



**focusing on**

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# Solutions



A publication for and about Brandeis Machinery & Supply Company customers

## LICKING RIVER RESOURCES

Division of  
U.S. Coal Corporation  
is remining properties  
in central Appalachia

See article inside . . .



Steve Blevins,  
Manager of  
Engineering



Scott Sturgill,  
Mining  
Superintendent

**KOMATSU®**

# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Leading the way  
with innovative  
machinery and  
technology**



Dear Valued Customer:

We know that when new engine emissions standards are introduced, the last thing on many of your minds is the research and technology that went into complying with those standards. Your concern likely is the performance of that new machine compared to your "old reliable" Komatsu equipment.

Rest assured, Komatsu and our other lines of quality manufacturers have it taken care of. While you might not be thinking about interim Tier 4 machines, this issue of your *Focusing on Solutions* magazine has some good product- and service/ support-related articles that point out how our manufacturers met the standards without hurting, and in many cases improving, your bottom line when it comes to moving materials.

After all, that's what it's all about. You expect maximum performance and minimum downtime. That's why Komatsu continues to take steps to ensure you meet your important scheduled maintenance intervals with machine features such as KOMTRAX. New interim Tier 4 machines have KOMTRAX 4.0, which monitors new components designed to reduce emissions.

I encourage you to read the articles on KOMTRAX 4.0 and Komatsu CARE and some of the machines they apply to, including the new PC490LC-10 excavator and WA380-7 loader. I believe you'll see why Komatsu is the leader in innovation.

As always, we're here to help you in any way we can. Don't hesitate to call us with any questions or concerns.

Sincerely,  
BRANDEIS MACHINERY & SUPPLY COMPANY

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

Gene Snowden, Jr.  
President and Chief Operating Officer





## IN THIS ISSUE

### LICKING RIVER RESOURCES

Find out how this division of U.S. Coal is successfully remining old coal mine properties in central Appalachia.

### GUEST OPINION

Read more about AGC Chief Executive Officer Stephen Sandherr's caution to Congress on an executive order that would affect contractor contributions to political campaigns.

### PROJECT MANAGEMENT

Learn how a pre-excavation meeting is the best way to ensure a project gets started on the right foot.

### PRODUCT IMPROVEMENT

See how Komatsu's new WA380-7 interim Tier 4 wheel loader delivers a load of productive features.

### PRODUCT ENHANCEMENT

Discover what Komatsu did to enhance power and performance of its new PC490LC-10 interim Tier 4 excavator while lowering emissions.

### INDUSTRY FIRSTS

Check out, an innovative new program that provides complimentary maintenance for Komatsu Tier 4 machines.

### TECHNOLOGY INNOVATION

Find out how KOMTRAX can help you comply with new emissions standards and monitor a number of other important machine functions.

### KOMATSU & YOU

Mike Ueno, Komatsu Executive Vice President & Chief Technical Officer discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics.



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# LICKING RIVER RESOURCES

## Division of U.S. Coal Corporation is remining properties in central Appalachia



Steve Blevins,  
Manager of  
Engineering



Scott Sturgill,  
Mining  
Superintendent

For much of the 20th century, coal mining was commonplace throughout central Appalachia. But due to the limitations of the equipment and techniques available at the time, a large amount of coal was left in the ground when the mines closed. Fast forward to the 21st century and you find some mining companies reopening those old properties. Today, they have the ability to economically and ecologically mine that tough-to-get coal that was left behind.

One such company, Licking River Resources, headquartered in West Liberty, Ky., has one underground and two surface mine properties, most of which were mined previously, located near Salyersville in Magoffin and Breathitt counties. Licking River produced its first ton of coal in February 2004. Lexington-based U.S. Coal Corporation acquired Licking River in January 2007 (it also acquired JAD Coal in 2008).

"The industry has gotten much better at recovery," observed Licking River Resources

Manager of Engineering Steve Blevins. "Machines are larger and more efficient. Technology has improved. Those factors plus, of course, strong demand for energy-related products mean we're now able to go back onto previously mined properties and cost-effectively mine the thinner seams that remain."

"For example, there are places today where we'll move as much as 125 feet of rock to get to five feet of coal," said Licking River Resources Mining Superintendent Scott Sturgill. "We wouldn't want to do that day-in and day-out, but we'll mine up to a 30-1 ratio if that will get us to a 5-1 ratio."

"It's also important to note that now, not only are we able to remine these properties from a cost standpoint, but we're also able to do it in an environmentally acceptable manner," he added. "Protecting the environment is a prime concern for everybody at Licking River. When we show our operations to people who've heard horror stories about surface mining, they can't believe it. They see the wildlife — elk, deer and turkey — along with cattle and horses grazing on our property. They see our reclamation efforts and it's obvious that the land looks better than it did before we mined it, and it's far more useful for any type of future development."

### **An experienced, professional work force**

When Licking River first reopened the mines, it contracted out mining operations. That continued for two years under U.S. Coal, but in 2009, Licking River started doing its own mining at the properties.

"In the beginning, it made sense to contract out the mining because Licking River at the time was basically just a group of guys who put together some leases and permits," said Blevins. "When

Reclamation efforts at Licking River Resources (a division of U.S. Coal) have turned mined areas in Magoffin and Breathitt counties into green spaces.







