



**focusing on**

# *Solutions*

April 2009, Issue 1



A publication for and about Brandeis Machinery & Supply Company customers

Featured in this issue:

## **ROGERS GROUP**

One of the U.S.'s leading aggregate producers maintains strong ties to its Indiana roots

See article inside . . .



# **KOMATSU**

VP/GM Andy Williams  
(left) and Area Manager  
Tom Goyette



# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.



Dear Equipment User:

We're looking forward to the new year with optimism that construction will rebound. One reason we're hopeful is because of the recently approved economic stimulus package, which includes an estimated \$130 billion in construction-related spending.

No matter the conditions in the construction industry, we should all look for ways to be more efficient in our equipment use. That means using quality machinery that helps you produce more in less time with decreased fuel consumption and emissions. Komatsu has a full line of construction, utility, mining and forestry equipment that meets those standards.

You can find out about some of those products in this issue of *Focusing on Solutions*. Among them are innovative machines, such as Komatsu's largest utility excavator, the PC88MR-8; the PC200LC-8 excavator with thumb spec; and D31 and D37 dozers, which now feature the super-slant nose design. If it's mining equipment you're interested in, check out the MINExpo article to see products that have made Komatsu the leader in mining machinery.

If you need more information on any of these products, or if we can help you with any of your service needs, don't hesitate to contact us. We're here to help you in any way we can.

Sincerely,  
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in cursive script, reading 'Gene Snowden, Jr.'.

Gene Snowden, Jr.  
President and Chief Operating Officer





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### PRODUCT NEWS

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### UTILITY PRODUCTS

If you're looking for an eight-ton excavator, check out the Komatsu PC88MR-8. It provides more value with money-saving features.



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# ROGERS GROUP

One of the U.S.'s leading aggregate producers maintains strong ties to its Indiana roots



Andy Williams,  
VP/GM



Tom Goyette,  
Area Manager

Make no mistake, Rogers Group is one of the big boys in U.S. aggregate circles. The company, which last year celebrated its 100th year in business, was founded in 1908 by Ralph Rogers in Bloomington, Indiana. Today, in its fifth generation of family ownership, it has 81 locations (48 quarries) in six states and is No. 7 on the 2008 Pit & Quarry list of the nation's top 10 crushed-stone producers.

Despite its national stature and strong regional footprint, the local level is where Rogers Group has its greatest impact.

"Being a valued participant in the community is one of the Rogers Group's core values," said Andy Williams, VP and GM of Rogers Group's central Indiana operations. "We put a lot of money, time and effort back into the communities

in which we're located. For example, here in Bloomington, we have many individuals who serve in leadership roles on various boards and volunteer causes. Giving back to the local area is something we take a lot of pride in, and I think that type of company-encouraged civic involvement is something that separates us from many of our competitors."

Going hand-in-hand with community involvement is a company commitment to its employees. "I can tell you firsthand, as one who worked here, then left and came back, that Rogers Group does its best to live up to its stated goal to provide a rewarding life and career for its employees," said Williams.

"One way that's demonstrated is through what I believe is an unmatched commitment to safety," he added. "Every Rogers Group manager is required to do a monthly safety audit of each location. We also have daily safety meetings with employees. The goal is to create a culture of safety and an environment where people truly care about, and look out for, one another. As a result, our incident rate is less than one-fourth the industry average."

## Committed employees

In Indiana, Rogers Group has five quarries, four sand and gravel pits and a specialty products business. The company employs more than 250 people statewide.

In addition to Williams, key management personnel in Indiana include Trent Carney, who runs the Bloomington complex, which includes an underground mine and a surface mine, making it the largest quarry in the Rogers Group; Tom Goyette, Area Manager for Northern Indiana; and James Nichols who manages Rogers Block.

One of the nation's largest crushed-stone producers, Rogers Group was founded in Bloomington, Indiana, in 1908.







"We believe our work force, across-the-board, is as good as there is in the industry," said Williams. "We're proud of everybody who works here — our managers, our office staff and our field personnel — because they all buy into what we're all about. To get the production and efficiency we achieve, along with the commitment to safety and the community, takes a total team effort from everybody throughout the organization. We've been able to get that effort pretty consistently because we attract good people, and we do our best to keep them."

### Quality rock products

In addition to the quality of its work force, another strength of the Rogers Group is the quality of its raw product.

"Ralph Rogers did a great job back in the early days of finding the highest quality reserve in an area," said Williams. "For example, around Bloomington, there are a number of dimension stone quarries. The product is very attractive and good for exterior limestone buildings, but it tends to be a soft stone that's not suitable for construction use."

"At all of the Rogers Group quarries in Indiana, we're able to produce DOT-approved construction products because of the quality of the rock," he noted. "We also have a high-calcium stone that can be used in anything from sand traps to toothpaste to power plants."

In northern Indiana, the Rogers Group's Newton County Stone quarry is truly unique.

"We're a meteor impact site and I'm fairly certain we're the only such site in the U.S. that's

being mined," said Tom Goyette, Northern Indiana Area Manager. "The meteor hit here during the Jurassic period, perhaps 150 million to 200 million years ago. The impact caused limestone that was lying horizontally as much as 2,000 feet underground to be pushed vertically up to the surface — and that's how we have to mine it. It's excellent quality rock but it's challenging because there are faults all over the property. As a result, we have to do a lot of selective mining."

### Productive equipment and dealer support

Interestingly, Rogers Group opened its doors in Bloomington the same year that Brandeis Machinery & Supply opened in Louisville. Both companies have grown and prospered during the last century, and today, their service territories are remarkably similar. Through the years, Rogers Group has turned to Brandeis for much of its equipment needs, including Komatsu wheel loaders and haul trucks.

"We have two Komatsu WA700 wheel loaders, a WA600, numerous WA500s and a number of 70-ton HD605 haul trucks here in the central-Indiana region," noted Williams. "We also have a Komatsu excavator and we rent Komatsu dozers as needed."

"Our experience with Komatsu machines has been very good," he added. "We especially like the new WA500-6s. They're able to handle eight-and-one-quarter-yard buckets so we can two-pass load a tri-axle and three-pass a quad in

Rogers Group's central Indiana division has numerous Komatsu WA500 wheel loaders. "Our experience with Komatsu machines has been very good," said VP/General Manager Andy Williams. "We especially like the new WA500-6s because we're able to two-pass load a tri-axle truck, and the fuel burn is less than 10 gallons per hour, which is very good."



Trent Carney,  
Bloomington Site  
Manager

Continued . . .



# Rogers Group begins second century

... continued

VP/GM Andy Williams (left) appreciates the support Rogers Group gets from Brandeis Machinery & Supply and Sales Rep Josh Farmer. "Josh and Brandeis take care of us better than the competition does," said Williams. "If there's a problem, we know they're going to stand behind the product and stand behind us — and we appreciate that."



the quarry. Also, the fuel burn is less than 10 gallons per hour, which is very good."

