

DIRT TALK

A PUBLICATION FOR AND ABOUT POWER MOTIVE CUSTOMERS • 2007 NO. 1

Featured in this issue:

AMERICAN INFRASTRUCTURE, INC.

Fast, quality work has quickly established
this Colorado contractor

See article inside...



Tony Krekeler,
Vice President & COO

KOMATSU

A MESSAGE FROM THE PRESIDENT



Jay Baugher



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Dear Equipment User:

Each new year brings with it new opportunities, and 2007 will certainly be no different.

Except for housing, almost all other sectors of the construction and related economy remain strong and should provide a healthy amount of work for contractors this year. There's also a realistic hope that interest rates have peaked and may start falling this summer. If that happens, the excess housing inventory should begin to disappear and housing construction could start to come back as early as this summer.

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Sincerely,
POWER MOTIVE

Jay Baugher
President



DIRT TALK

IN THIS ISSUE

AMERICAN INFRASTRUCTURE, INC.

Read how in just three years, this Franktown company has grown to become a leading pipeline contractor.

GUEST OPINION

As Democrats take control of both legislative houses, there are bound to be changes that will affect the construction and equipment industries. Christian Klein, VP of Government Affairs for AED, provides his insights.

MANAGING YOUR BUSINESS

With Spanish becoming more prevalent on many work sites, employers need to know how to bridge the language barrier. Here are some ideas on keeping a bilingual workplace safe and productive.

EQUIPMENT DESIGN BENEFITS

Find out why Komatsu motor graders' visibility, blade geometry and ease of operation set them apart.

UTILITY MACHINES

Learn more about Komatsu compact excavators and how feedback from contractors helped improve this popular product line.

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A SALUTE TO A CUSTOMER

AMERICAN INFRASTRUCTURE, INC.

Fast, quality work has quickly established this Franktown contractor



Tony Krekeler,
Vice President &
COO

Three words adorn the trucks of American Infrastructure, Inc., of Franktown, Colo. — quality, service and integrity. Vice President and COO Tony Krekeler said those three words epitomize his company's approach to business.

"Those three words aren't there just to collect dust," Krekeler said. "We really do focus on quality, and service to our customers is paramount. We try to do all of that under the umbrella of integrity."

American Infrastructure has operated under those standards since it was founded in January of 2004. The company installs water, sewer and storm sewer pipelines, pours concrete drainage structures and places riprap.

Krekeler co-owns American Infrastructure with his wife, Lynn Krekeler, and his sister-in-law, Kim Hagger. Krekeler said he was working as a general manager at a competing company when he decided to venture out on his own.

"We wanted to build a company based on our values regarding customer service, quality of workmanship and teamwork," he said. "We believe these are sound principles for long-term success."

Building a reputation

Krekeler had years of experience in the construction industry, but finding work for his fledgling business didn't happen overnight. "Even though different builders knew us, they wanted to make sure we were going to be around long enough to take care of the warranty issues if something came up down the road," he said. "Our first year, it seemed like we were always in second place when it came to winning jobs. I think part of that was because some of the builders didn't yet have confidence in us to do a job. But once we established ourselves as a good company that did good work, the business just started growing."

In the spring of 2005, American Infrastructure did a subdivision called Heritage Todd Creek in Thornton, north of Denver. The project involved putting in miles of pipe, pouring several box culverts and placing thousands of tons of riprap.

"That job was good for us because it showcased everything we do," Krekeler said. "I would say that job was probably a springboard for us."

In three years, American Infrastructure has grown to 140 employees doing business from Fort Collins to Colorado Springs, plus the Western Slope. Krekeler said that includes seven mainline pipe crews and two service crews to support them, four concrete crews and three riprap-placing crews. Roy Miles

Komatsu PC300LC-7 excavators are important pieces of machinery in the work done by American Infrastructure, Inc. The company has about 40 machines in its fleet, all of it Komatsu.



serves as Chief Financial Officer while Jeff Rode is Vice President of Project Management. In addition, Krekeler said his father-in-law, Jack Bishop, spent 25 years in the utility construction industry and has provided valuable guidance. Krekeler's own father, Bill Krekeler, had a lifelong career as a concrete contractor in the northern Kentucky and Cincinnati area, giving Tony early exposure to the construction business.

"I can call my dad with any concrete problem because he's seen it, I'm sure," Krekeler said. "Plus, I can get Jack's opinion on any kind of utility issue that comes along. They are two very good mentors, two very good men."

Counting on Komatsu

When it comes to equipment needs, Krekeler said he can call on Power Motive Corporation and Sales Representative Brent Niedringhaus. American Infrastructure's entire fleet of machinery, about 40 pieces, is Komatsu.

"I guess I'm a 'people person' more than anything and from the beginning, I liked the people that I met at Power Motive," Krekeler recalled. "Everybody was just great, and it was my gut feeling that they weren't going to sell me a piece of equipment and leave me hanging. We were looking for a long-term relationship and so were they."

Right away, American Infrastructure purchased seven pieces of equipment, a Komatsu PC400LC excavator, two PC300LC excavators, two WA380 wheel loaders, a WA320 wheel loader and a WB150 backhoe loader. Today the fleet also includes PC308 and PC138 excavators.

"We use the PC300s in the backfill application for mixing and rolling dirt with a compaction wheel. But we push the 400s even harder," Krekeler reported. "They're our high-production machines. The operators love them. They love the speed, the power, and the new Tier 3 engines that are so quiet. Some of our operators used to run other brands and all of them swear by Komatsu."

"We use trench boxes exclusively in our pipe-laying operation and it seems like more



"Our high-production machines are our PC400s," said American Infrastructure Vice President and COO Tony Krekeler. "The operators love them."



American Infrastructure puts in water, sewer and storm sewer pipelines. Here, crews are laying pipe at a single-family development in Parker, Colo.

often than not, the sewer's deep enough that we use a double-stacked box," Krekeler continued. "The operators can really tell the difference between Komatsu excavators and other brands when they go to pick up a double-stacked set of trench boxes out of the ditch and move it. Most operators wouldn't even begin to try picking up a double stack with competitive brands, but it's no problem with the Komatsus."

Krekeler said his operators have also found Komatsu wheel loaders to be very reliable. "The WA380 is a strong machine," said Foreman Manuel Mendoza. "It pushes really well when we're backfilling and it has a lot of power."

Continued . . .

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Employees, equipment add to early success

... continued

Exceptional service

American Infrastructure has a RAMP (repair and maintenance program) agreement, in which Komatsu's KOMTRAX equipment monitoring system monitors the location and service needs of the equipment for four years and 8,000 hours. It covers all lube service, 500-hour services, 1,000-hour services, oil changes and filter changes.