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U.S. Coal got involved, there was a desire to grow, so having its own work force do the work was the way to go."

Today, Licking River Resources employs about 130 people. Licking River President John Collins recently became CEO of U.S. Coal. Kenneth Whitts is VP of Operations. This year, Licking River will produce about 1.5 million tons of coal.

"When Licking River decided to do its own mining rather than contract it out, many mining companies in the area were idle," said Sturgill. "As a result, we got to pick and choose from a number of experienced miners. Bottom line, we ended up with really good operators. We try to treat everybody well and because of that, we've been able to keep most of our guys even as other mines have reopened."

### **Productive, reliable equipment**

In addition to having a top-flight work force, Licking River requires quality equipment to run a cost-effective mining operation. The company turned to Brandeis Machinery & Supply for a Komatsu D475 dozer, four Komatsu HD1500-7 (150-ton) haul trucks, and half a dozen Atlas Copco DM45 rock drills.

*Continued . . .*



(Above) This Licking River Resources operator uses the company's Komatsu D475 dozer to push overburden at the company's Diablo West pit near Salyersville, Ky. The company is remining old properties using new equipment and technologies to reach coal seams such as this one (left).

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Licking River Resources uses four Komatsu HD1500 (150-ton) trucks to haul overburden from the pits. "The trucks have been great," said Mining Superintendent Scott Sturgill. "They climb well, they're fast and they've been very reliable."



# Licking River Resources looks to grow

... continued

"Drills were my first experience with Brandeis," recalled Blevins. "I got into the mining industry straight out of the University of Kentucky in 1981. Nearly all of the drills I've been around have been Atlas Copco. I had a good history with the product, plus the contractor who was here used Atlas Copco, so we were very confident the drills would perform well, and they have."

"As for the Komatsu products, we got the trucks first, and they turned out to be great trucks with excellent uptime," he added. "Because that was a good experience, we decided to take a look at the D475 when we needed a mining dozer."

To see a D475 dozer (890 hp and 45 cubic yards) at work, Brandeis Sales Rep Mike Elswick

took Blevins and Sturgill to a mine in western Kentucky.

"It looked like a good pusher, plus the superintendent and operators we talked to were well-pleased with it, so we decided to buy one," said Sturgill. "We got it in January and it's been a good dozer. It's a major production machine for us. We use it two shifts a day, seven days a week, and when it's on the job, we need it to be working. We want uptime in the high 90th percentile, and since we got the initial bugs worked out, I'd say we're right around there."

"Beyond the machines themselves, Brandeis does a great job for us and is an excellent partner," added Blevins. "Mike keeps us well informed about equipment, and the Stanville branch in general helps us out with anything we need. We have our own crew of mechanics, but we count on Brandeis to advise them regarding our Komatsu and Atlas Copco equipment. We also look to Brandeis for warranty work and to have the parts we need to stay up and running, and they do well on both counts."

## Growth opportunities

In the U.S., nearly 50 percent of all electricity that's produced comes from coal-fired power plants. Central Appalachia is known for producing high-quality, mid- to low-sulfur coal in the range of 12,000 BTU.

"We're proud of our mining heritage, proud of the quality of our coal and proud of coal's place in reducing our dependence on foreign sources of energy," said Blevins. "Despite ever-increasing regulations, we're still here — and it's because we're needed. We're a resilient industry."

As for Licking River Resources specifically, both Blevins and Sturgill say the company is growing.

"We believe we have a good future here," predicted Blevins. "We're well-positioned in the industry to work through any issues that arise, and we're aggressively seeking opportunities to expand."

"I would say we're in the infancy stage of what we plan to be in the next five years or so," Sturgill added. "Down the road, I think we could have as many as another five additional jobs going in this area." ■

Licking River Resources  
Manager of Engineering  
Steve Blevins (left)  
works with Brandeis  
Machinery's Mike Elswick  
on equipment needs.  
"Brandeis is an excellent  
partner," said Blevins.



Licking River Resources owns half a dozen Atlas Copco (formerly Ingersoll-Rand) DM45 rock drills. "As far as I'm concerned, Atlas-Copco drills are the industry standard," said Mining Superintendent Scott Sturgill. "I don't want any other drill on a job that I'm running."



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# BLURRING THE LINE

## AGC chief cautions executive order could punish contractors based on political views



Stephen Sandherr,  
AGC Chief  
Executive Officer

A draft executive order that would force government contractors to disclose all political contributions would make it too easy for political appointees to punish contractors for their political views or to coerce contributions from firms, officials with the Associated General Contractors of America warned in testimony submitted to Congress.

"The process outlined in the draft executive order would make it much easier for government officials to use the political activities of government contractors as a factor when awarding contracts," noted Stephen E. Sandherr, the association's Chief Executive Officer. His testimony was submitted to a hearing held jointly between the House Committee on Oversight and Government Reform and the Committee on Small Business. "This order actually introduces, instead of excludes, politics from government contracting."

AGC Chief Executive Officer Stephen Sandherr says the President's draft executive order requiring government contractors to disclose all political contributions creates a mechanism for enforcing a political litmus test and would undermine the credibility of the current federal procurement process.

