

# DIRT TALK

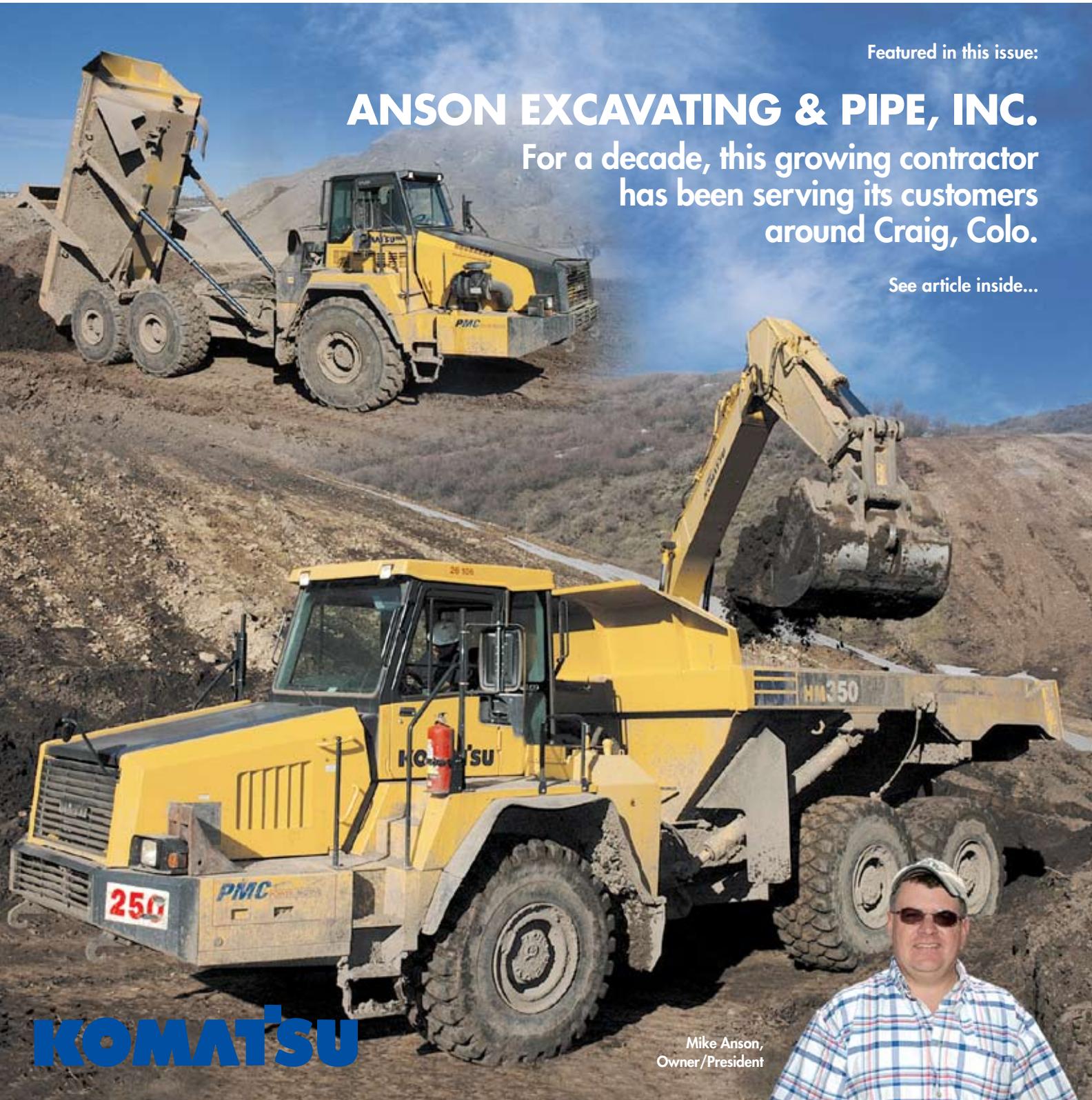
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Featured in this issue:

## ANSON EXCAVATING & PIPE, INC.

For a decade, this growing contractor  
has been serving its customers  
around Craig, Colo.

See article inside...



