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Solutions

January 2010, Issue 1



A publication for and about Brandeis Machinery & Supply Company customers

ARMSTRONG COAL COMPANY

In just three years,
this firm has become
one of western Kentucky's
leading coal producers



Kenny Allen,
VP of Operations

KOMATSU

A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Some positive
signs point to
economic
recovery**



Dear Equipment User:

Just like you, all of us at Brandeis Machinery & Supply Company are hopeful that 2010 will signal a return to growth in the construction and mining industries throughout Kentucky and Indiana. The path is far from clear, but many forecasters think the worst is now behind us and a recovery will begin this year with growth occurring in several construction sectors including single-family housing.

As industry demands begin to rise, so will the need for equipment. Whether you buy or rent equipment, Brandeis is here to help you. We believe we represent the best equipment manufacturers in the industry. Our Komatsu equipment is second-to-none, and this issue highlights why it's one of the world's leading manufacturers. Not only does it have utility, construction and mining machines (see the articles inside on WA50-6 and WA150-6 wheel loaders and D375A-6 dozers), but it offers equipment that excels in specialty applications, such as waste handling. In this issue, you can see how Komatsu crafted its waste-handling machines to be technologically advanced, productive and efficient, just like their construction counterparts.

Please feel free to call on us whether you're looking for equipment or parts and service to back it up. Brandeis has what you need, when you need it.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY

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

Gene Snowden, Jr.
President and Chief Operating Officer



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See how improvements to the Komatsu WA150-6 wheel loader provide better productivity with increased fuel economy.

UTILITY PRODUCTS

Smaller is better when it comes to Komatsu's new WA50-6 utility wheel loader. Learn why.



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ARMSTRONG COAL COMPANY

In just three years, this firm has become one of western Kentucky's leading coal producers



Kenny Allen,
VP of Operations

A little more than three years ago, Armstrong Coal Company was just an idea — a plan on paper. Today, it has four operating coal mines, employs almost 500 people, and controls an estimated 250 million to 300 million tons of coal reserves.

"Armstrong Coal was incorporated in late 2006," recalled Kenny Allen, Vice President of Operations. "The company's first employee was David Cobb, and I came on board in June 2007. We opened our first mine in 2008 and shipped our first coal in July of that year. Today, we're producing about 6 million tons annually. It's definitely been a fast-growth project."

Headquartered in Madisonville, Ky., Armstrong Coal Company is a subsidiary of St. Louis, Mo.-based Armstrong Land Company. In addition to Allen, principals in the firm include

Chairman of the Board J. Hord Armstrong, III; President Martin Wilson; Vice President of Corporate Development David Cobb; and Vice President and Controller Dick Gist.

"David Cobb and I have about 80 years of combined experience in the coal mining industry," said Allen. "He worked as a consultant to local coal companies here in western Kentucky for many years. Although I traveled extensively with Peabody Coal for 25 of the 40 years I've been in this business, this area was always home to me. We were both familiar with the reserves here, so it was very exciting for us to help put this thing together."

Two surface and two underground mines

Western Kentucky coal is a medium- to high-sulfur-content coal from the Illinois Basin. The market for such coal has improved since the "Clear Skies Act" in 2003 leveled the playing field for high-sulfur coal by mandating scrubbing for all power plants.

Armstrong Coal's current properties include two surface mines (Midway and East Forks, both in Ohio County near Centertown) and two underground mines (Big Run in Ohio County and Parkway in Mulheburg County). The company has prep plants for washing the coal at Midway and Parkway.

"All of our customers are power plants, primarily nearby public utilities, that burn coal to generate electricity," noted Allen. "Our goal is to be known as a reliable supplier of clean, high-quality, custom-blend coal. One thing that helps us is good transportation from our properties. We have rail and truck at the Midway prep plant and we have barge and truck at Parkway."

Armstrong Coal Company uses Atlas Copco drills at its surface coal mines near Centertown, Ky., in Ohio County.



Topnotch work force

In addition to significant reserves and good transportation, the region also has a lot of experienced miners, and young people excited about the opportunity to join the mining industry.

“At Armstrong, we’ve found an excellent group of employees — a good combination of veteran miners and young people,” said Allen. “We’ve hired some former miners who were with Peabody when they had an operation here. We’ve hired from some local companies. We’ve also hired people with no actual mine experience. They’ve all come together to give us a great mix of knowledge and enthusiasm.”

Some of the young people hired by Armstrong have gone through the mining program at KCTCS (Kentucky Community & Technical College System) in Madisonville.

“The college has a new energy technology center with virtual-reality equipment, which are like simulators, for almost every machine used in a mining operation,” Allen explained. “The program, which includes an aptitude test, was designed by miners and is an example of the progressive steps the industry is taking to improve itself. When students graduate, they’re ready to be safe and productive in a real mine environment within a very short period of time.”

Quality equipment and RAMPs for support

In opening four mines in about a year’s time, Armstrong Coal needed a large amount of equipment. For part of its fleet, it turned to Komatsu machines from Brandeis Machinery & Supply. Among the Komatsu pieces are six hydraulic excavators (two PC1250LC-8s, three PC800LC-8s and a PC200LC-8); five wheel loaders (WA900, WA800 and three WA250s); five dozers (a D475 and four D65s) and five trucks (three 61-ton HD465s and two 106-ton HD785s).

“Our Komatsu machines have performed well,” confirmed Allen. “We’re especially pleased with the excavators. We use the PC1250s (672 hp) and PC800s (487 hp) primarily to load coal or scale the highwall, and they’ve done a good job.



(Above) Armstrong Coal uses this 106-ton Komatsu HD785 haul truck to carry a 20,000-gallon water tank. (Below) A Komatsu WA800 wheel loader with a 29-foot-wide bucket is able to load semis in two passes.



“We use our Komatsu WA800 wheel loader to load highway trucks,” he added. “We have a special 29-foot wide bucket on it which makes it a unique machine. With that bucket, it’s as wide as the semis it’s loading and is able to fill the trucks in two passes.”

In addition to turning to Brandeis for Komatsu equipment, Armstrong Coal is also using Brandeis’ Repair and Maintenance Program (RAMP) to service and repair machines.

