

The



DIESEL MACHINERY, INC

Difference

A PUBLICATION FOR AND ABOUT DMI CUSTOMERS • 2011 No. 3

PC490LC-10

More horsepower, better performance,
lower emissions are benefits
of new interim Tier 4 excavator

See article inside . . .

WA380-7

First interim Tier 4 wheel loader
delivers load of productive features

See article inside . . .

A large yellow Komatsu WA380-7 wheel loader is shown in the foreground, parked on a rocky, uneven terrain. The loader has a large yellow bucket and is equipped with heavy-duty tires. A driver wearing a blue hard hat is visible in the cab. In the background, a yellow Komatsu PC490LC-10 excavator is working on a dirt mound, with its arm extended and bucket raised. The scene is set in a construction or mining area with a clear blue sky and some greenery in the distance.

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A MESSAGE FROM THE CHAIRMAN



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**Leading the way
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DIESEL MACHINERY, INC

Dear Valued Customer:

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

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

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

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

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

Sincerely,

A handwritten signature in black ink that reads "Pat Healy".
Pat Healy
Chairman of the Board

The



DIESEL MACHINERY, INC

Difference

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TURTLE CREEK CONSTRUCTION

Redfield excavation company believes diversification will assure its ongoing success



Pat Fuegen,
Owner

When Turtle Creek Construction, went to work on its first job, Owner Pat Fuegen had no idea that the small, tree-removal project would launch a full-service excavating firm that continues to grow and diversify. However, the job, near the company's home base of Redfield, quickly turned into more work.

"I was amazed, because people driving down the road saw us working and the calls starting coming in," said Fuegen, who, along with Mike Rogers, co-owns Turtle Creek Construction. Fuegen handles day-to-day operations. "The next thing I knew, we were busy and the work has stayed fairly steady ever since."

That first job was three years ago, when Fuegen finally decided it was time to start his own business after working several years for other construction companies. That experience included carpentry, concrete and plumbing,

as well as working on underground utility installation, some done as part of the large MinnDak projects. He also did a lot of rural water installation work.

"I got a fairly well-rounded background in the construction business, and I believe that's essential as we continue to diversify Turtle Creek," Fuegen noted. "In this area, that diversification is critical. Our goal is to be a full-service, one-stop shop for everything related to excavation. We're in the process of getting there."

Branching out

Tree removal, primarily for area farmers, was Turtle Creek Construction's first step, along with some demolition. Fuegen noted that for the first year, that was about all the company did with the exception of some site work for a new facility that's part of another business in which Rogers is involved. That project involved building up the site, including hauling in about 2,000 truckloads of gravel.

"We really concentrated on clearing land so that farmers could develop more acres to plant," explained Fuegen. "In addition to people driving by and seeing us, our customers spread the word too. I firmly believe that's a great way to build the business: do quality work that leads to word-of-mouth referrals. In three years, we've developed a good rapport with our customers, and much of our work comes from them calling us back."

At the same time, Turtle Creek Construction's list of new customers continues to grow, thanks to Fuegen's willingness to do nearly anything to help them out. This spring, he worked for Spink County, breaking ice underneath bridges and repairing washouts in county gravel

Turtle Creek Construction uses its Komatsu WA380-6 wheel loader to feed a materials screen and load trucks. Like the other Komatsu equipment Turtle Creek uses, it was purchased used. "We continue to get solid production with good fuel efficiency, and that says a lot about the long-term value of Komatsu," said Owner Pat Fuegen.





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Ben Hartman uses a Komatsu PC200LC-7 to remove overburden at a gravel pit near Redfield. "Just starting out, we were looking for used equipment and DMI had a PC200LC-7 with 3,000 hours," said Turtle Creek Construction Owner Pat Fuegen. "We bought it and have since put about 2,000 hours on it without any major issues."



roads. Farm work has expanded into culvert installations and ditch cleaning.

"We're learning on every job we do, and we've added a gravel component to the business," said Fuegen. "Last year we bought a screener, so we're working in an area pit to screen material and haul it out to farms and a couple of local townships. Most of it's going to outside contractors."

The gravel materials are hauled to sites within a fairly tight radius of Redfield, but Turtle Creek Construction's territory covers about an 80-mile radius. Fuegen said staying close to home is by design.

"Our intention is to take exceptional care of our local area," stated Fuegen. "The other reason for staying close to home is that I spent many years on the road away from my family. That's hard, and I don't want my employees or me to do that if it's not necessary."