In northern Indiana, Rogers Group has a new Komatsu WA500 wheel loader and a 61-ton Komatsu HD465 haul truck at Newton County Stone, and two older model WA500s at Interstate Sand & Gravel.

"We got the new WA500 last spring and it worked great for us all year," reported Goyette. "Same with the HD465. Both units have provided excellent productivity and the operators appreciate that they're very comfortable. We've had the other wheel loaders at Interstate much longer and they're still very productive, reliable machines."

Both Goyette and Williams say they also appreciate the service they get from Brandeis and Sales Representative Josh Farmer. "Bottom line, Josh and Brandeis take care of us better than the competition does," acknowledged Williams. "If we're down, they get here quickly and get us back up and running quickly. Equally important, if we have a failure, we know they're going to stand behind the product and stand behind us — and we appreciate that."

## Still growing

Like most parts of the country, commercial and residential construction has slowed in Indiana, but the state's "Major Moves" highway program has made up for much, if not all of that.

"DOT spending has been very strong throughout Indiana and the energy sector has also been good for us," Williams pointed out. "As a result, our quarry production was up last year. Through 2015, the state is committed to spending more than \$1 billion on roads. And like everybody else, we're hoping the new presidential and congressional emphasis on infrastructure spending will also spur construction activity."

"Regardless, at Rogers Group, it's obvious we're in this for the long haul. As long as we continue to uphold the values Ralph Rogers instilled — to always do the right things based on unwavering integrity, a standard of excellence in every undertaking, and placing the highest value on people — then we expect to have a good start on our second 100 years." ■



At Newton County Stone in northern Indiana, the Rogers Group mines this unique vertical limestone formation, which was caused millions of years ago by a meteor impact. "I'm fairly certain we're the only meteor-impact quarry in the country," said Northern Indiana Area Manager Tom Goyette.

At Newton County Stone, Rogers Group uses a 61-ton Komatsu HD465 haul truck to carry and dump rock into the crusher.





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# POTENTIAL GOOD NEWS

## Former NAHB Chief Economist says there may be light at the end of the housing tunnel soon

Congress should consider providing further “sorely needed” economic stimulus to encourage home ownership and limit foreclosure in order to pull the U.S. economy out of recession, according to David Seiders, who recently stepped down as Chief Economist for the National Association of Home Builders (NAHB). He spoke at the NAHB’s Construction Forecast Conference.

The steep decline in sales of new single-family homes should be coming to an end in 2009, Seiders said, setting the stage for “tepid” improvement in new residential construction later this year. However, he warned, that outcome has grown increasingly uncertain in light of the turmoil that has gripped world financial markets.

“Things are a lot worse than any of us had anticipated six months ago,” Seiders said, and the national housing market — which is the root cause of the collapse in confidence among lenders — has continued to spiral downward. “Risks are piling up on the down side. These are tough times, no question,” he said.

While remaining reasonably optimistic that a housing recovery is beginning to take shape, “The uncertainties out there are unprecedented,” Seiders observed, “and there is a growing risk that today’s major housing contraction could get even worse.”

On the brighter side, Seiders said that housing in the first half of 2009 should be helped by the \$7,500 tax credit available to first-time home buyers; legislative efforts to address foreclosures; the continuation of affordable mortgage rates; and the availability of fixed-rate mortgage financing through Fannie Mae, Freddie Mac, the Federal Housing

Administration and the Department of Veterans Affairs.

### Restoring affordability

Citing an increase in pent-up demand for housing, he added that declines in home prices and increases in personal income have helped to restore housing affordability to the more normal levels that existed prior to the peak of the housing boom.

However, even as the demand for housing begins to grow, housing production will be constrained by tighter credit for the loans builders and developers need to break ground on new residential projects, he said. ■

Former NAHB Chief Economist David Seiders said the steep decline in sales of new homes should be coming to an end in 2009, setting the stage for “tepid” improvement in new residential construction later this year.



David Seiders,  
former NAHB  
Chief Economist



# INVESTING IN THE PRESENT AND THE FUTURE

## STIMULUS PASSED

### Infrastructure spending is a crucial element of the recovery plan

The American Recovery and Reinvestment Act, more commonly known as the economic stimulus package, was passed and signed into law in mid-February. The total cost of the package is estimated at \$787 billion.

“The goal at the heart of this plan is to create jobs,” said President Barack Obama. “Not just any jobs, but jobs doing the work America needs done: repairing our infrastructure, modernizing our schools and hospitals, and promoting the clean, alternative energy

Infrastructure spending for items such as new utilities is a centerpiece of the new economic stimulus package.

sources that will help us finally declare independence from foreign oil.”

Of course, the \$64,000 question about this three-quarters-of-a-trillion-dollar plan is, will it succeed in its job-creation goal?

#### Where the money will go?

The stimulus package is a combination of direct spending, tax breaks and appropriations. Direct spending, which includes items such as higher unemployment benefits and food stamps, accounts for \$267 billion or about 34 percent of the total. Tax breaks for individuals and businesses total \$212 billion, about 27 percent of the total. The largest piece of the pie is appropriations spending, which comes in at more than \$308 billion or 39 percent of the total.

It's the appropriations spending that includes the infrastructure investments that are crucial to the construction industry. Total infrastructure spending will be about \$135 billion. If you're wondering what might be in it for you, take a look at how the Associated General Contractors of America (AGC) breaks down the act's infrastructure and public building investment provisions (see chart on next page).

According to the Congressional Budget Office (CBO), only about \$35 billion worth of stimulus appropriations will be spent by Sept. 30, which is the end of FY 2009. The CBO estimates nearly \$111 billion will be spent in FY 2010.