**KOMATSU**

Mike Anson,  
Owner/President

# A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Equipment User:

There has been a strong push in recent years for more "green" construction, and it seems that trend will continue to increase as more and more projects take sustainability into account as they're designed. It's likely that any job you do now and in the future will have factors built into it that call for reuse and recycling of materials.

Equipment is among the items that are affected as standards call for better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it's lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You'll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue of *Dirt Talk*. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that help you move dirt faster and more efficiently.

At Power Motive we're proud to represent such an innovative equipment manufacturer. If you're looking for new equipment, Komatsu has a machine to fit nearly any need. Don't forget, buying new equipment this year could provide you with significant tax advantages under the new Economic Stimulus Act.

As always, if there's anything we can do to help you with your equipment, parts and service needs, please don't hesitate to call us.



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Sincerely,  
POWER MOTIVE

*Bob Davis*

Bob Davis,  
President



# DIRT TALK



## IN THIS ISSUE

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### NEW UTILITY MACHINES

Take a look at Komatsu's new MR-3 series of compact excavators. You'll find them packed with many new features.

### FIELD NOTES

Here's a quick recap of Komatsu's Demo Days, where equipment users got to test drive and operate new Komatsu machines.

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## A SALUTE TO A CUSTOMER

# ANSON EXCAVATING & PIPE, INC.

**For a decade, this growing contractor has been serving its customers around Craig, Colo.**



Mike Anson,  
Owner/President

Like many contractors, Mike Anson admits to some anxious moments when he first took the plunge and went into business for himself as Anson Excavating & Pipe, Inc. in March of 1998. He had just taken out the largest loan of his life to buy a bulldozer, a backhoe and a dump truck, and was trying to find a place to put them to work.

"I remember being really scared and worrying whether or not I was going to get enough work," Anson recalled. "I remember going to my 10-year class reunion that summer, when everybody usually comes back and talks about these big jobs they have, and I'm sitting there saying 'Well, right now I'm not doing anything. I'm trying to find work.'"

Ten years later, the success Anson has found in business can rival that of any of his former classmates. Anson Excavating provides a

The first piece of Komatsu equipment purchased by Anson Excavating & Pipe, Inc. was this PC400LC excavator. "All my guys really like running it because it has a lot of power," said Owner/President Mike Anson. "We haven't had any problems with the PC400."



full range of excavation services in a roughly 100-mile radius of its home in Craig, Colo.

"We do a little bit of everything," Anson explained. "We do pipeline work and build subdivisions and roads. We also do a lot of work at coal mines, from working on their water systems to reclaiming topsoil and building roads for them. We've even moved coal at some of the projects."

Anson said his company also does a fair amount of work for oil fields, whether it be building pads, pipeline work or road building. "It goes in spurts in different years," Anson said. "Last year we probably did 50 percent mine work and then 50 percent commercial or residential subdivision work. On average, I'd say we do about 40 percent mine work, another 20 percent commercial work and then 10 percent to 15 percent subdivision work, with the rest being oil field work."

### Early work

Work at a nearby mine eventually helped to establish Anson 10 years ago when he was launching the business. "I had one guy working for me at the time, but I was doing most of the work myself," he remembered. "We dug foundations for homes and did some small site-work jobs, but most of that work was residential. Then we got a big job cleaning the sediment out of a couple of ponds at Trapper Mine, south of Craig. They were impressed with our work and we ended up actually getting a change order that doubled our contract. We spent most of our summer out there, so that pond cleaning became a really big deal for us."

By the end of that first summer, Anson had four or five employees and the company he had founded was on its way. "We grew about



10 percent to 15 percent those first four or five years," he said. "We really jumped around our fifth year, doubling what we had been doing. That's when we got a big water-main project in Craig and did a big commercial project for the Bureau of Land Management. We built a nice new parking lot, and although we didn't actually do the final landscaping, we shaped all the contours and hauled in topsoil and got it ready for seeding."

In 2002, Anson Excavating did the Overlook Park subdivision in Craig, one of the first subdivision projects in the community in about 20 years. "There were 20 lots and it encompassed nearly everything," Anson said. "We had to run new water line, new sewer line with manholes and, of course, had to do a lot of grading and topsoil stripping. Then we had to build the road, put all our gravel in and prep for the concrete. That was a nice project to complete."