Sandherr, who raised similar concerns in a letter he sent directly to President Obama, said that the proposed executive order, titled "Disclosure of Political Spending by Government Contractors," is unnecessary. He noted that there is no evidence to indicate that political contributions are influencing the award of federal contracts. And he added that contractors are already required to disclose the vast majority of political spending.

While the ostensible purpose of the executive order is to ensure contracting decisions are based on merit and best value, Sandherr cautioned that it would actually, "create the mechanism for enforcing a political litmus test on government contractors rather than prohibit the consideration of political contributions." He warned that the rule, once finalized, would actually undermine the credibility of the current federal procurement process.

Sandherr also questioned the political motives of the order, noting it does not apply to many special-interest groups that currently seek federal funding, grants or favorable regulatory and administrative rulings. The construction official noted, for example, that federal employee unions, which negotiate contracts worth many times the value of most government contracts, would not be required to disclose their political spending.

"The fact that the President seems unwilling to hold unions to the same standard as employers makes the intent of this draft order, at best, questionable," Sandherr said. "This rule makes it look like the administration is more interested in punishing political opponents and propping up political allies than protecting public taxpayers." ■





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# AFTER WINNING THE BID

## Ensure a project gets started on the right foot with a pre-excavation meeting

Since the time you received the bid package, you knew this was a project you wanted to do, so you turned your bid in. With nervous anticipation, you watch as the bid envelopes are opened, revealing the prices construction companies put on paper in an effort to gain a governmental or private project. Either way, you did everything you could to put together a good price and you won the bid.

Once you've celebrated the win, reality sets in. Are you really ready to do the job? You can alleviate some of that anxiety by quickly scheduling a pre-excavation meeting.

The pre-excavation meeting is designed to get everyone involved in the project together to discuss the work again with an eye toward

details, such as potential site issues or conditions that may have changed since the bidding process began. For example, what if there was demolition on the site as part of a separate contract before your work is to begin? If there's debris left, who's responsible for cleaning it up?

### Communication is invaluable

That's just one of many potential questions that should be asked and answered before you put a bucket in the ground or a dozer blade to the topsoil.

"The more stakeholders who attend, the better, and the more information shared about a particular jobsite the better," said Eben Wyman, Vice President of Governmental Relations for the National Utility Contractors Association (NUCA) in the Solutions at Work article, "Proceeding as Planned." "Excavators, locators, project owners, one-call representatives and all underground-facility representatives should attend."

If possible, the meeting should take place at the jobsite as all involved get a firsthand look at the site again, noting any changes that may have occurred since the project went out for bid.

"The meeting will facilitate communications, coordinate the marking with actual excavation, and assure identification of high-priority facilities," according to a best-practices manual from Common Ground Alliance, an industry group that promotes safe underground excavations. "An on-site, pre-excavation meeting with the excavator, the facility owners/operators and locators (where applicable) is recommended on major and large projects. This includes road, sewer, water, or other projects that cover a large area, progress from one area to the next, or are located near

A pre-excavation meeting brings together the main players involved in a project to ensure it starts off on the right foot. The meeting outlines several key responsibilities of each individual and company.







Before putting that blade to the dirt, you should have a pre-excavation meeting that covers a variety of important topics, such as staging of equipment, establishment of working hours and emergency contact information.

critical or high-priority facilities. Such facilities include, but are not limited to, high-pressure gas, high-voltage electric, fiber-optic communication, and major pipe or water lines.”

NUCA’s Wyman says the communication is invaluable. “The foundation of damage prevention is participation and communication by all stakeholders. Getting everybody together to talk about specific excavations promotes shared responsibility in damage prevention.”

### **“Competent person” critical**

One key individual from your company who should attend the pre-excavation meeting is your designated “competent person.” Required by OSHA, the competent person is key to safety on the jobsite. According to the Solutions at Work magazine article, the competent person must meet two important criteria.

- He or she must be capable of identifying existing and predictable hazards at the jobsite and should be trained and experienced in pre-excavation planning, soil typing, protective systems, excavation safety and fall protection.
- He or she must have the authority to take prompt corrective measures to eliminate

identified hazards; meaning the person in charge of safety must have a leadership position.

“The designated competent person should bring to the pre-excavation meeting a plan that includes a diagram or sketch of the area where the work is to be done; the projected depth of excavation; the projected water table; the soil types to be encountered; the planned method for shoring; and the location of utilities and their shutoffs,” noted the article.

### **Use a checklist for guidance**

One way to ensure critical items are covered is by filling out a checklist. Every company generally has its own, but there should be some consistency to checklists. In a QualifiedRemodeler.com article, one company highlighted six main areas it looks at on a preconstruction checklist. While the list was designed for a home-remodeling project, much of it applies to an excavation site as well. Included, but not limited to, are:

- An introduction that lists everyone involved and describes their roles in the project;

*Continued . . .*



# Use meeting to focus on safety, preventing errors

... continued

## Call before you dig to avoid costly mistakes

It's been said numerous times: Call before you dig. There's even an easy-to-remember number: 811. Yet, each year, people who didn't take the time to dial ahead hit thousands of utility lines.

The intent of the 811 call line is to provide a single number where those performing excavation, or even demolition, can call and have utility companies locate buried lines. It's a way to avoid hitting one, causing potential injury and/or disruption of services. The service is free of charge.