“We needed to have RAMPs for our equipment because of a lack of mechanics,” said Allen. “It’s difficult to find people with the skill set to work on these highly technical machines. With all our Komatsu big iron under RAMPs (84 months/35,000 hours), we turn the maintenance and repair issues over to Brandeis.

“Brandeis has at least one technician and one PM (preventive maintenance) guy working on our properties every day, and if they need more people, they bring out more,” he explained. “Because we run our equipment 20 hours a day, Brandeis also provides us with night service out of Evansville as needed. The best thing about RAMPs is they make the dealer responsible for

Continued . . .

Armstrong Coal is still growing

... continued

keeping our equipment up and running, and they guarantee us the uptime we need to be successful.”

The importance of coal

Despite challenges, Allen says he’s optimistic about coal’s future. “Although coal is under attack from a lot of directions, the fact remains that it generates more than 50 percent of all the electricity in the U.S. Compare that with renewables, all of which combined generate less than 2 percent. Even if they double that, which is the goal, it’s still just 4 percent.



This Armstrong Coal operator uses a Komatsu D475 dozer to strip overburden at Midway surface mine.

Brandeis VP and Coal Services Manager Chuck Mueller (left) and Sales Representative Matt Bueltel (right) work with Armstrong Coal’s Kenny Allen on equipment and service issues.



“As a country we keep growing and needing more power,” Allen added. “Because it’s going to have to come from somewhere, we’re confident that coal, of which we have a vast supply, is going to be in demand for years to come. We also believe that with industry expertise and good old American know-how, we’re smart enough to figure out how to continue to use it in an environmentally safe manner.”

In fact, Allen says, the industry has already cleaned up a lot — and would like to do more. “Going back to the first Clean Air Act (1976), the use of coal for generation of electricity has increased more than 300 percent, but coal emissions from power plants have decreased more than 56 percent. That’s impressive, but the frustrating thing is that today’s plants, most of which are more than 40 years old, aren’t nearly as efficient as they could be.

“Due to technology improvements, a new plant is more than twice as efficient as an old one, but environmental groups have blocked many new plants from being built,” he noted. “That means, ironically, that they are essentially stopping us from cleaning up the environment.”

Future looks bright

As for Armstrong itself, the company has another mine, the Equality surface mine, ready to start up as soon as final permits are issued. Equality will be Armstrong Coal’s largest mine. The company also has two other mines in the planning stages and has a 1,200-ton-per-hour prep plant ready to open at the Armstrong Dock facility in Centertown as soon as it’s permitted.

“It’s a lot of work but it’s been very exciting,” Allen said of Armstrong Coal. “We’re definitely still growing and still looking for new opportunities. And we’re very proud of what we do. For one thing, we’re providing good jobs to hundreds of people at a time when jobs in this region — or anywhere for that matter — are hard to come by. But beyond jobs, our nation has a long-term energy problem. All of us at Armstrong Coal believe our industry is, and will continue to be, a large part of the solution to that problem, and that’s something we take a lot of pride in.” ■

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MATERIAL HANDLING

SUGAR CREEK SCRAP INC.

Women are leading this third-generation family company, which has increased production tenfold

As the region's leading recycling center, Sugar Creek Scrap Inc. of West Terre Haute, Ind., is outstanding in more ways than one. The third-generation family business has an all-female management team, including President Shirlee Levin, who is following in the footsteps of her late husband, David, and his parents who founded the family scrap business. Levin works alongside her daughter, Elise, who is the company's Scrap Broker, Plant Manager Carol Briggs and Sales Manager Margaret Morton.

Throughout the years, Sugar Creek Scrap has focused on providing outstanding customer service with integrity. To maintain that emphasis, the company has steadily worked to increase production and efficiency. Recently, Briggs and Morton sought out replacements for Sugar Creek Scrap's two aging cable cranes, which increasingly required costly repairs and subsequent downtime. Once the two visited a jobsite to see the SENNEBOGEN 830 R-HD material handler in action, they were sold on it. Working with Brandeis Sales Representative Josh Farmer, Sugar Creek Scrap purchased two of the units for its 23-acre, full-service scrap and recycling facility. The machines are equipped with 56-inch magnets and an interchangeable four-tine grapple.

"We increased our production tenfold with the new SENNEBOGEN machines," reported Morton. "They are very fuel-efficient, easy to maintain and, most important, purpose-built for our application."

Morton and Briggs selected the crawler version of the SENNEBOGEN 830 R-HD rather than the rubber-tire model because of the company's working environment. "We have a very uneven working surface which can be very muddy," noted Briggs. "The crawler-mounted

model with the wide stance and extra weight adds to its stability. It's worked out wonderfully; it was definitely the right way to go."

Excellent visibility

According to Morton the company's operators especially appreciate the distinctive elevating cab on the two SENNEBOGEN 830 R-HD units. "The visibility with our old cable cranes left a lot to be desired," she commented. "Now our operators can see where they place the magnets and grapple, and that cuts down on the potential damage to our trucks and those of our customers. The 360-degree swing allows our operators to see the whole yard and make sure everyone and everything is where it is supposed to be."

In addition to lauding the efficiency and production of Sugar Creek Scrap's SENNEBOGEN machines, Briggs and Morton have nothing but praise for the attention and service they receive from Brandeis Machinery and Josh Farmer. "Brandeis has been a great business partner and has always been there for us. We have a maintenance agreement with Brandeis and they've exceeded our expectations," Briggs said. ■



Carol Briggs,
Plant Manager



Margaret Morton,
Sales Manager



Using a SENNEBOGEN 830 R-HD material handler equipped with a 56-inch magnet, a Sugar Creek Scrap operator works a pile of scrap.

URGENT ACTION NEEDED

ARTBA economist says passing a new surface transportation bill equals second stimulus



William Buechner,
VP for Economics
and Research

A recent article on the American Road & Transportation Builders Association (ARTBA) Web site says delaying passage of a new, six-year federal surface transportation program investment bill could derail the entire stimulus effort to use infrastructure investment to create new jobs.