Since his first year in business, Anson has also done a number of projects at the Colowyo Mine north of Meeker. "We've done a little bit of everything for them," he said. "We work on their water system, fix leaks, and we've moved a lot of topsoil. We've done some concrete projects out there as well. Recently, we've been removing topsoil, and once we get all that out,

we're going to haul riprap back in and make a large under-drain system beneath their fill."

### Productive equipment

When it's all said and done, Anson estimates his company will have moved about 300,000 yards of material for that project alone. To get that much work accomplished, Anson relies heavily on his fleet of Komatsu equipment acquired from Power Motive Corporation with assistance from Territory Manager Rod Smith. Among the Komatsu equipment that Anson has either purchased or is leasing from Power Motive are a PC400LC excavator, four HM350 trucks, two HM400 trucks and a WA320 wheel loader. Anson has also leased other excavators in the past, including a PC150, a PC228 and a PC300.

"We rented that PC150 the first summer I was in business and it performed well," said Anson. "Then, the third summer, I rented a PC300 for a water-line project. I really wanted to buy both of those machines, but it was still a young business and I wasn't sure what the future was going to bring."

The first piece of Komatsu equipment Anson ended up purchasing was a PC400LC excavator. "All my guys really like running it

Anson Excavating & Pipe owns two Komatsu HM350 articulated trucks and leases two others. "They've worked really well," said Owner/President Mike Anson. "The drivers like them."

*Continued ...*

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...continued



**Joe Hefton,  
Maintenance  
Foreman**

because it has a lot of power," Anson said. "We haven't had any problems with the PC400."

Anson also purchased two Komatsu HM350 trucks at the same time it acquired its Komatsu PC400LC excavator. "They've worked really well, as have our newer trucks, the HM400s," Anson confirmed. "The drivers like our Komatsu trucks."

When the time came to acquire his Komatsu WA320 loader, Anson let his employees compare other brands and have a voice in the final decision. That decision was Komatsu.

"Everybody filled out a little evaluation sheet and the Komatsu came out on top," Anson recalled. "That's the reason we went with that loader. Many of them felt the Komatsu was more stable for loading trucks when the bucket has to be raised high with the load. We also use it for plowing snow in the winter — it's a general-purpose loader. We ended up renting it

**Anson Excavating & Pipe, Inc.**  
Owner/President Mike Anson (left) can count on Power Motive Corporation Territory Manager Rod Smith for assistance with all of his equipment needs.

**Anson Excavating & Pipe leases two Komatsu HM400 articulated trucks, here moving material at the Colowyo Mine north of Meeker.**



most of last summer and then turning it into a lease-purchase late last fall."

To maintain that equipment, Anson Excavating recently began employing a full-time shop mechanic. But Anson said whenever he's called on the technical expertise of Power Motive Corporation, they've been quick to respond.

"They've been great out at Colowyo whenever we've had issues with the trucks that are on lease," Anson said. "We haven't had any major problems, but we've had some minor things and they've always been able to get a guy there either the same day or first thing the next morning."

"I'm very fond of the Komatsu equipment because it runs," said Anson Excavating Maintenance Foreman Joe Hefton. "It requires very little maintenance. Most of what we do is general maintenance, but as far as major failures, we don't see them with the Komatsus."

## Positioned for growth

With the support of a productive fleet of equipment, Anson Excavating has grown to 35 employees doing about \$5 million in annual business. Anson spends most of his time in the office these days, overseeing bidding and scheduling. His wife, Mardi, joined the operation about five to six years ago to handle the books as an office manager.

"We've tried to do a good job and take care of our customers' needs and be there when they ask us to be there," Anson said. "There have been times when we've gone out in the middle of the night to help somebody, but what it generally comes down to is keeping our prices competitive, doing a good job and getting the job done."

That will undoubtedly be the approach as Anson looks to the future — he recently bought into a gravel pit and can envision expanding more into the gravel business in the days ahead. Even now, with a decade of experience behind him, those kinds of decisions can still induce some anxious moments, but today Anson can also fall back on the knowledge and expertise gained by 10 years in business as a successful contractor.