American Infrastructure, Inc. Vice President and COO Tony Krekeler (left) turns to Power Motive Sales Representative Brent Niedringhaus for assistance with his equipment needs.

American Infrastructure, Inc. has several Komatsu WA320-5 wheel loaders in its fleet. "The wheel loaders have been very good," said Vice President and COO Tony Krekeler. "They've been very reliable."



"It's been really good," Krekeler exclaimed. "For example, if a final drive went out at 7,000 hours, all of a sudden we could have a big repair bill that we didn't have in our budget. But with our RAMP agreement, we can budget equipment repair costs.

"If something does happen that puts a machine down, we could lose time and money on the job, so Power Equipment is very good about getting out there and helping us get equipment going again. If they can't get it up and running within 24 hours, they'll provide another machine in its place.

Equipped for success

Krekeler said good machines and good employees have helped American Infrastructure quickly build a solid reputation for fast, quality work. "First of all, we have to have people who are motivated because they feel like part of the team," he said. "Then we have to give them proper equipment so they can do the job. We can have the most motivated people in the world, but if we're giving them old equipment, they're not going to be able to do the work we're demanding from them. So we have to have the best people, but we also have to give them the resources they need to do the job."

Krekeler said he wouldn't mind expanding the company's territory as opportunities present themselves, but he said it's more important to maintain a high quality of work. "I don't have any grand illusions about being the biggest contractor," he revealed. "I want to be the best contractor. It doesn't do any good to be the biggest if you're not the best. I want the company to be small enough so I still know almost everybody and they know me, but I also want to be big enough to be able to take care of our customers' needs."

That approach has quickly produced trusted relationships in business and led to a level of success that has taken rival companies far longer to develop. "The growth and success we've experienced right off the bat is unheard of, especially in a tight market," Krekeler said. "But we really don't let that go to our heads. We still have a lifetime of work to do." ■



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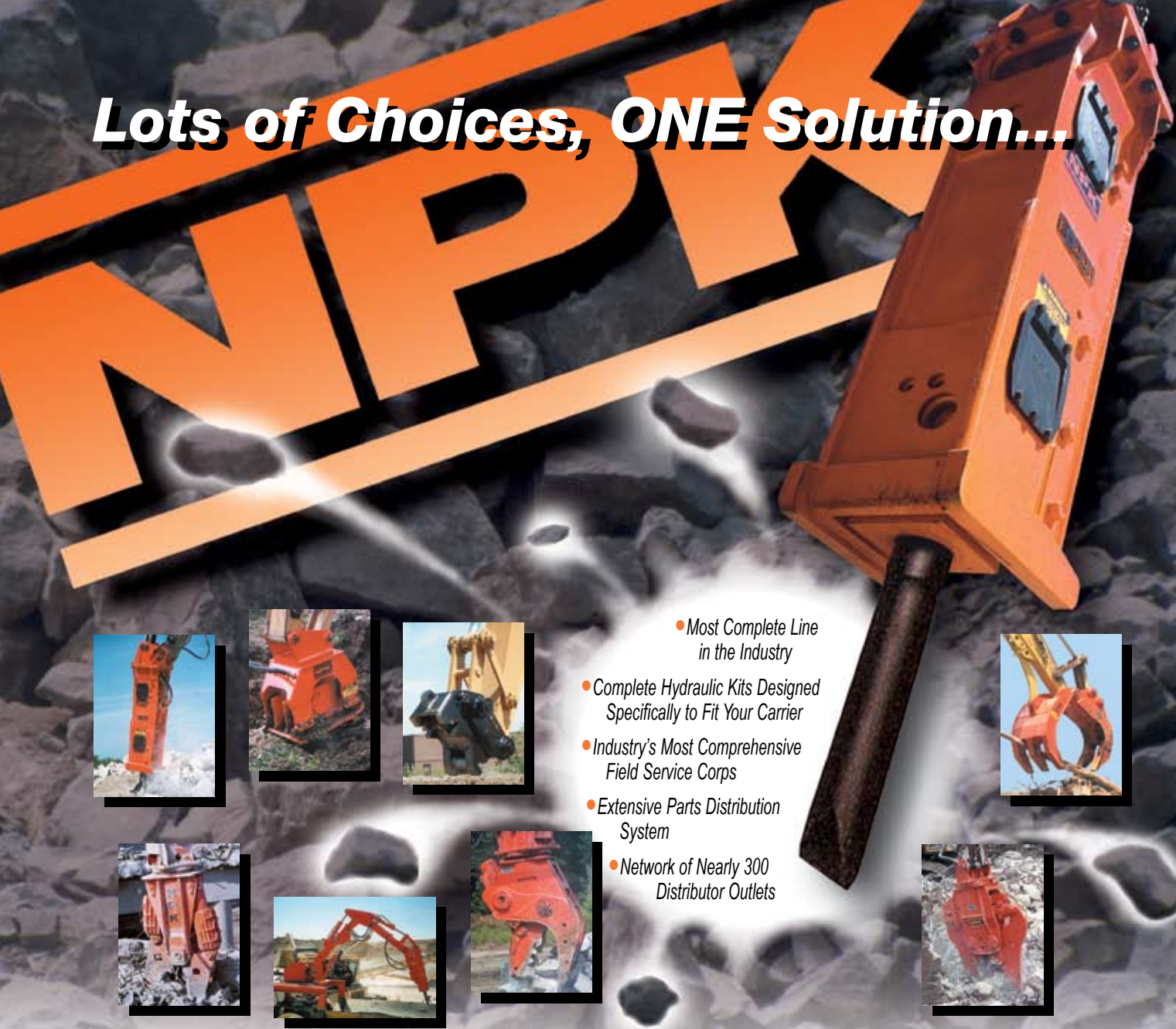
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NEW CONGRESS

What does the Democratic takeover mean for the construction industry?

With Democrats in control of both the House and Senate for the next two years, there are bound to be some changes coming out of Washington that will impact the construction and equipment industries. Here is some of what we think might happen.

Our association (Associated Equipment Distributors or AED) has long been recognized as a leading advocate for increased highway, airport and water infrastructure investment. Generally, Democrats have been more willing than Republicans across-the-board to support infrastructure programs and the user-fee increases necessary to pay for them. Democratic control of Congress may present an opportunity for an honest debate on crafting a new user-fee structure to pay for the highway system and to develop a consistent funding mechanism for water infrastructure, among other things.