The Obama administration estimates the stimulus package will create or save at least 3 million jobs. ■





## **Transportation Infrastructure (in billions) \$49.3 billion**

Highway and bridge construction	\$27.5
Surface transportation grants	\$1.5
Transit capital assistance	\$8.4
AMTRAK and intercity rail	\$1.3
High-speed rail corridors	\$8.0
Airport improvement grants	\$1.1
Facilities and equipment	\$0.2
TSA explosive detection systems	\$1.0
Coast Guard bridges	\$0.24
Assistance to small shipyards	\$0.1

## **Building infrastructure (in billions) \$29.5 billion**

GSA federal buildings and facilities	\$5.6
Military construction	\$2.8
DOD facilities renovations	\$4.2
DOD energy efficiency upgrades	\$0.12
VA major construction	\$1.0
Community Development Block Grants	\$1.0
Public housing capital fund	\$4.0
HOME investment partnerships	\$2.3
Native American housing	\$0.51
Lead paint removal	\$0.1
Rural community facilities	\$0.13
National Science Foundation facilities	\$0.4
USDA facilities	\$0.2
U.S. Geological Survey facilities	\$0.14
Social Security Administration facilities	\$0.5
BLM maint. and construction (M&C)	\$0.32
U.S. Fish & Wildlife (M&C)	\$0.28
National Park Service (M&C)	\$0.75
Forest Service maint. and facilities	\$0.65
Bureau of Indian Affairs facilities	\$0.5
Indian Health Service facilities	\$0.5
Community health centers	\$2.0
FEMA infrastructure grants	\$0.3
Fire station construction	\$0.21
State Department facilities	\$0.09
DHS headquarters consolidation	\$0.2
Ports of Entry construction	\$0.7

## **Water & environmental infrastructure (in billions) \$21.4 billion**

Clean water State Revolving Fund (SRF)	\$4.0
Drinking water SRF	\$2.0
USDA rural water and waste disposal	\$1.4
Corps of Engineers	\$4.6
Bureau of Reclamation	\$1.0
Watershed infrastructure	\$0.34
Int'l Boundary and Water Commission	\$0.22
Superfund hazardous waste cleanup	\$0.7
Leaking underground storage tanks	\$0.2
Nuclear waste cleanup	\$6.0
NOAA Environmental R and I	\$0.83
Brownfields cleanup	\$0.1



## **Other infrastructure \$0.15 billion**

## **Workforce develop./safety \$4.7 billion**

## **Energy & technology (in billions) \$29.8 billion**

Wireless and broadband grants	\$7.2
Electricity grid	\$11.0
Weatherization assistance	\$5.0
State and local gov't energy grants	\$6.3
Diesel emissions reduction	\$0.3

## **Total infrastructure investment:**

**\$134.9 billion**

# TEST DRIVE

## Demo Days attendees operate Komatsu equipment, take advantage of CMO tour

Equipment users from around the country got a close look and a chance to demonstrate machinery at Komatsu's most recent Demo Days at the Komatsu Training and Demonstration Center in Cartersville, Ga. Among the units

W. Rogers Company Equipment Manager Darren Tuck (left) and VP Boyd Rogers (right) are with Brandeis Machine Sales Rep Ken Tate.



highlighted were the PC200LC-8 excavator with thumb spec and the new D275AX-5 dozer with the patented Sigma blade.

Additional machinery included the award-winning D51-22 dozer and its smaller counterparts, the D39-22, D37-22 and the D31-22. All are available with KOMTRAX, Komatsu's remote machine-monitoring system, which customers could learn more about during the event. They also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operation (CMO), where some of the excavators and articulated dump trucks on display at Demo Days are made.

Also on site were a wide range of the latest excavator and wheel loader models, as well articulated and rigid-frame trucks, rubber-tire skid steers and compact track loaders, a GD655-3 motor grader and a BR580JG mobile crusher.

For more information on Komatsu equipment, call your 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. ■



Brandeis Machine Sales Rep Matt Bueltel (left) and Brad Moore, Rust Construction Senior Crew Leader



Brandeis Louisville Branch Manager Steve Seelbach and Dennis Brinley, HCL Demolition Owner

Demo Days featured a wide array of Komatsu equipment.



(L-R) Brandeis Lexington Branch Manager Todd Daugherty, The Allen Company Supervisor Tommy Lisle and Equipment Supervisor Marvin Powell, and Brandeis Machine Sales Rep Lee Schilling







# DOZERS

# 100% control

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# NEW DOZERS

## Award-winning super-slant design among improvements in D31, D37 models



Bruce Boebel,  
Komatsu Dozer  
Product Manager

The revolutionary design that made Komatsu's first super-slant dozer, the D51EX-22, an award winner is now available in the new D31 and D37 models. They are ideal for owners and operators looking for better visibility and performance in smaller-dozer applications.

Both new models, available in standard-track EX and wide-track PX versions, feature Komatsu's super-slant nose coupled with a new cab-forward design that puts the operator closer to the blade, while improving machine balance, ride and stability.

"Slanting the nose and moving operators forward allows them a better view all around, and especially gives them a great view of the material they're pushing," said Bruce Boebel, Komatsu Dozer Product Manager. "Cabs are larger than their predecessors, with more glass to enhance visibility, making the operator more efficient. Owners could put a new operator in these machines and be confident they'll learn

how to run a dozer faster so they're productive more quickly.

"We didn't stop with improving the cab," he added. "The dozers are more durable with thick plate steel and rigid frames, and tracks are welded onto the frame, unlike most competitors, which have bolt-on track frames. Both have more horsepower than their predecessors, increasing pushing capabilities for better production and cost per yard. Couple that with new Tier 3 engines that reduce fuel consumption, and maintenance time, and they're among the most efficient dozers on the market."

Those attributes are helped by large power-angle-tilt blades that hold more material, especially useful in mass dozing. Each hydrostatic dozer has a steering system that provides smooth movement during dozing, even in gradual turns. That also allows the operator to approach objects accurately in corner and sidewall operations.

By simply pushing a button, operators can select between variable and quick-shift speed control for maximum efficiency during fine or rough grading with optimal travel speeds to match job conditions and operator preferences. With variable speed, travel speed is adjusted through a range of 20 incremental speeds, while quick-shift allows operators to select three predetermined speed settings to match job conditions.

"All models come standard with KOMTRAX to help track utilization and maintenance," noted Boebel. "The D31 is great in residential applications and tight places for general finish work, and the D37 is a step up for those wanting a little bigger machine, but can't justify going to a larger D39. They're both great investments that will pay big dividends." ■

Komatsu's award-winning, super-slant nose design, is now available in its new D31 and D37 models. Also available in D39 and D51 models, it allows operators a better view of the blade for increased efficiency.

### Brief Specs on Komatsu D31 and D37 Dozers

Model	Output	Operating weight	Blade capacity
D31EX-22	78 hp	18,056 lbs.	2.11 cu. yd.
D31PX-22	78 hp	18,827 lbs.	2.11 cu. yd.
D37EX-22	89 hp	18,298 lbs.	2.32 cu. yd.
D37PX-22	89 hp	19,070 lbs.	2.55 cu. yd.





# ADDED VALUE

## PC200LC-8 Thumb Spec excavator offers greater lift capacity and stability

When Komatsu designed its PC200LC-8 Thumb Spec excavator, it kept all the same innovative attributes of its PC200LC-8 counterpart and beefed up the counterweight to 11,113 pounds. The result was a 20-percent increase in lifting capacity compared to the standard PC200LC-8 and increased stability when working with heavy loads at maximum reach.

"This is really a great machine for anyone who's working in conditions that warrant that extra lift and stability needed in applications such as digging trenches or setting pipe and structures," said Armando Najera, Product Manager Excavators. "The thumb and bucket, as well as attachment piping, can be factory installed. The PC200LC-8 Thumb Spec also has a heavy-duty arm for improved durability and increased support for thumb installation."