Willing to do it all

Turtle Creek Construction's employee list remains small, with Fuegen leading the charge by meeting with customers, driving a truck, running equipment and doing anything necessary to keep the business moving forward.

His wife, Patty, handles bookwork. One full-time employee, Ben Hartman, and part-time worker Dennis Stevens round out the list.

"We're all willing to do whatever it takes," said Fuegen. "Everybody has a CDL (commercial driver's licence), so we can all drive a truck, and despite being considerably younger than me, Ben probably has more experience running equipment than I do. He's a very good operator, and Dennis does a great job as well."

"They're willing to go the extra mile, such as when we did some emergency work recently to help with levees in southern South Dakota during the flooding," he added. "It took us well out of our normal territory range, but they realized the impact it was going to have on the residents of the area and didn't hesitate about going. They deserve much of the credit for the business' success to this point."

Used Komatsu equipment does the job

Before joining forces to create Turtle Creek Construction, the two co-owners both had experience with heavy equipment. Fuegen ran nearly every brand of equipment in the market, including Komatsu, when he worked

Continued . . .

Turtle Creek Construction keeps an eye on expansion

... continued

for another company. Rogers had previously purchased an older used Komatsu loader from DMI for another business.

"My experience with Komatsu was very positive, as was Mike's with the Komatsu loader and DMI, so it was a logical choice to start there when we needed equipment," Fuegen said, who works with DMI Aberdeen Sales Representative Darrel Serfling. "Just starting out, we were looking for used equipment and DMI had a PC200LC-7 with 3,000 hours. I was confident that it would fit the bill, considering the quality of Komatsu and DMI's word that they would stand behind

it. We demo'd it, bought it and have since put about 2,000 hours on it without any major issues. Just routine maintenance."

Not long after that initial purchase, Turtle Creek added a D61PX-12 dozer and a WA380-6 wheel loader. "They were used also, and again, have been very good machines. The dozer had nearly 5,000 hours when we bought it, and it runs phenomenally well. The fact that we've bought used and continue to get solid production with good fuel efficiency says a lot about the long-term value of Komatsu."

Fuegen noted that upkeep plays a big role in equipment's longevity, and Turtle Creek maintains the machinery well with parts from DMI. He also calls on DMI as needed for service help.

"Darrel and DMI take care of us as if we were a larger contractor, and that's another factor in why I made the initial purchase and continued to go back for more Komatsu equipment," Fuegen pointed out, noting Turtle Creek has also purchased a side dump and a lowboy trailer from DMI. "DMI understands downtime is serious. I noticed a final drive leak on the excavator, and called them up. They said, 'Bring it in, and we'll fix it right away.' I had it back the next day."

Building the "right way"

Fuegen says it will take service similar to that — something he's already working to provide — in order for Turtle Creek Construction to continue to grow. He's planning for that growth.

"I believe it's necessary to grow and expand," affirmed Fuegen, who explained he named the business after the body of water running through Redfield. "We're already doing that through diversification, which adds to our ability to serve more customers. We want to expand, both in terms of machines and employees, and the size of projects we do.

"But, ultimately, what will allow that to happen is our commitment to providing a job well done to our customers," he added. "They've led us to this point, and that will continue to be the case. I believe we're building Turtle Creek the right way." ■



(L-R) Turtle Creek Construction Owner Pat Fuegen and employee Ben Hartman meet with DMI Sales Representative Darrel Serfling. "Darrel and DMI take care of us as if we were a larger contractor, and that's another factor in why I made the initial purchase and continued to go back for more Komatsu equipment," Fuegen pointed out.

A Turtle Creek operator tears down a house using the company's Komatsu PC200LC-7. Demolition is one of many services the Redfield contractor performs as it diversifies to meet customer needs.



Werk-Brau Product Line-Up



Excavator Buckets

- General Purpose Excavator Bucket
- Heavy-Duty Excavator Bucket
- Extra Heavy-Duty Excavator Bucket
- Severe-Duty Excavator Bucket



Excavator Special Application Buckets

- V-Line Strata Rock & Frost Bucket
- Ditch Cleaning & Grading Bucket
- Frost & Rock Ripper
- Coral Rock Bucket
- Flat-Bottom Sand Bucket
- Pavement Removal Bucket
- Drop Center Bucket
- Hydraulic Tilting-Grade Bucket
- Trapezoidal Ditch-Forming Bucket
- Ditch-Cleaning Aquatic Bucket



