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# Industry Scoop



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## **AERO SNOW REMOVAL CORP**

**Des Plaines "snow fighter" firm  
sets standard in keeping O'Hare  
open during winter storms**

See article inside . . .



**George Laudermith,  
General Manager**

# **KOMATSU**

## A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Forecasts are  
optimistic for  
2011  
construction  
industry**



Dear Valued Customer:

As we move into the new year, we hope that 2011 brings you greater prosperity. We're optimistic that this year offers a better outlook for the construction industry and the broader economy. Indeed, several industry groups have forecast an increase in construction work this year. You can read their views in our Construction Spending Forecast article.

As the construction industry rebounds, machinery demand will increase. Komatsu is introducing new products this year, and among them will be new units with interim Tier 4-compliant engines in the 175- to 750-horsepower range. Komatsu met the new standards without sacrificing power or productivity. If you're in the market for new machines, these are an ideal choice.

If you're looking for used equipment, we have a great selection. Even with high hours on them, Komatsu used machines are a great option. In this issue of your *Industry Scoop* magazine, several customers share why they value their older Komatsu equipment.

Remember too, that the tax act passed late last year offers great advantages for new and used equipment purchases, including a 100-percent depreciation bonus for new equipment placed in service after September 8, 2010, and through December 31 of this year. In 2012, that bonus drops to 50 percent. The new tax act doubled 2011 Sect. 179 expensing levels to \$500,000, with a phase-out threshold of \$2 million. The additional expensing is available on both new and used equipment and offers a nice tax advantage.

Older or newer, maintenance is a factor in your owning and operating costs. At Roland, we want to work with you to maximize your uptime and production. We have maintenance plans and other options available to do that at a reasonable cost.

Whatever your needs, we're here to help. If there's anything we can do for you, please don't hesitate to call or stop by one of our branch locations.

Sincerely,  
ROLAND MACHINERY CO.

Matthew L. Roland  
President

# Industry Scoop



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# KOMATSU

# AERO SNOW REMOVAL CORP

## Des Plaines “snow fighter” firm sets standard in keeping O’Hare Airport open during winter storms



George Laudermith,  
General Manager

As every traveler knows, even a small amount of snow can wreak havoc at an airport. At Chicago’s O’Hare International Airport, a major hub for several air carriers, delays in departures and arrivals create a domino effect on flights from coast to coast. To minimize these delays, as well as flight cancellations, Chicago’s Department of Aviation (CDA) devotes a great deal of time, money and effort to snow removal.

To help win the battle against Mother Nature, CDA contracts with Aero Snow Removal Corp., (Aero), one of the largest and most technologically advanced snow removal companies in the United States, if not in the world. It is part of the New York-based Dejana Industries, Inc. “family of companies,” which provides snow removal services at nine of the busiest airports in the country.

### Award-winning service

The resources CDA applies to snow removal are well-spent. In 2009-2010, Aero and the CDA operations division jointly received the coveted Balchen/Post Award presented each year at the International Aviation Snow Symposium. Sponsored by the Northeast chapter of the American Association of Airport Executives,

its purpose is to promote excellence in snow and ice control as well as provide recognition to individuals for outstanding performance. For airports that receive accumulating snowfall, the award is what the Oscars are to movie actors.

Last winter tested the mettle of both Aero and CDA. O’Hare received 50 inches of snow, more than 12 inches above normal. CDA is responsible for clearing the runways and taxiways, which are owned by the City of Chicago. But it relies on private companies, such as Aero, to clear snow from the terminals to keep the airport up and running during a snow event and to minimize delays.

“Keeping O’Hare open or minimizing the time it is shut down is a big job and one the city takes very seriously,” said George Laudermith, Aero’s General Manager. “At Aero, we share their sense of urgency about the importance of safely keeping planes coming in and out; we do everything in our power to help them accomplish that.”

### Aero is always ready

Aero maintains facilities in nearby Des Plaines so it can become operational on short notice. The vagaries of Chicago’s winters make it difficult to predict how many times it will be necessary to call out the troops — but Aero is always on the ready.

“Of course, you never know how many snow events you’re going to have during the course of a winter,” said Laudermith. “Through the years, we’ve had as few as 15 and as many as 23 in a single season. We might get called out for as little as a half an inch, but that half an inch can take up to 24 hours to clear. If we get a foot, we’re probably going to be on the job night and day straight through for four days or more. We do whatever it takes to get the job done.”