Additionally, Democrats have generally supported capital investment incentives such as the depreciation bonus. If there is a drop-off in business investment in the next two years, we may find Democratic support for accelerated depreciation.

However, one of AED's biggest issues, the death tax, doesn't face a bright future under the new regime. Democrats have by-and-large opposed efforts to permanently repeal the death tax. While it is possible that Democrats will accept scaled-back death-tax relief to take the issue off the table for the 2008 elections, this is highly speculative. Other industry-specific tax priorities are not generally as partisan and will likely depend on the desire of lawmakers to delve into broader tax and budget issues.

Watching the "Blue Dogs"

There is much speculation about the role the "Blue Dog" Democrats will play in the new Congress. Blue Dogs generally support pro-growth tax and regulatory policy, limited government, fiscal responsibility and infrastructure investment. During the last two years, AED has worked aggressively to build relationships with members of the Blue Dog coalition.

We're hopeful that given the relatively slim Democratic margin of control on Capitol Hill, Blue Dogs will be able to temper the Democratic agenda and remind their colleagues in leadership that policies that hurt America's family businesses ultimately wind up hurting the people those companies employ. ■



Christian A. Klein

*This Guest Opinion, which first appeared in the newsletter, **Washington Insights**, was prepared by Christian Klein, Vice President of Government Affairs for the Associated Equipment Distributors. Mr. Klein can be contacted at caklein@potomac-law.com.*

Associated Equipment Distributors says Democratic control of Capitol Hill might mean some good and some bad for the construction industry.



MULTIPLE LANGUAGES

Can becoming a bilingual employer help you boost productivity without sacrificing safety?

Much of the information for this article comes from a seminar presented at CONEXPO 2005 by J.R. Gonzales, a former President of the U.S. Hispanic Chamber of Commerce. Mr. Gonzales is also President of JRG Communications in Austin, Texas.

It's no secret that the United States is facing a labor shortage in the construction industry. Estimates show that in the next five years, the country as a whole will be short 8 million to 10 million workers, with construction being one of the hardest-hit industries. So where do employers turn to find the necessary manpower to keep up?

For many, it means hiring and training non-native workers, with the largest percentage coming from Spanish-speaking countries such as Mexico. Hispanic workers already make up as much as 25 percent of the country's construction work force with that number expected to rise to 47 percent by 2010.

With the rise in Hispanic workers comes an increase in language barriers that must be overcome in order to maintain productive and safe jobsites. OSHA standards require employers to train employees in all safety aspects on the job, no matter what language they speak. Employers also must make sure employees comprehend the training.

The standards were put in place to protect all workers, but the language barrier faced by Hispanic workers often hinders understanding of safe practices on the jobsite. That lack of understanding is seen as one of the major reasons Hispanic injuries and deaths on construction sites have risen as the population of Spanish-speaking workers grows.

Statistics show that Hispanic workers account for nearly 20 percent of all work-related deaths in the U.S., the largest number of fatalities among ethnic groups. A language barrier is often the cause, as workers don't understand the task assigned to them or the risks associated with it. They are unlikely to ask questions or point out unsafe practices for fear of losing jobs. Many workers also come from countries where safety is not a priority and don't realize the emphasis the U.S. places on protecting workers.

Overcoming the language barrier

There are several ways to overcome the language barrier that will benefit both the employer who speaks little or no Spanish and Hispanic workers who speak little or no English. It's hard to say which method is best. Each company must decide what will work best as it prepares for a diverse work force.

Hispanic workers make up as much as 25 percent of the United States work force with that number expected to rise to 47 percent by 2010.



"A key component in any business is good communication," said J.R. Gonzales, a former President of the United States Hispanic Chamber of Commerce and President of JRG Communications, Inc. in Austin, Texas, during a session at CONEXPO in 2005. "Lack of communication leads to poor productivity and unsafe practices. It's important that companies find a way to bridge the language barrier. The growing number of Hispanics in the work force is a trend that will continue upward."

"The work force in the United States is growing more diverse, with Spanish as the primary language spoken among non-native workers," he continued. "Employers should look at it as a challenge and step up to meet it head-on."


Gonzales added that there are a number of ways to meet the challenge that require little financial outlay. Such an investment is especially economical because of the increased productivity that will result from workers who can communicate effectively with each other.

Seminars and conferences specifically tailored to the construction industry are available that will teach common words and phrases used on a construction site. These might be an initial step to consider for both English and Hispanic employees as they begin to work together. Such training can be a first step in learning a new language in order to eventually run a bilingual company.

Learning new language is beneficial


Many companies have arranged for Hispanic workers to take English classes taught by bilingual instructors. Classes are often offered at local community colleges and universities, as well as through community outreach programs. The courses are usually offered at night, leaving the worker free to be on the job during the day.

In conjunction, some companies are having their English-speaking staff take Spanish classes at the same time. This has proven


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Additionally, excavated or other materials must be at least 2 feet back from the edge of a trench; and

A safe means of egress shall be provided within 25 feet of workers in a trench.

For more complete information:


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- Sostener por un sistema formado de postes, vigas, puntales o tablas con gatos hidráulicos, o
- Sostener por una caja de zanja que proteja a los trabajadores en la trinchera.

Además, los materiales excavados u otros materiales tienen que colocarse a un mínimo de 2 pies de la orilla de la trinchera y

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There are a number of useful resources available from a variety of sources, including OSHA's Web site (www.OSHA.gov), where you can download and print materials, such as this trench safety card, which offers information in English on one side and Spanish on the other.

especially useful for supervisors and foremen who oversee Hispanic workers. It aids in communicating safety issues and ensures the worker understands his or her assigned tasks.

Some classes are designed to bring English and Hispanic workers together to learn both languages at the same time. Often, one or more interpreters are in the room, along with the instructor to help enhance students' understanding. Some courses also offer students headsets that translate the instructor's words into English or Spanish. The advantage of having a combined class is that workers don't feel isolated and everybody gets the same information.

Continued . . .

Resources help employers educate workers

... continued

Useful materials

Other resources, including video presentations and publications in Spanish, augment language classes. Many can be obtained at little or no cost through organizations such as OSHA, the Associated General Contractors (AGC), the International Union of Operating Engineers (IUOE) and NUCA (National Utility Contractors Association). Equipment manufacturers often provide materials in a variety of languages explaining how to use their equipment.

NUCA has bilingual safety instructors and consultants available to teach such practices as excavation safety and provide competent-person training and confined-entry-space training. OSHA has a Spanish-language Web page containing items such as posters, safety and health bulletins and other materials published in Spanish.

