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A PUBLICATION FOR AND ABOUT DMI CUSTOMERS • 2006 No. 4

Featured in this issue:

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Komatsu PC300 demonstrates
superiority in field tests

See article inside...



KOMATSU

A MESSAGE FROM THE CHAIRMAN



DIESEL MACHINERY, INC

Dear Equipment User:

With 2006 rapidly coming to a close, we want to take the time to tell you how much we appreciate your business. I'm sure you hear that all the time from all kinds of different businesses that you frequent — to the point where it just sounds routine. But believe me, it's anything but routine to each and every one of us at Diesel Machinery, Inc.

Why? Because the relationship between an equipment user and an equipment distributor is different than the one you have with your grocer or car dealer. It's a business-to-business relationship, and we're in it together for our livelihoods. Because our mutual success is so interdependent, we view the relationship as more of a partnership than as a supplier to a customer — and we hope you do too.

When it comes to equipment, parts and service, we know you have a choice. Because it is so important, it makes us proud when you choose DMI.

Our goal is to provide reliable products and responsive service — not just some of the time or most of the time, but *all* the time. That's how we try to earn your business and your trust. We thank you for your support. We hope we've earned it.

If there's anything we can do for you as the year draws to an end, don't hesitate to give us a call or stop in. We're here to help in any way we can.

Sincerely,

Pat Healy
Chairman of the Board



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A SALUTE TO A **DMI** CUSTOMER

GRIZZLY EXCAVATION, INC.

Formidable team tackles Rapid City construction market with quality in mind

There's an old saying that too many cooks spoil the soup, but the ownership team at Grizzly Excavation, Inc. believes that cliché couldn't be further from the truth. Grizzly Excavation's ownership is made up of President/General Manager Steve Lhotak, Vice President/CFO Kelly Avvampato, Vice President Dan Earley and Partner Joseph Avvampato. Their skills complement one another's to form a formidable team that's making a strong showing in the Rapid City area construction market.

Kelly Avvampato, who has experience in the home-building industry, handles the financial aspects of the business. Lhotak handles estimating, bidding and the bulk of negotiating work, while Earley runs the field operations. Lhotak and Earley both worked for another excavation company before teaming up with Avvampato and brought a wealth of experience to the table when the three formed Grizzly Excavation two years ago.

"It's like a puzzle," explained Avvampato. "Each piece is important and when you put

them together, they create an entire picture. If one piece is missing, the picture isn't complete."

"It really takes all three aspects to make the business work," Lhotak emphasized. "You have to be able to bid projects so that they're profitable, then carry that into the field and make it happen. In addition, you need good financial management so that you can buy materials and equipment to get the job done. If one of the three isn't there, it's awfully hard for the other two to pick up the slack. It just doesn't work."

Quick success

The three have proven that when all aspects are in harmony, success will follow. Since its inception two years ago, Grizzly Excavation has grown from a three-person operation to a 24-employee outfit that offers full site packages to commercial and private developers. The company also takes on hard-bid, public-works projects.

"When we began, Steve and I were digging basements, but we had our sights set on expanding from the get-go," recalled Earley. "Having a mix of public and private work was a goal we set for ourselves. Within six months, we landed our first development job, putting in about 18,000 feet of utilities on a subdivision in Rapid City. It really took off from there."

At about the same time Grizzly landed the development job, it also began working on its first commercial project doing the site work for a new hotel between Rapid City and Box Elder. The job called for moving nearly 20,000 yards of dirt; digging footings; installing 750 feet of water line and 1,200 feet of sewer; grading; putting down the base course on the parking lot; and building a 12-foot-high, 350-foot retaining wall.

"About the only thing we didn't do as far as the site work was the paving," Earley noted. "We

(L-R) Grizzly Excavation, Inc. is owned by Vice President/CFO Kelly Avvampato, Vice President Dan Earley, President/General Manager Steve Lhotak and Partner Joseph Avvampato (not pictured). Each handles a specific aspect of the Rapid City-based company, which offers full site packages to commercial and private developers as well as hard-bid work for municipalities.





Grizzly Excavation often rents equipment from DMI, such as this D41 dozer used for backfilling a trench at a utility project in Box Elder.

were responsible for it, but we subcontracted that portion. That's the type of project we prefer, handling all aspects of the site work. The schedule is in our hands and developers appreciate that they only have to deal with one contractor."

Although Grizzly Excavation prefers to do full site packages, the company doesn't focus solely on that aspect of the business. Grizzly Excavation's specialty is underground utility work, and the company has worked on several big jobs, including an 1,100-foot water project for the city of Rapid City. It is also in the process of installing more than two miles of sewer line at the new Creekside Estates subdivision in Box Elder.

"We don't want to limit ourselves," said Lhotak. "By doing a variety of work we can keep ourselves busy all the time. In general, we have three or four large projects going at one time and about as many smaller jobs. We also do demolition work and recently tore down an apartment complex in Deadwood."

Quality staff

Grizzly Excavation keeps up with its work load by splitting its work force into separate crews for grading and pipe work. "We usually have three pipe crews and one grading crew, but that's flexible," Earley reported. "Our employees are versatile enough that if we aren't busy in one area, they can work in another. We do whatever is most efficient to get a project done on time."

That efficiency, partnered with dependability and quality, are what's given Grizzly Excavation its quick success, according to Avvampato. "All of those things are vital in this business," she pointed out. "As a new company we've had to work hard to prove ourselves. The developers we work with expect us to back up our word and pricing by delivering a project on time, on budget, and get it right the first time. Our focus is on quality more than profitability, and that philosophy has served us very well."



A Grizzly Excavation operator uses a Komatsu PC200LC-7 excavator to pile dirt from a trench at a utility project near Box Elder.



Grizzly Excavation relies on Komatsu wheel loaders for a variety of tasks, such as carrying materials and backfilling trenches. The company recently purchased this WA320-5 and rents others as needed. "The hydrostatic transmission in them is phenomenal," said Vice President Dan Earley. "They have great power and are very fuel-efficient."