Also available for customers who require factory piping is an HD Spec (Heavy Duty) that includes an HD boom, HD revolving frame under covers and HD decals. The HD Spec is a setup that is suited for demolition-type work. Other major production numbers remain the same for both the Thumb Spec and the HD Spec, with bucket capacity between 0.66 and 1.57 cubic yards and 148 net horsepower.

"Keeping those numbers consistent means the Thumb Spec machine will continue to be productive and fuel efficient, even while handling heavier work loads," said Najera. "The PC200LC-8 Thumb Spec has increased in popularity because of that. Contractors are seeing the benefit and asking for this machine."

### Efficient features

Part of its popularity comes from the standard features, similar to its counterpart, that make it among the most productive in its size class, including low fuel consumption and emissions from a Komatsu turbocharged, aftercooled Tier 3

engine. Operators can maximize fuel efficiency by using the Economy mode (one of five available modes), and using the Eco-gauge for energy-saving operations. An extended idling caution helps operators remember to shut the machine down for fuel conservation.

Operators can set the modes using an easy-to-view, seven-inch LCD color monitor in the large, comfortable cab that has damper mounting for low noise and vibration. Extended replacement intervals for engine oil and filter and hydraulic filters means less downtime. Like all new Komatsu excavators, the PC200LC-8 Thumb Spec comes with Komatsu's KOMTRAX remote machine-monitoring system.

"Like the standard PC200LC-8, this is truly a great machine that can benefit almost anyone doing mass excavation, site preparation or utility installation. The Thumb Spec is not just for customers with machines that will use a thumb," said Najera. "If they need a little extra kick or additional stability, they should consider this machine. They'll definitely see the difference." ■



Armando Najera,  
Product Manager  
Excavators

Komatsu's PC200LC-8 Thumb Spec excavator has the innovative features of its standard counterpart, plus a reinforced mainframe and additional counterweight for increased lifting capacity and stability when working with heavy loads at maximum reach.

### Brief Specs on Komatsu PC200LC-8 Thumb Spec Excavator

Model	Operating weight	Net hp	Bucket capacity
PC200LC Thumb Spec	51,199-53,115 lbs.	148 hp	0.66-1.57 cu. yd.







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# EXPERIENCE PAYS OFF

## Komatsu designs the ultimate eight-ton size class excavator

Komatsu recently introduced its new PC88MR-8 excavator to the North American market to much critical acclaim. There are a number of competitive units in its eight-ton size class, but the comparison ends there as side-by-side tests show that the PC88MR-8 offers more value from the start and can save more money throughout the life of the machine.

Before the test was conducted, Komatsu looked at 13 obvious areas of comparison, such as the manufacturer's own hydraulics and engine, short tail swing, fuel management features and number of working modes. In each case, the PC88MR-8 was equal to or better than the competitive model. Major areas where Komatsu stood out were working modes — the PC88MR-8 has five to maximize production and fuel economy — and fuel management features, such as auto-idle, eco gauge, Economy mode and excess idle alarm. The competition had only one mode, auto-idle.

After comparing the models, they were put to the test under controlled conditions at Komatsu's Training and Demonstration Center in Cartersville, Ga. Komatsu was the clear winner in several categories, including 15 percent faster cycle time in Production mode and nearly the same cycle time in Economy mode. The PC88MR-8 moved 6 percent more spoil per hour in the Working mode.

While the Komatsu PC88MR-8 moved more material, it used less fuel — 8 percent less in Power mode and a whopping 45 percent less in Economy mode. In the same mode, Komatsu was 22 percent more efficient in terms of cubic yards per gallon.

*Continued . . .*



In a side-by-side comparison, Komatsu's PC88MR-8 showed faster cycle times, moving 6 percent more spoil per hour in the Working Mode. In addition, it used less fuel, making it more efficient and productive than the competition.

# PC88MR-8 offers higher productivity, lower cost

... continued

Adding to the PC88MR-8's productivity numbers is a quiet cab that's more comfortable for the operator. During the comparison, operators noted they could better hear the standard radio in the Komatsu, making for a more pleasant operating environment.

## Komatsu PC88MR-8 Field Test Results

Truck Loading		PC88MR-8	Competitor
P Mode	Cycle time in seconds	12.31	14.17
E Mode	Cycle time in seconds	14.27	14.17

Komatsu had a 15% faster cycle time in Production Mode and nearly the same cycle time in Economy Mode.

Loading Amount		PC88MR-8	Competitor
P Mode	Cubic yards per hour	114.6	107.4

Komatsu moved 6.2% more spoil.

Fuel Consumption		PC88MR-8	Competitor
P Mode	Gallons per hour	2.74	2.96
E Mode	Gallons per hour	2.04	2.96

Komatsu used 8.1% less fuel in P Mode and 45.1% less in E Mode.

Fuel Efficiency		PC88MR-8	Competitor
P Mode	Cubic yards per gallon	41.9	36.3
E Mode	Cubic yards per gallon	46.9	has only one mode

Komatsu was more efficient by as much as 22.6%.

## KOMTRAX saves money

In today's competitive environment, the availability of accurate operating information can improve the bottom line. Helping provide that accurate information is Komatsu's KOMTRAX system, standard on every new machine with five years of free communications. To put such a system on a machine using existing aftermarket offerings would cost well in excess of \$2,000.

Komatsu sampled the KOMTRAX information on several of its first PC88 models sold, and found the following information:

- Six of eight machines analyzed idled 50 percent of the time. That excessive idling wastes fuel, increases engine wear and adds unnecessary hours to the engine hour meter, which may affect machine resale value at trade-in time. The excess hours require more frequent maintenance resulting in higher costs. By knowing and managing engine idling time, owners can reduce maintenance costs and increase useful life and resale value.
- Those operators who idled the machine less, also used the Economy mode two-thirds of the time. Using the E mode and idling less saved nearly 60 percent in fuel consumption. Assuming a fuel price of \$3 per gallon, that equates to more than \$3,300 savings over the course of 1,000 hours of operation.

## Higher resale value, peace of mind

The conclusion from Komatsu's testing and monitoring is that the PC88MR-8 is truly the ultimate eight-ton excavator. It gives owners more up-front at time of purchase and it keeps on giving with exclusive fuel-management features, five working modes to match machine performance to demand and the exclusive KOMTRAX machine-monitoring system that can enhance efficient, money-saving operation. Komatsu believes that the KOMTRAX history record will pay dividends at trade-in time with higher resale values.