"It still gets a little stressful at times," he said, "but we feel good about where we're at." ■



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# BRIDGE TO THE FUTURE

## ARTBA calls for increased funding in highway and bridge construction

The 2009 federal highway and transit authorization bill provides the best opportunity in more than 50 years to chart a new course for America's surface transportation programs and significantly boost highway and bridge construction for the future. But, it will be a heavy political lift to get the job done and will require strong grassroots support from transportation design and construction professionals.

Those were among the key messages American Road & Transportation Builders Association (ARTBA) President & CEO Pete Ruane delivered to 1,500 bridge owners and engineers, senior policymakers, government officials, bridge designers, construction executives, and suppliers attending the 25th Annual International Bridge Conference in June.

The United States has nearly 576,000 bridges. Approximately 22 percent are located on the National Highway System (NHS) and 55,245 are on the Interstate system.

Ruane cited research from the American Association of State Highway & Transportation Officials (AASHTO) calling for 10,000 miles of new routes or corridors and upgrading 20,000 miles of new or replacement bridges on the NHS.

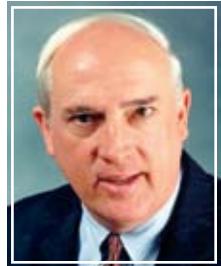
With the U.S. Department of Transportation (DOT) reporting more than 25 percent of the nation's bridges to be structurally deficient or functionally obsolete, the trend toward greater investment should continue, Ruane said. He cautioned, however, that a nearly 40 percent increase in highway and bridge construction costs since 2003 was making bridge improvements much more expensive, and would require additional federal, state

and local funding. Building support among policymakers at all levels of government will be challenging in the current political atmosphere, but can be done.

He outlined two major thrusts of ARTBA's legislative proposals for the 2009 bill, which include expanded investments in the core highway, bridge and transit programs — financed by a minimum 10 cents per gallon increase in and indexing of the federal motor fuels tax — to protect past infrastructure investments, particularly on the Interstate system.

The second part of ARTBA's plan calls for initiation of a 25-year national construction priority — the "Critical Commerce Corridors" (3C) goods movement program — to add new infrastructure capacity to the nation's transportation network. ■

ARTBA President & CEO Pete Ruane said the 2009 federal highway and transit authorization bill provides a great opportunity for a boost in future highway and bridge construction. ARTBA is calling for expanded investment in core programs as well as a 25-year national construction priority.



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



## INDUSTRY OUTLOOK

# GREEN BUILDING

## How contractors can grow and profit by minimizing the environmental impact of construction projects



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**W**hen Francis Kent began recycling paving material nearly 30 years ago, he had to convince a lot of people the products made from crushed concrete and asphalt were an acceptable alternative to the construction building materials that come out of a conventional quarry.

"In the early 1980s, recycling wasn't fashionable," said John Kent, who joined his father in the family business and is now President of Oxford Recycling. "We had to fight to establish ourselves and prove to various municipalities and contractors that just because our product is recycled, that doesn't mean it's not as good as a virgin product. It meets required specs, and in fact, often exceeds them. But back then, we had a terrible time trying to convince people of that."

Eventually the practice caught on and the Kents today are running a large operation that

Old practices often called for burning or landfilling trees and shrubs during clearing and grubbing. Today, more and more companies, such as Oxford Recycling, are turning them into reusable products such as mulch.



sees upward of 1,000 trucks per day either delivering or picking up product. They've added tree grinding to their operation, producing valuable mulch from what formerly may have been landfilled, burned or buried.

The rest of the construction industry is fast approaching the Kents' lead in what's rapidly becoming known as "green building," "sustainable design" or other terms that point to the idea of minimizing environmental impact through reducing the consumption of nonrenewable resources and waste.

### A growing movement

The movement has been growing rapidly in the past few years as more consumers call for developers, designers and architects and builders to think about how they can build in a more eco-friendly way. The concept requires careful consideration in the planning stages, taking into consideration everything from how stormwater runoff can be used on site to selecting the most energy-efficient building materials. It often means using recycled materials throughout the construction process.

Industry professionals are taking green building and sustainable design into account and are joining such organizations as the U.S. Green Building Council (USGBC), a nonprofit organization that promotes such practices. It's grown to include more than 16,000 member organizations and 75 regional chapters, offering programs to educate construction personnel on green practices.