The commitment to quality is being passed down to the Grizzly Excavation staff, who the owners credit for much of the company's quick success. Key members include Superintendents Mark Zeller and Dale Graham. "The labor market is tight in this area, but we really haven't had trouble finding good workers," Avvampato remarked. "We believe that's due in part to the quality and integrity we've focused on from the beginning. The word gets around, and turnover hasn't been an issue."

"It's helped us find some of the best workers in the business and retain them," added Lhotak. "Our aim is to treat them well and reward them with good benefits and the best wages we can. In turn, they've been outstanding, efficient and have done superior work. We've built a solid reputation in the area."

Durable equipment

Reputation played a big role in Grizzly's equipment-buying decisions. "We were around Komatsu equipment when we worked

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Grizzly Excavation has sights set on future growth

... continued

for another company, so we were familiar with its quality," Lhotak attested. "We carried that knowledge with us as our equipment needs changed."

For about the first four months of its existence, Grizzly Excavation rented equipment, but eventually purchased a PC150LC-6 excavator that it still uses. Since its initial purchase, Grizzly Excavation has added a PC300LC-7 and PC200LC-7. All were purchased from DMI's Rapid City branch through Territory Sales Representative Peggy Wolf. The company also rents various pieces of equipment from DMI.

"Durability is an important factor for us because we're in all different types of soil," Earley remarked. "We could be in rock one day and a marsh the next, so our equipment has to stand up to the challenge. As far we're concerned, you can't find a better excavator on the market than a Komatsu for production and durability. They're also very versatile because

we can use them for mass excavations, digging utility trenches, hammering and compaction. To top it off, they have great fuel economy. We're completely sold on them."

Grizzly Excavation also uses Komatsu wheel loaders, including a 166-horsepower WA320-5 it purchased along with the excavators. "In addition to buying the Komatsu WA320 and WA250 and Dresser 850, we rent Komatsu wheel loaders from DMI quite a bit," said Earley. "The hydrostatic transmission in them is phenomenal. They have great power and are very fuel-efficient. Like the excavators, they're versatile too. We always get them with quick couplers so we can easily change from buckets to forks and back."

In addition to renting and buying, Grizzly Excavation turns to DMI for service work as needed. "We handle the routine maintenance, but if we get in a bind and need help, DMI has been right there for us," Avvampato acknowledged. "DMI has worked hard to help us get started buying and renting equipment. They helped us with financing the machinery and making sure it was right for our needs. We're very happy with the partnership that's developed between DMI and Grizzly."

(L-R) DMI Territory Sales Representative Peggy Wolf works closely with Grizzly Excavating's Vice President Dan Earley, President/General Manager Steve Lhotak and Vice President/CFO Kelly Avvampato. "DMI has worked hard to help us get started buying and renting equipment," said Avvampato. "We're very happy with the partnership that's developed between DMI and Grizzly."



Grizzly Excavation relies on Komatsu excavators, including this PC300LC-7 that's used for mass excavation and trench digging. "As far as we're concerned, you can't find a better excavator on the market than Komatsu for production and durability," said Vice President Dan Earley. "We're completely sold on them."

Doubling up

Despite a desire to grow, the trio of owners wasn't planning for the business to take off as quickly as it did. Their focus now is to continue to grow, but on a smaller scale. "We're all very hands-on, and in order for that to remain the case, it's essential for us to put the business on a slower pace," said Avvampato. "It exploded the first 18 months, and that's really the product of our desire to grow and the market conditions. We're starting to stabilize now. We want to grow, but do it at a controlled pace so we can continue our focus on quality."

How much the company grows will remain somewhat dependent on the construction market in the Rapid City area, according to Lhotak. "Our desire is to continue working in the immediate area," he said. "That would be ideal. We really don't want to travel too far, if we don't have to. Fortunately, building looks good in this area for the near future. With the market as good as it is, I believe in the next five to 10 years we'll double our size." ■





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EMERGENCY PREPAREDNESS

Having a crisis plan is an essential aspect of a quality safety program



George Kennedy,
NUCA Vice President
of Safety

Every jobsite should have a person designated to take charge in case of an emergency and every company should have an emergency management plan, according to NUCA Vice President of Safety George Kennedy.

No matter how hard a company tries to address every potential jobsite hazard, the possibility always exists that an accident will occur and evolve into a full-fledged emergency situation. If that happens at your company, you will be much better off if you've taken steps to develop a comprehensive emergency management plan.

Planning for an emergency involves first selecting a person to take charge, and second, creating a manual that provides step-by-step directions for handling crisis events.

The emergency manager should be a clear, quick thinker who is well-respected by the work force. Companies that have crews spread out over a large area may have to designate more than one person to take charge in case of an emergency. Of course, if fire and/or rescue services are called in, the senior officer on the scene will be the incident commander. However, your company will still need to have a person who represents your company's interests and knows what to do. If this person is properly trained, he or she will be able to take appropriate

measures to lessen potential long-term damage associated with an emergency situation.

Know what to do

The first step in creating an emergency manual is to have a group of knowledgeable individuals within your company identify and prioritize risks. Once this process is complete, determine and write down what resources are available and how each situation will be handled.

At minimum, every crew should have a list of emergency telephone numbers. It's important to point out however, that you cannot always depend on the local fire department or rescue team to be able to handle all emergencies. In the case of an injured worker, the family should be notified immediately and the company should arrange to have family transported to the hospital, if necessary.

Knowing what agencies to notify is also an important aspect of emergency management. For example, in the event of a worker fatality, OSHA must be notified within eight hours. The EPA, DOT and other agencies may also require notification, as might your insurance carrier.

Your company should also have procedures in place to address hurricanes, fires, floods, tornados and man-made disasters.