That's according to ARTBA Vice President for Economics and Research William R. Buechner, Ph.D., the nation's leading transportation construction industry economist. He addressed the issue at a media briefing in Washington where he said stimulus investment will be undercut without near-term action on the federal highway/transit bill. Buechner also said that inaction could have unintended consequences for the economy.

"We learned the hard way over the period 2001 through 2005 that uncertainty about long-term federal investment in state and local highway and transit programs, combined with a national recession and state budget problems, leads to an overall stagnated transportation construction market. Absent congressional action on a long-term surface transportation investment bill this year, the conditions

are again lined up to kill job growth in the construction sector and related industries."

The current surface transportation program authorization, SAFETEA-LU, expired on Sept. 30. Buechner says the June 2009 "Fiscal Survey of the States," conducted by the National Governors Association and the National Association of State Budget Officers, documents the funding problems now facing state transportation departments nationwide. The survey found nearly half of the states have already, or plan to, cut back on their own funding for transportation programs this year or next.

"The only bright spot in the in the transportation construction market this year is the additional federal funding made available to the states and local governments through the American Recovery and Reinvestment Act," Buechner says. "Unfortunately, due to state budget challenges, the stimulus funds are allowing some states to simply maintain their 2008 activity level. In other states, stimulus dollars, at best, are serving to make overall state transportation program cuts less severe."

Buechner said a multiyear investment is essential now. The House Transportation & Infrastructure Committee has proposed legislation that would authorize a \$500 billion federal investment in roads, bridges, transit systems and high-speed rail during the next six years. Buechner says more than a half million jobs would be supported annually with such a plan.

"If Congress is looking for a second stimulus, they need look no further than the highway/transit/high-speed rail program authorization. There is no other bill under development or consideration in the Congress that would stimulate anywhere near the same job growth." ■

ARTBA's William Buechner said delaying a new surface transportation bill could derail the economic stimulus' effort to use infrastructure investment to create new jobs.



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PUSHING THE ACCELERATOR

Construction industry groups urge Congress to speed up passage of new highway bill

Recent reports pointing to motor vehicle crashes and the cost of congestion on the nation's highways underscore what many see as the need for a significant and critical investment in a new surface transportation bill. And proponents of a new bill want it soon, as the current highway funding mechanism expired Sept. 30.

A new highway safety report shows that poor road conditions are the single most lethal contributing factor to motor vehicle crashes, contributing to more than 22,000 highway fatalities each year. That equates to about 53 percent of all deaths on roadways, outnumbering speeding, alcohol or nonuse of seatbelts. According to the study, these crashes cost the country more than \$200 billion each year.

A second study said the cost of congestion topped \$87 billion in 2007, but dropped last year due in part to the recession. The study showed the total amount of wasted fuel was more than 2.6 billion gallons and wasted time totaled 4.2 billion hours. A report from researchers who conducted the study said they expect congestion to increase as the economy rebounds.

Construction industry groups are pointing to the studies as well as other data to push for new comprehensive legislation to replace the current surface transportation bill known as SAFETEA-LU. Passed in 2005, SAFETEA-LU provided more than \$240 billion dollars and was tied to the Highway Trust Fund, which doles out money for transportation projects.

Funding in SAFETEA-LU ran out before its four-year term, and Congress had to pass emergency measures to inject nearly \$15 billion over the past year to keep the Highway Trust Fund afloat. The last such measure was passed in August, at about the same time the House Transportation and Infrastructure Committee proposed a reauthorization of SAFETEA-LU that would invest \$500 billion over the next six years for roads, transit and high-speed rail.

Sooner, rather than later

No action has been taken on the proposed legislation, titled The Surface Transportation Authorization Act of 2009 (STAA). Instead, Transportation Secretary Ray LaHood called for an extension of SAFETEA-LU of up to 18 months, with funding during the interim coming from the current gas tax and a transfer of money from the general fund into the Highway Trust Fund.

The idea behind the extension is to give representatives time to hammer out a bill that would address not only how much money the legislation would need, but how to pay for it as more fuel-efficient cars and public transportation have already and will continue to reduce tax revenues.

Construction industry organizations are pushing for a new bill sooner. So is Rep. James Oberstar, D-Minn., who along with colleague John Mica, R-Fla., introduced the six-year STAA reauthorization legislation.

The most recent federal highway bill, SAFETEA-LU expired Sept. 30, and discussion of a new bill has been tabled. Construction industry groups are calling for a new bill soon.





"In the past, during these periods of multiple short-term extensions of programs, state departments of transportation have slowed investment because of the uncertainty regarding the long-term projects until enactment of the reauthorization act," said Oberstar. "In this time of severe economic recession, the effects of any slowed investment could offset much of the benefits of the increased transportation investment provided under the American Recovery and Reinvestment Act (ARRA)."

Under the ARRA, also known as the stimulus plan, \$27.5 billion was included for highways and bridges as part of an overall \$80 billion infrastructure package. Further legislation this year through the omnibus appropriations bill added another \$40 billion for highway construction in fiscal 2009. These monies are in addition to funds transferred as part of any extension of SAFETEA-LU.

Organization calls for long-term infusion

While all these funding mechanisms will help continue construction projects in the near term, proponents say a long-term view is necessary. Nearly all agree that updating the nation's surface roads and other infrastructure must be accelerated and longlasting.

The National Surface Transportation Infrastructure Financing Commission, a congressional group, recently said that due to underfunding, "Our surface transportation system has deteriorated to such a degree that our safety, economic competitiveness and quality of

life are at risk." It says an infrastructure funding gap between what's available and what's needed will be nearly \$400 billion between 2010 and 2015 and will grow to more than \$2 trillion by 2035 unless dramatic steps are taken to find significant sources of revenue to update infrastructure.

Industry organizations agree a long-term view is critical, not only to updating infrastructure, but to the people who will put it in place. "A six-year bill gives you the projected funding level a contractor needs to justify investments," said Brian Deery, Senior Director of the Highway and Transportation Building Division of the Associated General Contractors (AGC) in a recent Fleet Owner magazine article. "When you realize the least-expensive piece of equipment a highway contractor buys is around \$100,000, with some costing more than \$1 million, you need a stable outlook for business in order to pay for all of that."