It's required by law that before anyone — including private homeowners — begins excavation, they're to call at least 48 hours in advance to have underground utilities marked. Failure to do so can result in everything from a fine to serious injury or death from hitting an unmarked electrical line. Doing so could cost you thousands of dollars, depending on the severity.

When you call 811, a representative will ask for some basic information, such as what you are planning to do. They'll want to know the location, length of time you plan to dig and other pertinent information. Once you've made the call, they will notify the local utilities. All you have to do is wait at least 48 hours before you dig.

Utility companies send a representative of their own, or one they've contracted with, to locate and mark their lines. That will give you a reference point of where the lines are and how close to them you will be digging.

Should you accidentally hit a line, stop digging and immediately call authorities. It could be a matter of life and death.

**At least 48 hours before digging, you're required to call the 811 "one call" number to have utilities marked. It's a safeguard against hitting lines, causing damage, injury or worse.**

- Basics such as establishment of working hours, access and exchange of contact information;
- Procedures such as proper communication, payment schedules, product selection, change orders, start and completion dates and site cleanup;
- Site issues like parking and staging of equipment, location of job trailers, restroom facilities and dumpsters;
- Miscellaneous items, which may include locating utility shutoffs, taking pre-excavation photos, noting existing site layout and putting a jobsite sign in the yard.

These suggestions are not intended to be all-inclusive. Each job site and situation is different, but they form a basis for a starting point. "The bottom line is that pre-excavation meetings are imperative to safety and protecting the underground infrastructure," concluded Wyman. ■





# LOADERS

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# WA380-7

## Komatsu's first interim Tier 4 wheel loader delivers a load of productive features



Mike Gidaspow  
Product Manager

Building a cleaner machine with reduced emissions was mandated by the EPA interim Tier 4 engine regulations that went into effect Jan. 1. The long list of other productive, efficient and operator-comfort features in the new WA380-7 wheel loader were all strictly Komatsu ingenuity.

"Although we kept many specifications the same between the WA380-6 and WA380-7, such as weight and bucket size, the WA380-7 has numerous improvements over its predecessor," said Komatsu Product Manager Mike Gidaspow. "These include a completely redesigned powertrain and operator's cab and improved hydraulic controls. Operators will instantly notice the difference when they sit in the cab or push the accelerator pedal."

Similar to other Komatsu interim Tier 4 machines, the WA380-7 uses an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. Together, they optimize performance, reduce emissions and fuel consumption and provide advanced diagnostics. Komatsu's engines use a hydraulically actuated Komatsu Variable Geometry Turbocharger and an Exhaust Gas Recirculation valve for better precision and air management. A Komatsu Diesel Particulate Filter (KDPF) has an integrated design that doesn't interfere with operation but keeps the operator aware of its status.

The WA380-7 features Komatsu's SmartLoader Logic that provides optimal engine torque for the job required. Komatsu SmartLoader Logic helps save fuel by decreasing engine torque when the loader isn't working hard, such as driving with an empty bucket. It functions automatically without interfering with operation, so it saves fuel without sacrificing production.

### Large-capacity torque converter standard

A newly designed, large-capacity torque converter with lock-up is standard. It improves acceleration and hill-climbing ability and provides a higher top speed. The lock-up function activates in second through fourth gears and gives the machine a maximum ground speed of 25 mph. The large-capacity torque converter increases tractive effort to improve V-cycle loading and delivers faster ground speeds in load-and-carry applications for increased production.

"Komatsu designed the large-capacity torque converter to perfectly mesh with the engine in this machine," said Gidaspow. "The benefit is that it improves production with faster acceleration and higher speeds while reducing the amount of fuel that it burns. The improvements in production and fuel consumption are even more noticeable in load-and-carry situations with the standard lock-up function. It's great when we can provide customers with a feature that gives them a noticeable improvement in production while reducing fuel consumption."

### Redesigned cab for greater comfort

Komatsu completely redesigned the cab to be more comfortable, including lowering the front glass for increased visibility. Other improvements include a new dashboard, Electronic Pilot Control (EPC) levers and a F-N-R switch, which are part of a seat-mounted, right-hand console. An auxiliary input allows the operator to connect an MP3 player or other device, and two 12-volt ports are incorporated into the cab.

A new, high-resolution, seven-inch monitor features enhanced capabilities and allows the operator to easily modify settings for





**Brief Specs on Interim Tier 4 Loader**

Model	Operating Wt.	Horsepower	Bkt. Capacity	Breakout Force
WA380-7	39,830 lbs.	191 hp	4.3 cu. yds.*	35,495 lbs.

*\*With a general-purpose bucket*

Komatsu's totally redesigned WA380-7 wheel loader has an array of new features that make it more fuel-efficient and more productive.

functions such as auto idle shutdown or the auto-reversing fan. Operators can check operational records, including working hours and fuel consumption; monitor the KDPF; and check hours until the next maintenance intervals. The monitor also offers the operator the option of using the Eco Guidance function, which provides operational tips to reduce fuel consumption. A high-resolution, rearview camera is standard and is mounted to the right of the console for convenience.

"Komatsu worked to integrate many features into the cab to make things easier for the operator," added Gidaspow. "We now offer a function to automatically downshift all the way to first gear when the loader is digging. We also gave operators the ability to set the boom kick-out heights from inside the cab, so they can adjust them as the job requires.

