



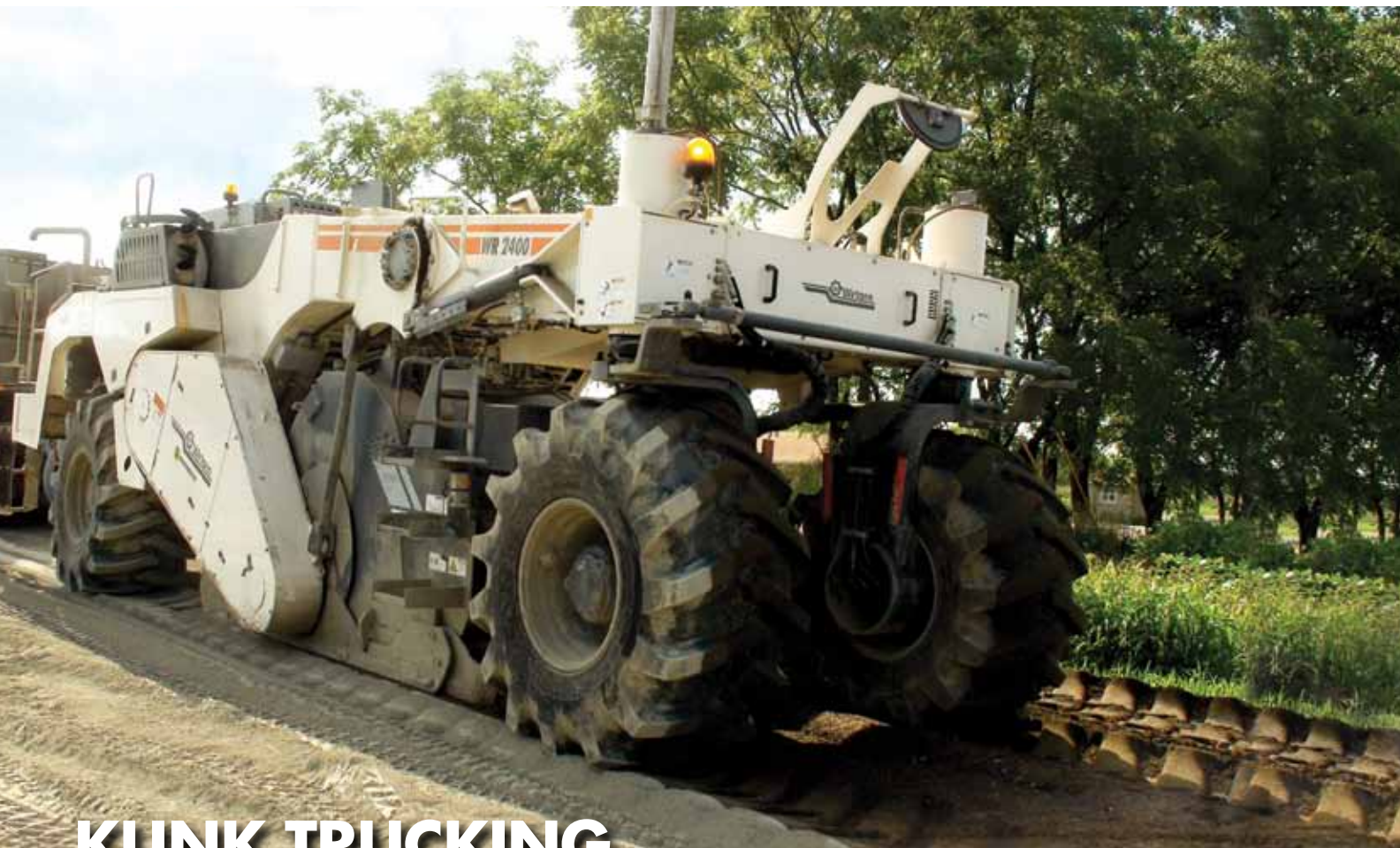
focusing on

Solutions

2012 No. 3 • October



A publication for and about Brandeis Machinery & Supply Company customers



KLINK TRUCKING

An entrepreneurial spirit leads to diversification and growth for this northeastern Indiana firm

See article inside . . .

KOMATSU

Owner Wayne Klink,
his daughter and Business
Manager Kim Smith (left)
and wife, Carol



A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**See what users
are saying
about new
Tier 4 Interim
machines**



Dear Valued Customer:

As we head into the fourth quarter, we hope you're having a productive and profitable year.

We've seen plenty of activity during this construction season, so if you find a need for new equipment, please let us know. Komatsu continues to roll out its new Tier 4 Interim equipment, which we believe you'll find among the most efficient and productive on the market. In this issue of your *Focusing on Solutions* magazine, you can see what users are saying about the machines and their technology and service support. You can also read about the new PC210LC-10 excavator, which builds on the popular PC200LC models.

Like Komatsu, we're dedicated to keeping your owning and operating costs down. We help you do that in several ways, including the Tier 4 Interim machines, which come with complimentary scheduled maintenance through the exclusive Komatsu CARE program. Our trained technicians handle all the work, using genuine Komatsu parts and fluids.

We do some of that technician training right here at Brandeis Machinery. Our technicians also train at Komatsu's Training and Demonstration Center in Cartersville, Ga. There, Komatsu provides education on best practices to make parts and service personnel more efficient, maximizing your uptime.

Finally, during the construction season and throughout the year, we know you'll frequently encounter areas of road construction. Sometimes it seems inconvenient, but keep in mind those orange signs and cones are good for all of us as they represent progress toward better roads, bridges and other infrastructure. Like you, we're pleased that Congress passed legislation for even more highway and infrastructure construction.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in black ink, reading 'Gene Snowden, Jr.' with a stylized flourish at the end.