For additional peace of mind, the PC88MR-8 comes with a standard three-year/3,000-hour warranty. ■





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# MINExpo REPORT

## Komatsu showcases how equipment and technology work together for better production, management

When it comes to mining machines, Komatsu believes in “inventing the future” with innovative products designed to make the user more efficient, productive and profitable. It showcased the present and future of some of its largest production machinery with one of the show’s biggest displays at MINExpo in Las Vegas.

Highlighting the Komatsu display were two new electric mining trucks — the massive 960E-1 and the 860E-1KT — that provide optimal productivity and fuel efficiency. Topping 1 million pounds when fully loaded, the 960E-1 is now the largest in Komatsu’s full line of mining trucks with a 360-ton payload. Hauling that massive amount of material is no problem for the 960E-1 and its 3,346-horsepower Komatsu engine, which uses a unique dual-stage, turbo air-handling system. It has the lowest brake-specific fuel consumption at rated horsepower for its size class.

“More than a decade ago, Komatsu was the first to introduce an AC drive system for ultra-class mining trucks,” said Don Lindell, Product Manager for Mining Trucks. “That experience, along with the more than 100 million operating hours logged overall for our electric trucks, clearly puts us in the lead with these new machines. Customer feedback was also a big influence driving our design criteria for these two new models. The result is a truck that’s unrivaled for productivity, efficiency and comfort in this size class. We took great care in manufacturing the truck to be rugged and dependable, even in the most demanding applications. There are significantly fewer bearings than on other trucks, so there are fewer wear components. We ultrasonically test every weld. It’s a very innovative product.”

Komatsu added innovation to the 280-ton-payload 860E-1KT (The K stands for

Komatsu drive and the T for Trolley) as well. The 2,700-horsepower, 16-cylinder, two-stage turbocharged diesel engine is not only powerful, but Tier 2 certified for lower environmental impact. With Komatsu’s factory-installed, trolley-capable option, the 860E-1KT can be utilized on either 1,600- or 1,800-volt lines for faster propulsion uphill while the engine reduces rpm, saving fuel and extending the life of the engine compared to a non-trolley truck.

Both trucks have ultra-quiet, dynamic retarding systems assisted by four-wheel, wet-disc brakes coupled with traction-control technology that provides excellent braking force, even in difficult road conditions.

“One of the advantages is that the operator can maintain a desired traveling speed,” said Lindell. “We also made the cabs in these machines larger with better visibility. An integrated electronic dash display allows the driver to more easily see and read the gauges as well as payload data.”

### **D475ASD-5 Tier 2 pushes more**

Komatsu displayed the latest D475ASD-5 dozer with its Komatsu 890-horsepower Tier 2



**Rich Smith,**  
Product Manager,  
Mechanical  
Drive Equipment



**Don Lindell,**  
Product Manager,  
Mining Trucks

*Continued . . .*

Komatsu had one of the largest displays at MINExpo, including a WA1200-3 wheel loader.



# Innovation helps Komatsu remain a leader in mining machinery

... continued



**Tom Stedman,**  
Product Marketing  
Manager for  
Mechanical Mining  
Equipment

engine that works to help the 246,000-pound-plus machine push nearly 60 cubic yards of material with its Super Dozer blade.

"The D475ASD-5 Tier 2 is great for long, consistent pushes where operators can utilize all its horsepower," pointed out Rich Smith, Product Manager for Mechanical Drive Equipment. "It



A Komatsu 860E-1KT  
has 2,700 horsepower for  
moving mass amounts  
of material faster.



The D475ASD-5 Tier 2 dozer pushes nearly 60 cubic yards of material with its Super Dozer blade.

Komatsu's newest mining truck, the 960E-1, is also its largest with a payload of 360 tons.



uses a lockup torque converter that gets the engine's power to the tracks and down to the ground where it belongs. With the Super Dozer blade, it's about 15 percent more effective than a standard blade.

"That becomes even greater in uphill pushes," he added. "For instance, on a 12-percent or 15-percent grade, users may see 20 percent to 25 percent greater productivity advantages over a standard full-U blade. In addition, it offers greater travel speed while the engine kicks down in rpms, so it uses 3 percent to 5 percent less fuel than the competition. With today's fuel prices, that adds up significantly in a fleet of machines."

## **WA 1200-3 leads the pack**

Rounding out Komatsu's equipment offerings at MINExpo was its largest wheel loader, the WA1200-3. This machine has a 1,560-net-horsepower engine and a 26.2-cubic-yard bucket capacity in its standard configuration. An optional high-lift model provides an additional two and a half feet of reach.

The standard WA1200-3 is not only Komatsu's largest loader, but one of the world's largest at more than 452,000 pounds with a dumping clearance higher than 20 feet. It has more than 286,000 pounds of breakout force and 253,000 pounds of traction force. Steering is controlled by the Advanced Joystick Steering System (AJSS) with light, short strokes for perfect steering accuracy, and stopping is safe with closed, wet-disc brakes.

"Of the world's largest loaders, it gives the best advantage in tractive effort and digging power," said Tom Stedman, Product Marketing Manager for Mechanical Mining Equipment. "Komatsu loaders are well-known throughout the range of sizes for their powerful digging, breakout force, stability and outstanding tipping load weight and ratio, and we believe the WA1200-3 is unmatched in all these areas.

"The WA1200-3 has a wide range of applications," he added. "They are in use in all types of mines around the globe because they match up very well with our electric mining trucks. In addition, because of their stability, they make great load-and-carry machines for applications such as charging a hopper." ■





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# KOMATSU'S "GREEN" COMMITMENT

## VP says the company's efforts impact both the environment and customers' bottom line



**Erik Wilde,**  
Vice President,  
Product Marketing

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

Erik Wilde has been with Komatsu more than a decade, the last five as Director and now Vice President of Product Marketing.

"One of my primary missions is to help our product managers and distributors get the message out about how our products can make our customers more efficient and productive at the same time," said Wilde. "Komatsu has done that in several ways that not only improve machine and operator performance, but reduce fuel consumption and harmful emissions. We believe we're the most environmentally friendly equipment company in the market."

Wilde has seen several of the changes that have led to better owning and operating costs since he joined Komatsu in 1997 as a Warranty Coordinator and Assistant Service Engineer for mining dozers. He was with the Mining Division nearly four years before moving into the Construction Division as Product Manager of hydraulic excavators. He completed an MBA in Marketing in 2003, which led to his position as Director of Product Marketing later that year.

A San Francisco Bay-area native, Wilde has adapted well to the Midwest as he's based at Komatsu's Corporate Headquarters in Rolling Meadows, Ill. He and his wife have three children under age 10 who keep them busy with various activities.