Aero Snow Removal’s fleet of 85 wheel loaders is always lined up at O’Hare Airport, waiting to be called into action at the first sign of snow.

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Aero Snow Removal is unique at O'Hare in that it has a fleet of new Komatsu equipment, including this WA320-6 wheel loader, as well as state-of-the-art melters that turn snow into gushing water in a matter of seconds.



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## Meeting the challenge with the right equipment

The equipment Aero stages at O'Hare boggles the mind. The company maintains a dedicated fleet of 85 wheel loaders at the airport, ready 24/7 to spring into action at the first sight of snow.

"This is not a part-time job where a contractor can mobilize his equipment at the last moment and hope to make it on time," emphasized Laudermith. "Then if he doesn't make it, say, 'Sorry, we tried.' Trying isn't good enough. Failure is not an option. This job is like that of a firefighter. We're not clearing snow every day, but we're on call 24/7 and we've got to be prepared and ready to go at a moment's notice. Once we get a call, we're required to be working within two hours."

In order to be ready for those 15 to 23 times a year that they are needed, Aero has 15 full-time employees who work year-round. The company calls in seasonal operators to work snow events — as few as a dozen for a small event — up to as many as 150 for a major storm.

## Cutting-edge snow melters

You may think Aero simply pushes the snow and then trucks it to a remote corner of the airport. Think again. Aero has led the way in research and development of state-of-the-art snow melters, which it builds at its New York facility. Aero's most powerful unit, which it invented, melts at the rate of an incredible 600 tons per hour. It takes 16 million BTUs to convert one hundred tons of snow into water. A loader operator dumps the snow into the melter and voila! — the snow is converted into water, which, in turn, empties into a drain. Dirt and debris collect in a hopper that is periodically cleaned out.

"We have 11 state-of-the-art melters at O'Hare," Laudermith proudly stated. "We design and build



Aero Snow Removal has nine Komatsu WA380-6 wheel loaders with 30-foot blades to push the snow into piles, and nine WA320-6 wheel loaders with six-yard buckets to feed the melters. "We consider Komatsu to be top-of-the-line equipment," said Aero General Manager George Laudermith.

them ourselves. Powered by proprietary burners, each unit can burn almost 700 gallons of diesel fuel per hour to melt 600 tons of snow per hour. Nobody in the industry can come close to doing what we do when it comes to melting snow."

Indeed, when it comes to melting, Aero has the market cornered at O'Hare. "That means we melt the snow we clear and the snow the CDA clears from the runways, as well as the snow that other contractors working on-site clear," explained Laudermith. "We all push the snow into piles near drains where our melters are positioned. We then use two wheel loaders to work each pile, dumping buckets of snow into melters. Within seconds, the snow is turned into water, which is discharged like a fire hydrant into the nearby drains. Each melter can handle a loader bucket of snow every few seconds. We don't leave the airport until every bit of snow is down the drain."

Laudermith says melting is far more efficient and cost-effective than trucking the snow away and it's much safer. "We used to have too many trucks running around out here on the runways and taxiways, hauling away the snow. It was costly, slow and not at all fuel-efficient. It was also a madhouse with trucks going every which way. This is much better from every respect."

*Continued . . .*

# Aero Snow Removal does “whatever it takes”

... continued



Maribel Hernandez,  
Administrative  
Manager

## New wheel loaders — centerpieces of the fleet

To help clear the snow and feed the melters, Aero has 18 Komatsu wheel loaders — nine WA320-6 models and nine WA380-6 models. Per city spec, the WA320s are equipped with specially made 6.01-cubic-yard buckets and the WA380s with 30-foot blades. Purchased brand new in 2009, the Komatsus are the centerpiece of Aero’s mobile equipment fleet.

“To my knowledge, we are the first and only company to ever buy brand-new wheel loaders to be used at O’Hare,” said Laudermith. “It’s really unheard of because it’s a huge investment for machines that are probably used less than

200 hours per year. But company President Peter Dejana’s attitude is, ‘We’re a first-class organization. This is not a part-time job for us. It’s all we do, and because of that, we need to be better than everybody else. And I can tell you, the new Komatsus make a difference. We’re much more productive than our competitors.’”

Aero also employs four full-time mechanics at the airport to ensure that the melters and the mobile equipment are ready to perform when needed.