Gene Snowden, Jr.
President and Chief Operating Officer



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KLINK TRUCKING

An entrepreneurial spirit leads to diversification and growth for this northeastern Indiana firm

Wayne Klink was 20 years old in 1964 when he and his wife, Carol, started Klink Trucking. At the time, it consisted of one truck — a single-axle dump — and one driver, Wayne.

“Interstate 69 was being built through northeastern Indiana and I wanted to be a part of that,” Wayne recalled. “I’d spent a year or two in a factory job, making about two or three dollars an hour. I figured if I worked hard at trucking, I could make about \$20,000 a year and that would be a really good living.”

Wayne did work hard and made that \$20,000 by being productive enough with his single-axle truck to be paid at the tandem-axle rate. That’s the type of work ethic that allowed Wayne to turn his one-truck operation into the Klink Group of Companies, of which Klink Trucking is a keystone. The entire operation is

remarkably successful in many different fields, from transportation and construction services to material supply and manufacturing.

Today, Klink Trucking, headquartered in Ashley, Indiana, has about 100 trucks, as well as many other pieces of equipment, and employs about 125 people. For the entire Klink Group, the payroll is closer to 400.

“My dad’s an entrepreneur,” said Klink Group Business Manager Kim Smith, who is Wayne’s daughter. “He sees an opportunity and makes something of it. Other times, he gets involved with projects as a community service. For example, a bottling plant in our hometown was about to shut down, so he bought it in order to keep good people employed. It’s doing better now and if it just breaks even, we’re okay with that.”

“It’s all happened bit by bit,” said Wayne, of the way his business has grown. “Something comes up and I take a chance and work hard to make a go of it. Of course, I haven’t done it by myself. We have many outstanding employees who are loyal and talented and who share our work ethic and vision. One of the things I’m most proud of is that we have many people who start their career here and retire from here. I truly feel as though the Lord’s blessed us.”

Klink Trucking is a family business, but Wayne Klink and Kim Smith are quick to share credit for their success with their employees and management team. Divisional Managers John Baumgartner and Sean Watt, along with CFO Vince Hansen and VP of Operations Tony Winters, all perform vital roles in the success of the enterprise and assist in keeping other Klink operations running smoothly.

Full-depth reclamation

Among the many subspecialties of Klink Trucking is soil stabilization, and more recently, full-depth reclamation (FDR). Wayne Klink

Owner Wayne Klink, his daughter and Business Manager Kim Smith (left) and wife, Carol, lead Klink Trucking.



Headquartered in Ashley, Indiana, Klink Trucking and the Klink Group employ about 400 people in a wide range of mostly construction-related services.





▶ VIDEO

Klink Trucking recently rebuilt Steuben County Road 800 using its Wirtgen WR 2400 stabilizer/reclaimer while pushing a water truck (below). "We've used everything and Wirtgen reclaimers are the best," said Mark Cox, who runs Klink Trucking's stabilization division. "The WR 2400 is highly reliable, has plenty of power and has the most accurate metering and pumping system in the industry."

brought in Mark and Jane Cox to develop and run the FDR program.

"I don't know anyone better than those two to run a soil-stabilization/FDR program," Klink asserted. "They're extremely knowledgeable. I tried to hire them several years ago, but couldn't make it happen. This time around we got them and I'm very pleased they're on-board."

"Soil stabilization is what we do for new construction on substandard ground," Mark Cox explained. "FDR incorporates some stabilization principles, but it primarily involves recycling pavements. We pulverize existing pavement, blend it with the existing base, then add other materials such as cement and water. Finally, we compact it to create a new, deeper, stronger, better base for the asphalt overlay."

"FDR is the environmentally preferred method of rehabbing roads, parking lots and airport runways," added Jane Cox, who does much of the marketing and sales of Klink Trucking's FDR division. "At about half the cost of the traditional method of removing the old pavement and bringing in virgin material, it's also very cost-effective. We believe it creates a better base that leads to longer pavement life."

Since opening the FDR division, Klink Trucking has completed several jobs, and recently finished its largest project — a 4.5-mile upgrade of Steuben County Road 800. Klink Trucking pulverized and mixed the original asphalt and base, then added cement and water to create a 16-inch FDR base, which was topped with five inches of new asphalt by API Construction Corp out of LaOtto, Indiana. The new road is designed to last 20 years.



"Steuben County Highway Superintendent Ken Penick quickly grasped the advantages of FDR. He introduced us to county officials and helped them understand the process," noted Jane. "The county commissioners changed the design specs on the road after we showed how FDR would save them as much as \$4 million. With API Construction serving as the general contractor and Klink Trucking doing the FDR portion, our total cost for the job was about \$300,000 per mile, compared to more than \$1 million per mile using the traditional method."

Like baking a cake

"FDR has technical aspects, and we take care to produce an excellent final product," Jane continued. "It's like baking a cake. If you leave out one little thing the cake doesn't rise or it doesn't turn out right. Same with FDR. It's a little bit art, but mostly science."

"At Klink Trucking we actually design and engineer projects for our customers," said Mark. "We take core samples and use qualified laboratories that specialize in FDR to create the precise mix for each individual project and design life. We are full-service and full-support."

"We also take great pride in our work," Jane added. "When it comes to quality, we go above



Go online or scan this QR code using an app on your smart phone to watch video of Klink Trucking's machines at work.

www.BrandeisSolutions.com

Continued . . .

Klink Trucking continues to move ahead

... continued



Mark Cox,
Stabilization
Regional Manager



Jane Cox,
Stabilization
Marketing Manager

and beyond. We want to give the customer the best possible job, be good ambassadors for the process and promote the industry. We think recycling is important and that's what FDR is. Yes, it's cost-effective, which is what customers appreciate most in the short run, but it's also environmentally effective, and that's very important in the long run."