OSHA's Training Institute operates a number of education centers throughout the United States that offer Spanish-language safety-training courses. It also works with groups, such as the Hispanic American Construction Industries Association, to provide safety and health training.

Bilingual workplaces are becoming increasingly more common throughout the United States. There are numerous ways to ensure productivity and safety on all jobsites, despite a language barrier.

There are numerous Internet sites that supply online information in English and Spanish, and Web-based courses can be taken in a multitude of languages. Publications and safety materials, such as English-to-Spanish and Spanish-to-English dictionaries, are available online as well.

On-site practices can boost productivity

There are ways to help assimilate Hispanic employees into the work force that will minimize communication barriers on the jobsite. Once workers have been thoroughly trained and have a basic understanding of work and safety practices, it's best to assign tasks that appropriately fit their skills.

A best-case scenario is one where you have bilingual workers, who you can place in a group with English-only and Spanish-only workers. The bilingual employee can work as an interpreter, ensuring good communication between workers who only speak one language. As these employees work side-by-side, their skills at communicating with each other should improve. As mentioned before, helping workers become bilingual can pay big dividends in the long run.

If you don't have bilingual workers, group employees by their native language. In this way, each can communicate in his own language, lessening the chance of communication breakdowns between workers who don't understand each other. Supervisors should be bilingual in order to communicate effectively with each group of workers.

Always part of our culture

As more and more immigrant workers become part of the construction landscape, meeting the challenge of a diverse work force now will help ensure a safe and productive jobsite in the future.

"The number of employers and jobsites with non-English-speaking workers is constantly growing," Gonzales said. "Hispanics have always been part of the work force and will continue to be." ■





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EQUIPMENT DESIGN BENEFITS

TOP GRADES

Visibility, blade geometry and ease of operation help set Komatsu motor graders apart

When it comes to operating heavy construction equipment, proficiency does not happen overnight. According to many industry experts, that fact applies to motor graders more than any other machine.

While wheel loaders and dozers use essentially one control stick to manage all functions of the machine, motor graders have more than a dozen different controls to monitor while moving at different speeds in forward and reverse.

"That's why, for many contractors and many government entities, getting a good blade man is so important," said Jenkins Davis, Director of Sales & Marketing Development for Komatsu America. "Many times, they will cater to grader operators because they're so valuable. It's very hard to replace somebody who's a good blade man, due to the operational skills it takes to do the job."

Direct drive and torque converter

With skilled operators in such demand, it makes sense to reduce the complexity of motor grader operation. Davis said the unique dual transmission of Komatsu motor graders helps do just that. At the flip of a switch, operators can go from Mode One, which is the direct-drive transmission, to Mode Two, which utilizes Komatsu's unique torque-converter transmission. The top four gears in Mode Two offer automatic shifting, making the machine easier to manage.

"It just simplifies the whole operating process," Davis described. "The best comparison I could make would be the difference of going from a stick shift to an automatic transmission in a car. Using a clutch and shifting in a car is somewhat similar to Mode One, which is the direct-drive concept. Mode Two, which is a torque converter, is similar to a regular power-shift car. It's easier

to operate and that's especially beneficial for younger and less-experienced operators."

The current dual-transmission line of Komatsu motor graders has been out for several years now and, according to Davis, is tested and proven. "We were very successful with our previous line of motor graders," Davis noted, "but as we looked at the evolution of the product, we believed some major design changes would make the product even better. That's really what led to the development of our current line of graders."

Other Komatsu advantages

In addition to easier operation, Davis said Komatsu graders feature an advanced hydraulic system, excellent visibility and superior blade geometry, all of which combine to provide improved power and performance at a jobsite.

The hydraulics help maximize speed and responsiveness. A closed-center system of valves allows fluid to flow to each individual implement, providing outstanding operator "feel" and unmatched implement control.

Continued . . .



Jenkins Davis,
Director of Sales
& Marketing
Development,
Komatsu America
Corp.

The GD555-3, with a 140- to 160-variable-horsepower engine, is Komatsu's smallest motor grader.



Grader design features help boost productivity

... continued

"Operators want an instantaneous response from the blade when they hit that lever," Davis explained. "We think the hydraulics on our machine are superior to anything else on the market."

The operator's ability to clearly see the work underway is essential in grade work, too, and

the visibility of Komatsu graders sets them apart from competitors. The large front glass helps provide an unobstructed view of the moldboard and front tires. In addition, angled front and rear glass prevents dust buildup.

"The visibility to the blade is crucial," concurred Bob Lessner, Product Manager, Motor Graders for Komatsu America. "That's the working end of the machine and our visibility is probably equal to or better than any other manufacturer in the market today."

Blade geometry is also an important design advantage of Komatsu motor graders. The unique blade-suspension system improves reach and allows a wide working range, including true 90-degree bank sloping.

Another design feature is parts commonality. "Many parts used in our excavators, wheel loaders and dozers are incorporated into Komatsu motor graders, so parts are readily available and technicians are knowledgeable about the product," Davis pointed out. "That's a tremendous benefit if a part needs to be replaced."

Here's another benefit of Komatsu motor graders: the GD655-3 and the GD675-3 machines are now equipped with a Tier 3 engine, which offers greater horsepower and improved fuel efficiency.

"We increased engine horsepower slightly by 10 horsepower," Lessner said of the GD655. "It now has 180 to 200 horsepower with the Tier 3 engine. The other changes we made are in the cab. We have an electronic hand throttle now, whereas before it was a lever, so it's more user-friendly."

Operating options

Governmental work, including road maintenance and repair jobs, ditching and slope work, makes up 50 percent of motor grader sales in some areas of the country. "We have a motor grader to fit any job," confirmed Davis. "Komatsu is very committed to the North American market and the motor graders are a big part of our product line, along with dozers, excavators and wheel loaders. We want to do everything we can to promote this product line because we think we've got something very special here." ■

Brief specs on Komatsu Motor Graders

Model	Operating weight	Output	Overall Length
GD555-3 (Tier 2)	30,950 lbs.	140-160 hp	30'10"
GD655-3 (Tier 3)	33,069 lbs.	180-200 hp	32'4"
GD675-3 (Tier 3)	34,855 lbs.	180-200 hp	32'4"



Bob Lessner, Product Manager, Motor Graders, Komatsu America Corp. (left) stands in front of a Komatsu GD555-3 motor grader with Komatsu Motor Grader Consultant Jim Terrell.

The GD655 is slightly larger than the GD555 and is the biggest seller in Komatsu's grader line. The GD655 and the GD675 are now available with a Tier 3 engine.