“We consider Komatsu to be top-of-the-line equipment,” said Laudermith. “Our units have never failed us or given us any issues. They’re the best machines out there by a long shot, and all the operators love to run them. Only my best and most conscientious operators get a Komatsu.

“And beyond the machines themselves, the support we get from Roland and Komatsu has been outstanding,” he continued. “Our Roland Sales Rep, John Kroger, is very responsive and helpful. General Manager Jim Jesuit has been great to work with. PSSR Mike Grubbs and Parts Counterman Andy Waller in Marengo both do an excellent job. Bottom line — Roland treats us the same way we try to treat our customers — which means they’re here for us anytime we need them.”

## Going the extra mile

Besides the new equipment and the superiority of its melters, one other thing stands out about Aero. “We’re willing to go the extra mile for our customer,” Laudermith explained. “After all our competitors have left, we go through the entire airport with the city’s operations guys to clean up. We get what was overlooked or left behind when everybody was running hot and heavy during the storm. It’s an extra detail, but it’s the kind of thing we do because we want to give our customer everything he wants, and then some.

“We have a team of professionals who take pride in being the best,” Laudermith explained. “Our guys care. They are committed to doing the best job and the city notices. They look very favorably upon us because of everything we bring to the table — the melters, the new equipment, the full-time staff and most of all, the ‘can-do’ attitude. It’s an excellent relationship and one we intend to keep for the long term.” ■

Aero General Manager George Laudermith (left) works with Roland Sales Rep John Kroger. “John and everybody at Roland are excellent to work with,” said Laudermith. “Roland treats us the way we try to treat our customer. They’re here for us anytime we need them.”



Aero Snow Removal has a team of four full-time mechanics who keep all the company’s airport equipment ready to work at a moment’s notice.



This Komatsu wheel loader nearly disappears in a steam cloud while dumping a load of snow in an Aero melter. “We design and build our own melters,” said Laudermith. “Powered by proprietary burners, each unit can melt 600 tons of snow per hour. Nobody in the industry can come close to doing what we do.”

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# THE ROAD AHEAD

## The President's proposal is a start, but only a drop in the bucket of what's needed to fix infrastructure

President Barack Obama's announcement of a proposed \$50 billion program to improve America's roads, bridges and transportation system has once again brought infrastructure to the forefront of public discussion. Although we'd like to think the U.S. has better infrastructure than the rest of the world, that's actually not the case. The fact is, compared to most of the developed world, our infrastructure is much older and in desperate need of repair.

We only have to look at the age and condition of water mains for evidence of this. A recent New York Times story revealed the somewhat startling statistic (based on EPA data) that, on average, a major water line bursts somewhere in the country every two minutes. Add to this the fact that our roads, thousands of our bridges and dams and parts of our rail system date back well into the last century, and it becomes clear that our infrastructure is inadequate.

The proposal put forth by the President included a six-year program to rebuild 150,000 miles of roads, maintain 4,000 miles of rail track and build 150 miles of runways, with a total cost of \$50 billion. This may seem like a grand program, but last year the American Society of Civil Engineers estimated the minimum investment needed to bring the country's infrastructure, including roads, bridges, rail and airports, up to standard is \$2.2 trillion and counting.

The President recently backed up his call with a new report from the Treasury Department and the Council of Economic Advisers cataloging a 50-percent fall in infrastructure spending in the country since 1960. The U.S. spends just 2 percent of GDP on infrastructure, compared to 9 percent in China and 5 percent in Europe. There's a clear danger the U.S. will continue to fall behind

in global competitiveness if we continue to shortchange our infrastructure.

Of course, the President's proposal is also about jobs. More than 1.5 million construction workers have been sidelined during the recession, and a major building program such as that proposed by the President would go a long way to putting people back to work, as well as creating jobs throughout the next decade. In fact, analysts suggest that without the Obama plan in place, highway spending in the U.S. may fall as much as 5 percent this year. Bottom line: more jobs will likely be lost in the construction sector, which would have a negative impact on real estate.