Wirtgen and Hamm, a winning combo

The key piece of equipment used in FDR is a stabilizer/reclaimer. Klink Trucking uses a Wirtgen WR 2400, purchased from Brandeis Machinery & Supply in Fort Wayne, for its FDR work.

"When Wayne hired Jane and me, we started looking for a new, mid-size machine, and knew from the start that we wanted a Wirtgen," said Mark Cox. "We've used everything out there and Wirtgen stabilizer/reclaimers are the best — there's not a close second.

"Wirtgen is the most technologically advanced product on the market," he noted. "There's plenty

of horsepower, which is important when we're breaking up a road, tilling as much as 16 inches deep, and possibly pushing a 5,000-gallon water truck at the same time. It also has the best metering and pumping system in the industry, which is essential for quality control."

Klink Trucking also bought a Hamm 3412 roller for its FDR work.

"Both Mark and I operate equipment as needed," said Jane. "I recently ran the Hamm 3412 and loved it for the comfort. But the best thing is the Hamm's centrifugal force lets us achieve density much faster. I can compact 14 inches and get the same density on the bottom inch as on the top. Performance like that helps us deliver a superior final product."

While the Coxes say they love the Wirtgen and Hamm products, they indicate the support from Brandeis is equally important.

"Dealer support is crucial and Brandeis has been outstanding," confirmed Mark. "Our Sales Rep Tim Kreider, PSSR Kevin Cross and everybody at the Fort Wayne Branch have jumped through hoops for us. When we're out on a job, we can't afford downtime. Brandeis understands that and delivers the parts and service support we need."

Still moving forward

Although they are nearing retirement, both Wayne and Carol Klink continue to come into the office and work every day. And looking to the future, Wayne says it's full-speed-ahead.

"We've grown to be much larger than I ever dreamed and we're continually looking for new opportunities. For example, we're now manufacturing our own liquid binder used in road-stabilization projects and are beginning to market it overseas. One of our companies has developed and is manufacturing a liquid ice-control product, which is being sold to DOTs and towns and cities throughout the eastern U.S. So we're definitely still moving forward.

"With our leadership team, I'm confident we have the right group in place to maintain and advance our businesses," he concluded. "As long as we can continue to attract and retain the best field personnel, I'm optimistic that Klink Trucking and the Klink Group will be around for the long haul." ■

(L-R) Klink Trucking's Mark Cox, Steuben County Highway Superintendent Ken Penick and Brandeis Sales Rep Tim Kreider check out the County Road 800 job. "Tim and everybody at Brandeis have provided outstanding support, which is crucial to us because we can't afford downtime," said Cox.



Klink Trucking Operator Dallas Stackhouse uses a Hamm 3412 padfoot roller to compact the base as part of the Full Depth Reclamation (FDR) of the Steuben County Road 800 job. "It's a great roller," said Stackhouse. "It compacts really well and is very comfortable."



▶ VIDEO

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BUZZI UNICEM PUMPS UP PRODUCTION

Gorman-Rupp pumps are cost-effective solution to keeping quarry dry

Like most quarries, dewatering the pits and quarry floor is an important factor in being able to remove stone efficiently. It's no different at Buzzi Unicem's Greencastle, Indiana, site, where Gorman-Rupp pumps have become the solution.

"We have several Gorman-Rupp pumps at this site, said Quarry Supervisor Jim Jackson. "We are now at the third stage of our quarry, which was opened in 1901. We are working 230 feet from the surface, so we're dealing with water all the time," he explained.

Jackson says the quarry has two, electric, eight-inch Gorman-Rupp S8C1 submersible pumps, which run off a generator. "One runs off a float in the quarry pit and the other is a backup pump." Two other Gorman-Rupp pumps are six-inch, model PA6C units that are trailer-mounted. "We move those around the quarry as needed," he explained. "What I really like about the pumps is that they are prime-assist, so they start up right away and begin pumping. We don't have to take time to prime them, so we can dry out the areas more quickly."

Buzzi Unicem had prior experience with a four-inch Gorman-Rupp pump that was 15 or 20 years old. "It was a great pump and simple to repair but as we dug lower into the pit, we needed to remove more water more quickly," recalled Jackson. "That's why we bought the Gorman-Rupp six-inch pump from Brandeis in 2006. It worked so well, we bought another one in 2008 to use as a backup." That second pump is now working at the operation's shale pit, about 10 miles away from the main quarry. When the company needed even more capacity in the pit, Jackson turned again to Brandeis

Machinery and Sales Rep Mike Lovell to purchase the two eight-inch submersible units.

"When we were looking to replace the original Gorman-Rupp pump, we went to Brandeis," Jackson said. "They offered us a good price and we have had a great relationship with them." The Greencastle quarry recently added three Komatsu HD785-7 dump trucks and a WA800 wheel loader to its equipment fleet. "Brandeis has been responsive and knowledgeable, so we knew they would support the Gorman-Rupp pumps just as well as our other equipment." ■



Buzzi Unicem worked with Brandeis Machinery to purchase two six-inch, model PA6C trailer-mounted pumps, which it can move around the quarry as needed.



Buzzi Unicem's Greencastle, Indiana, quarry is in its third stage, where the company is working 230 feet from the surface. To deal with the water, Buzzi Unicem uses its Gorman-Rupp S8C1 submersible pumps.

NEW HIGHWAY BILL

Two-year bill brings some certainty to surface transportation, transit construction

Congress passed and the President signed a bill in midsummer that funds highway and other transit projects, providing money for roads, bridges and other infrastructure for 27 months. Dubbed MAP-21 (Moving Ahead for Progress in the 21st Century), the measure comes nearly three years after the previous highway bill, SAFETEA-LU, expired in September of 2009.