If you haven't thought about these things, now is a good time to do so. A comprehensive emergency plan can save lives and help avert disaster. ■

This Guest Opinion is a summary of an article that appeared in the August 2006 issue of Utility Contractor magazine — "Are You Prepared for an Emergency," by George Kennedy, National Utility Contractors Association Vice President of Safety. The summary is printed here with the permission of NUCA and Benjamin Media, Inc.



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ROAD SONGS

How our transportation system has impacted pop culture

On this 50th anniversary of the U.S. Interstate Highway System, the American Road & Transportation Builders Association (ARTBA) compiled a list of famous road songs and road movies to demonstrate how our city streets, county roads and national highways are more than just a way to get from here to there — that they are actually an important part of our national fabric through pop culture.

Here are a few of the tunes you might want to pop in the CD player the next time you take to the road.

Many popular songs and movies refer to roads and traveling, showing the impact the Interstate system has on our culture.

- “Life is a Highway” by Tom Cochrane
- “On the Road Again” by Willie Nelson
- “Thunder Road” by Bruce Springsteen
- “Take Me Home, Country Roads” by John Denver
- “Ventura Highway” by America
- “Interstate Love Song” by Stone Temple Pilots

If you’re at home and want to watch a road movie, you might want to rent:

- “Easy Rider” with Jack Nicholson,
- “Smokey and the Bandit” with Burt Reynolds,
- “Convoy” with Kris Kristofferson,
- “National Lampoon’s Vacation” with Chevy Chase,
- “Planes, Trains and Automobiles” with Steve Martin,
- “Road Trip” with Tom Green.

“Most of us take this incredible transportation network and our Interstate highways for granted,” says ARTBA Senior Vice President of Communications and Marketing Matt Jeanneret. “But when you take the time to think about it, you realize the enormous impact the Interstate system has — not just on the economy and quality of life — but on our culture as well. Movies and music are a good reflection of that.”

Jeanneret points out that the 46,000 miles of Interstate highways in the U.S. are just a fraction of the total roadways built by the U.S. transportation construction industry over the years. In total, there are 3.9 million miles of roads in the United States. ■





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PERFORMANCE NOTES

“FLAGSHIP” MACHINE

Komatsu PC300 demonstrates significant performance advantages in size class during recent field tests



Peter Robson,
Komatsu Excavator
Product Manager

Spec sheets are very informative and can certainly help guide a contractor who's looking for a new machine. But specs alone don't tell the whole story of how a machine is going to perform in the field. For that, you need field testing, which Komatsu recently conducted for its PC300LC-7 and PC300HD-7 excavators.

At the Komatsu Proving Grounds in Antioch, Ill., the product marketing group and the engineering test group brought in a highly experienced, independent operator to test the PC300s against two leading competitive excavators. The goal was to determine how the machines stacked up against each other.

“With the introduction this year of many new machines with Tier 3-compliant engines, we wanted to see for ourselves where we stood against the competition,” said Komatsu Excavator Product Manager Peter Robson.

The Komatsu PC300HD-7, with its PC300 upper structure on a PC400-size bottom, demonstrated a 20-percent, over-the-side lift advantage over two highly regarded competitive excavators in a recent Komatsu-sponsored test of new Tier 3 machines.



“Specifically, we wanted test results for truck loading, trenching and lifting — and to see how we compared in terms of fuel economy.”

With the results now in, Robson says it's clear that the Komatsu PC300LC-7 and Komatsu PC300HD-7 are “flagship machines” that have significant performance and production advantages over the top competitive brands.

The results

In the truck-loading productivity test, all the excavators loaded similar amounts of material in the same time frame, but the Komatsu units used 6 percent to 10 percent less fuel to accomplish the task.

“We suspected that our ecot3 engine was very efficient relative to the competition, and the test confirmed it,” reported Robson. “Fuel efficiency is definitely on everybody's mind these days and it was one of our top priorities in developing the new engine. With the high cost of diesel fuel, 6 percent to 10 percent represents a considerable savings throughout the life of the machine.”

In the trenching test, the Komatsu advantage was even clearer, with the PC300 pulling 77 feet in 15 minutes, compared to 65 feet and 62 for the competitive excavators. That's 18 percent more trench than one competitor and 24 percent more trench than the other.

“We attribute our trench-pulling success to two primary factors,” explained Robson. “One is our Power Max function, which provides an 8.5-second power boost. If the operator uses it at the proper time, when he's going in for his first bite of material in the bottom

of the trench, it makes a huge difference in productivity. We strongly recommend that all operators experiment with Power Max to learn firsthand what a difference it makes. The other factor is our Komatsu bucket, which has an excellent trenching profile."

The lift test, conducted with buckets off and using a load cell, showed a distinct advantage for Komatsu's heavy-duty PC300HD-7, which features a PC300 upper structure on a PC400 bottom.

"Nobody else offers that type of combination," Robson pointed out. "It substantially increases stability in any lifting application, especially over the side. Our test showed a 20 percent over-the-side lift advantage with the PC300HD-7. The independent operator who tested the units for us said the two most important things to him when he's out on the job are machine stability and comfort, and he said the PC300HD really delivered on both counts. His quote was, 'I'd sure like to take that machine back to my place of work.'"

Komatsu harmony

In watching the equipment perform during the tests — and again, these were all highly regarded excavators with very similar specs — Robson said it struck him that the Komatsu advantage could be attributed to the way everything was designed to work together.

"The phrase that kept coming to me as I watched the PC300s perform was 'Komatsu harmony.' We make our own engines, our own pumps, our own hydraulics, everything. Because we control it all, we can design and fit all the components so they work perfectly together to produce optimum results. I'm convinced that the way those quality components integrate to complement one another is the real key to the Komatsu PC300 performance advantage."

A legendary number

A 300-class machine used to signify 30-metric tons. With operating weights now ranging from about 73,000-pounds up to about 86,000-pounds, it's clear that all manufacturers, Komatsu included, have



In a recent Komatsu-sponsored field test, the Komatsu PC300LC-7 and PC300HD-7 excavators showed significant production and fuel-saving advantages over two top competitive brands in the same size class. The units consumed 6 percent to 10 percent less fuel and were 18 percent to 24 percent more productive in a trenching application.