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UTILITY MACHINES

WORKING A NEW ANGLE

How feedback from contractors helped improve these popular compact excavators

In the 21st century, compact excavators are what skid steer loaders were in the late 20th century: highly maneuverable and versatile tools for the construction and landscape trades.

As is typically the case when a new piece of machinery is introduced into the market, contractors provide manufacturers with feedback that makes the machines more user friendly and productive. Komatsu relies heavily on customer feedback to engineer machines that meet the ever-expanding requirements of its customers. The Komatsu compact excavator line is no exception.

The market for compact excavators has grown more than 250 percent since 2002, and has exceeded the market for backhoe loaders. Part of the increase is due to economics, but a big part of the growth for these powerful products is the recognition by contractors that compact excavators are for real; they're productive, flexible and can do jobs and go places that larger machines can't.

A vast assortment of features

Komatsu compact excavators continue to advance by introducing features that contractors appreciate. To meet the wide range of customer requirements, Komatsu offers 10 models ranging from the 1,960-pound PC09 to the nearly 18,000-pound PC78MR. Features include:

- Pilot proportional joystick controls and load-sensing hydraulics that make operation smooth and effortless;
- Control-pattern changer that allows either backhoe or excavator operators to use the operating pattern they're most comfortable with;
- Boom offset that permits machines to work in very tight spaces;
- Three track options that allow customers to choose what's right for their business — standard rubber tracks, optional steel tracks for work in abrasive conditions, or optional Komatsu Road-Liner tracks that are ideal for work on pavement;
- A four-way, power-angle backfill blade option on PC35MR-2 and PC50MR-2 models that improves flexibility and backfilling productivity;
- A standard thumb-mounting bracket on the dipper arm (available in early 2007) that allows installation of a hydraulic thumb attachment without the need to weld on the arm;
- A significantly expanded range of attachments through a cooperation with Werk-Brau, a major manufacturer of excavator and backhoe attachments, will also be available in 2007.

With everything they have to offer, there's another reason to check out the lineup of Komatsu compact excavators. Now is the time to take advantage of Komatsu's zero-percent retail finance plans. ■



In 2006, Komatsu introduced the four-way, power-angle blade option on its PC35MR-2 and PC50MR-2 compact excavators to improve flexibility and backfilling productivity. This year will see the introduction of a standard thumb-mounting bracket on the dipper arm, as well as an expanded range of attachments.

FIELD NOTES

QUARRY DAYS

Large machines take the spotlight at Komatsu proving grounds in Cartersville, Ga.

More than 200 equipment users from across the U.S. and Canada got an up close and personal look at numerous Komatsu machines designed for quarry, large construction and small mining applications at Komatsu Quarry Days late last year. The Quarry Days show was

the first event to be held at Komatsu's new proving-ground site located at the Komatsu Training Center in Cartersville, Ga.

Similar to the former Komatsu Field Days, the manufacturer will now stage Quarry Days and similar shows in the future in order to provide equipment users with the opportunity to talk to product managers and field test the equipment. The difference from Field Days is that, rather than have machines of all sizes at the same show, Komatsu will now host smaller events that focus on a particular size class of equipment. Generally speaking, quarry machines range from the large end of the construction class of equipment to small mining-class machines.

Machines at Quarry Days consisted of dozers, (D85EX-15, D155AX-6, D275AX-5 and the new Tier 2-compliant D475A-5), excavators (PC400LC-7, PC600LC-8, PC800LC-8 and the new PC2000-8), wheel loaders (WA430-6, WA500-6 and WA600-6), rigid-frame trucks



This 100-ton HD785 haul truck breaks the ribbon at the at the grand opening of the new Komatsu demonstration site, which hosted its inaugural event, Quarry Days, late last year.

The Komatsu demo site is about a 12-acre area immediately behind the Komatsu Training Center in Cartersville, Ga. It easily accommodated 15 large machines for Quarry Days.



The Quarry Days event provided customers with an opportunity to speak directly with Komatsu personnel, such as Excavator Senior Product Manager Peter Robson.



The new D275A-3 dozer with a Tier 3 engine was one of four Komatsu dozers at the Quarry Days event.

(HD605-7 and HD785-7), the HM400-2 articulated dump truck and the GD655-3 motor grader.

Complete lineup

Among the new machines at Quarry Days were the PC800LC-8 and PC2000-8, which replace the PC750 and the PC1800 in the Komatsu excavator lineup. Also new is the WA430-6 wheel loader, which replaces the WA400. Dozers at the show ranged from 264 horsepower to 890 horsepower.

“We believe our quarry-size group of machines is the most complete lineup in the industry and includes a number of units we consider to be unique and unrivaled products,” said Komatsu Vice President of Product Marketing Erik Wilde. “We were pleased with the opportunity Quarry Days gave us to show these outstanding products to current and potential customers in a real-world environment.” ■



Tom Stedman, Komatsu marketing manager for mining trucks (far right) visits with a group of customers at Quarry Days.



The 956-horsepower PC2000-8 (above) is a new machine that replaces the PC1800 in the Komatsu excavator lineup. Similarly, the new PC800LC-8 (below), has more horsepower and greater stability than the PC750 it replaces.



The new WA600-6 wheel loader, which improves productivity while dramatically lowering fuel consumption, is a significant upgrade from the previous model and is considered to be one of Komatsu's unique and unrivaled products.



KOMATSU & YOU

REALISTIC BUT OPTIMISTIC

Komatsu America President believes 2007 could start another upturn in construction



**Ted Ohashi, President and COO,
Komatsu America Corp.**

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.

Since graduating from the University of Tokyo in 1977, Ted Ohashi has worked for Komatsu in increasingly important positions. He's now beginning his fourth year as President and COO of Komatsu America Corp. and he's not looking to leave anytime soon.

"North America is the world's largest market for construction and mining equipment and as such, is very important to Komatsu," said Ohashi. "Being President of Komatsu America is certainly a challenge, but it's one I enjoy and I want to stay in the position as long as Komatsu wants me to be here."

With a strong background in engineering, including a master's degree from Stanford University, Ted understands the nuts and bolts of the equipment industry. He also understands what equipment users want and need. "Our customers want reliable equipment and they want outstanding support. Komatsu and our distributors are committed to providing both."

Ted's wife remains in Tokyo with their three sons, two of whom are in college, while the third is finishing high school. "It's an accepted part of life in Japan to go where your job takes you, so the long-distance marriage is not a major issue," said Ohashi. "Besides, I travel so much in my job that we would spend a lot of time apart even if she lived here in Chicago. As it is, she visits relatively frequently and I can plan my schedule to be home when she's here."