Since then, nine, short-term funding extensions kept some money flowing to transportation projects. But industry organizations all complained that the lack of a long-term bill was adversely affecting contractors by creating uncertainty at the state and local level.

The bill totals \$120 billion, covering the remainder of this fiscal year, which ends September 30, and the next two fiscal years. Attached to it was a student loan deal to keep

interest rates at the current 3.4-percent rate for one year at a cost of about \$6 billion.

The measure provides \$40.4 billion in highway investment for fiscal year 2013 and \$41 billion for 2014. It includes \$12 million each year to support new pavement technologies to speed the adoption of cost-effective, sustainable pavement, as well as improve pavement design, maintenance and construction, according to the National Asphalt Pavement Association.

Construction and equipment industry groups had lobbied Congress hard for passage of a measure before the November election. It's hoped that the new bill will be a job creator for an industry that's seen unemployment well above the national average.

Faster environmental reviews

Both sides compromised to complete the deal.

Republicans dropped the Keystone Pipeline from their original proposal. They also agreed to abandon language that would have blocked the Environmental Protection Agency from regulation of ash generated by coal-fired power plants.

Democrats agreed to halve the time allowed for environmental reviews. This will mean speedier approval of projects and will shorten the length of time it takes to complete highway and bridge projects, which is estimated at an average of 13 years, according to the U.S. Chamber of Commerce. They also conceded on a funding issue regarding new bike paths and pedestrian safety projects.

The law gives states additional flexibility in spending federal money, imposes new safety regulations and expands a federal loan guarantee program to encourage private investment in transportation projects, according to a Yahoo

MAP-21, the new highway bill, provides funding for bridges and roads while allowing faster approval for such projects.





The new \$120 billion highway bill, passed by Congress in late June, is good news to the construction industry. The funding will provide some much-needed stability to the highway market, bringing jobs and certainty to contractors, equipment dealers and other industry suppliers.

News article. Private investment may well be needed, as estimates show the current gas tax does not cover the cost of transportation programs. Forecasts say revenue will continue to decrease with people driving less and greater fuel efficiency of cars and trucks.

Industry reaction

Industry groups praised Congress for passing the 27-month Highway Bill. But almost all concur that Map-21 doesn't go far enough. They want certainty past 2014.

"The leadership of the House and Senate should be congratulated for getting the conference report done," said National Asphalt Pavement Association President Mike Acott. "The additional year of funding will bring short-term certainty for the highway market and, at the very least, will help sustain jobs in the asphalt-pavement industry."

"This is a long-awaited, positive development for the construction equipment industry," said Associated Equipment Distributors Chairman Larry Glynn. "Contractors around the country have been on life support over the last few years. This bill will provide much-needed certainty for contractors, dealers and suppliers."

"The members of Congress that worked so hard to craft this message understand the benefits to our economy," said Stephen

E. Sandherr, Chief Executive Officer of the Associated General Contractors of America. "Today's legislative accomplishments must be seen, however, as the start of a broader effort to address the long-term funding challenges that still threaten the federal transportation program. That is why we look forward to resuming our work on an even longer-term transportation measure that includes key revenue reforms, as soon as Congress returns."

Long-term needs

The new transportation bill comes on the heels of recent information that predicted the American Society of Civil Engineers (ASCE) would likely give the nation's infrastructure a D grade when it releases its next report in 2013. The last report card in 2009 put our infrastructure shortfall at \$2.2 trillion. It's assumed that figure will be considerably higher in 2013.

"The report card isn't saying we don't spend money on infrastructure; it's saying we should be spending a greater amount," said ASCE President-Elect Greg DiLoreto in a recent Bloomberg article. "As civil engineers, we feel we are stewards of the infrastructure. It's what we know best. It's just like a doctor telling you that you have a heart condition. We're taking it to the concrete and saying, 'America, you have a mortar and bricks problem with your infrastructure.' " ■

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REACTION TO HIGHWAY BILL

Measure contains “good news and bad news” says Transportation Association leader

The new highway bill that Congress passed in late June was welcome news throughout the construction industry. However, it was not the long-term, significant funding measure that many believe is needed. The following article is from Pete Ruane, President and CEO of the American Road & Transportation Builders Association (ARTBA).

In the short term, the bill will provide stability in federal funding for state and local transportation projects. The elimination of earmarks should also accelerate the speed at which federal funds impact the market for transportation improvements. That's the good news.

The bad news is there is no new money. And even with their federal funds, we are now in a situation where 28 states have invested less in highway and bridge projects over the past 12 months than they did in prerecession 2008, even when adjusted for inflation.

We view this bill – as we believe congressional leaders do – as just “Step One,” which is making the significant program and policy reforms needed to restore public confidence in how the federal government is investing their money in transportation and mobility.

“Step Two” is coming to grips with how to fund the nation's investments in transportation infrastructure and mobility over the longer term. That tough job remains. And it will require the same bipartisan, bicameral leadership and cooperation that was ultimately demonstrated on this bill.

Our mission is crystal clear: to do everything possible to ensure that the proper level of transportation investment is viewed as a core

priority as the looming, larger discussion and legislative activity begins in earnest on Capitol Hill to define the proper role of the federal government in the 21st century and how it utilizes the public's money.

We commend Senate Majority Leader Harry Reid (D-Nev.), House Speaker John Boehner (R-Ohio), Senate Environment & Public Works Committee Chair Barbara Boxer (D-Calif.), EPW Ranking Member Jim Inhofe (R-Okla.), Senate Finance Committee Chairman Max Baucus (D-Mont.), House Transportation & Infrastructure Committee Chairman John Mica (R-Fla.), and T&I Committee Ranking Member Nick J. Rahall (D-W.Va.) for their steadfast and dogged determination to get the job done. ■



Pete Ruane,
President and CEO,
American Road &
Transportation Builders
Association (ARTBA)

Although Congress finally passed a new, bipartisan, highway bill, many believe it doesn't provide the long-term stability needed to support transportation infrastructure.