Economic analysts seem to agree that a massive infusion of money into surface transportation and other infrastructure will pay huge dividends. According to Mark Zandi, Chief Economist at Moody's Economy.com, every dollar of infrastructure spending returns between \$1.50 and \$1.75 while creating jobs. Ken Simonson, Chief Economist at AGC is also calling for a bigger investment in highways and other infrastructure.

"These bills will deliver both short- and long-term benefits to the American public, while providing desperately needed jobs for construction workers in every state," said Simonson. ■

Construction industry groups want a significant investment in highway construction. U.S. Reps. James Oberstar and John Mica introduced a six-year highway bill, but it has yet to be acted on.

PURPOSE-BUILT MACHINES

Komatsu's waste-handling equipment provides efficient production in tough applications

VYou already know Komatsu is a leading manufacturer of construction and mining equipment. But what you may not know is that Komatsu also makes similar equipment for the waste industry that's designed to be productive and efficient while standing up to the rigors of handling trash, scrap and recycling materials.

Like their construction and mining brethren, waste-specific wheel loaders and dozers feature unique hydraulics, powertrains, frames and components engineered by Komatsu. They're designed to work together for higher production and greater reliability in landfills, transfer stations, scrap yards and other tough applications.

Even in demanding environments, operators remain highly productive. That's because Komatsu waste-handling machines have spacious operator work platforms with controls designed for ease of operation, even in rough conditions. Pressurized, low-noise and low-vibration ROPS/FOPS cabs keep the operator comfortable for better productivity throughout the day. Operator comfort is aided with a two-tier air-filtration system that cleans incoming and recirculated air to keep dust out.

Specifically made for waste transfer stations, Komatsu waste-handling wheel loaders feature guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals.

Because waste machines work in high-dust and high-debris applications, Komatsu beefed them up with additional guarding and other specific features to withstand the elements. All purpose-built loaders and dozers come with rugged guarding to protect components and the machine.

"Being productive and efficient in waste-handling applications is just as important as it is in construction and mining," said Mike Gidaspow, Product Manager Wheel Loaders. "That's why all of Komatsu's purpose-built machines come with features that stand up to the rigors of working in such conditions. Komatsu builds special standard features into its waste-handling loaders, such as fans that automatically reverse direction at a set interval to help keep coolers clean. This interval can be changed, or the operator can push a switch to reverse the fan, overriding the timer."

Komatsu powertrains help keep loader operating costs low

Komatsu's waste-handling wheel loaders were made specifically for waste transfer stations. To protect critical components, each machine — WA250-6, WA320-6, WA380-6, WA430-6 and WA470-6 — has guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals. Additional guarding protects headlights and taillights, the center hinge and the windshield.

On the WA380-6, WA430-6 and WA470-6, operators can select from two working modes: E mode for maximum fuel efficiency in general loading or P mode for maximum power in hard digging or hill climbing. A choice of two buckets, loading or pushing, to match the appropriate application is available as well. Each is made with high-strength steel, a spill guard that allows





excellent visibility and a visual bucket-level indicator. Both accept Komatsu standard bolt-on cutting edges and skid shoes.

"The WA250-6 and WA320-6 waste handlers have several features that further reduce owning and operating costs, specifically hydrostatic transmissions (HST) and variable traction control," noted Gidaspow. "HST allows high tractive effort for quick travel response and aggressive drive into the pile, while the full auto shift eliminates manual gear shifting and kick-down. Operators can control tractive effort to facilitate operation in soft and slippery conditions and eliminate excessive bucket penetration and reduce tire slippage during stockpiling and loading."

Dozers offer powerful push

Lockup torque converters and autoshift transmissions are part of the Komatsu landfill dozer package (D65EX-15SL, D85EX-15SL, D155AX-6SL and D275AX-5SL), which increases efficiency and saves fuel, according to Les Scott, Product Manager Dozers.

"That directly affects owning and operating costs, but only if the dozers can stand up to the challenge of constantly pushing materials that could potentially get into the machine and cause major damage," said Scott.

"That's why our landfill dozers are specially equipped with a chassis-seal package that closes gaps around the chassis where material could enter the engine compartment. We also have final-drive, pivot-shaft and idler-seal guards to help prevent debris from entering the oil-seal areas."

Komatsu protects exposed components with features such as trapezoidal track-shoe holes that minimize debris packing for extended track component life; front and rear striker bars that prevent debris from riding up the tracks and damaging fenders or the chassis; and an engine bottom guard with electric winch to simplify cleaning of the engine compartment.

Each dozer has a powerful engine to push mass amounts of material with the large-capacity blades equipped with trash racks. A landfill counterweight provides additional balance and stability. Scott noted that with a few modifications, landfill dozers could be adapted to work in wood chipping or other high-airborne-debris applications.

"The combination of the trash rack and additional counterweight keeps the tractor's center of gravity in the optimum location for pushing trash," explained Scott. "Operators appreciate that balance and how easy the dozers are to operate. They also like the visibility the machine offers, especially the area around the blade, because they can see the work area without straining."

Keeping maintenance on track

Komatsu engineered its waste machines for reduced maintenance downtime as well. Dozers and loaders have quick-opening doors that allow easy ground-level access to service points, including the radiator and fan for cleaning.

"All our machines come standard with KOMTRAX, so should a major issue arise, the

Lockup torque converters and autoshift transmissions in Komatsu's landfill dozers increase efficiency and save fuel. The dozers also come with additional guarding and other features that prevent debris from affecting performance.

Continued . . .

Unique Komatsu features make the difference

... continued

operator will see it immediately and can take corrective actions,” observed Scott, who noted that KOMTRAX will send an email alert to both the user and the distributor. “That helps reduce potential downtime, and KOMTRAX also

helps users better manage their machinery with information such as hours, machine utilization and maintenance schedules among other items. That’s just as beneficial in waste applications as it is in construction and mining.” ■

Komatsu introduces its Dash-8, purpose-built excavator for waste handling

Dusty, dirty environments create special challenges for heavy equipment, so building a machine to withstand such rigors while still being productive and efficient can be a tall order. Komatsu met the challenge head-on when it crafted its first excavator built specifically for handling waste materials, the PC200LC-8 Waste Spec Arrangement.