The USGBC also certifies green projects through its LEED (Leadership in Energy and Environmental Design) Rating System, "a nationally accepted benchmark for the design, construction and operation



of high-performance green buildings." It promotes a whole-building approach by looking at key performance areas, such as sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality. Points are awarded to designate certification levels of Certified, Silver, Gold and Platinum. A LEED-certified project meets rigorous criteria, and the honor can reap rewards for those who designed and built it, putting them at the forefront for winning more projects. Those who use it also benefit through a more healthful living and/or working environment.

"Green construction is 30 percent to 50 percent more energy-efficient and 40 percent more efficient in water usage, plus it offers health benefits," said Ashley Katz, Communications Coordinator with the USGBC. "Currently, we have a little more than 1,500 certified projects in total, but our goal is to have 100,000 commercial buildings and 1 million homes certified by 2010. We've also raised our commitment to fund green-building research by increasing the amount given in grants to \$2 million in 2008."

In addition to the increased use of recycled materials, nearly all new construction projects have other green considerations built into them, such as erosion-control measures, retention ponds to keep stormwater runoff on site, and balanced earthwork designed to cut down on the amount of import and export materials and compaction. Many call for disturbing as little ground as possible, as well as finding ways to save existing trees, or planting new ones.

In many cases, state highway departments have led the way by using existing roadway materials in the construction of new paving projects. Materials such as old concrete and asphalt roadbeds that used to be hauled away are now being crushed on site and reused as road base. Asphalt millings are used in shoulder materials or put back into the mix for new road pavement. Porous pavement that allows water to drain through it to the stone base and back to the soil is becoming increasingly more popular.



More efficient machines with Tier 3-compliant engines, such as Komatsu's Dash-8 excavators and new BR580 JG crusher, increase production with less fuel and lower emissions than previous models. Used in combination, as shown here, these machines can turn old pavement into new materials for reuse, rather than putting them in a landfill.

## Efficient machinery reduces emissions

Reducing environmental impact in construction means more than just using recycled materials and careful jobsite planning. It also takes into account the machinery that's used to make the materials, move the dirt and lift building products into place. Equipment manufacturers are doing their part in conjunction with federal regulations and guidelines, which have included mandates that lower engine emissions, such as nitrous oxide (Nox) and particulate matter (PM). Both are considered significant public health risks.

Latest regulations require new diesel engines to meet Tier 3 standards, with stricter Tier 4 standards coming in the next few years. In some cases, the results have not only been lower emissions, but less fuel consumption as well, leading to the same or better production with lower operating costs. It's a win-win for the equipment user.

"That's been a great benefit of our ecot3 engines (the 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3)," said Toshio Miyake, who was involved with product planning for Komatsu Ltd. during the development of ecot3 engines. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also able to make a better machine.

*Continued ...*

# Komatsu, contractors join green movement

... continued

"Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we've overcome potential problems and we view the ecot3 engine as a big step forward in all respects for equipment users."

## Manufacturing part of the process

Komatsu and other manufacturers are taking additional steps by making going green

Factories such as Hensley Industries, part of Komatsu Ltd., are using more environmentally friendly practices during production. The plant, which makes ground-engaging tools for mining machines, recycles nearly 100 percent of its waste products, including dust, which goes into this containment area. It is pelletized and sold for use in other products, including concrete.



a consideration in the manufacturing process. When Hensley Industries, part of Komatsu Ltd., built its new foundry in Dallas, several steps were taken to improve efficiencies and recycle nearly 100 percent of the waste materials it generates in the process of making ground-engaging tools for mining machines.

During the planning stages, Hensley took into account how potential environmental issues, such as noise, smoke and odor, would affect not only the workers at the foundry, but its neighbors as well. The plant was built with a highly effective dust-collection system that moves the dust to outside containment units where it's eventually pelletized and sold for reuse in such products as concrete. Noise suppression was built in so a nearby school and apartment complex wouldn't be affected.

"We're very proud of what we accomplished as we set out to build a very modern facility that was environmentally friendly and an asset to our neighbors," said Paul Rudd, General Manager-Manufacturing, who helped design the foundry. "It's truly state-of-the-art and highly efficient. It's the cleanest manufacturing facility I've ever seen."