In his free time, Ted enjoys attending the Chicago Opera and playing golf. "On Christmas Day 2005, I hurt my back in a rather serious bicycle accident, so I wasn't able to play as much golf last year. But I hope to make up for it in 2007."

QUESTION: Following three years of extraordinary growth in the construction economy, there are questions about 2007. What is Komatsu expecting this year?

ANSWER: I would say we're realistic but optimistic about what 2007 is going to bring. Certainly, demand for equipment leveled off in 2006, largely because of about a 25 percent decline in housing starts compared to 2005. Our hope and belief is that the bottom of the housing market has been reached and that a rebound could well begin this year.

Of course, much depends on what happens with interest rates. Our hope is that interest rates are through climbing and may actually start inching back down in 2007. If that happens, the current excess housing inventory should get used up, which means more houses will need to be built.

QUESTION: Beyond housing, what's the construction economy like?

ANSWER: Remarkably strong. Non-residential building, highway construction and mining all had excellent years in 2006 and we expect more of the same for 2007. As always, the level of activity will vary region by region, but overall we are optimistic about the construction economy and Komatsu's place in it.

QUESTION: What is Komatsu's place as an equipment manufacturer?

ANSWER: We are the world's second-largest manufacturer and supplier of utility, construction and mining equipment. In North America, my goal as president is to help Komatsu America achieve steady and sustainable growth each and every year, and so far, we've accomplished that.

When you look at where we started from — a sales and marketing company that simply imported dozers to sell in the U.S. — our



Komatsu is taking steps to improve product support by increasing service personnel to aid distributor technicians as necessary. Komatsu is also working to certify all distributor technicians.

growth in and commitment to North America is remarkable. We now offer a full range of products and services, and have several manufacturing plants here. Significantly, we also recently added the important R&D function for mining trucks and many dozers, which, in essence, makes the U.S. the center of the Komatsu universe for those products. So, although we are a foreign company, we also consider ourselves to be increasingly American, and I think our North American customers see that and appreciate it.

QUESTION: Speaking of customers, what are American equipment users looking for from Komatsu?

ANSWER: Equipment users are very smart. They know that the cheapest price doesn't necessarily mean the best value. At Komatsu, we've always emphasized the life cycle of a machine. What's important is the production you get compared to operating costs throughout the life of the machine, which takes into account repairs, downtime and resale value. Komatsu customers understand that concept and understand that Komatsu provides it as well as, if not better than, any other manufacturer.

QUESTION: What is Komatsu doing to improve customers' experience with Komatsu products?

ANSWER: Our products have always been well-received and well-accepted by customers. Much of what we're emphasizing now is support related.

For example, we've opened six regional parts depots to complement our national parts distribution center to help us get parts to customers more quickly. We're taking steps to help our dealers improve their service technicians by training and certifying them based on their level of expertise. We've also increased the



A slowdown in housing starts impacted construction in 2006. Komatsu America President Ted Ohashi is cautiously optimistic that the bottom of the housing market has been hit and that 2007 could start a new upturn.



number of Komatsu service personnel to help our dealers out as needed. And we've put our GPS-based KOMTRAX monitoring system on all Tier 3 machines, which we constantly track right here at Komatsu America headquarters to help us support our dealers and our customers much more proactively.

QUESTION: When an equipment user hears the name Komatsu, what do you want him to think?

ANSWER: Solution provider. More than just a manufacturer of equipment, we want our customers to think of us as a partner who can help them succeed in their business. Our Working Gear Group, with its focus on developing equipment and attachments for specific industries, such as material handling or demolition, is a good example of our commitment to being a solution provider. In conjunction with our excellent nationwide distributor network, we believe we can help customers solve their problems, and in turn help them be more productive and more profitable. ■

Komatsu has four manufacturing plants in North America, including this one in Candiag, in the Canadian province of Quebec. "Although we are a foreign company, the fact that we have a large factory presence, and have even moved some product R&D functions to the U.S. and Canada, demonstrates that we are becoming increasingly American, and I think North American customers appreciate that," said Ohashi.

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CONSTRUCTION REMAINS STRONG

Housing starts are down, but other segments keep the industry moving forward

From 1992 through 2005, construction had a stunning run of steadily increasing volume. During half of those years, construction volume grew at or near double-digit levels. When the final numbers are in for 2006, it's expected they will show yet another gain, but only about 1 percent, making it the smallest increase in the last 15 years. The question is whether the streak will continue in 2007.

Almost all construction economy forecasters agree that the level of activity this year will be just about identical to 2006. Some are predicting a 1 percent or 2 percent increase while others forecast a 1 percent or 2 percent decline.

Regardless of which way the figures fall, they say a lot about the strength of the industry when overall activity is projected to remain at such a high level in the face of a housing slowdown. With the National Association of Homebuilders projecting housing starts will be down about 12 percent this year (on top of an 11 percent drop in 2006), one might have expected a larger drop in construction. Why? Because housing is responsible for 54 percent of the dollar volume of all U.S. construction, according to the U.S. Commerce Department.

But almost all other markets remain strong, led by office and other commercial buildings, manufacturing and education. Many forecasters also expect highway and bridge work to grow in 2007, although the American Road & Transportation Builders Association (ARTBA) expects it to level off in 2007, then resume a solid growth pattern in 2008 and 2009.

Going up?

When the final numbers are in, the U.S. Commerce Department expects total construction to be \$1.17 trillion in 2006, and is projecting an increase, albeit a small one (less than 0.5 percent) for 2007.

While those of us in the business always want to see strong growth, it can be comforting to note that even if all we do is hold steady this year, we're doing so at an incredibly high level historically. To help put it in perspective, when the current boom began in 1992, total construction put-in-place was a little more than \$400 billion. In other words, the total value of construction activity has almost tripled in the last 15 years. ■

Although housing construction has slowed, other market segments, including commercial buildings, manufacturing and education, should be strong enough to keep overall construction activity at a healthy level, according to most industry economic forecasters.



New alert for “gray market” machines

The U.S. Environmental Protection Agency (EPA) has issued a new “gray market” enforcement alert, according to Associated Equipment Distributors. Gray market machines are imported from other countries and may not meet U.S. emissions or safety standards.

Under the Clean Air Act, the manufacture or importation of any nonroad engine is prohibited, unless the EPA certifies it and the engine displays the required EPA emissions label.

In the late 1990s, a gray market enforcement program was established by EPA and the Customs Service to combat a flood of illegal equipment imports. The latest alert is the first such action since that time. It is in response to a recent increase in imports of smaller equipment from Asia with illegal engines.

