERS

1999 Komatsu D39E-1, BT8503, 4,142 hrs.	\$39,000
2004 Cat D5G XL, BT8815, 3,464 hrs.	\$65,000
1993 Cat D6H, BT8805	\$61,000

DOZERS

2006 Komatsu D39EX-21A, U21322-1, 1,641 hrs.	\$65,333
1999 Komatsu D39P-1, PT16603-1, 2,778 hrs.	\$28,000
2000 Komatsu D41E-6, U17487-1, 6,998 hrs.	\$26,533
2006 Komatsu D41E-6, U24586, 786 hrs.	\$105,333

EXCAVATORS

1980 Cat 225, BT8602, 955 hrs.	\$22,000
2004 Cat 330CL, BT8820, 5,323 hrs.	\$156,000
1996 Case 9030B, U24592, 6,818 hrs.	\$40,000
2005 Case CX50B, PT24676, 1,660 hrs.	\$26,667
2003 Komatsu PC120-6E0, U23797, 1,881 hrs.	\$72,000
2005 Komatsu PC160LC-7, U24366, 840 hrs.	\$114,267
2000 Komatsu PC200LC-6LE, U22137-1, 4,532 hrs.	\$61,333
2003 Komatsu PC200LC-7, U19635-1, 4,097 hrs.	\$86,667
2000 Komatsu PC200LC-6, U17638-1, 10,210 hrs.	\$50,667
1994 Komatsu PC250LC-6, U24000, 7,643 hrs.	\$36,000

2005 Komatsu PC300LC-7L, U20530-2, 3,300 hrs.	\$182,667
2005 Komatsu PC300LC-7L, U20983-1, 2,669 hrs.	\$175,916
2005 Komatsu PC300LC-7L, U20981-1, 2,277	\$184,667
2006 Komatsu PC400LC7-E0, PT22435, 2,380 hrs.	\$311,333
2006 Komatsu PC35MR-2, U21737-1, 300 hrs.	\$37,333
2007 Komatsu PC35MR-2, U22911-1, 392 hrs.	\$30,000
2005 Komatsu PC78MR-6, U20387-2, 759 hrs.	\$68,280
2006 Komatsu PC78MR-6, PT21984-1, 1,036 hrs.	\$56,000

FORESTRY

2006 Prentice 210E, U21583-1, 1,200 hrs.	\$94,667
1995 Prentice 410D, PT24691	\$10,667
1997 Prentice 410E, U24649, 6,410 hrs.	\$22,000
1998 Timberjack 460C, U24575, 5,090 hrs.	\$33,333
1996 Cat 525, U24432	\$25,333
2003 Deere 535, PT24745, 6,089 hrs.	\$46,667
2001 Hydro Ax 570, PT24749, 7,351 hrs.	\$33,333
2006 Valmet 603, U22776-1, 390 hrs.	\$124,667
1987 Deere 648D, U24518	\$9,333
2003 Hydro Ax 670, U24352, 2,759 hrs.	P.O.R
2003 Franklin Q80, U24360, 6,057 hrs.	\$40,000
1993 Bell Super T, U24591	\$17,333
1998 Timbco T425C, U24579, 14,573 hrs.	\$52,000

MILLING MACHINE

2000 Roadtec RX60C, PT24687, 4,300 hrs.	\$120,000
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SKID STEERS

1981 Bobcat 743, U24589, 3,566 hrs.	\$4,667
2006 Bobcat T190, BC0000, 460 hrs.	\$39,000

SWEeper

1997 Broce RC300, U014559-1	\$14,667
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OFF-ROAD TRUCKS

1996 Haulpak 330M, BP1712, 19,699 hrs.	P.O.R
2000 Komatsu HD605-5, BP7405, 13,602 hrs.	P.O.R

WHEEL LOADER

2002 Cat IT28G, BT8816, 6,949 hrs.	\$61,000
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For additional information, please call (502) 493-4380



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