"Because more customers are using a quick coupler, the new WA380-7 now gives the operator the ability to program in and save the return-to-dig settings for different attachments in the monitor panel," he continued. "That means when changing attachments, the operator just changes the setting and the return-to-dig will be set for the new attachment. The operator doesn't need to leave the cab at all."

## Better serviceability

Komatsu's Equipment Management Monitoring System (EMMS) has enhanced diagnostic features that give the operator and technicians greater monitoring and troubleshooting capabilities. EMMS continuously monitors all critical systems and preventive maintenance and provides troubleshooting assistance to minimize diagnosis and repair time.

Komatsu designed the WA380-7 with easy access points to reduce downtime, so users save time in maintenance. The new loader has increased cooling capacity, wider cooling-fin spacing and a standard, auto-reversing fan to help keep the radiator clean.

"We improved the air flow and put in screens as standard, then made the cores wider," said Gidaspow. "That's great for high-debris applications. The stacked coolers open up and slide out for easier cleaning."

Gidaspow noted that this is the first of several new interim Tier 4 loaders to be introduced. "We're very excited about the new technology that's going into them, not only to meet the Tier 4 engine requirements, but also to improve productivity." ■

# PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# NEW INTERIM TIER 4 EXCAVATOR

## Komatsu's PC490LC-10 has more horsepower, better performance, lower emissions

When interim Tier 4 emissions standards were passed, the challenge for manufacturers was to build machines that lowered emissions but maintained productivity. Komatsu met and exceeded the challenge in its new PC490LC-10 excavator.

It all starts with the interim Tier 4 engine that not only reduces soot and NOx emissions with its Komatsu Diesel Particulate Filter (KDPF), but was designed for increased horsepower compared to its predecessor model (The PC490LC-10 takes the place of the PC450LC-8).

A leader in hydraulic technology, Komatsu also developed a hydraulically actuated Komatsu Variable Geometry Turbocharger (KVGT) and a cooled Exhaust Gas Recirculation (EGR) valve. "The hydraulic actuation delivers more power and precision, along with improved air management, resulting in longer component life," said Komatsu Product Manager Doug Morris. "Even though the engine is more efficient and reduces emissions, the operator won't notice a difference in performance of the machine compared to its predecessor."

What they will notice is the added horsepower and operating weight in the PC490LC-10. "In addition, the PC490LC-10 has 10-percent more lift capacity and greater lateral stability," noted Morris. "To account for that, it has a larger, strengthened undercarriage, including bigger links, rollers, shoes, idlers and center frame, all of which add weight to the machine. A reinforced, revolving frame and larger-capacity swing bearing provide further strength."

### Exclusively Komatsu

All major components of the excavators are exclusively Komatsu, including the engine, hydraulic pumps, motors and valves, which work in an integrated design with the closed-center, load-sensing hydraulic system. That integration makes the machines more efficient.

The improved hydraulic system in the new PC490LC-10 includes larger-capacity pumps, in addition to variable speed matching, which adjusts engine speed to hydraulic pump output and allows the engine to operate at the most efficient rpm.

"Komatsu users have come to expect a high level of production, and they won't be disappointed with this new model," asserted Morris. "In fact, they'll see better production in some applications with up to 5-percent lower fuel consumption, which reduces operating costs." ■



Doug Morris,  
Product Manager

### Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC490LC-10 Fixed Gauge	106,792 lbs.	359 hp	1.47 - 4.15 cu. yd.
PC490LC-10 Variable Gauge	109,100 lbs.	359 hp	1.47 - 4.15 cu. yd.

Komatsu's new interim Tier 4 PC490LC-10 has nearly 4-percent more horsepower and operating weight compared to its predecessor model. It also has increased lift capacity and greater lateral stability.



# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

**It's what you've come to expect from the service experts at Komatsu.**

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## INDUSTRY FIRSTS

# KOMATSU CARE

## Innovative program provides complimentary maintenance for Komatsu Tier 4 machines

Komatsu has announced an innovative program designed to help end users lower their cost of equipment ownership and increase their profitability. It's called Komatsu CARE and is included with all Komatsu interim Tier 4 machines. Key features of Komatsu CARE are:

- Complimentary scheduled maintenance for three years or 2,000 hours (whichever comes first);
- Maintenance performed by a trained Komatsu distributor technician;
- Komatsu genuine parts and fluids are used for each scheduled maintenance interval.

"Komatsu CARE significantly reduces the overall cost of ownership of a Komatsu machine by covering the cost of maintenance for the first three years or 2,000 hours," said Jake Tiongco, Senior Product Manager, Parts Division. "One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user. Lower owning and operating costs will lead to more competitive quotes on jobs for our customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life."

### Different — and better

Through the years, Komatsu has been a leader in designing machines and developing innovative parts and service programs that directly benefit equipment

users. Examples include being the first equipment manufacturer to install a wireless machine-monitoring system as standard equipment with free communication (KOMTRAX), and coming out with the first hybrid construction machine (currently in its second generation as the HB215LC-1). And now, Komatsu CARE. ■



The innovative, new Komatsu CARE program provides Tier 4 machine owners with three-year/2,000-hour, complimentary maintenance.