Brief specs on PC300LC-7 and PC300HD-7

| Model | Horsepower | Operating weight | Bucket capacity |
|-----------|------------|--------------------|------------------|
| PC300LC-7 | 246 hp | 72,432-77,298 lbs. | .89-2.56 cu. yd. |
| PC300HD-7 | 246 hp | 82,453-85,868 lbs. | .89-2.56 cu. yd. |

pushed the envelope a bit since those days. But while many other manufacturers have changed their model numbering system to reflect the larger size, as well as to help them market it as a larger machine, Komatsu has chosen to stay with the PC300 name and number.

"To us, the PC300 is a legendary number for a legendary machine, and changing it just wouldn't be right," said Robson. "It's like the greatest football players. John Elway is No. 7, Johnny Unitas is No. 19 and Jim Brown is No. 32. They couldn't be anything else. And so it is with the Komatsu PC300. It's an instantly recognizable name that has stood the test of time by continually evolving and setting a new standard every step of the way. We think our customers understand and respect that, and aren't going to be confused just because some other machines in the same class have a larger number." ■

For more information on how the PC300LC-7 and PC300HD-7 can help you be more productive and more cost-effective, call your sales representative or the sales office at our nearest branch location.



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NEW PRODUCTS

NEW MID-SIZE WHEEL LOADERS

Improved fuel efficiency is a key to Komatsu's new Dash-6 models

Fueling your equipment — or more precisely, paying for the fuel that goes into your equipment — is a little painful these days. With the price of fuel at or near a record high, equipment owners are looking for ways to maintain or increase production while limiting their fuel usage.

Komatsu's new Dash-6 series of mid-size wheel loaders (WA380-6, WA430-6, WA450-6 and WA480-6) fits the bill on both counts.

"Each of these new units has more horsepower and can do more work than its predecessor," said Komatsu Wheel Loader Product Manager Rob Warden. "But equally significant, if not more so, is the fact that they are more fuel-efficient."

Warden attributes the fuel savings primarily to Komatsu's new Tier 3-compliant, high-torque, ecot3 engine and variable displacement piston pump hydraulic system with CLSS (Closed-center Load Sensing System). "With our new engine and newly designed variable displacement piston pump hydraulic system that prevents wasted hydraulic flow, fuel efficiency is about 10 percent better than our Dash-5 models. We're confident that they compare favorably to competitive wheel loaders as well."

Helping to further improve fuel-efficient operation is an "E" (economy) operating mode for general loading; an automatic transmission with an "Auto Low" mode for low engine-speed operations; and an "Eco" indicator, which informs the operator when the machine is maximizing fuel efficiency.

"Fuel efficiency has always been important to equipment users, but now, with the price of fuel so high, it can actually be the difference between making money and losing money on a job," Warden pointed out. "At Komatsu, we

understand that and it's why we're producing machines that emphasize fuel savings."

Production advantages

Of course, saving on fuel is only half of the equation — the other half is productivity. The new mid-size Komatsu Dash-6 models have horsepower that is at or near the top of each size class (the units range from 191 horsepower up to 299 horsepower). Dumping clearances, reach and bucket capacity are also among the best the industry has to offer.



Rob Warden,
Product Manager

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders

| Model | Net hp | Operating weight | Bucket capacity | Breakout force |
|---------|--------|--------------------|-----------------|--------------------|
| WA380-6 | 191 hp | 38,760-39,260 lbs. | 3.8-5.2 cu. yd. | 39,860 lbs. |
| WA430-6 | 231 hp | 40,840 lbs. | 4.6 cu. yd. | 40,333 lbs. |
| WA450-6 | 261 hp | 49,090-49,390 lbs. | 4.7-6.8 cu. yd. | 43,160 lbs. |
| WA480-6 | 299 hp | 54,500-54,830 lbs. | 5.0-8.0 cu. yd. | 47,660-55,930 lbs. |

Komatsu's new Dash-6 series of mid-size wheel loaders, including the WA380-6 shown here, are about 10 percent more fuel efficient than the previous models, thanks largely to a new Tier 3 engine and torque converter.



New wheel loaders boost efficiency, productivity

... continued

In addition, the units feature excellent hydraulic cycle times (for example, 5.9 seconds to raise and 1.8 seconds to dump the rated bucket load for the WA380-6); a “P” (power) operating mode for maximum digging performance or hill climbing; and a kick-down switch, which when activated by the operator, automatically downshifts at the beginning of a digging cycle and upshifts when the machine is placed in reverse. The result is increased rim pull for better bucket penetration and reduced cycle times.

“When you put it all together — fuel efficiency, power and performance features — we believe these new mid-size Komatsu wheel loaders are true industry leaders that will improve a contractor’s performance in a wide range of tasks at almost any construction or quarry site,” said Warden.

Largest cab in class

All those production/performance capabilities aren’t going to do much for you if your operator doesn’t like to be in the machine. Nothing improves productivity like a comfortable operator, and Komatsu’s Dash-6 wheel loaders are loaded with features designed to make an operator more comfortable and productive. It starts with the cab itself, which is the largest in its class, providing ample space for an operator of almost any size.

The cab is also extraordinarily quiet and provides great visibility, thanks to a wide, pillarless, flat-glass front window. Large cab

doors are rear-hinged to open fully, offering easy entry/exit, and will not hamper visibility when operating the machine with the doors open.

Operation itself is a snap with PPC (proportional pressure control) levers that are on a column that can be slid forward or backward for optimum comfort, and a steering wheel that tilts and telescopes so it’s always the perfect distance from the operator. The automatic shift in ranges two through four keeps production high and reduces the amount of manual shifting, thereby helping keep operators fresh throughout a long shift.

Maintenance made easy

Komatsu also took care to make the mid-size Dash-6 wheel loaders as easy as possible to maintain and service. One of the major advancements in this regard is a new main monitor that informs the operator of all machine functions and alerts him if an abnormality occurs. The monitor also stores information on any abnormalities to help technicians troubleshoot the machine for repair. In addition, the monitor informs the operator when it’s time to replace oil and filters.