## Continuing to grow

Contractors can invest in ways to help too. Using newer, lower-emission equipment, or retrofitting older equipment with more environmentally friendly engines can help out. Employing GPS-based site-preparation practices can help operations be more efficient. These systems allow users to get to grade in fewer passes with less wasted effort. More accurate grading requires less aggregate material for subbase, and increasingly, the subbase that is used is coming from recycled products, such as the ones Oxford Recycling makes.

"Much of the material we recycle would have ended up in a landfill. Asphalt and concrete do not decompose, so it's not beneficial to dump that material there," Kent noted. "Reusing the material is a way to reduce the environmental impact in variety of ways. Not only is the paving material reused, it often reduces trucking, which means fewer emissions. We've seen a gradual increase in the use of our recycled materials, and we believe it's only going to continue to grow." ■

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## NEW PRODUCTS

# NEW HYDROSTATIC DOZERS

## "Super slant" gives them top visibility; more horsepower gives them top power

**A**bout a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

"The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade," said Komatsu Dozer Product Manager Bruce Boebel. "The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer."

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

"From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class," said Boebel. "We believe we've succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22."

Powered by Komatsu's ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



Bruce Boebel,  
Product Marketing  
Manager

### Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





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## NEW UTILITY MACHINES

# COMPACT EXCAVATORS

### Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

*Continued ...*



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



# Many new features on MR-3 series excavators

...continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.



## FIELD NOTES

# DEMO DAYS

## Equipment users test drive and operate new Komatsu machines

Komatsu's newest products, along with many that have been updated, were featured at a recent Komatsu Demo Days event. Hundreds of equipment users took advantage of the opportunity to operate the machines at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Among the units that were available were the brand-new Komatsu D39-22 dozer and its big brother, the D51-22. The units feature powerful engines, rugged components, a mid-mounted cab and a distinctive sloping nose that provides the best visibility in the industry.

Construction-size excavators on hand ranged from the popular PC200LC-8 up through the 487-horsepower PC800LC-8. Loaders included Dash-6 versions of the WA250, WA380, WA500 and WA600. Also available to test drive and operate were Komatsu articulated and rigid-frame haul trucks, a GD655-3 motor grader, numerous utility machines, and a BR580JG mobile crusher.

At Demo Days, equipment users get the opportunity to see and operate new and updated Komatsu machines.

For more information on any of these units, feel free to call your sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■



The new Dash-22 series dozers (D39 and D51) were among the machines featured at a recent Komatsu Demo Days event.



Demo Days are held periodically at the Komatsu Training and Demonstration Center in Cartersville, Ga.



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## TECHNOLOGY TIPS

# GLOBAL POSITIONING

## Komatsu machinery and Topcon technology — a powerful team that helps keep your costs down

**M**oving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

### More precise excavator cuts and fills

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



**Mike Milostan,**  
Komatsu America  
Product Marketing  
Manager, Working Gear

*Continued ...*



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



# Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

## Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■





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## KOMATSU & YOU

# NEXT GENERATION OF COMPACT EQUIPMENT

## Komatsu's Utility Division introduces new machines that improve owning and operating costs

Q

**QUESTION:** What's changed in Komatsu's Utility Division in recent years?

**ANSWER:** Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

**QUESTION:** Why is it important to the end user to have the skid steer loader development center located in South Carolina?

**ANSWER:** North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of our research and development.



Ivor Hill,  
Vice President and General Manager,  
Komatsu America Utility Division

*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.*

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

*Continued...*

# New compact excavators offer better performance

.. continued



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.

Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.

With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.

## QUESTION: Is Komatsu Utility introducing new products this year?

**ANSWER:** Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have

common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

## QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?

**ANSWER:** Like much of Komatsu's larger construction equipment, utility machines will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

## QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?

**ANSWER:** Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■



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## UNDER THE HOOD

# EXTENDING MACHINE LIFE

## Why Komatsu Genuine Oil is the right choice for your engine



Jake Tiongco,  
District Parts  
Sales and Product  
Manager, Komatsu  
America

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which

**Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.**



allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

### Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst-case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■

# LOOKING AHEAD

## Massive new funding proposed to meet needs of transportation systems

Rep. John Mica, R-Fla., is looking ahead to funding the nation's highways and transit systems beyond 2009, calling for a massive increase over the \$286 billion under the current SAFETEA-LU funding measure, which provides funds for such projects as maintenance and rehabilitation of highways and interstates. SAFETEA-LU expires in 2009, and Mica wants more than a trillion dollars in new funding.