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NEW PRODUCTS

EXCAVATOR EXCELLENCE

Greater fuel efficiency, lower emissions make Komatsu's new PC210LC-10 even better than its popular predecessor

When Tier 4 Interim standards were announced, the challenge was to take already proven and productive machinery and reduce emissions without losing performance. Komatsu's new PC210LC-10 excavator does just that, with greater fuel efficiency as a bonus.

"The previous PC200 models, which the PC210LC-10 replaces, were popular because they were proven to be among the most productive excavators in their size class," said Komatsu Product Marketing Manager Brian Yureskes of the 47,000-pound-class PC200 excavators. "They're good machines in a wide range of applications. That holds true with the new PC210LC-10, with several added benefits, including up to 10 percent better fuel efficiency, depending on the application."

Yureskes notes that Komatsu achieved better fuel economy through advancements in engine and hydraulic-pump control technology, utilizing a combination of both newly designed pumps and advanced matching techniques. Komatsu did it without sacrificing power, as the PC210LC-10 maintains the same digging forces and lifting capacity of the previous model.

"The machine has larger displacement pumps, which are capable of providing higher flow at lower engine speeds," explained Yureskes. "Because the pumps are able to generate more volume per revolution, the engine speed does not need to be as high in order to achieve the same amount of hydraulic flow. That reduces fuel consumption by allowing the machine to operate at a lower engine speed without compromising pump flow.

"With variable-speed matching, the machine makes slight adjustments to engine speed

based on the amount of hydraulic flow the application requires. Whenever high flow is required, such as during heavy digging or trenching, the engine speed will adjust to accommodate the flow demand. In lower-flow applications, such as leveling or fine grading, engine speed will slightly reduce in response to the lower hydraulic work load. Previous models would operate at consistent engine speeds regardless of hydraulic demand, so fuel consumption was consistent even during low-flow applications. This slight reduction in engine speed improves fuel efficiency."

Like other new Tier 4 Interim excavators, the PC210LC-10 has increased operating weight and net horsepower compared to its predecessor. Both are about 10-percent higher compared to the PC200LC-8. An optional, lighter counterweight is available



Brian Yureskes,
Product Marketing
Manager, Excavators

Continued . . .

Komatsu's Tier 4 Interim PC210LC-10 provides up to 10 percent better fuel efficiency, depending on application, while maintaining the productivity of the PC200LC-8.



Improvements abound in new PC210LC-10

... continued

to accommodate regional transportation regulations. The PC210LC-10 also has 13 percent more drawbar pull, which improves steering and maneuverability.

Eco Guidance, Komatsu CARE

Additional new features of the PC210LC-10 include an enhanced LCD color monitor with improved resolution. Through the monitor, operators can set the proper working mode and program the attachment control, with the ability to store up to 10 attachments. It also has an Eco Guidance feature that gives the operator information on ways to improve fuel economy.

"We want operators to maximize productivity in the most economical way so their per-yard, per-ton costs are the lowest possible," noted Yureskes. "There are times when maximum output is necessary, but often it's unnecessary, and the operator can run the machine in a different mode that uses less fuel. Eco Guidance alerts them to those situations. It will also alert them to excessive idling, showing that it might be better to shut a machine down to save fuel and operating hours."

Once the PC210LC-10 reaches its routine service intervals, the work is covered by Komatsu CARE. This exclusive program

provides complimentary, factory-scheduled maintenance for the first three years or 2,000 hours, performed by distributor technicians using genuine Komatsu parts and fluids. Serviceability is improved with the addition of handrails around the upper structure, a rear-opening hood, battery-disconnect switch, swing-out cooler and improved diagnostics through the monitor.

"Komatsu CARE ensures that those service intervals are done properly, with the goal of longevity, reliability and lower owning and operating costs throughout the lifetime of the machine," said Yureskes. "In addition, we provide two, complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges at 4,500-hour intervals. Komatsu and its distributors track the service intervals through KOMTRAX 4.0, then set up the scheduled maintenance."

The KDPF is one of several components that reduce emissions on the Tier 4 Interim PC210LC-10. Through passive and active regeneration, the KDPF uses heat to burn soot. Other components include the Komatsu Variable Geometry Turbocharger (KVG) and the exhaust gas recirculation system. Komatsu designed the components to work in harmony for maximum efficiency.

Cab improvements

Komatsu further boosted productivity by improving the operating platform in the PC210LC-10 with an integrated ROPS cab designed to minimize noise. A high-back, heated, air-suspension seat provides more comfort for the operator.

"We saw the new emissions standards as an opportunity to build a machine that not only meets regulations, but improves upon what users have already come to know as the leader in its size class," summarized Yureskes. "We believe that anyone who uses the new PC210LC-10, whether for digging trenches, mass excavation, clearing, demolition, landscaping or a host of other applications, will find it to be a class leader. We encourage anyone who's interested to try one out. We're confident that the results will speak for themselves." ■

The PC210LC-10 has increased operating weight, net horsepower and drawbar pull, compared to its predecessor.



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- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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CUSTOMER COMMENTS

TIER 4 TESTIMONIALS

Here's what users are saying about Komatsu's new interim machines and their technology

The past couple of years saw the introduction of Tier 4 Interim emissions standards for many machines used in the construction industry. Regulations required reducing Nox by 45 percent and soot by 90 percent. With new technology, Komatsu achieved the standards while improving production and fuel efficiency as well. Komatsu also introduced KOMTRAX 4.0 and Komatsu CARE, a program that offers complimentary scheduled service on Tier 4 Interim machines. Here is what a few of the users of these innovative new wheel loaders, dozers, articulated trucks and excavators have to say about the machines.