**QUESTION:** Komatsu has introduced a large number of new machines in the past few years. What's changed and why?

**ANSWER:** In the past three years, Komatsu has redesigned or replaced nearly 95 percent of its vast equipment offerings, some as a result of increased governmental standards, but just as importantly, because we've listened to our customers' desires for improved technology, better parts availability and other improvements that benefit their businesses' bottom lines. From the governmental standpoint, nearly every machine in Komatsu's lineup has a Tier 3 or EPA-compliant engine. With the Tier 3 engines, we not only meet governmental standards for reduced emissions, but we often exceed them. At the same time, we reduced fuel consumption and increased service intervals, both of which add up to more efficiency and cost savings. We simplified the machines for better operator efficiency and added items such as lock-up torque converters for better productivity. We're very proud of those achievements because they fit right in with our goal of being an environmentally friendly company with sustainable and "green" solutions as part of our corporate commitment.

**QUESTION:** What else has Komatsu done to go "green?"

**ANSWER:** Well in some sense, we believe we've always been the greenest equipment company in the marketplace, stretching back decades. All our equipment is designed and built to last. That means fewer machines being put out to pasture, so to speak. An example where we've extended life is in our new PLUS undercarriage on the D51, D61 and D65 machines, which doubles the



undercarriage life. But we all know that at some point, every machine outlives its useful life and will be taken out of service. Komatsu designs machines that are virtually 100-percent recyclable, from the steel to the plastic to the glass. We use recycled materials in their initial production. That way, there's less waste and more reusable material that can go into making future products.

Komatsu continues to implement green practices in its manufacturing operations. It's adopted an Earth Environmental Charter that lays out our principles and activities for a green and sustainable company. All our plants are near-zero-waste facilities, so that every material that comes in is used or reused in some way. Waste oil is recaptured and used for heating. We've adopted new painting practices that cut waste and environmental impact, while making our paint jobs better. In addition, we've strategically located our parts depots to be closer to our customers so less fuel is used to get parts to them quickly, and we've teamed with suppliers and carriers who are close to our manufacturing operations, so there are shorter shipping distances and less fuel burned in getting materials in and products out of our manufacturing facilities.

**QUESTION: What are some ways Komatsu is working with equipment users on green practices?**

**ANSWER:** Komatsu prides itself on being ahead of the technological curve. With our KOMTRAX monitoring system, which is free for five years and standard on most new machines, users can see how a machine is performing in various modes that Komatsu offers. It's widely believed that being in Power mode offers the best production. That's understandable, but our data show that in 70-plus percent of applications, they get the same productivity in the Economy mode at a lower cost. The benefits are less fuel used, less engine wear and more profit. Komatsu is also introducing a "Green Guide," which offers ways for equipment users to promote and implement green practices into their companies and run their machinery more efficiently. We're encouraging users to check it out online so they're not using paper. If



Utility machines, such as the CK30 compact track loader, were required to meet Tier 4 emission standards in 2008. Tier 4 is on the horizon for 175 horsepower and up machines in 2011 and 75 to 175 horsepower must be Tier 4 in 2012.



When Komatsu designed its Tier 3 engine machines, it not only lowered emissions, in many cases it increased horsepower and reduced fuel consumption, making them among the most productive and efficient machines in utility, construction and mining applications.

they want a paper copy, it will be printed on recycled paper using soy ink, which is much more environmentally friendly.

**QUESTION: What else is on the horizon for Komatsu?**

**ANSWER:** Our utility products already have interim Tier 4 engines and we're working to meet Tier 4 standards on time, or ahead of time, like we did with Tier 3 on the balance of the product line. Engines 175 horsepower and up are required to be Tier 4 compliant by 2011, 75 through 175 horsepower in 2012. Tier 4 standards reduce emissions even more, which further reduces environmental impact. As with our other products, we're working to further improve performance and efficiency on our Tier 4 machines, delivering more value for our customers. ■

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# SAVINGS SOLUTIONS

## Komatsu offers QuickEvac™ system designed to help reduce routine maintenance time

Komatsu has teamed up with RPM Industries to offer its QuickEvac™ prelubrication and oil evacuation system, which is designed to reduce the time it takes to perform routine oil and filter changes on equipment. The QuickEvac system is available as a factory-installed item or a retrofit kit available for virtually any piece of Komatsu equipment.

"It's an on-board engine maintenance system that offers several advantages over conventional oil changes, especially the speed at which a service can be performed," said John Bagdonas, Product Marketing Manager for Komatsu's Working Gear Group. "In many cases, oil and filter changes can be performed in a half hour or less compared to multiple hours on some machines. That's a significant time savings that equals more profit because the machine and operator are producing more. Technicians and mechanics can perform more services in less time because they don't have to crawl under or over a machine to deal with oil spills from plug removal and installation."

Technicians simply follow these six easy steps in the QuickEvac system:

- Purge lube filters of oil;
- Connect the service tool with quick-connect fittings and an electrical connection;
- Empty the sump directly into a waste container;
- Install dry oil filters;
- Refill the sump and oil filters with new oil;
- Disconnect the service tool and reconnect the Prelub™ line (technology that fully pressurizes the engine with oil before the engine cranks and prior to every start).

### Study shows reduced engine wear

Time and money savings are only part of the equation. When coupled with Komatsu's fuel savings and lower emissions, the QuickEvac system further reduces environmental impact.

There's less chance of oil spills, and waste oil can be transferred directly to final containment without messy pans or cans. With the Prelub technology, there's no need to prime the filter with oil, reducing another contamination risk.

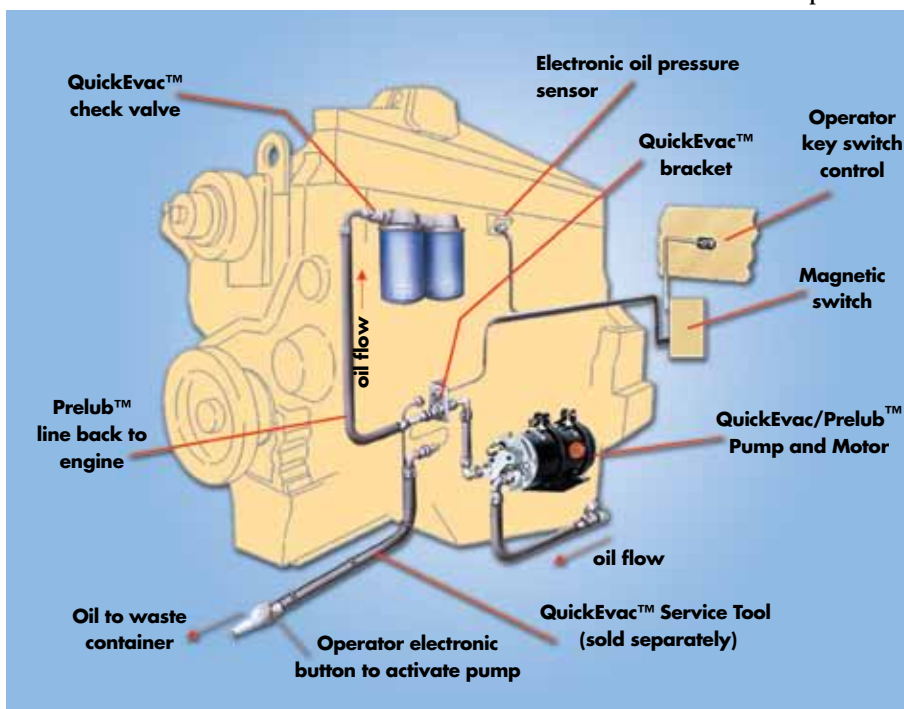
"QuickEvac is a very 'green' technology," said Bagdonas, who noted teaming up to offer QuickEvac is part of Komatsu's commitment toward one-stop shopping. "Installing the filters dry and using Prelub technology is not only environmentally sound, it could help the engine last longer. A recent study by Southwest Research Institute showed that engine prelubrication reduced wear an average of 68 percent. Of course, every situation is different, but increased component life and any savings on service costs and downtime mean more money in the owner's pocket."