Mica, a member of the House Transportation and Infrastructure Committee, is aiming for \$1.5 trillion over five years, which includes \$500 billion in the basic bill, with another \$500 billion each for infrastructure and public-private ventures. Funding for the bill would come from several options a surface transportation commission called for earlier this year, including higher federal and state fuel taxes.

The proposal comes on the heels of a recent study that showed the U.S. transportation system is failing to keep pace with the demands of a 21st century economy. The study, "The Transportation Challenge: Moving the U.S. Economy," showed the U.S. competitive advantage is shrinking as other countries increase investment in transportation infrastructure. The increasing age of the nation's infrastructure was a major contributing factor, and without needed investment, the nation will continue to fall behind.

"If the United States declines to invest in transportation infrastructure and ignores the transportation needs of key industry sectors, our economy will become less productive and less competitive," said Janet F. Kavinoky, Executive Director of the Americans for Transportation Mobility Coalition (ATM), who helped conduct the study, along with the National Chamber Foundation and the U.S. Chamber of Commerce.

"Without an adequate transportation system, the nation's economic growth is at risk."

### Recommendations urge more strategic planning

According to the study, lack of investment will put the U.S. transportation system further behind the growing demands of five major economic sectors — agriculture and natural resources, manufacturing, retail, services and transportation — which account for 84 percent of the nation's economy.

Several recommendations were part of the study, including emphasizing the importance of increased investment in transportation systems, such as highway, rail and marine. It urged policymakers to become more strategic in planning and investing in the U.S. transportation system.

"If we do not, our transportation system will become a competitive disadvantage for U.S. industries, and it will become harder to sustain the growth of our regions and the national economy," the report said. ■

Rep. John Mica, R-Fla., is looking for a massive increase in funding for the nation's highways when the current funding measure ends in 2009. A recent study shows the U.S. transportation system is failing to keep pace with the demands of a 21st century economy.



## MORE INDUSTRY NEWS

### AGC says looming tax increase will hurt construction

**T**he Associated General Contractors of America (AGC) is calling for Congress to make the tax cuts enacted in 2001 and 2003 permanent, saying if they are not, there will be a significantly negative impact on the construction industry when they expire in 2011.

AGC points out that tax rates will increase across the board for all Americans, including partnerships and "S" corporations, which make up most businesses in the construction industry. Further, the death tax will rise to 55 percent in 2011, while the impending enactment of 3 percent withholding on public-works contracts will devastate construction businesses, which on average make 2.4 percent per contract.

"Construction companies will be especially hit hard by this (3 percent withholding) because

their profit margin is less than the withholding at 2.4 percent on average," the AGC said in a press release. "This will force many small businesses out of the government market, increase the costs of performing public-works contracts, and increase the costs to the taxpayer.

"Marginal tax increases raise taxes up to 5 percent in 2011, unless Congress acts, and impact more than 60 percent of construction companies that file their business taxes at the individual level," AGC continued. "The sharp rise in the death tax will take the life out of many small and medium-size companies. Owners will be forced to take their focus off their business and instead focus on ways to save their companies for future generations and their current work force." ■

### New Canadian pipeline will increase oil supply

**T**he construction of a 2,148-mile pipeline that will carry nearly a half million barrels of oil a day from Canada to the United States was recently approved under a presidential permit. The pipeline will transport crude oil from the Canadian province of Alberta to markets in the Midwest.

The pipeline will further increase the nation's supply of oil from Canada, which is already its largest supplier of foreign oil at

1.9 million barrels of crude a day. The new Keystone Pipeline is expected to have an initial capacity of 435,000 barrels a day by 2009, with an increase to 590,000 by late 2010.

Construction in the United States will total just under 1,400 miles of new pipeline, while Canada will construct 232 miles of new pipeline and convert 537 miles of existing line from natural gas transportation to crude oil. ■

### New blog focuses on infrastructure needs

**T**he Americans for Pure Water campaign launched a new blog designed to generate information and discussion about the nation's infrastructure and the need for updating it. Located at [waternewsupdate.com](http://waternewsupdate.com), the campaign hopes to help readers gain a clearer picture of why increased federal funding is needed to prevent infrastructure failure in the country's water and sewer systems, as well as

generate conversation about what needs to be done to repair them.