"We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces in that size, with greater fuel efficiency. The PC360 is very powerful and also smooth to operate. We use the D65s quite often for discing-in drilling mud on the farms, and they have good power to get through that heavy material. One of our operators, who's very loyal to another brand, called in to tell us how much he liked the D65 and claimed it was his machine now. That said a lot to us." — **Brian Foster, Equipment Manager, J.W. Hughes Excavation, Inc., a multifaceted contractor that works in the Texas oil market.**

"It was practically a foregone conclusion that we'd purchase Komatsu; it was just a matter of which machine was the right fit. We decided that the Tier 4 Interim machines fit the best, not only in terms of productivity, but meeting the tough California emissions standards. I have to admit, I was never a Komatsu guy, but working with ERSI and using these machines has made me a believer. They have good reach, power and stability. Our operators love them." — **Sonny Centeno, Senior Project Manager for**

Environmental Remediation Services' West Coast operations, which was set up about a year ago. An East Coast-based company, ERSI has used Komatsu equipment in its demolition operations for several years.

"I am very impressed with the improvements made on the new D65-17. The Sigma blade allows more ground to be moved during a longer push. Because the ground we move can be hard, we use the ripper quite often, and the D65 has the power to get through it." — **Carl Morgan, President of Morgan Tools, which builds locations for gas and oil companies in the Southwest. Morgan Tools is a longtime Komatsu user and now has three Tier 4 Interim D65-17 dozers.**

Continued . . .

New Tier 4 Interim machines, such as the PC490LC-10 excavator, have proven to be as or more productive than their predecessors, with greater fuel efficiency.



Users seeing fuel savings with Tier 4 Interim equipment

...continued

"The first dozer proved reliable, and that really made us look at Komatsu as we added machines. Each one we've owned or rented has cemented that reliability. I admit, there was some apprehension with the new Tier 4 machines because of the new technology. But they've proven to be just as good as any piece of Komatsu equipment we've ever had."

— **Mark Sellin, President, Sellin Brothers, Inc.**

A Minnesota-based excavation contractor, Sellin Brothers is a longtime Komatsu equipment user, including excavators, dozers and wheel loaders, in both its highway and underground utility divisions.

"When we first started looking for a machine to replace one of our PC220s, we wanted another one. Our sales representative talked to us about the PC240, which replaced the PC220. We were hesitant at first because the PC220 has always been a reliable performer. The PC240 has a lot of new technology, and that made us a little apprehensive, but our sales rep, distributor and Komatsu said they would stand behind it. In less than a year, we've put more than 1,100 hours on it without any issues. It's proven to be just as effective as the machine it replaced, with less fuel usage. We're sold." — **Edwin Coggins, Co-owner of Coggins Farms & Produce, which grows and harvests several crops in the southeastern United States and uses the PC240LC-10 to clear trees and stumps.**

KOMTRAX 4.0

"I can log onto the computer and get a lot of information about a machine, such as what time it started in the morning, what rpm it's running at, how much fuel it is using per hour, etc. It also gives us a level of security. Some of our jobs take us into tough areas, and with KOMTRAX, I can use a geofence to prevent a machine from starting between certain hours if it's not supposed to be running at that time. KOMTRAX is a great tool." — **Sonny Centeno, Senior Project Manager, Environmental Remediation Services**

"KOMTRAX is a very valuable tool that provides us with useful information. I can see actual working hours versus idle time and fuel consumption. That allows me to address any productivity issues I see with the operator, showing them ways to maximize fuel economy and production." — **Mark Sellin, President, Sellin Brothers**

"A light on the monitor indicates the Komatsu Diesel Particulate Filter is regenerating. Other than that, I can't even tell it's happening. I can keep working with no loss of performance, which I've found is all-around better than other excavators I've run." — **Davey Stabler, Operator, Coggins Farms & Produce.** ■



Komatsu's Tier 4 Interim machines come with KOMTRAX 4.0 and Komatsu CARE, a program that provides complimentary scheduled services.

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AUTONOMOUS AGREEMENT

Large Australian mining operation to use huge Komatsu driverless trucks

Komatsu and Rio Tinto, one of the largest mining companies in the world, signed a Memorandum of Understanding to take the next step in large-scale implementation of the Komatsu Autonomous Haulage System (AHS), with the two companies committed to deploying a minimum of 150 Komatsu AHS trucks. Built at Komatsu's Peoria Mining Operations, delivery of equipment will begin this year.

Rio Tinto has been testing the Komatsu AHS, the world's first commercial, autonomous, mining-haulage system, since December of 2008 at its West Angelas mine in the Pilbara region of Australia. During the trials, the AHS technology demonstrated clear value to the business, especially in the areas of health, safety and productivity.

"We're extremely excited to expand the Rio Tinto fleet to at least 150 AHS trucks in its Western Pilbara operations by the end of 2015," said Komatsu Ltd. President and CEO Kunito Noji. "Komatsu and Rio Tinto are global partners and have developed a strong alliance throughout the years. We are confident that our leading-edge technology will accelerate Rio Tinto's Mine of the Future™ objectives through improving safety and mine operations."

Revolutionizing mining

The 930E-AT autonomous trucks enable users to haul 320-ton payloads without a driver. The dump trucks, which feature a 2,700-hp (rated brake power) engine, are equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network system. The trucks are operated and controlled via a supervisory system.

"This announcement further reinforces our longstanding alliance with Komatsu," said Tom Albanese, Chief Executive of Rio Tinto. "Autonomous haulage is an important component of our Mine of the Future™ program. These new, 150, autonomous trucks will work with our pioneering Operation Centre that integrates and manages the logistics of 14 mines, three ports and two railways.