“The PC200LC-8 Waste Spec Arrangement fills out our PC200 lineup,” said Product Manager Armando Najera. “We worked extensively with customers in that market to build a machine that will give them better production and lower their owning and operating costs by increasing maintenance intervals so the focus is on getting the job done, not servicing the machine.

“Komatsu focused on a longer radiator clean-out interval,” Najera emphasized. “As an example, depending on the airborne debris levels, a normal machine would need a radiator cleanout every couple of hours compared to a couple of days for the Waste Spec. Service intervals are extended too, so the machine’s uptime is higher. That equates to lower owning and operating costs.”

The PC200LC-8 Waste Spec Arrangement also includes several ways to keep dust and debris from becoming a limiting factor to production. An engine precleaner on the outside of the machine cleans the air before it reaches the filter. A screening package that includes a perforated side door and top screens increases cooling airflow to the radiator while minimizing the size of the airborne materials entering the engine compartment. The perforated hood area reduces air velocity passing through the screens to reduce debris sticking.

Komatsu further made sure the engine stays cool by adding a cooler package with side-by-side, wide-core coolers — radiator, hydraulic oil and charge air — to



Komatsu’s new PC200LC-8 Waste Spec Arrangement is built for the rigors of waste handling in transfer stations, landfills and construction and demolition debris applications. Features such as wide core coolers keep the machine temperature down for better production even in the most severe environments.

help keep air flowing. Combined with the screen package and a faster fan speed, the wide-core coolers keep the temperature in the normal operating range.

“Just like our standard, Heavy-Duty and Thumb Spec models, the Waste Spec has an efficient Tier 3 engine that’s powerful, yet reduces emissions and is fuel-efficient,” said Najera. “It also has a spacious cab that, thanks to the advanced levels of filtration, stays clean and comfortable. That makes a difference, whether the PC200LC-8 Waste Spec Arrangement is working in a traditional open-air landfill, inside in a waste transfer station where it can be very dusty and hot, or in a construction and demolition debris application. It has the goods to handle any of those situations and more.” ■



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NEW PRODUCTS

POWERFUL NEW DOZER

New Komatsu D375A-6 has most horsepower in small mining dozer class

With the introduction of the new D375A-6, Komatsu has the most powerful machine in the small mining dozer class. Why is that important? Because it's what mining customers wanted from the dozer.

"About three years ago, we started conducting extensive face-to-face surveys and interviews with mining customers throughout North America," explained Rich Smith, Komatsu Product Manager-Mechanical Drive Equipment. "We went to all types of mines from Canada, Wyoming and Utah to Kentucky, West Virginia, Alabama and Texas — wherever companies were using dozers in the 70- to 80-ton class. We wanted to know what operators, equipment managers and

others thought of our D375A-5, and what they would do to improve it."

Komatsu learned dozer users liked the D375A-5 for its reliability, durability and comfort — but they wanted more power and productivity. So Komatsu designers and engineers went back to the drawing board and came up with the new D375A-6, which has 14 percent more horsepower than the previous model (610 horsepower compared to 525 horsepower in the Dash-5 version),

Continued . . .

Brief Specs on Komatsu D375A-6 Dozer

Model	Net hp	Operating Weight	Blade Capacity
D375A-6	610 hp	157,940 lbs.	28.8 cu. yd.
D375A-5	525 hp	148,382 lbs.	28.8 cu. yd.



Rich Smith,
Komatsu Product
Manager



Jackie Haney,
Komatsu Product
Marketing Manager



For more information
on the new D375A-6 —
and to see video of the
machine in action — go
to www.videocpi.com

At the request of customers throughout North America, Komatsu designed and built the new D375A-6 with more horsepower than both the previous Komatsu model and the top competitive machine in the small mining dozer class.



D375A-6 delivers power and versatility

... continued

and 5 percent more horsepower than its top competitor.

"It's a bigger, stronger, more powerful machine — period," said Smith. "In addition to the horsepower boost, its operating weight is almost 158,000 pounds, about 6 percent heavier than the D375A-5. We also gave it new hydraulics, based on the same system that's in Komatsu's world-renowned hydraulic excavators, to reduce parasitic horsepower loss. We also changed the blade profile to improve digging, carrying capacity and dozing efficiency. The end result is a machine that's not only more powerful, but also more productive."

Mining specs and more

Beyond the power boost, new hydraulics and a more productive blade profile, the new D375A-6 has a number of other standard features that improve machine performance.

In addition to having 14 percent more horsepower, the new D375A-6 offers excellent visibility and numerous mining specs as standard features, all of which contribute to substantially greater productivity.



These include:

- A large (seven-inch), multifunction LCD color monitor with self-diagnostic functions;
- VHMS, Komatsu's Vehicle Health Monitoring System for remote machine condition and operation evaluation;
- Numerous mining specs — from high-mounted headlights and centralized grease points to fast fuel fill and a maintenance service center;
- An automatic engine and lockup torque converter for excellent fuel efficiency.

"We have both power and economy work modes on the D375A-6, along with an eco-gauge on the monitor which lets the operator know when the machine is working in the most fuel-efficient manner," pointed out Product Marketing Manager Jackie Haney. "For example, in a slot-dozing application or something similar, the operator will use the full power (P) mode. Even in P mode, the D375A-6 uses 3 percent less fuel than the top competitor. But in a lighter application, the operator can drop down to the economy (E) mode, which will use 8 percent less fuel than the other brand. With the high cost of fuel, the eco-gauge is a tool that can help save owners a lot of money."

Not only is the D375A-6 more powerful and more fuel-efficient than its top competitor, Komatsu says when pushing a load, it also has faster travel speeds and faster cycle times, which mean greater production.

"With all it brings to the table, we believe the D375A-6 is the most versatile mining dozer in the marketplace, capable of almost limitless applications, and in many ways is the future of the mining dozer," said Smith. "We hope anybody who's in the market for this size of dozer will try the D375A-6 and discover the Komatsu difference for themselves."