Imported equipment with engines that fail to meet EPA requirements is subject to seizure and exportation. The importers of such illegal equipment or engines can be fined as much as \$32,500 per engine. ■



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Proactive product support can extend equipment life and save you money

If you're looking to get the most out of your equipment for the longest time, you might want to consider Komatsu Customer Support Programs (CSP). Komatsu distributors offer cost-effective CSPs to cover a full range of maintenance services, all designed to improve equipment productivity and reliability.

CSPs include Komatsu Oil & Wear Analysis (KOWA), which uses independent labs to test oil for wear metals and contaminants; PM-PRO, which is a planned maintenance program in which a distributor technician comes to your jobsite to perform all routine maintenance procedures including oil sampling; and Preventive Maintenance Inspections (PMI), which consist of a walk-around inspection and diagnostic tests to measure engine speed and hydraulic pressure to ensure your machine is working up to its capabilities.

Also offered is a repair and maintenance (R&M) program that uses machine histories and a proactive "before failure" approach to changing out parts and components. With an R&M agreement, you can schedule and budget all repair and maintenance items in advance.

Komatsu's Track Management System (TMS) helps you get the most out of your undercarriage. This CSP manages undercarriage wear to help you maximize usage and avoid costly downtime.

Also available is Komatsu ADVANTAGE Extended Coverage, which is a warranty that will take over when your initial new-machine warranty expires. It allows you to choose from full-machine or powertrain coverage, and select from among a number of options for the time period, hours and deductible.

Lower O&O costs

All Komatsu CSPs are designed to help you lower your owning and operating costs, improve equipment uptime and provide the longest productive life for your Komatsu machines. They also improve the resale value of your equipment by providing proof that the machine has been well maintained.

Feel free to talk to our service manager or a product support representative to learn more about Komatsu Customer Support Programs and how they can help you benefit your operation. ■

Oil sampling through the Komatsu Oil & Wear Analysis (KOWA) Customer Support Program is one of the best ways to reduce unexpected and costly equipment downtime and repairs.



SPECIAL FEATURE

TODD ANDERSON

Hall-Irwin operator marks a quarter century of service



Todd Anderson,
Operator



In recognition of Todd Anderson's milestone of service, Power Motive Corporation General Service Manager John Thaden presented him with a specially engraved Komatsu belt buckle.

The construction industry has seen many changes during the past 25 years, but at Hall-Irwin Construction Company in Denver, one thing has remained the same — the steady and dependable work of Operator Todd Anderson.

"He's a great operator who does good work," said Hall-Irwin Supervisor Val Martinez. "That guy knows what he's doing."

On August 3, 2006, Anderson celebrated 25 years of service with Hall-Irwin, the past 23 of which Anderson estimates he's been operating an excavator. But he said he started as a 19-year-old laborer in the ditch.

"Everybody wants to be an operator," Anderson, 44, said. "It took me about a year and a half or so. I was on a loader first, and then, periodically, they would put me on a backhoe when they needed me. That's how I got my experience."

Quality and experience

Years of experience have made Anderson one of Hall-Irwin's most reliable operators on a jobsite. Today, he almost exclusively runs

excavators, including a Komatsu PC400 from Power Motive Corporation.

It's not uncommon for contractors to lament the difficulties in finding skilled operators, which is part of the reason why Anderson's abilities in the field do not go unappreciated. "We run into guys sometimes who say they're good operators and then you get them in the field and they're not as qualified as they said they were," Martinez explained. "Good operators are hard to find nowadays."

"I don't know if I really worked all that hard at it," Anderson admitted. "I just taught myself different things over the years to become a better operator."

State-of-the-art equipment

As Anderson's skills have evolved, so have the machines themselves. Anderson said the equipment of today is a far cry from the machines he ran when he started operating equipment for Hall-Irwin.

"Equipment is very different from what it was 20 years ago. The machines have air conditioning now," Anderson said. "They're so much more comfortable and we've got more room in the cab. We didn't have those luxuries before. Production-wise, equipment just keeps getting better and better. Excavators are more than twice as fast as they were 25 years ago."

In December, Anderson was recognized for his service at the annual Christmas party for Hall-Irwin field personnel. He received a framed certificate as a service award from Hall-Irwin and a special, personalized Komatsu belt buckle from Power Motive Corporation.

"He's a very valuable person to have on the jobsite," Martinez added. "We have other operators who are really good, but Todd's right there at the top." ■

Operator Todd Anderson works the Komatsu PC400LC excavator to put in a 54-inch storm sewer line. Anderson estimates he's been operating excavators for 23 of his 25 years with Hall-Irwin Construction Company.





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DISTRIBUTOR CERTIFIED

QUALITY USED EQUIPMENT

How Komatsu Distributor Certified used machines have helped this utility contractor grow



Since starting an underground utility company in Fort Myers, Fla., about ten years ago, Jim Murphy has seen the firm grow from a handful of people to about 60 today. Certainly, some of that growth is attributable to a Gulf Coast economy that boomed during that period, but equally important is the quality of work that J.P. Murphy, Inc. is known for doing.

"Our philosophy is to get the work done fast and give the customer top quality for the dollar," said Murphy. "Whether

it's commercial work, residential work or municipal work, we believe in providing value for the developer or municipality that hires us."

A perfect fit

As his company has grown, so has his equipment fleet, most of which consists of Komatsu Distributor Certified used machines.

"We probably have at least 15 Komatsu Distributor Certified used machines," reported Murphy, whose fleet includes half a dozen Komatsu WA320 wheel loaders, numerous Komatsu excavators ranging up to a PC600, and a couple of small dozers. "I've always preferred to buy slightly used equipment to let somebody else pay for the initial depreciation, so the Komatsu Distributor Certified used program was a perfect fit for us. We get high-quality used equipment that's been inspected and certified, and because of that, we know our Komatsu distributor is going to back it up."

"The other thing that's important to me is the Distributor Certified pieces we buy tend to be very good, low-hour machines, so they qualify for extended warranties and special rates from Komatsu Financial," he added. "The low interest rates make an affordable machine even more affordable, and as a result, I've gotten some very good deals."

Murphy says most of the Komatsu Distributor Certified machines he owns were less than a year old and had fewer than 3,000 hours when he bought them. "I believe in buying good machines, maintaining them well, and holding on to them for the long term. With these Komatsu Distributor Certified pieces, I expect to get five to eight years out of them, at least." ■

Jim Murphy, Owner and Founder of J.P. Murphy, Inc., owns more than a dozen Komatsu Distributor Certified used machines, including numerous WA320 wheel loaders. "With Komatsu Distributor Certified Used equipment, we get high-quality used equipment that's been inspected and certified, and we know our Komatsu distributor is going to back it up."