"These technologies are revolutionizing large-scale mining, creating attractive, high-tech jobs and helping us improve safety and environmental performance, while reducing carbon emissions," he added. ■

Komatsu's 930E-AT electric, autonomous, haul truck can carry a 320-ton payload without a driver.



A CLOSER LOOK

DEMO DAYS

Tier 4 Interim machines among highlights of Komatsu's latest customer event



Bob Post,
Director of Marketing

Customers and Komatsu distributor personnel recently got an up-close look and a chance to operate equipment at the Komatsu Training & Demonstration Center in Cartersville, Ga. More than 15 machines were on site during the three-day event.

Featured were several of Komatsu's new Tier 4 Interim machines, including D65EX-17, D65PX-17 and D155AX-7 dozers, as well as PC240LC-10

and PC490LC-10 excavators. Excavator models also included Komatsu's second-generation hybrid excavator, the HB215LC-1.

Other Tier 4 Interim machines included WA500-7 and WA380-7 wheel loaders and an HM400-3 articulated haul truck. In addition, a PC650LC-7 excavator, WA250PZ-6 and WA600-6 wheel loaders, GD655-5 motor grader, HD605-7 rigid-frame haul truck, and D39PX and D51PX dozers were available for demonstration.

Customers also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operations, where six excavators and seven models of forestry equipment are manufactured. Educational seminars led by Komatsu personnel at the Training & Demonstration Center provided valuable information about effective and efficient excavation practices.

"Demo Days has always been a popular event because it gives customers the opportunity to operate equipment and see how it stacks up," said Bob Post, Director of Marketing for Komatsu. "They walk away with a good sense of how a piece of Komatsu machinery can fit into their operations. It also provides us with valuable feedback, so it's a true win-win." ■

Among the many models on display and ready for operation was the WA500-7 wheel loader.

A Tier 4 Interim machine, the WA500-7 features SmartLoader Logic that automatically provides the optimal amount of torque based on need.



Double A Services Vice President Brad Alexander (left) checks out equipment with Brandeis Machinery Sales Rep Brandon Russell at Demo Days.



Robert Reynolds of Scotty's Contracting & Stone (left) visits with Brandeis Machinery Sales Rep Gene Snowden III at the recent Demo Days event.



(L-R) Komatsu America Director of Product Marketing Doug Morris discusses the Tier 4 Interim PC490LC-10 excavator with Walker Co. Equipment Manager Eric Adams and Brandeis Machinery Sales Rep Lee Schilling.

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WHAT'S YOUR IDLE TIME?

KOMTRAX team points out benefits of shutting a machine down during nonproduction



Rizwan Mirza,
Manager, KOMTRAX,
ICT Business Division



Goran Zeravica,
Manager,
Distributor Operations,
ICT Business Division

Having an accurate picture of how long your equipment is idling can have significant advantages. But how do you know if it's idling too much? KOMTRAX can help by providing detailed information that will show your machinery's productive operation versus idle time.

"In 2007, we started a push to get owners and operators to think about idle time and how it affects the bottom line," said Goran Zeravica, Manager, Distributor Operations. "It's paying off, as our information shows that idling time has gone down somewhat. But it's nowhere close to where we would like it to be."

Komatsu's KOMTRAX team would like it to be near zero. Estimates show that the average machine spends nearly 40 percent of its working time at idle. Zeravica and Rizwan Mirza, Manager, KOMTRAX, said that excessive idling has several negative implications.

"To start with, idling is an incredible waste of fuel that eats into profits," pointed out Mirza. "Then consider that those nonproductive hours are putting the machine closer to the next service interval at a faster pace. The per-yard and per-ton cost of the project goes up. It affects resale value as well. Limiting idle time means fewer hours, which equals a higher resale value."

How do you stack up?

Komatsu offers a complimentary, detailed, monthly report with easy-to-read charts and graphs highlighting key items, including how a machine's idle time compares with the average of all machines it tracks.

"A simple graph shows owners if their machines' idle times are above, below or average, when compared to the national average," explained Zeravica. "Of course, we want them to be below average, and eventually we want to get the overall idle-time average below 10 percent. Customers tell us these reports are helpful because they give them a better understanding of how efficiently their fleet is operating and the costs associated with idling."

For more information about KOMTRAX or to receive reports, contact Zeravica or Mirza at gzeravica@komatsuna.com and rmirza@komatsuna.com. ■



A monthly fleet report from Komatsu offers detailed information about machine use, including idle-time percentage compared to the average of all machines KOMTRAX monitors.



LISTENING TO CUSTOMERS

Equipment users provide valuable insights, says new Komatsu America President/COO

QUESTION: You've been with Komatsu many years. How have your experiences prepared you to be President/COO?

ANSWER: I have extensive sales & marketing experiences from my long history with Komatsu. I always think and take actions from a customer perspective, such as what are our customers' goals and expectations from Komatsu and its distributors, and how can Komatsu meet their expectations. I keep those things in mind and bring them to the President/COO role. That "boots on the ground" philosophy provides us with invaluable feedback.

QUESTION: What do you believe Komatsu does especially well?

ANSWER: We're an equipment manufacturer, so "Job One" for us is making great equipment. We believe our products are the most unique and unrivaled machines available. We're always striving to make them even more productive and efficient.

Having such great products requires a significant investment in our technology initiatives, which we also believe are unique and unrivaled in the industry. Komatsu is a strong engineering company with a commitment to technological innovation. Proven examples of our dedication include machines that are plug-and-play ready for GPS grading systems; KOMTRAX, the first machine-monitoring system installed as standard equipment; our Tier 4 Interim engines that customers tell us are truly superior; our autonomous haul trucks and our second-generation Hybrid Excavator.

In addition, we believe we're the best when it comes to proactive product support. Our distributors do an outstanding job of focusing

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.