Excavator Special Attachments

- Solid-Tine Grapple
- Box-Style Demolition Grapple
- Excavator Wheel Compactor
- Extend-A-Stick
- Excavating Rake
- Multi-Tine EZ Grip Thumbs
- Rigid Stick Stabilizer Thumb
- EZ Grip Material Handler
- Spring-Tach Manual Spring-Loaded Coupler
- Quick-Tach Spring-Loaded Hydraulic Coupler



Mini-Excavator Buckets & Attachments

- Heavy-Duty Buckets
- Extra Heavy-Duty Buckets
- Cemetery Bellhole Bucket
- Coral Rock Bucket
- Frost & Rock Ripper
- Ditch Cleaning & Grading Bucket
- Pavement Removal Buckets
- Hydraulic Tilting Grade Bucket
- EZ Grip Material Handler
- Solid-Tine Grapple
- Excavating Rake
- Excavator Wheel Compactor
- Multi-Tine Thumb Attachment
- Spring-Tach Manual Spring-Loaded Coupler
- Quick-Tach Spring-Loaded Hydraulic Coupler



Skid Steer Buckets & Attachments

- Special Utility Bucket for Skid Steer Loaders
- Trash Grapple Bucket for Skid Steer Loaders
- Snow Bucket for Skid Steer Loaders
- Skid Steer Pallet Forks



Backhoe Buckets

- Standard-Duty Backhoe Bucket
- Heavy-Duty Backhoe Bucket
- Extra Heavy-Duty Backhoe Bucket
- Severe-Duty Backhoe Bucket



Backhoe Special Application Buckets

- V-Line Strata Rock & Frost Bucket
- Ditch Cleaning & Grading Bucket
- Frost & Rock Ripper
- Coral Rock Bucket
- Railroad Cribbing Bucket (Long Lip Available)
- Pavement Removal Bucket
- Drop Center Bucket
- Cemetery Bellhole Bucket
- Trapezoidal Ditch-Forming Bucket
- Hydraulic Tilting-Grade Bucket
- Grading Blade Bucket
- Standard-Duty Case-Davis Trenching Bucket
- Ford-Style Trenching Bucket



Backhoe Special Attachments

- Solid-Tine Grapple
- Backhoe Wheel Compactor
- Excavating Rake
- Multi-Tine EZ Grip Thumbs
- EZ Grip Material Handler
- Spring-Tach Manual Spring-Loaded Coupler
- Quick-Tach Spring-Loaded Hydraulic Coupler



Backhoe Loader Buckets & Attachments

- Light Material Bucket
- General Purpose Bucket
- Quadra Multi-Purpose Bucket
- Snow Pusher Bucket
- Grapple Bucket
- Bucket Forks
- Manual Adjustable Construction Forks
- Loader Rake
- Citrus Rake
- Tool-Carrier Design Coupler (Mech/Hydraulic)



Front Loader Buckets for Wheel Loaders

- Light Material Bucket
- Spade Lip Rock Bucket
- General Purpose Heavy-Duty Front Bucket
- Straight Lip Rock Bucket
- Skeleton Rock Front Loader Bucket
- Quadra Multi-Purpose Bucket (Wheel/Track)
- Snow Bucket & Snow Pusher Bucket
- Citrus Loader Rake (Wheel/Crawler)
- Loader Rake for Wheel & Crawler Loaders
- Grapple Bucket for Wheel & Crawler Loaders
- Wide-Style Grapple Rake (Paddle Style Available)
- Wide-Tine Grapple Rake
- Bucket Forks for Wheel Loaders
- Car Body Forks
- Manual Adjustable Construction Forks
- Tool-Carrier Design Coupler (Mech/Hydraulic)
- Extendable Boom

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AFTER WINNING THE BID

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

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

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

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

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

Communication is invaluable

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

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

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

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

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





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

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

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

“Competent person” critical

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

*He or she must be capable of identifying existing and predictable hazards at the jobsite and should be trained and experienced in pre-excavation planning, soil typing, protective systems, excavation safety and fall protection.

*He or she must have the authority to take prompt corrective measures to eliminate

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

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

Use a checklist for guidance

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

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

Continued . . .

Use meeting to focus on safety, preventing errors

... continued

Call before you dig to avoid costly mistakes

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

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

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

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

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

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

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

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

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



LOADERS

From Komatsu - The Loader Experts



Komatsu Wheel Loaders deliver high productivity, low fuel consumption, easy maintenance and superior operator comfort. The WA200PZ-6, WA250PZ-6 and WA320PZ-6 feature Komatsu's electronically controlled Hydrostatic Transmission (HST) with Komatsu's PZ (Parallel Z-bar) linkage.