For more information on how the D375A-6 can improve your operating performance in mining, quarry or heavy construction applications, call your sales representative or our nearest branch location. You can also go to www.videocpi to see video of the dozer in action. ■





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PRODUCT IMPROVEMENT

NEW WA150-6 WHEEL LOADER

Improvements to 98-hp loader provide better productivity with increased fuel economy



Mike Gidaspow,
Product Manager,
Wheel Loaders

If good things come in small packages, the new Komatsu WA150-6 wheel loader is proof that adage is true. Featuring increased loading power, performance, efficiency and operator comfort, the 98-horsepower loader is ideal for utility, construction and agricultural applications, among others.

According to Mike Gidaspow, Komatsu Product Manager, Wheel Loaders, the WA150-6 has more horsepower than its predecessor, while offering better fuel economy and lower emissions.

In addition to the efficient, Tier 3-compliant engine, the WA150-6 incorporates a hydrostatic transmission (HST) that allocates only as much power as is needed for a given application while responding smoothly and quickly to varying job conditions. It automatically adjusts tractive effort so the operator gets quick travel response as well as aggressive drive into the pile.

For more information about the WA150-6 wheel loader, contact your sales representative or your nearest branch location, or visit www.komatsuamerica.com.

The variable traction control function reduces tractive effort, virtually eliminating excessive bucket penetration and controlling tire slippage in wet and soft ground conditions. An S mode traction setting provides optimum driving force for operation on slippery surfaces, including snow removal on snow-covered surfaces. Having control over the loader's tractive effort helps the operator to be more productive and reduces tire wear.

"Komatsu gave the WA150-6 many of the standard upgrades it added to its other smaller construction wheel loaders — the WA200-6, WA250-6 and WA320-6," said Mike Gidaspow, Product Manager, Wheel Loaders. "It's an excellent fit for anyone needing a little more horsepower than our largest utility loaders. Similar to our other Dash-6 loaders, the WA150-6 is versatile, agile and offers efficiency without sacrificing power or production."

The operator also can easily see and control the load from the newly designed low-noise and low-vibration cab that has a wide pillarless windshield and a low-effort multifunction mono lever Pressure Proportion Control (PPC) system. The PPC system has a forward, neutral and reverse control switch for smooth and easy directional changes.

Lower maintenance costs

"Like all other new wheel loaders, the WA150-6 comes with the latest KOMTRAX technology that provides vital information such as fuel consumption, operating hours, working hours and alerts to help owners stay on top of maintenance schedules for maximum reliability and availability," said Gidaspow. "All these new features will help lower owning and operating costs and put more money in the owner's pocket." ■

Brief Specs on Komatsu WA150-6 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity	Breakout Force
WA150-6	98 hp	17,262-17,450 lbs.	1.7-2.2 cu.yd.	14,400-17,600 lbs.

Komatsu's new WA150-6 offers benefits such as more horsepower, better productivity and increased fuel efficiency compared to its predecessor.



UTILITY PRODUCTS

"A GOOD FIT"

New Komatsu WA50-6 utility wheel loader offers big production features in small package

There are times when smaller is better. That's the case with Komatsu's new WA50-6 wheel loader, which offers powerful versatility with a minimal footprint. It allows operators to work in tight quarters, such as small construction and landscaping projects where space is at a premium.

The WA50-6 also provides the production needed in open areas, such as backfilling a trench or stockpiling and loading materials in a small quarry, landscaping yard or other applications.

"Any contractor looking for a wheel loader that offers versatility in a variety of settings will find the WA50-6 a good fit," said Robert Beesley, Product Manager for Komatsu Utility Marketing Division. "Like all Komatsu products, it offers the benefits of high production with an efficient engine that helps lower the user's cost per yard."

Features include three-mode traction control that lets the operator choose the best one to fit the application. The P mode provides maximum rimpull for grading and excavating applications, while the N mode is for normal/moderate loading and carrying. The S mode virtually eliminates wheel slip for better performance in mud, snow and other soft or slick conditions.

To maximize productivity, the WA50-6 has an electric auto-leveler for the bucket and a floor-mounted inching pedal that allows operators to ease their way to a truck or trench. Rear-axle oscillation and a wraparound counterweight provide excellent stability and grading performance.

"Komatsu designed the WA50-6 for excellent operator visibility," noted Beesley. "The 'Delta Boom' loader design gives him a clear view of the work area, so even in tight quarters he can see obstructions and more easily avoid them."

A valuable tool

In addition to a better view, operators have a large walk-through work platform with an adjustable suspension seat. The WA50-6 has a standard two-post ROPS/FOPS canopy and offers an optional pillarless cab with front and rear glass.

"Like other new Komatsu products, it comes standard with KOMTRAX, so owners, operators and maintenance personnel can stay on top of scheduled maintenance and performance trends," said Beesley. "That, along with other productive features makes the WA50-6 a valuable tool for anyone who needs a small loader that can do a variety of jobs efficiently." ■

Komatsu's WA50-6 fits a variety of applications, including landscaping, small construction projects and small quarries.



Robert Beesley,
Product Manager

Brief Specs on Komatsu WA50-6

Model
WA50-6

Net Horsepower
38.6 hp

Operating Weight
8,100-8,430 lbs.

Bucket Capacity
0.78 cu. yds.





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A BALANCING ACT

Komatsu VP of Parts says Komatsu is committed to efficiently supporting new and older machines

QUESTION: What is Komatsu currently doing to ensure parts availability?

ANSWER: Several things, most notably working closely with our distributors and customers to know what machines are in the field and what needs to be on the shelves to support them. In the past several years, we've upped our parts presence in North America by building eight regional parts depots to complement our main hub in Ripley, Tenn. They're strategically located to get parts to our distributor shelves quickly and efficiently. We have dedicated and continuous nightly trucking routes between Ripley, our regional parts depots and our distributor locations. The system helps us have a nearly 99-percent fill rate on next-day delivery on most parts and emergency orders. Plus, our distributors always have common wear parts and filters in stock, with additional parts on hand based on the number of machines and models they have in their area.

Another way we're ensuring the right parts are in the right place is by working with our KOMTRAX remote machining-monitoring team. Nearly all new Komatsu machines have KOMTRAX as standard equipment, and that allows us to monitor those machines' hours and service intervals. It's given us valuable data that we can use to schedule shipments and have necessary parts to distributor locations ahead of time, often without them ever having to contact us. So, if customers want to do service work themselves, all they have to do is contact the branch or stop in and pick those parts up. It's very efficient.