Other maintenance features include full, side-opening, gull-wing engine doors for ground-level engine service and daily checks; wet, multidisc service and parking brakes that are fully sealed to reduce contamination, wear and maintenance; and a reversible hydraulic cooling fan that helps keep the radiator clean when operating in adverse conditions.

The Komtrax wireless equipment monitoring system is standard equipment on all Dash-6 wheel loaders.

Komatsu-integrated design

Unlike some manufacturers, Komatsu designs, engineers and manufactures its products, including the new Dash-6 wheel loaders.

“From the engine to the hydraulics to the power train to the frame, our machines are all Komatsu,” confirmed Warden. “We think that’s significant because it allows all major components to work together optimally for maximum reliability and productivity. We believe the result is machines that are the best value on the market.” ■

The new mid-size Komatsu Dash-6 wheel loaders feature outstanding horsepower and dumping clearance, as well as the largest cab in their respective classes.





Komatsu's broad line of mining shovels rise above the competition. These diamonds in the rough offer larger buckets. More powerful digging forces. Faster cycle times. Simplified maintenance. Advanced technology that, combined with Komatsu's years of mining experience, helps you reduce downtime, increase productivity and set your own standard.

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- Low-ground-pressure rubber track system provides outstanding stability and mobility.
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MORE NEW PRODUCTS

NEW COMPACT TRACK LOADERS

**High performance, high flotation, high value
set these units apart from the competition**

Komatsu recently introduced two new, compact, rubber-track loader models. The model CK30, with 2,485 pounds operating capacity, and CK35, with 2,755 pounds operating capacity, are Komatsu's first entries into the fast-growing compact track-loader market segment.

"Contractors are flocking to compact track loaders because they work in conditions where wheel-type skid steer loaders struggle," said Skid Steer Loader Product Manager Bob Beesley. "The low ground pressure (four to five psi) makes them ideal for any job, but especially in soft conditions or where minimum soil compaction is desired. That describes the lion's share of skid steer loader applications."

According to Beesley, Komatsu offers the best of both worlds in loader design too. The CK30 loader uses radial-lift-path technology, while the larger CK35 is a vertical-lift-path loader. The radial lift path is ideally suited to ground-engaging applications, while the vertical lift path, with its 129-inch hinge-pin height (eight inches more than the CK30), is more suited to material-handling and truck-loading operations. A Komatsu 84-horsepower, high-torque, turbocharged diesel engine powers both units.

Like all Komatsu machines, the new CK30 and CK35 compact track loaders are equipped for maximum comfort and productivity with PPC (pilot proportional control) joystick controls, which are easy for any operator to use. A two-speed transmission provides faster ground speed and loading cycles compared to machines with a typical single-speed transmission. Other comfort features include a flat floor, foot throttle and an optional enclosed cab with heater or heater and air conditioner.

Beesley also says Komatsu further separates itself from competitors when it comes to the undercarriage. Before adopting the final design, Komatsu engineers studied existing undercarriage and track systems and identified both strengths and weaknesses. "The result is a system that maximizes the life of the rubber track and provides an offset track-pad pattern for a smoother ride," said Beesley.

Finally, and maybe most important, is Komatsu's attention to service and maintenance. While most competitors' machines require daily greasing, these Komatsu units require lubrication at 250-hour intervals. A tilt-forward cab and engine cover provide access to all engine, driveline and hydraulic components and users can perform the everyday machine checks by simply raising the lockable engine cover.

"Komatsu compact track loaders are light on their feet. They're comfortable, productive, value-packed, service-friendly and offer state-of-the-art safety features," summarized Beesley. ■

Brief specs on the CK30 and CK35

| Model | Operating Capacity | Weight |
|-------|--------------------|-------------|
| CK30 | 2,485 lbs. | 9,546 lbs. |
| CK35 | 2,755 lbs. | 10,053 lbs. |

Komatsu's new CK30 and CK35 compact, rubber-track loaders offer versatility and productivity on the jobsite.

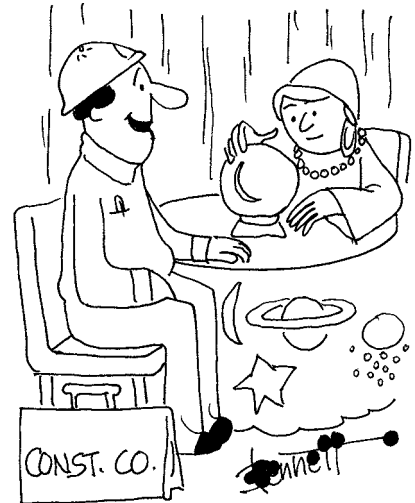


ON THE LIGHT SIDE



"Did you bronze your hard hat for your retirement trophy because it reminds you of all the jobs you did — or because it helped you make it to retirement?"

"Tell me if I'm going to have any problem with the IRS if I deduct you as a business expense."



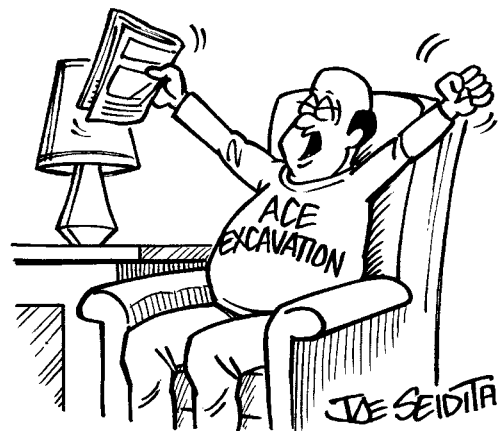
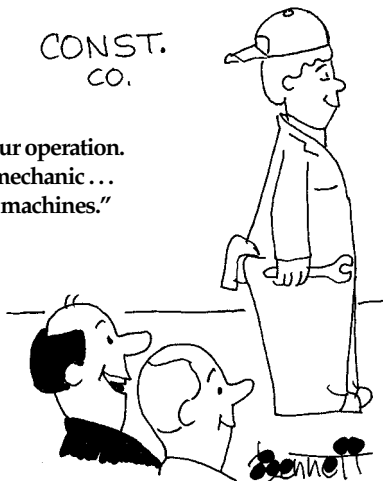
"We're the low bidder... and I can't find a single mistake in our figures!"