To learn more about QuickEvac, contact Komatsu, your sales representative or our nearest branch location. ■



John Bagdonas,  
Product Marketing  
Manager,  
Working Gear

The QuickEvac™ system is designed to reduce routine maintenance time as well as potential environmental impact.



# Green building on the rise, could triple by 2013

Last year's green building starts in the U.S. were up nearly five times compared to their 2005 levels, and could triple by 2013, according to McGraw-Hill Construction's "Green Outlook 2009: Trends Driving Change" report.

"Green growth is phenomenal across the globe," said Harvey M. Bernstein, Vice President of Industry Analytics, Alliances and Strategic Initiatives, McGraw-Hill Construction. "The business opportunities afforded by green building, even in the midst of a global economic crisis, are real and recognized by industry players. Furthermore,

green building has great potential to help tackle unemployment through green jobs, and can address other social issues, such as creating healthier places where we live and work."

U.S. Green Building Council (USGBC) members report green building is less affected by the down market, and home buyers are willing to pay more for a green home. Economic benefits driving green building could be higher revenues, lower life-cycle costs and lower operating costs. There's also motivation due to potential health benefits. ■

# Royalties for oil shale would be less than others if drilling happens

Companies wanting to tap U.S. oil shale resources on federal land will be required to pay much less in royalties in an effort to spur drilling in the near future. The Interior Department said companies would initially pay a 5-percent royalty rate during the first five years of production, compared to 12.5-percent to 18-percent rates from those taking conventional oil and gas on public lands, according to an Associated Press article.

Last fall, the Bush Administration opened nearly 2 million acres of land in Wyoming, Colorado and Utah to oil shale development. The announcement came after Congress

failed to renew a ban on issuing final oil shale regulations. Officials noted that development was five to 10 years away, and may face obstacles such as cost and environmental issues, but said "rules of the road" were needed for companies to plan investment. No leases would be issued without further environmental study.

According to the article, up to 800 billion barrels of oil are locked in rock known as oil shale in Colorado, Utah and Wyoming. That amount could take the place of imports for 100 years, the article noted. It was also noted it will be up to the Obama administration to decide whether to proceed with leasing. ■

# EPA mandates emission-control lights on diesel truck dashboards

In an effort to enforce compliance with tighter pollution limits, the Environmental Protection Agency mandated that heavy diesel truck manufacturers install dashboard lights to signal emissions-control equipment malfunction. Manufacturers must have the lights installed by 2010, according to a Washington Post article.

New limits were set in 2007 to reduce emissions of particulate matter, sulfur dioxide, carbon monoxide and nitrogen oxides. EPA estimates say the new limits will prevent as many as 8,300 premature deaths, 9,500 hospitalizations and bring \$70 billion worth of health benefits. ■



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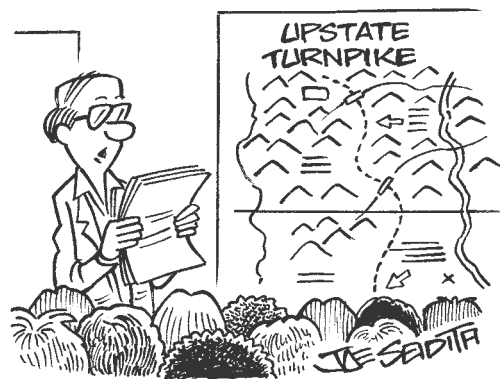
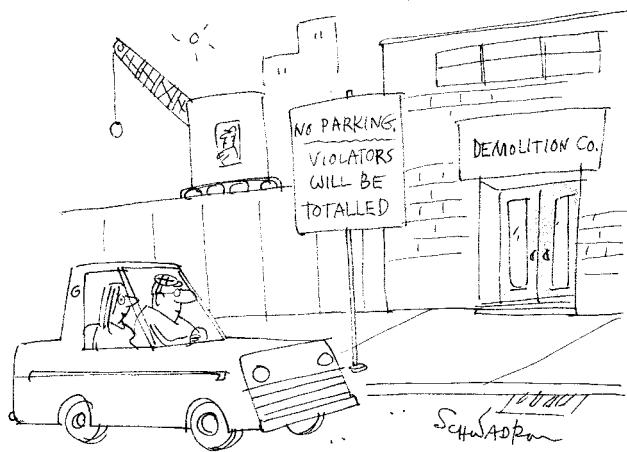
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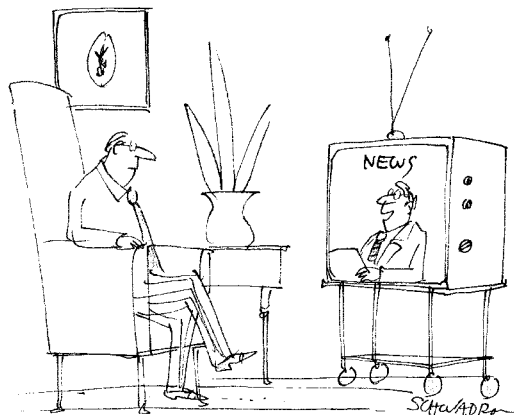


# SIDE TRACKS

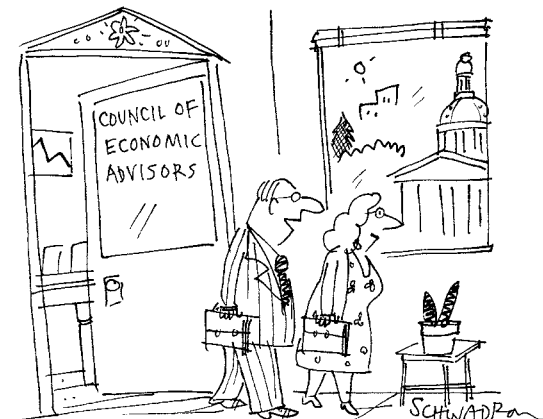
## On the light side



"The good news is that we got the job ... the bad news is that they want us to loan them the money to pay for it."