Noboru Sato,
President/COO of
Komatsu America Corp.

New Komatsu America Corp. (KAC) President and COO Noboru (Nob) Sato has been with the company for more than 30 years, but his experience with the company goes back much further. As a child growing up, he often visited the family farm.

"My uncle used a Komatsu bulldozer to cut out a mountainside and level the land to farm ground. When we visited, I would ride along with him while he worked the crops," said Sato. "When I grew up, I wanted to work for a leading company and travel the world. Komatsu has given me the opportunity to do both."

As President and COO, Sato is responsible for managing Komatsu operations related to construction and mining. He took over the position April 1, after serving as Executive Officer and President of the Overseas Marketing Division at Komatsu Ltd for four years. Before that, Sato was Executive VP, Marketing at KAC for five years.

"My previous positions allowed me a great deal of time to talk with customers, which is something I enjoy," he noted. "That one-on-one interaction provides valuable information. Because they're the ones directly using our machines, customers often have great insight. Many of our marketing and service strategies have come as a result of that input. I enjoy talking with customers to learn their visions for their businesses, then asking what we can do to help meet them."

In his leisure time, Sato enjoys playing golf and recently took up cooking.

New COO says Komatsu a leader in product-support solutions

... continued

on customer satisfaction and deserve a great deal of credit for Komatsu being a leader in support programs, including Komatsu CARE, which was introduced with our Tier 4 Interim machines.



Komatsu America President Noboru (Nob) Sato said he believes Komatsu is the best in the industry when it comes to product support, citing programs such as Komatsu CARE, which provides complimentary scheduled maintenance on new Tier 4 Interim machines.

Innovative products such as hybrid excavators, including the second-generation HB215LC-1, set Komatsu apart, according to company President Noburo (Nob) Sato.



QUESTION: What benefits does the Komatsu CARE program offer?

ANSWER: It provides complimentary scheduled service that assures the customer those services are done correctly with no out-of-pocket costs. Also included are two diesel particulate filter exchanges. The distributor tracks the machine and schedules the service at a beneficial time.

The program also benefits us. Tier 4 Interim technology is new, including componentry. Komatsu CARE allows us to track this technology and see first-hand how it's working. What we're learning from that, along with what our customers are telling us, is that it's performing very well.

QUESTION: What do the construction and mining markets look like now?

ANSWER: Some segments of the construction market are strong, including the energy sector with the oil boom. Other construction segments, such as roads and housing, are seeing an increase, but are still behind where they were several years ago. Some states, and even municipalities, are increasing their infrastructure work, but we need more on a national level. As for housing, I believe that will make a strong comeback next year.

There is some concern as coal mining has softened somewhat here in the U.S., due largely to low natural gas prices. However, in the long term, I see mining remaining strong for several years. ■



Komatsu America President Noboru (Nob) Sato says it's vital to listen to customers as they provide valuable feedback on ways to improve Komatsu products.

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BRANDEIS NEWS BRIEFS

Two longtime employees accept new positions with Brandeis

Brandeis Machinery & Supply recently announced promotions for two longtime employees.

Tony Estes, who had served as Vice President of Sales since 1992, has been named VP/General Manager — Construction Division. Tony joined Brandeis in 1975 as a sales trainee and served as a sales rep until 1985. At that time, he moved into sales management and became vice president of sales in 1992. He assumes the new position as head of the construction division immediately.

Robert Krutsinger, who's been a sales representative since 2002 and most recently served as a coal sales representative, has been appointed Corporate Coal Sales Manager. Robert previously



Tony Estes, VP/General Manager — Construction Division



Robert Krutsinger, Corporate Coal Sales Manager

worked primarily out of the Corbin branch. With his new position, he and his family have relocated to Brandeis' Louisville headquarters. ■

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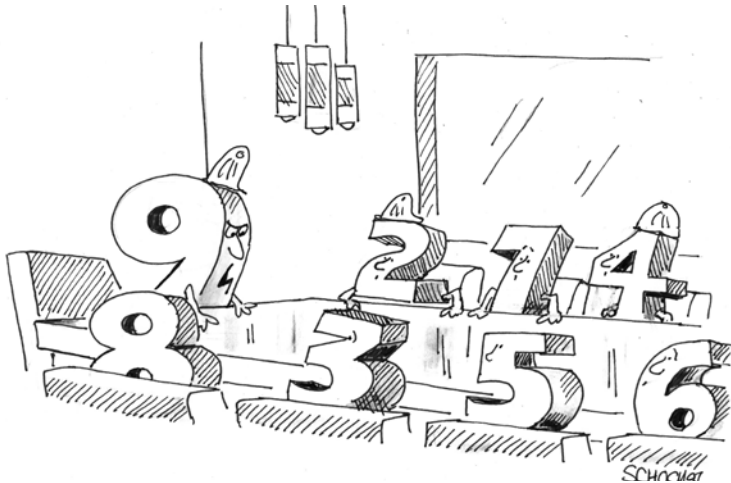
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Brain Teasers

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

1. E U L F _ _ E _
2. L D L I R _ _ I _ _
3. P R T U P S O _ P _ _ _ _
4. R O T M I S E A T E

Did you know...

- Benjamin Franklin had only two years of schooling — one year in grammar school and one with a private teacher.
- Jumbo, PT Barnum's famous 6-ton elephant consumed 200 pounds of hay per day.
- The famed Greek philosopher Socrates was trained to be a stonecutter.
- A cough releases an explosive charge of air that moves at speeds up to 60 mph (a sneeze can exceed 100 mph).
- An average human scalp has 100,000 hairs (a human being loses an average of 40-100 strands of hair each day).
- Honey is the only food that does not spoil. Honey found in the tombs of Egyptian pharaohs has been tasted by archaeologists and found edible.
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