"We're trying to develop a truly valuable GPS system for this model. It will not only know where it is, but it will know where all the potential jobs are."



"He's a good fit for our operation. He's our youngest mechanic... but he likes the old machines."



"Yaaawn!... Guess it's time to hit the bedrock."

EQUIPMENT INNOVATION

"SOLD" ON KOMTRAX

Contractor unexpectedly discovers benefits of Komatsu's equipment monitoring system

When Ralph Camputaro & Son Excavating of North Branford, Conn., bought a Komatsu PC400LC-7 earlier this year, it did so because it wanted the additional size and power the machine would deliver compared to the company's three PC300s. The fact that the PC400 was equipped with the KOMTRAX equipment monitoring system meant little to the company at the time.

"I knew what KOMTRAX was, but we didn't have it on any of our existing machines — and I can't say I was necessarily looking for a unit that had the KOMTRAX system in it," said Vice President Dennis Camputaro. "However, now that we've been exposed to it, KOMTRAX will absolutely be something I want on machines we buy in the future."

With KOMTRAX, Camputaro says he knows where his PC400 is at all times; he knows what it's doing; and he knows the service meter readings.

"I'm completely sold on the benefits of the KOMTRAX system," asserted Camputaro. "The major advantage is that it allows us to preplan our service and maintenance intervals, which makes us more efficient. By knowing in advance when we're going to have the machine down for service, scheduling is much easier and the whole rhythm of our operation runs much more smoothly."

Monitor productivity

Camputaro says the other thing he really likes about KOMTRAX is that it lets him monitor the productivity of individual operators.

"It helps me see which operators are more productive in different applications. Knowing

that, I'm better able to match the right operator with the right machine to the right job. Basically, I like everything about KOMTRAX and believe it's definitely an advancement that will help us be successful as we move forward."

KOMTRAX is standard equipment on almost all new Tier 3-compliant Komatsu machines and is available as a retrofit for older machines or non-Komatsu equipment. ■

For more information on KOMTRAX and how it can benefit your operation, contact your sales representative or our service department.

Like all Tier 3-compliant Komatsu excavators, this PC400LC-7 is equipped with the KOMTRAX equipment monitoring system. Although Dennis Camputaro says he wasn't particularly interested in KOMTRAX when he bought the machine, he now says, "KOMTRAX will absolutely be something I want on machines we buy in the future." He says he especially likes the ease of service scheduling and the production information he receives from the system.



Dennis Camputaro,
Vice President



KOMATSU & YOU

PRODUCT IMPROVEMENT

Komatsu Executive Vice President says innovation requires a commitment to R&D

QUESTION: How important is Research & Development (R&D) to Komatsu?

ANSWER: It's vitally important. That's why Komatsu spends more than three percent of total sales on R&D. That's a significant commitment year-in and year-out, but necessary for us to remain a leader in the equipment industry.

Globally, we are the No. 2 manufacturer of heavy equipment. For us to close the gap on No. 1, we must be innovative and we must develop new and better equipment before they do. At Komatsu, we don't believe in copying what somebody else has done. We consider ourselves a pace-setting company and R&D is a crucial aspect of that.

QUESTION: Give us some examples of recent Komatsu R&D successes.

ANSWER: Much of our emphasis in recent years has been on engine development to meet emissions regulations. Our Tier 3-compliant ecot3 engine is a good example of R&D success. It's in our newest machines and is working very well, delivering both better fuel economy and higher horsepower. We're very pleased with the way it's performing.

R&D is also a crucial part of Komatsu's "Unique and Unrivaled" products strategy, whereby we are producing specific machines that are clearly and demonstrably superior to any competitive products. Recent examples of those would be the WA600-6 wheel loader and D155AX-6 (Sigma) dozer, both of which are significantly more productive and efficient than anything else in their class.

QUESTION: In North America, what is Komatsu's R&D emphasis?



**Kazuhiko Iwata, Executive Vice President,
North American R&D 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.

Kazuhiko Iwata has always been fascinated with large equipment. After graduating from the prestigious University of Tokyo in 1975 with a degree in Mechanical Engineering, he joined Komatsu because, in his words, "That's where the large equipment was."

Iwata's first assignment with Komatsu was with the Research and Development (R&D) division's design engineering team, where he was put on a project to help develop the company's first 100-ton dump truck. In the late 1970s, he accompanied the prototype 100-ton truck to Spain for two years of mine site testing. After testing, the HD1200M was released to the market and has been a very successful product for Komatsu.

Since then, Iwata has served as design manager for articulated dump trucks, including a three-year posting in Norway — and as General Manager of Komatsu's Construction Equipment Technical Center #2 in Japan, where he oversaw the design of rubber-tire machines.

In August 2004, he was appointed Executive Vice President, North American R&D Division. In the position, he oversees the activities of Research and Development personnel in both Peoria, Ill., and Chattanooga, Tenn. "I still love big equipment, so for me, the position I have here in America is great because I get to work on mining trucks again — and equipment doesn't get much bigger than that," said Iwata.

When he's not on the job, Iwata enjoys playing golf. "I'm not that good, but it's fun for me. And like all golfers, I hope to get better."

Continued . . .

Komatsu committed to R&D

... continued

ANSWER: Komatsu operates under the concept of "Mother" Technical Centers. For most products, the Mother Tech Center is in Japan, but our Peoria plant is Komatsu's Mother Center for mining trucks and Chattanooga is the Mother Center for small dozers, so those are areas of emphasis for us. Komatsu engineers are also involved at each North American manufacturing plant to customize and modify machines for this market.