QUESTION: How else is technology playing a role in parts?

ANSWER: With KOMTRAX, our monitoring team knows if an error code pops up on

Continued . . .



Frank Pagura,
Vice President of Parts

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.

Frank Pagura has been Vice President of Parts at Komatsu since December 2005, after serving as Parts Planning and Coordination Manager, a position he took when he first joined Komatsu in 2004.

He grew up in Yonkers, N.Y., graduated from the U.S. Naval Academy and was an active-duty officer in the Navy for six years. Following his time in the service, Pagura worked for an offshore drilling equipment manufacturer. He was a manager in parts purchasing and parts planning with the company.

Pagura says putting an inventory of parts together to support the varied lines of Komatsu equipment available is a balancing act.

"On one hand, because Komatsu equipment is built to last, there are numerous older machines in the marketplace. On the other, Komatsu is always developing and designing new lines of equipment. On the parts side, we have to be able to support both. We do that by working closely with research and development, our distributors and our customers to ensure we have the parts necessary to fulfill customer needs efficiently."

Pagura does a balancing act with his time as well, devoting time outside of work to his family, which includes wife, Trina, and their daughters Aimee and Abigail.

Komatsu parts — an investment in quality

... continued

a machine right away — often before the user even knows about it — and alerts the distributor. The distributor's service department can then dispatch a technician to the site where the machine is located. Because we know the error code, the distributor can tell the technician what to look for, and if parts

are needed, the technician can swing into the nearest branch and pick up the part if he doesn't already have it. That avoids having to go to the machine and diagnose it first before possibly returning to get parts to make the repair.

Most technicians already carry a laptop computer to use for diagnostics. Now, we're loading them with valuable information regarding repairs, including the parts manuals for all Komatsu machines. If something comes up in the field, the technician can look up the machine model on the computer. If parts are needed, he can check availability at the distributor, regional depot and main hub at Ripley, and order genuine OEM parts.

QUESTION: Why use genuine Komatsu OEM parts?

ANSWER: The customer has made a significant investment in his equipment, and doesn't want to jeopardize that. Komatsu machines are engineered to the highest quality with components made specifically for our machinery. While customers may be able to find less-expensive "gray-market" parts, they run the risk of those not fitting or performing properly in Komatsu equipment. While they may save a little money up front, it could cost them more in the long run in downtime and money due to a catastrophic failure. Using properly installed OEM components that are warranted by Komatsu gives users peace of mind in knowing they've further invested in Komatsu quality.

QUESTION: What are you doing from the parts side to prepare for future machinery needs?

ANSWER: While having new machinery is exciting, it would be far less appealing to the customer if the support for it wasn't in place. That's why from the beginning of development on all new Komatsu machinery, the parts division is involved. No machinery goes onto the market without us having the necessary components in place to back it up. The challenge is to not only stock up for new models, but also to continue to keep a supply on hand to support the numerous older Komatsu machines that continue to run well into the thousands of hours. It's a balancing act, but one we've become very adept at. ■



Using the KOMTRAX remote machine-monitoring system, Komatsu is able to track new machines in the field and take a proactive approach to ensuring parts are on distributor shelves when customers need them to make repairs and do routine services.

Each of Komatsu's eight regional parts depots carries a vast inventory of common wear parts and filters, as well as other parts to fulfill emergency orders. That's helped Komatsu have a nearly 99-percent fill rate on next-day orders.



Eight regional parts depots, such as this one in Las Vegas, are strategically located throughout North America to ensure parts get to Komatsu distributors and customers efficiently.



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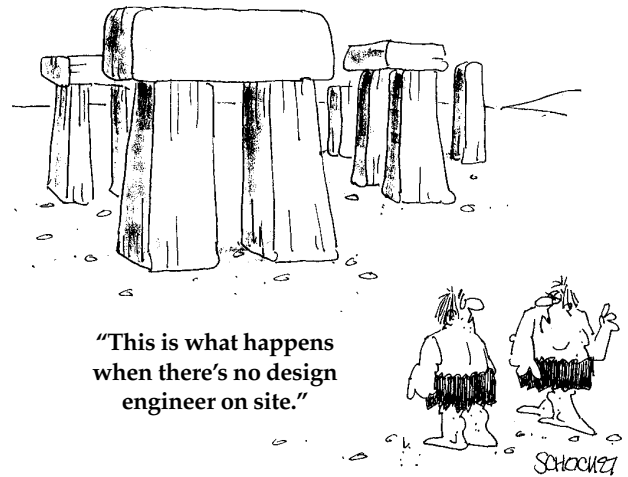
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SIDE TRACKS

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Did you know...

- Pound for pound, the silk that is produced by spiders is stronger than steel.
- The United States is the top producer of cheese in the world, with Wisconsin and California leading the states in production.
- Ninety-nine percent of pumpkins sold in the United States are for the sole purpose of decoration.
- It takes 12 honeybees to make one teaspoon of honey.
- Thirty to 40 gallons of sugar maple sap must be boiled down to make just one gallon of maple syrup.
- Istanbul, Turkey is the only city in the world located on two continents.
- It takes approximately 12 years for Jupiter to orbit the sun.
- A person uses approximately fifty-seven sheets of toilet paper each day.
- The only king without a moustache in a deck of cards is the king of hearts.
- There is enough concrete in the Hoover Dam to pave a two lane highway from San Francisco to New York.

Brain Teasers

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

1. CHARULDISY _____
2. THOPRESIWF _____
3. STINOTCRUON _____
4. DURELIB _____
5. RONRCOTACST _____
6. KARTC _____

SAFETY ECONOMICS

Ten-year data shows “collaborative approach” significantly lowers incident numbers

Recent data shows America’s construction industry is safer than ever, highlighted by a 47-percent drop in fatality rates nationwide since 1998. At that time, a federal construction safety program focusing on a “collaborative safety approach” was put in place.