Among J.P. Murphy's Distributor Certified Used machines is this PC600LC-6, which is the company's mainline utility machine.



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2005 Komatsu PC200-7, EN11668-U, 1,379 smr.\$123,500

2005 Komatsu WA400-5L, EN10698, 1,368 smr.\$181,000

2000 Komatsu D155AX-5, EN10921-U, 5,071 smr.\$232,000

Dozers

2004 Komatsu D61EX, stock no. 10687, 2,876 smr.	\$113,000
2003 Komatsu D65EX-15, stock no. 11397, 2,779 smr.	\$174,500
2000 Komatsu D155AX-5, stock no. 10921, 5,071 smr.	\$232,000
2001 Komatsu D155AX-5ASL, stock no. 0229, 5,595 smr.	\$257,000

Excavators

2000 Komatsu PC40MR-1, stock no. 11341, 3,116 smr.	\$20,500
1999 Komatsu PC95-1TH, stock no. 7678, 2,707 smr.	\$61,500
2001 Komatsu PC120, stock no. 0542, 2,951 smr.	P.O.R
2000 Komatsu PC128US-2, stock no. 11342, 2,659 smr.	\$71,500
2001 Komatsu PC138US-2, stock no. 0201, 2,117 smr.	\$82,000
1999 Komatsu PC150LC-6, stock no. 0080, 3,897 smr.	\$69,500
2005 Komatsu PC200-7, stock no. 11668, 1,379 smr.	\$123,500
1998 Komatsu PC200LC-6, stock no. 10616, 5,918 smr.	\$82,000
1999 Komatsu PC200LC-6, stock no. 10518, 4,310 smr.	\$92,500
2000 Komatsu PC200LC-6HH, stock no. 10051, 3,402 smr.	\$102,500
2004 Komatsu PC200LC-7, stock no. 11728, 1,100 smr.	\$154,000
1999 Komatsu PC220LC-6LE, stock no. 9793, 5,675 smr.	\$92,500
2001 Komatsu PC228US-3, stock no. 0200, 5,837 smr.	\$102,500
2002 Komatsu PC228USLC-3H, stock no. 11835, 3,018 smr.	\$133,500
2001 Komatsu PC270LC-6, stock no. 7564, 4,646 smr.	\$133,500
2001 Komatsu PC270LC-6LTH, stock no. 7227, 5,773 smr.	\$133,500
1997 Komatsu PC300LC-6, stock no. 11870, 7,767 smr.	\$98,500
2004 Komatsu PC300, stock no. 0458, 5,478 smr.	\$185,000
2000 Komatsu PC300LC-6LE, stock no. 6668, 8,844 smr.	\$102,500
2002 Komatsu PC300LC-7L, stock no. 11247, 6,168 smr.	\$174,500
1996 Komatsu PC400LC-6HH, stock no. 2916, 3,221 smr.	P.O.R
1999 Komatsu PC400LC-6HH, stock no. 5706, 11,285 smr.	P.O.R
2002 Komatsu PC400LC-6LM, stock no. 7807, 7,231 smr.	\$174,500
2004 Komatsu PC400LC-7, stock no. 9462, 4,230 smr.	\$298,500
Volvo ECR58, stock no. 0554, 802 smr.	P.O.R
Cat 315B, stock no. 0566, 5,125 smr.	P.O.R
2001 Cat 320CL-HH, stock no. 10985, 4,234 smr.	\$102,500
1997 Cat 345B, stock no. 0128, 13,476 smr.	\$87,500

Wheel Loaders

1999 Komatsu WA250-3, stock no. 9983, 2,736 smr.	\$77,500
2002 Komatsu WA250-3MC, stock no. 7870, 6,425 smr.	\$82,000
2004 Komatsu WA250-5, stock no. 0237, 1,772 smr.	\$102,500
1996 Komatsu WA250, stock no. 0513, 10,126 smr.	P.O.R
1998 Komatsu WA320-3, stock no. 5016, 8,250 smr.	\$61,500

2002 Komatsu WA380-3MCMV, stock no. 0137, 7,832 smr.	\$120,000
2005 Komatsu WA380-5L, stock no. 9740, 2,889 smr.	\$174,500
2005 Komatsu WA400-5, stock no. 10063, 4,365 smr.	P.O.R
2005 Komatsu WA400-5L, stock no. 10698, 1,368 smr.	\$181,000
1999 Komatsu WA450-3, stock no. 023, 15,450 smr.	\$174,500
1988 Komatsu WA500-1, stock no. 10263, 2,976 smr.	\$41,500
Komatsu WA500-3, stock no. 0112, 15,971 smr.	\$236,500
2003 Cat 966G, stock no. 10917, 3,621 smr.	\$185,000
Ford 445C, stock no. 10753, 0 smr.	\$9,000

Backhoe Loaders

2004 Komatsu WB140, stock no. 0476, 1,568 smr.	P.O.R
Komatsu WB150, stock no. 0238, 1,264 smr.	\$77,500
1999 Komatsu WB150, stock no. 0404, 5,223 smr.	\$24,500
2000 Komatsu WB150PS-2/1C, stock no. 6932, 4,888 smr.	\$36,500

Crusher

CR 3042, stock no. 0393, 1 smr.	\$61,500
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Haul Trucks

2003 Komatsu HM400-1, stock no.10441, 5,086 smr.	\$267,500
2003 Komatsu HM400-1, stock no. 10438, 6,341 smr.	\$267,500

Compaction

2001 CMI-Rex 3-35C, stock no. 7241, 3,404 smr.	\$185,000
1999 CMI-Rex 3-35C, stock no. 5671, 3,253 smr.	\$133,500
1988 CMI-Rex 3-35, stock no. 6702, 300 smr.	\$71,500
1990 CMI-Rex 3-35, stock no. 1518, 2,651 smr.	\$113,000
1992 CMI-Rex 3-35, stock no. 2288, 3,218 smr.	\$71,500
1990 CMI-Rex 3-35C, stock no. 1520, 249 smr.	\$164,500

Graders

2001 Cat 140H, stock no. 10916, 3,218 smr.	\$170,500
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Rollers

1996 IR SD40F, stock no. 0400, 2,552 smr.	P.O.R
1996 IR SD70FB, stock no. 11727, 3,533 smr.	\$51,000
1998 IR SD-100F, stock no. 10325, 1,562 smr.	\$71,500
2004 IR SD105DX, stock no. 11726, 733 smr.	\$98,500

Skid Steer

LX665, stock no. 10744, 1 smr.	\$10,000
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