- HST delivers high power, excellent response and low fuel consumption
- The PZ linkage provides parallel lift, high breakout force and high lift capacity
- Variable Traction Control with S-Mode reduces tire slippage
- Dynamic braking eases operation and extends wet-disc brake life

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WA380-7

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



Mike Gidaspow
Product Manager

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

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

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

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

Large-capacity torque converter standard

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

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

Redesigned cab for greater comfort

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

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



Brief Specs on Interim Tier 4 Loader

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

**With a general-purpose bucket*

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

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

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

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

Better serviceability

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

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

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

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

COMPACT EXCAVATORS

From Komatsu - The Compact Experts



The Komatsu PC88MR-8 takes the power and quality reputation of its larger siblings into tight places. The advanced Pilot Proportional Control (PPC) joysticks provide smooth precise controls and five working modes enable you to take command of every project.

- Three track options for any terrain: rubber, steel and roadliner
- Boom offset allows digging parallel to foundations or fences
- Spacious and comfortable contour cab design for true tight tail versatility
- KOMTRAX wireless equipment monitoring system with no monthly fees

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NEW INTERIM TIER 4 EXCAVATOR

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

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

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

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

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

Exclusively Komatsu

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

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

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



Doug Morris,
Product Manager

Brief Specs on Interim Tier 4 Excavators

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

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



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TRACKING TIER 4

New KOMTRAX version helps machine owners comply with emissions standards

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

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

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO₂. While the machine is in normal use, the KDPF regenerates — it's chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO₂, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

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

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

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

Still standard and free

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

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



Rizwan Mirza,
Manager,
KOMTRAX,
ICT Construction
Business Division



Goran Zeravica,
Distributor
Operations
Development
Manager, Machine
Support Programs



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SEAMLESS INTEGRATION

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

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

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

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

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

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

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

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

Continued...



This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Mike Ueno
Executive Vice President
& Chief Technical Officer

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

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

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

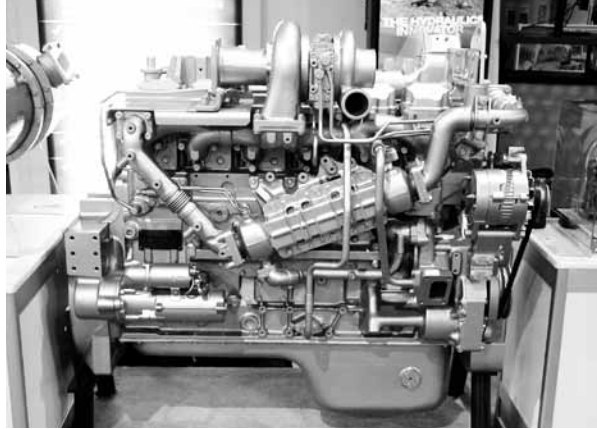
This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured,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

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

Komatsu engineering — a step ahead

... continued

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



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

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



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

QUESTION: How did Komatsu integrate those technologies?

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

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

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

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

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



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SERVICE EXCELLENCE

COMPETITIVE EDGE

KATC showcases troubleshooting skills of Komatsu service technicians

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

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

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

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

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

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

Training pays off

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

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



Angie Huggett,
Interactive Media
Developer/KATC
Coordinator



A KATC judge from Komatsu checks over the repairs made to a PC200LC-8 by a contestant technician. The annual contest challenges Komatsu technicians from across the nation, testing their skills in troubleshooting, maintenance and repairs.

BLURRING THE LINE

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



Stephen Sandherr,
AGC Chief
Executive Officer

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

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

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

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

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

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

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



NEWS BRIEF

Study: More than 1 in 10 bridges need repair or replacement

Eleven percent of the nation's bridges need repair or replacement, according to a Transportation for America study. The report cited 69,000 bridges in disrepair nationwide.

"For bridges, lack of maintenance can lead to the sudden closure of a critical transportation link or, far worse, a collapse that results in lost lives," the report said.

The study also highlighted the shortfall in federal funding for bridge repairs. The American Society of Civil Engineers said the U.S. needs to invest \$17 billion annually to improve current conditions. Figures in the report show the country only spends \$10.5 billion. Many states are unable to take on their share of the costs due to budget cuts and crises. ■

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RISING PRICES

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

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

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

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

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

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

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

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

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





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