Jake Tiongco,  
Senior Product  
Manager, Parts  
Division



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# TRACKING TIER 4

## New KOMTRAX version helps machine owners comply with emissions standards

With interim Tier 4 regulations came new componentry that users must monitor to comply with emissions standards. Komatsu made that easy with its new KOMTRAX 4.0 machine-monitoring system, geared specifically for interim Tier 4 machines.

"In addition to the valuable information our previous KOMTRAX systems provide, 4.0 monitors specific elements of the interim Tier 4 standards, taking the guesswork out of compliance," said Rizwan Mirza, Manager KOMTRAX. "For example, the EPA mandates that users clean the diesel particulate filter every 4,500 hours. KOMTRAX 4.0 tracks usage and lets users know how close they are to that interval."

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO<sub>2</sub>. While the machine is in normal use, the KDPF regenerates — it's chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO<sub>2</sub>, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

"That information is invaluable to owners because it directly correlates to how the machine is being used," pointed out Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. "During normal operations, the heat generated by the engine does all the work. The operator won't even know regeneration is happening. However, if the machine is idling too much, there won't be enough heat to cause the regeneration, and the operator will have to perform manual regeneration.

"KOMTRAX records that for the owner so he can point out to operators that they

need to shut the machine down when not operating," he added. "Other new features track maintenance for technologies such as the closed-crank ventilation filter and the Komatsu Variable Geometry Turbocharger, as well as the exhaust gas recirculation cooler."

### Still standard and free

Mirza points out that KOMTRAX 4.0 comes standard on new interim Tier 4 machines and is free. "We remain at the forefront of machine monitoring technology, and currently have KOMTRAX on about a quarter million units worldwide, vastly more than any other manufacturer," he said. "We offer one of the most valuable and proactive systems that's proven to reduce maintenance costs and downtime." ■

Komatsu's new interim Tier 4 machines feature KOMTRAX 4.0, which monitors maintenance of new components.



Rizwan Mirza,  
Manager,  
KOMTRAX,  
ICT Construction  
Business Division



Goran Zeravica,  
Distributor  
Operations  
Development  
Manager, Machine  
Support Programs



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# SEAMLESS INTEGRATION

## Mike Ueno discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics

**QUESTION:** Interim Tier 4 standards went into effect this year for many machines. How far in advance did Komatsu start working on them?

**ANSWER:** You could say from the time the regulations were announced, which was a few years ago. But realistically, we've been working toward this for about 20 years. The first regulations, Tier 1, were announced in the early 1990s. Of course, Tier 2 and Tier 3 followed. In each instance, we've been ahead of the curve. We are always working on ways to lower emissions and improve our machines at the same time.

**QUESTION:** Does that mean you're already working on the final Tier 4 standards which go into effect in 2014?

**ANSWER:** Absolutely. In fact, we've completed the research phase and are already looking at the development phase.

**QUESTION:** What sets Komatsu apart from other manufacturers in terms of Tier 4 technology?

**ANSWER:** We believe it's integration. As I walked around CONEXPO earlier this year, I noticed that the manufacturers all use basically the same technology such as a diesel particulate filter (DPF) to reduce emissions. But, if you look at Komatsu in detail, we are very proud of the way our Tier 4 technology works seamlessly with our already efficient engines and harmonized hydraulics technology. Both are technologies Komatsu developed in-house.

We're also integrating the IT technologies with our KOMTRAX system. As an example, the DPF is required to be cleaned every 4,500 hours. KOMTRAX monitors that and alerts

*Continued...*



*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.*

**Mike Ueno**  
Executive Vice President  
& Chief Technical Officer

Mike Ueno knows Komatsu engines. He's had a hand in designing them for nearly three decades. Ueno joined Komatsu in 1984, working on designing 15-liter engines. He later helped develop 30-liter engines.

"I remember thinking we'd never be able to achieve the Tier 1 emissions standards when they came out in the early 1990s," said Ueno. "But we made it because of Komatsu's innovation as an engineering company. Now, here we are 20 years later, and Komatsu is leading the way in interim Tier 4 and hybrid technology. It's something I'm very proud to say I've been a part of."

In 2002, he was named Vice President of Industrial Power Alliance, a joint venture of Komatsu and Cummins, and three years later became President. In 2007, he became an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved being a plant manager.

This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as Peoria, Ill., where Komatsu produces mining equipment.

Mike and his wife, Tetsuko, have been married 23 years and have three children. He enjoys playing golf.

# Komatsu engineering — a step ahead

... continued

Komatsu Executive Vice President & Chief Technical Officer Mike Ueno says Komatsu's interim Tier 4 engines feature new technologies that meet new emissions standards without sacrificing productivity or fuel efficiency.



Integration of interim Tier 4 engine technology and hydraulics sets Komatsu apart, according to Mike Ueno. Integration of those technologies with Komatsu's KOMTRAX system helps owners and operators better track interim Tier 4 component maintenance, including the diesel particulate filter interval.

In addition to interim Tier 4 engine technology, Komatsu integrated several components and systems to work together on its new second-generation HB215LC-1 hybrid excavator. "We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class," said Mike Ueno.



the owner that the interval is approaching. It's a very proactive approach to maintenance, which we believe is essential to optimal machine function.