Known as Collaborative Safety Management, the collaborative approach is designed to make *everyone* responsible for jobsite safety, with construction workers watching out for and addressing safety violations. It replaced old thinking, which had federal and state safety inspectors searching for violations.

Data used in the analysis came from the U.S. Bureau of Labor Statistics and reflected OSHA total case incidence rates for the construction industry; OSHA days away from work (lost workday) incidence rates for the construction industry; total number of fatalities for the construction industry; total construction spending; construction fatality rate per \$1 billion invested in construction; annual average employment for the construction industry; and construction fatality rate per 100,000 workers.

At an event to release the data, Associated General Contractors (AGC) representatives noted there were 1.7 fatalities for every billion dollars invested in construction in 1998. Today, that number is .9, a 47-percent drop. Relative to the size of the construction work force, the fatality rate dropped from 12.9 to 9.6 per 100,000 construction workers from 2000 to 2008, a 25-percent decline.

Dramatic safety improvement

Further analysis showed a 38-percent drop in recordable safety incidents. “The

collaborative safety approach represented a significant shift in federal oversight when it was first introduced,” said the AGC. “The approach creates incentives for companies to find and fix safety problems before incidents occur, while maintaining strong penalties for companies that let safety problems lag until someone is hurt.”

According to the AGC, while the value and size of the construction market grew significantly during the time data was collected, the number of construction fatalities declined from 1,171 in 1998 to less than 1,000 eight years later, a 17-percent drop. Additionally, the construction safety incidence rate fell from 8.8 per 100 to 5.4, while the rate of injured construction workers missing work declined 42 percent from 3.3 per 100 to 1.9. ■

A collaborative safety approach makes everyone responsible for jobsite safety, with construction workers watching out for and addressing safety violations.





*Please send us
your questions
& comments...*

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to SolutionsEditor@constpub.com

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: *We've gained some jobs under the economic stimulus package, which means we'll soon be starting some equipment that's been sitting idle. Are there any special considerations?*

ANSWER: A thorough inspection before startup is highly recommended. One of the service technicians from Brandeis can do it for you. They are thoroughly trained to inspect machinery and spot potential issues that can often be overlooked. In the long run, that can save you from a breakdown that could cost you much more in downtime. Before starting, ensure all fluids are filled and appropriate for your environment. For example, in winter, you may need special fluids designed for colder temperatures than you would in the spring or summer. Check connections and systems such as the undercarriage for wear. If there are issues, make sure they're resolved before putting the machine on the job.

QUESTION: *I'm in the market for new equipment. What's the best way to compare Komatsu with the competition?*

ANSWER: A simple way is to visit www.komatsuamerica.com. There you can click on our Competitive Comparison link, a new feature to Komatsu's Web site as of this

past summer, and see Komatsu machine information side-by-side with the competition. You'll find information such as horsepower, operating weight, bucket capacity and a whole host of other features. But don't go just by the charts. Visit the nearest Brandeis location and learn about the machines first hand. Once you take in all the information, you'll see why we believe Komatsu is the best value in construction, utility, mining, and other types of specialty equipment.

COMMENTS & REPLIES

COMMENT: *Thanks for the article in the last issue about putting together a winning bid. I picked up some helpful tips and have already used them successfully.*

REPLY: We're glad to hear that. Many projects have been funded through the stimulus plan, and more are scheduled throughout the next year as the plan ramps up. Many of the projects have come in below engineers' estimates, and with the savings, additional projects will be funded. That means more opportunities to apply the tips. And we hope there are even more opportunities in the near future with passage of highway and infrastructure legislation. Those projects will benefit the industry and the overall economy while repairing and upgrading vital infrastructure. ■

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There's no comparison. Gorman-Rupp delivers the biggest, broadest pump line in the business. On construction and sewage bypass jobs with tricky intermittent flow, a Gorman-Rupp pump easily handles solids up to 6" in diameter. Get your hands on a Gorman-Rupp, the world's undisputed standard in prime-assist performance.





BRANDEIS USED EQUIPMENT SPECIALS



2005 Komatsu HM400-1,
BT8814, 5,820 hours
\$155,000



2008 Komatsu Forest 890.3,
#23983, 1,881 hours
\$275,000

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



2004 Komatsu PC228USLC-3N,
BT8N04, 4,381 hours
\$63,000



2003 Komatsu WA500-3LK,
BP9019, 12,039 hours
\$117,000

ARTICULATED HAUL TRUCKS

2005 Komatsu HM400-1, BT8814, 5,820 hours\$155,000

2006 Komatsu HM400-1, BT8812, 3,505 hours\$280,000

CRANE

1980 Grove TMS250A (25-ton truck crane), BT9001, 4,780 hours
.....P.O.R.

DOZERS

2006 Komatsu D37EX-21A, BT8012, 519 hours\$75,000

2004 Komatsu D39PX-21, PT19523-1, 3,200 hours.....\$29,000

2006 Komatsu D41E-6, U24586, 934 hours.....\$75,000

2004 Komatsu D65EX-15, PTC5151-1, 4,074 hours.....\$79,000

EXCAVATORS

1996 Deere 892E XL, PT24921, 5,985 hours\$39,900

2008 Komatsu PC160LC-7EO, BT9402, 344 hours\$116,000

2004 Komatsu PC228USLC-3N, BT8N04, 4,381 hours\$63,000

2005 Komatsu PC35MR-2, PT20385-1, 1,070 hours\$19,000

2006 Komatsu PC35MR-2, U21737-1, 650 hours\$25,950

2006 Komatsu PC400LC-7EO, PT22435, 2,380 hours.....\$139,000

2005 Komatsu PC78MR-6, U20387-2, 759 hours\$61,000

FORESTRY

2005 Prentice 210E, PT24890, 989 hours.....\$69,900

2008 Deere 335C, PT24977, 1,213 hours.....\$79,000

2008 Komatsu Forest 890.3, #23983, 1,881 hours.....\$275,000

PAVER

1999 Blaw-Knox PF-150, PT23237, 4 hours.....\$99,900

SERVICE TRUCK

1999 Freightliner FL60, VLD 631, 200,000 hours.....\$27,000

WHEEL LOADER

2003 Komatsu WA500-3LK, BP9019, 12,039 hours.....\$117,000

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