QUESTION: What kind of things are you working on right now?

ANSWER: (Laughs) We don't want to give away secrets so we can't reveal everything. Also,

it's called research for a reason. Sometimes the research tells us that certain plans will not work, so we don't like to talk a lot about what we're working on because it may not pan out. Generally speaking however, we're working hard right now on making our equipment more cost effective.

QUESTION: I would assume improving fuel efficiency is one thing you're working on to try to improve cost effectiveness.

ANSWER: Certainly. Fortunately, our fuel efficiency is very good relative to the competition, so it's not like we have to play catch-up — but yes, we are working to make our equipment even more fuel efficient.

It's important to note, however, that fuel efficiency is only one part of cost effectiveness as it relates to construction and mining equipment. Our real effort is to help customers lower their overall owning and operating costs relative to production. In other words, help mining customers reduce their cost per ton and construction customers lower their cost per yard. The high cost of fuel is a very important part of that equation, but it's still only a part. There are many other factors such as acquisition cost, repair and maintenance costs, capacity, cycle times and availability that also impact equipment cost effectiveness.

QUESTION: If you look into your crystal ball, what do you see happening in the construction equipment industry over the next decade or so?

ANSWER: I'm not sure there will be any revolutionary changes, but certainly there will be evolutionary improvements to equipment. For instance, I think there will be significant powertrain management advances such as hybrid or electric drive. The automobile industry will probably give us a good indication of where we might be going, especially for trucks.

QUESTION: When a contractor or mining customer hears the name Komatsu, what do you want to be the first word that pops into his head?

ANSWER: Reliability. A machine needs to work every day in order to deliver the best return to the customer, so when a customer says his Komatsu units are his most reliable machines — that makes me happier than anything else. ■

Komatsu's Peoria, Ill., plant heads up the manufacturer's worldwide R&D efforts for large mining trucks like the 330-ton 930E.



Komatsu's strong commitment to research and development (R&D) is evident at its factories, such as the Chattanooga Manufacturing Operation, and in "Unique and Unrivaled" products like the WA600-6 wheel loader.



DISTRIBUTOR CERTIFIED

RELIABLE USED EQUIPMENT

Komatsu "Distributor Certified Used" excavator provides value for site-prep, highway contractor

Randy Mikkelsen owns and operates Mikkelsen Bros., an excavation company in Langdon, N.D. With a work force of about 20, the company specializes in site preparation and state highway work.



With a fairly large work load, Mikkelsen needs productive equipment that he can rely on to keep moving dirt. When he needed an excavator recently, Mikkelsen turned to his local Komatsu distributor for a Distributor Certified Used machine.

"I asked my distributor to find me a PC120 because that size fits our needs particularly well," said Mikkelsen, who purchased a

PC120-6 with 1,200 hours. "They offered this one or a new one that could be delivered in five or six weeks. I compared the prices and the number of hours and felt the used machine was the best value for us at the time."

He also felt comfortable knowing specially trained technicians had gone over the machine with a fine-tooth comb to make sure it was in top working condition. Komatsu Distributor Certified Used machines are thoroughly inspected and rated based on specific criteria including age, hours, component wear and appearance. Special finance rates and extended warranties are also available on many Distributor Certified machines.

"We don't generally buy used equipment," Mikkelsen noted. "The last few excavators we've bought have been new, but I had no problem purchasing this machine. I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Komatsu Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."

The right fit

Mikkelsen also noted that the size of the 27,000-pound-plus PC120-6 often allows it to be moved without load restrictions. The company uses it for a variety of applications such as digging footings and utility trenches and loading trucks.

"It's worked very well, but then we expected that based on our past experience with Komatsu equipment," said Mikkelsen. "Our last PC120 had about 12,000 hours on it and was still running well when we traded it in. I expect we'll get the same kind of production out of this used machine." ■

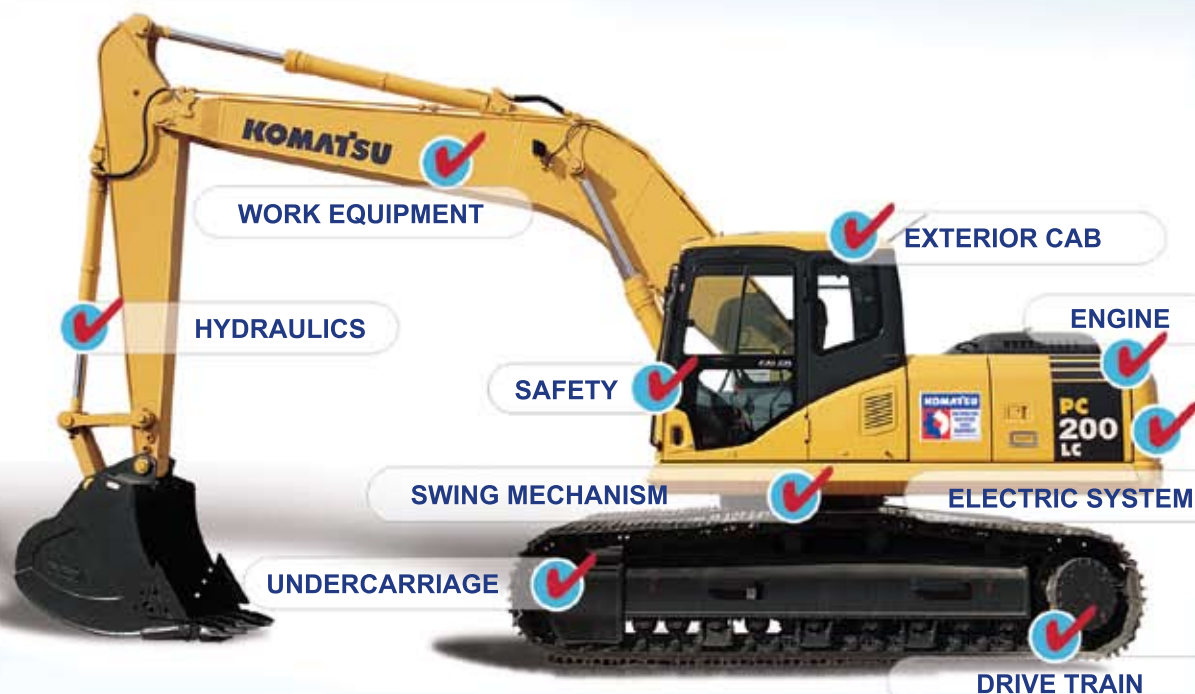
Randy Mikkelsen, Owner of Mikkelsen Bros., uses his Komatsu Distributor Certified Used PC120-6 excavator for a variety of tasks in his site-preparation business. "The last few excavators we've bought have been new, but I had no problem purchasing this machine," he said. "I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."