"In local news, police seized 40 tons of smuggled asphalt worth an estimated street value of \$1.5 million ..."



"Just between you and me, we were counting on a big stock market rally, so Wall Street could bail out the government."

## Did you know...

- Recycling one aluminum can saves enough energy to run a television for three hours.
- 80% of the earth's surface is water.
- A 'jiffy' is an actual unit of time for 1/100th of a second.
- Ten inches of snow equals one inch of rain in water content.
- The WD in WD-40 stands for Water Displacement. It was invented on the 40th try for a formula that worked.

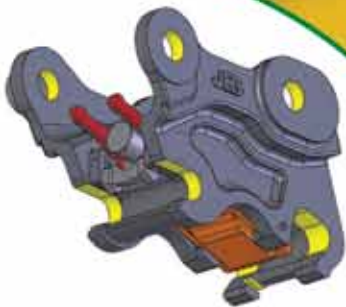
## Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. MAMRHE \_\_\_\_\_
2. ZRODE \_\_\_\_\_
3. MTCCOPA \_\_\_\_\_
4. IRPPAR \_\_\_\_\_
5. CRTENH \_\_\_\_\_
6. RPOATERO \_\_\_\_\_



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## **b** **BRANDEIS** USED EQUIPMENT SPECIALS



**2005 Komatsu HM400,**  
BT8813, 5,834 hrs.  
\$210,000



**2002 Komatsu D41P-6,**  
PT1843702, 2,467 hrs.  
\$47,900

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



**2003 Komatsu PC200LC-7,**  
U19635-1, 4,097 hrs.  
\$69,900



**2005 Komatsu WA320-5,**  
PT20985-1, 3,946 hrs.  
\$91,600

### ARTICULATED HAUL TRUCKS

<b>2005 Komatsu HM400,</b> BT8813, 5,834 hours .....	\$210,000
<b>2005 Komatsu HM400,</b> BT8814, 5,820 hours .....	\$210,000
<b>2006 Komatsu HM400-1,</b> BT8812, 3,505 hours .....	\$280,000

### BACKHOE LOADERS

<b>2001 Komatsu WB140-2,</b> PTC5017-1, 2,796 hours.....	\$22,667
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### COMPACTION

<b>1988 Ingersoll Rand DA50,</b> PT24838.....	\$4,667
<b>1994 Ingersoll Rand DD110,</b> PT24831, 224 hours.....	\$13,333
<b>2002 Ingersoll Rand DD110,</b> PT23248-1, 2,620 hours .....	\$39,900
<b>2002 Hamm HD12, U24515,</b> 1,462 hours .....	\$10,900
<b>1993 Ingersoll Rand ST105,</b> PT24748, 5,074 hours .....	\$8,900

### DOZERS

<b>2003 Case 1850K,</b> PT24830, 3,143 hours .....	\$65,333
<b>2004 Komatsu D39PX-21,</b> PT19523-1, 3,200 hours.....	\$46,667
<b>2006 Komatsu D37EX-21A,</b> BT8012, 511 hours .....	\$75,000
<b>2006 Komatsu D41E-6,</b> U24586, 786 hours.....	\$75,000
<b>2002 Komatsu D41P-6,</b> PT18437-2, 2,467 hours .....	\$47,900
<b>1998 Cat D5M,</b> PT24843, 6,368 hours.....	\$33,333

### EXCAVATORS

<b>1980 Cat 225,</b> BT8602, 955 hours .....	\$22,000
<b>1996 Case 9030B,</b> U24592, 6,818 hours .....	\$35,900
<b>1982 Mitsubishi MS280,</b> PT24833, 2,396 hours .....	\$10,667
<b>2005 Komatsu PC160LC-7,</b> U24366, 840 hours .....	\$114,267
<b>2003 Komatsu PC200LC-7,</b> U19635-1, 4,097 hours .....	\$69,900
<b>2005 Komatsu PC300LC-7L,</b> U20530-2, 3,306 hours .....	\$142,900
<b>2005 Komatsu PC300LC-7L,</b> U20981-1, 2,277 hours .....	\$142,900
<b>2002 Komatsu PC30MR-1,</b> PT18591-1, 2,082 hours .....	\$17,333
<b>2006 Komatsu PC35MR-2,</b> U21737-1, 300 hours .....	\$37,333
<b>2006 Komatsu PC400LC-7E0,</b> PT22435, 2,380 hours.....	\$225,000

<b>1991 Komatsu PC60-6Z,</b> PT24811, 3,609 hours .....	\$15,900
<b>2005 Komatsu PC78MR-6,</b> U20387-2, 759 hours .....	\$68,280
<b>2002 Kobelco SK35SR-2E,</b> U24645, 2,408 hours.....	\$16,900

### FORESTRY

<b>1995 Prentice 410D,</b> PT24691.....	\$10,667
<b>2003 Deere 535,</b> PT24745, 6,089 hours.....	\$49,900
<b>1996 Franklin 560 PTM,</b> PT23840-2, 5,011 hours .....	\$26,900
<b>2001 Hydro Ax 570,</b> PT24749, 7,351 hours .....	\$33,333
<b>2006 Valmet 603,</b> U22776-1, 390 hours.....	\$109,000
<b>2005 Deere 748GIII,</b> PT24812, 4,631 hours .....	\$81,600
<b>2008 Komatsu Forest 890.3,</b> 23983, 1,881 hours.....	\$375,000
<b>2003 Franklin Q80,</b> U24360, 6,057 hours .....	\$39,900
<b>1993 Bell Super T,</b> U24591 .....	\$22,900
<b>1998 Timbco T425C,</b> U24579, 14,573 hours .....	\$74,667

### MILLING MACHINE

<b>2000 Roadtec RX60C,</b> PT24687, 4,300 hours.....	\$110,000
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### PAVER

<b>1999 Blaw Knox PF-150,</b> PT23237, 4 hours .....	\$111,600
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### TRACK LOADER

<b>1994 Cat 939,</b> PT24810, 416 hours .....	\$29,900
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### OFF-ROAD TRUCKS

<b>1996 Haulpak 330M,</b> BP1712, 19,699 hours .....	P.O.R.
<b>2000 Komatsu HD605-5,</b> BP7405, 13,602 hours.....	P.O.R.

### WHEEL LOADERS

<b>2001 Case 621CXT,</b> 913 hours.....	\$33,333
<b>2006 Komatsu WA250-5,</b> PP22379-1, 900 hours .....	\$92,000
<b>2005 Komatsu WA320-5,</b> PT20985-1, 3,945 hours .....	\$91,600

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