**QUESTION: How did Komatsu integrate those technologies?**

**ANSWER:** Komatsu has always been a strong engineering company that takes a total machine approach when building a new product. Our engine designers work closely with our hydraulic engineers, for example. They knew designing an interim Tier 4 machine was about more than reducing emissions. Customers are concerned about that, but they are equally concerned about how it affects performance and fuel economy. Through careful research and testing, we were able to integrate the engines and hydraulics to maintain or improve production, while in most cases making interim Tier 4 machines that are more fuel-efficient than their predecessors.

**QUESTION: Does integration apply to the hybrid excavator as well?**

**ANSWER:** Very much so. The hybrid has additional technologies, such as the ultra capacitor, a generator motor and a swing motor. We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class, depending on application. It also has additional KOMTRAX monitoring that shows the operator how energy is transferred from the components to the capacitor and back out for power usage.

**QUESTION: What does the future hold? Will there be a Tier 5, Tier 6?**

**ANSWER:** We believe there's movement in that direction, but further regulation likely won't come until after the final Tier 4 emissions standards are implemented. It is important for us to maintain a "challenging spirit" regarding the future regulations. We are not only looking closely at the on-highway truck regulations and technologies, but also at system-harmonizing technologies, such as engine, hydraulics and IT. Those are key to enabling us to succeed, even if forthcoming new regulations are put in place. ■



# TIER 4 INTERIM

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## SERVICE EXCELLENCE

# COMPETITIVE EDGE

## KATC showcases troubleshooting skills of Komatsu service technicians

A key aspect of keeping your equipment in top shape is having a distributor that stands behind it with quality parts and service capabilities. Included in that is a knowledgeable service staff that can diagnose and resolve issues quickly, keeping your downtime to a minimum.

Komatsu puts its distributors' technicians to the test with its annual Komatsu Advanced Technician Competition (KATC). For the past few years, the competition has been held at Komatsu's Training and Demonstration Center in Cartersville, Ga., but a change in format brought the challenge directly to the distributor level.

"The format may have changed, but the goal of the competition didn't," said Angie Huggett, Interactive Media Developer/KATC Coordinator. "It's designed to test Komatsu technicians' ability to take the most direct and efficient route to solving an issue. That includes many factors, such as communicating with the customer or the customer's representative to find out what a machine's 'symptoms' are, when they started and how they may be affecting performance. We want to see the issue resolved as quickly as possible, so downtime is kept to a minimum."

In addition to taking the competition to distributor locations, another change involved the equipment used in the challenge. Past events had three or four types of machines — for example, excavators, trucks, dozers — while this year's focused solely on mid-size excavators. Contestants had a total of 60 minutes to troubleshoot and solve an issue on a machine that was predetermined by Komatsu personnel.

Each distributor registered up to two technicians in each of three concentrations:

Troubleshooting, Maintenance Recommendation and Mechanical Repair. Technicians were judged on how well they performed on items such as machine familiarization, safety, walk-around inspection, customer relations, work habits and appearance, time and adhering to Komatsu principles.

### Training pays off

In the Troubleshooting and Maintenance Recommendations categories, contestants were required only to diagnose the issue, while the Mechanical Repair category had them diagnose and fix it. The Troubleshooting machines were a new PC200LC-8 with KOMTRAX, and two used excavators.

"We're very proud of the way the technicians involved in the competition conducted themselves," said Huggett. "It reaffirmed that our focus on training and customer support pays off." ■



Angie Huggett,  
Interactive Media  
Developer/KATC  
Coordinator

(L-R) Brandeis  
Technicians David  
Satterfield, Kevin  
Conner and Eric  
Bley participated  
in the Komatsu  
Advanced Technician  
Competition (KATC).



# RISING PRICES

## AGC says increases in material, diesel costs put contractors at risk

Forecasters expect steel use in the United States to grow to 90.5 million tons this year, a 13 percent increase compared to 2010. The increased use also comes with an increase in steel prices, which climbed 2 percent in late spring, and were up nearly 7 percent compared to the same time last year.

The costs rose faster than the Producer Price Index (PPI) for finished goods, which climbed 5.8 percent, according to the Associated General Contractors of America (AGC). The PPI for the construction industry inputs hit an annual rate of 6.9 percent in March, the highest measure of inflation in the industry since

Prices for construction materials such as ductile iron pipe continue to climb, and that puts contractors at risk as they are generally not able to pass that increased cost on. Diesel prices and other bottom-line items are up significantly as well.

2005. The PPI for inputs to construction is a weighted average of the prices of all materials used in construction, plus items consumed by contractors, such as diesel fuel.

AGC says that puts contractors at more risk, because at the same time material prices are going up, contractors are generally not able to pass on the increased costs. Association officials are urging federal officials to act on a series of recovery measures AGC outlined in March.

“Construction spending has sunk to 1999 levels, forcing contractors to keep bid prices down to win projects, despite huge price increases in key inputs,” said AGC Chief Economist Ken Simonson. “That steadily widening gulf threatens to put construction firms out of business and their employees out of work.”