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To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."



INDUSTRY NEWS

Upcoming shows slated for asphalt paving industry

Asphalt paving professionals have a couple of industry-related educational opportunities available to them early in 2007.

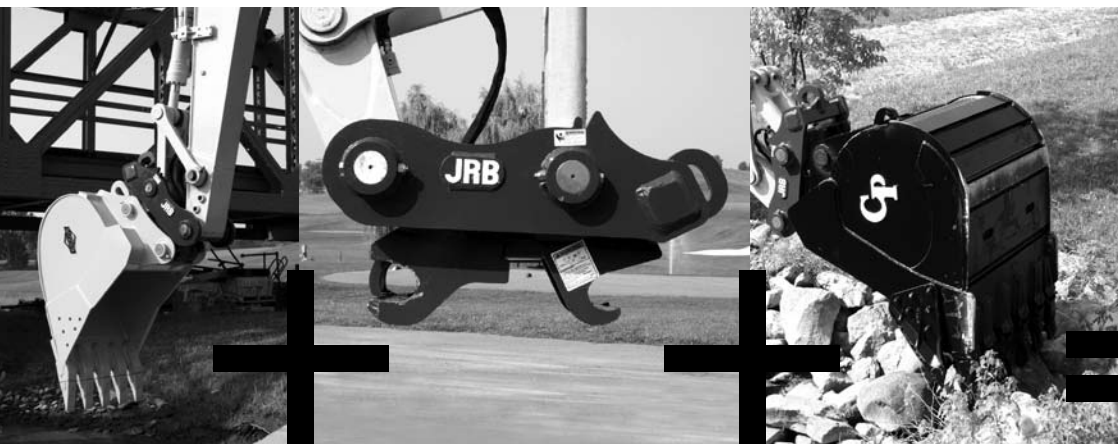
The National Asphalt Pavement Association (NAPA) will hold its 52nd annual meeting February 18-21 at the San Francisco Marriott. Educational sessions scheduled include one entitled "Managing in an Environment of Material Shortages and Energy Price Volatility," while another will focus on "How to Attract, Retain and Motivate a Quality Workforce."

Other topics to be covered include sessions on management and leadership, funding issues at the federal level, the latest information on asphalt technology, and a variety of environmental and engineering

topics. You can register online at the NAPA Web site www.hotmix.org.

One month later, World of Asphalt 2007 will be held March 19-22 at the Georgia International Convention Center in Atlanta. According to organizers, the event will feature exhibits of the latest technologies and products from leading manufacturers and industry service providers, plus extensive industry-focused educational sessions. New for the 2007 show are operator certification programs and a tour of the National Center for Asphalt Technology, located at Auburn University in Alabama.

For more information or to register online, go to www.worldofasphalt.com or call (800) 867-6060. ■



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PARTS POINTERS

KOMATSU KMAX TOOTH SYSTEM

Cost and time savings are major benefits of patented, reusable locking design

As a Purchasing Agent/Warehouse Manager for Delrick Corporation, Inc. of Tazewell, Va., John Hicks's job is to make sure parts are always available for a good-size fleet of equipment. So he's always willing to try a product that may lighten his work load.

"It's not easy keeping up with the needs of our machinery, but it has to be done," said Hicks. "So when our sales representative offered me the chance to try out Komatsu's KMAX tooth system, I was open-minded. I'm glad I was because it's one of the best decisions I've ever made. By far, it's the best tooth system that anyone has ever come up with."

Developed by Hensley, the KMAX tooth system is revolutionary in design, and features a reusable locking mechanism that makes installation and removal fast and safe. Once a tooth is put on the bucket shank, it's locked in place with a 90-degree turn of a socket, eliminating the old and sometimes dangerous method of hammering pins out.

"We've already seen a cost savings," said Hicks. "We've used the KMAX teeth for almost two years without replacing any. They stay in place until you want them off, and you don't have to replace pins. When we changed a tooth before, we had to drive the old pin out, and then it wasn't usable again. At \$12 to \$13 per pin and about 50 pins a month, that adds up quickly."

Designed for long life

KMAX teeth have been tested and proven in the field under the most demanding and punishing conditions. Made of the highest-quality cast alloys, each tooth is heat-treated to the core for hardness and durability to maximize wear life and sharpness.

State-of-the-art, 3-D-modeling software was used to optimize the tooth and adapter shapes (five shapes are available) to fit a variety of machines and applications. All teeth have a similar elliptical shape that minimizes stress and maximizes material flow. The ease of installation and removal allows users to easily flip teeth in cases where working methods and conditions cause unbalanced wear.

Hicks has kept the trial set of teeth and ordered a second set. Soon he plans to have all his machinery converted to the KMAX system. "We know it works," he said. "The cost savings have been fantastic. The mechanics and operators love it because they're not risking injury by pounding pins. It's incredible." ■



John Hicks,
Delrick Corporation,
Inc.

The KMAX tooth system features a reusable locking mechanism that makes installation fast and safe. "They stay in place until you want them off, and you don't have to replace pins," said John Hicks of Delrick Corporation, Inc.



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