The Americans for Pure Water campaign is an initiative of the Clean Water Council, a coalition of 32 national associations and labor unions representing contractors and skilled craftsmen, among others. It's committed to ensuring high quality of life through sound environmental infrastructure. ■

## USED EQUIPMENT

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2001 CAT 320CL, 4,778 smr., # 10985 .....  
POR

2007 John Deere 450J LT, 8 smr.,  
# C002592 .....  
POR

2006 Komatsu PC200LC-8, 3,133 smr.,  
# C002853 .....  
POR

### Excavators

2002 Komatsu PC128US-2TH, 4,470 smr., # C002235 .....  
POR  
2004 Komatsu PC138USLC, 5,241 smr., # C002658 .....  
POR  
2003 Komatsu PC138USLC2, 5,391 smr., # C002027 .....  
POR  
2006 Komatsu PC158USLC-2, 613 smr., # C002667 .....  
POR  
2006 Komatsu PC200LC-8, 1,333 smr., # C002089 .....  
POR  
2006 Komatsu PC200LC-8, 3,227 smr., # C002854 .....  
POR  
2006 Komatsu PC200LC-8, 3,133 smr., # C002853 .....  
POR  
2003 Komatsu PC220LC-7V, 3,707 smr., # C000917 .....  
POR  
2004 Komatsu PC300LC-7, 7,018 smr., # C002624 .....  
POR  
2005 Komatsu PC300LC-7, 6,340 smr., # C002656 .....  
POR  
1999 Komatsu PC400LC-6HH, 12,019 smr., # 5706 .....  
POR  
2004 Komatsu PC400LC-7, 5,843 smr., # 9462 .....  
POR  
2004 Komatsu PC400LC-7, 6,197 smr., # C000871 .....  
POR  
2005 Komatsu PC400LC-7, 5,376 smr., # C002608 .....  
POR  
2004 Komatsu PC400LC-7EO, 6,508 smr., # C001969 .....  
POR  
2004 Komatsu PC400LC-7EO, 6,139 smr., # C001266 .....  
POR  
2004 Komatsu PC400LC-7L, 6,226 smr., # C001970 .....  
POR  
2001 CAT 320CL, 4,778 smr., # 10985 .....  
POR  
2003 CAT 302.5 Mini, 1,341 smr., # C002617 .....  
POR  
1999 Hitachi EX450LC-5, 13,145 smr., # C002642 .....  
POR

### Wheel Loaders

2003 Komatsu WA320-3, 5,549 smr., # C003169 .....  
POR  
2005 Komatsu WA320-5L, 3,646 smr., # C001978 .....  
POR  
2005 Komatsu WA320-5L, 2,144 smr., # C001395 .....  
POR  
2004 Komatsu WA380-5, 7,131 smr., # C002659 .....  
POR  
2005 Komatsu WA380-5L, 5,155 smr., # C002688 .....  
POR  
2006 Komatsu WA380-5L, 1,232 smr., # C002557 .....  
POR  
2006 Komatsu WA380-5, 4,649 smr., # C003133 .....  
POR  
1999 Komatsu WA500-3LK, 1,000 smr., # C000112 .....  
POR

### Skid Steers

2005 Komatsu SK815-5, 247 smr., # C000883 .....  
POR  
2000 John Deere 240, 1,140 smr., # C003142 .....  
POR

### Dozers

2002 Komatsu D155AX-5, 1,841 smr., # C001818 .....  
POR  
2007 John Deere 450J LT, 8 smr., # C002592 .....  
POR

### Motor Graders

2004 Komatsu GD655-3C, 2,390 smr., # C002556 .....  
POR  
2006 Komatsu GD655-3EO, 1,664 smr., # C002527 .....  
POR

### Compaction

1990 CMI-Rex 3-35, 4,229 smr., # 1520 .....  
POR  
1998 CMI-Rex 3-35C, 7,776 smr., # C001282 .....  
POR  
2004 IR SD77DX, 1,715 smr., # C002692 .....  
POR  
2002 IR SD77F-TF, 1,442 smr., # C002766 .....  
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