Metal prices are not the only bottom-line items up sharply, according to Simonson. Diesel prices were up more than 11 percent in March, and more than 42 percent above the same time last year. Brass and copper were up 17 percent year-over-year, while steel prices were up 15 percent and aluminum 12 percent. At the same time, PPI for new office, industrial and warehouse construction was up 1 percent or less over the previous year, and highway construction bid prices plunged 22 percent between 2008 and 2010, according to a new Federal Highway Administration index.

“Shrinking demand for both publicly and privately financed construction is driving up the number of contractors bidding on projects and forcing contractors to hold the line on bid prices for all types of projects,” observed Simonson. ■





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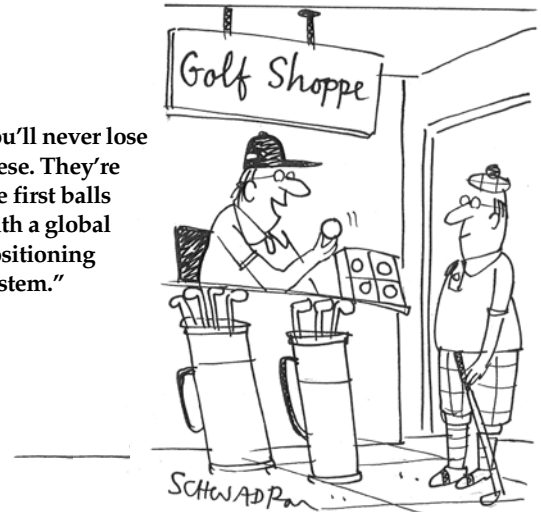
## SIDE TRACKS

### On the light side



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- More than ten people a year are killed by vending machines.
- Hippo milk is pink.
- Coughing can cause air to move through your windpipe faster than the speed of sound - over a thousand feet per second!
- The human body contains over a billion miles of DNA.
- The Bible has been translated into Klingon.
- The U.S. has more bagpipe bands than Scotland does.
- Peanuts are one of the ingredients in dynamite.
- Fortune cookies were actually invented in America, in 1918, by Charles Jung.
- Club Direct, a travel insurance company in Britain, provides insurance plans for protection from falling coconuts.

### Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.BrandeisSolutions.com](http://www.BrandeisSolutions.com)

1. TUPOTU \_\_\_\_\_
2. BAWRADR \_\_\_\_\_
3. ATRODARI \_\_\_\_\_
4. FCNITEFEI \_\_\_\_\_
5. RETIMIN \_\_\_\_\_
6. NITOVELANIT \_\_\_\_\_



## NEWS & NOTES

# Bramco announces reorganization of JFT

A year after Bramco, Inc. acquired JFT, the company has reorganized all its business units in the material-handling and processing industries. The reorganization combines the lifting, processing and fabrication divisions to give customers easier access to products and services while receiving superior customer service. The new organization is the only company in its trade area that offers loading, lifting, processing, design, conveying and fabrication services.

Now known as Bramco-MPS (Material Processing Solutions), the new organization's headquarters remains in Shepherdsville, Ky. Gary Hirsch, Vice President & General Manager, heads up Bramco-MPS. Hirsch has been serving in the same capacity in Bramco's Crane & Material Handling Division.

The existing Material Handling Machines Division will continue to sell its products in association with

its affiliates and Bramco distribution subsidiaries — Brandeis Machinery & Supply Company and Power Equipment Company and their 14 branches throughout Kentucky, Indiana, Tennessee and northern Mississippi.

In addition, three newly formed divisions of Bramco-MPS, Aggregates, Strategic Markets and Fabrication, will provide more focused customer service. Lee Heffley is Vice President-Sales of the Aggregates Division, which centers on the crushed stone, sand and gravel industries. Leading the company into new markets concentrating on the coal, energy, waterway loadout and scrap and recycling industries is John Thornton, Strategic Markets Division Vice President-Sales. Bramco-MPS Fabrication Division, led by Bill Corrie, will continue to serve and supply products to the other divisions while retaining its 15-year history of quality, efficiency and innovation. ■



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\$475,000



2007 Komatsu PC160LC7EO, PP25553, 1,350 hrs.  
\$109,580



2007 Komatsu WA150-5, BTE0013, 7,784 hrs.  
\$64,000

### DOZERS

- 2006 Komatsu D39EX-21A, BCON-4, 2,049 hrs. .... \$49,500  
2009 Komatsu D39PX-22, PP25593, 1,827 hrs. .... \$109,520  
2003 Komatsu D475A-3, BPS0601, 20,574 hrs. .... \$475,000  
2006 Komatsu D61PX-15, PP25523, 4,040 hrs. .... \$90,470

### SKIDSTEER

- 2005 CAT 262B, BCON3, 458 hrs. .... \$28,500

### EXCAVATORS

- 2008 Komatsu PC138USLC-8, PT24097-1, 270 hrs. .... \$111,125  
2006 Komatsu PC158USLC, PP21113-1, 3,350 hrs. ... \$69,000  
2007 Komatsu PC160LC7EO, PP25553, 1,350 hrs. ... \$109,580  
2009 Komatsu PC88MR8, PP25273, 912 hrs. .... POR

### WHEEL LOADERS

- 2007 Komatsu WA150-5, BTE0013, 7,784 hrs. .... \$64,000  
2000 Komatsu WA180-3MC, PP17845-1, 5,938 hrs. ... \$49,900

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