The proposal to establish a formalized approach to the country's transportation infrastructure challenges, including the possible establishment of a National Infrastructure Bank, would be a good first step to start addressing the United States' significant infrastructure challenges, but more is needed. With our water delivery, wastewater treatment and utility infrastructure all needing attention, this is just a drop in the bucket. ■



**Howard Roth**

*Howard Roth is the Global Real Estate Leader and a Partner with Ernst & Young LLP's Real Estate practice. This article originally appeared in GlobeSt.com*

**President Barack Obama has proposed a \$50 billion investment in infrastructure. Howard Roth says it's a start, but much more is needed to update aging roads, bridges and other transportation sectors.**



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# CONSTRUCTION SPENDING FORECAST

## Economists see a boost of up to 8 percent as part of overall growth in the economy

As the economy tries to heal, forecasts for the construction industry call for growth in 2011 in most sectors, with a total value of as much as \$445 billion, according to a McGraw-Hill Construction report released late last year. That total would be an 8 percent rise from 2010, part of an overall growth of 2.5 percent in the U.S. economy predicted by McGraw-Hill.

Single-family housing should see the strongest growth at 27 percent, with more than \$126 billion in construction starts. That will depend on several factors, including the foreclosure mess getting sorted out. Following closely behind is multifamily housing, with an expected rise of \$23.6 billion, a 24-percent gain from last year.

"While the economy is still facing headwinds, the stage is being set for construction to see modest improvement in 2011 from (2010's) very weak activity," said Robert A. Murray, Vice President of Economic Affairs at McGraw-Hill Construction during a recent presentation. "We're turning the corner, slowly. As 2010 becomes the final year of a very lengthy and unusual construction cycle, 2011 will be the first year of renewed growth for overall construction activity."

Increases extend to commercial buildings, where a 16-percent gain is expected by McGraw-Hill. That follows a three-year decline in building new stores, offices, warehouses and hotels. Manufacturing buildings are expected to increase 9 percent in dollars and 11 percent in square feet.

Other industry experts forecast similar improvements in green building, residential building, building product manufacturing, building materials, technology and the economy as a whole.

"The U.S. economy is in the second year of economic expansion," said Camilli Economics President Kathleen Camilli. "While the growth rate is currently modest, momentum is likely to grow as the economy responds to an ongoing monetary and fiscal stimulus in the pipeline. Notwithstanding the financial crisis's impact on residential and nonresidential construction, growth in this sector of the economy will continue to be driven by innovation in building technologies."

### Modest growth this year, bigger next

Reed Construction Data expects a rise in nonresidential construction sectors of 2.7 percent in 2011, with an increase of 12.9 percent the following year. Reed expects increases in all sectors in 2011, including a 7.1-percent jump in health-care construction, 4.4 percent in commercial, 2.5 percent in education and more than 1 percent in manufacturing, amusement/

*Continued . . .*

Economists predict housing to see growth of more than 20 percent, including single-family and multifamily, as part of an overall boost in construction spending.



# Growth anticipated in several sectors

... continued

recreation and lodging. Significantly higher growth is expected in all those areas, as well as office, religious and public safety in 2012.

“Commercial building construction spending will see the largest positive impact from the monetary stimulus,” said Reed Construction Data Chief Economist Jim Haughey, citing the Federal Reserve’s quantitative easing plan announced in late 2010. “Developers will get cheaper credit



Material prices were up in the fourth quarter of 2010 and are expecting to rise more in 2011, especially those traded globally, such as steel and copper.

Growth in several sectors is anticipated, such as commercial, institutional and health care.



rates, higher space demand, more valuable building assets to pledge as collateral for new project loans and lenders with more cash. The restraint on housing starts cannot be solved by cheap credit as we have learned in the past few years. However, apartment construction will benefit similarly to other commercial buildings. Institutional buildings and the largely public, heavy construction sector will fare about the same as single-family and condo construction. The supply of construction funds for these markets is largely isolated from short-term changes in financial markets.”

## Material prices to rise too

Haughey said cheaper credit, a cheaper U.S. dollar and higher equity prices are positive for the near-term spending outlook. Inflation will remain low, but rise enough to end concerns of deflation. “There will be a noticeable rise in inflation for commodities used in construction materials,” said Haughey. “Commodity price inflation has been near zero in recent months but will rise back to the 5-percent to 6-percent range.”

Others see commodity and materials prices rising as well. Associated General Contractors’ Chief Economist Ken Simonson said material prices were up considerably in the fourth quarter of 2010, are likely to be “volatile” in 2011, and noted that an Energy Information Outlook report forecasts diesel fuel to rise 22 cents on average from last year.

“It seems likely that materials that are traded globally, such as oil, copper and steel (especially the scrap that forms the raw material for most construction steel), have a greater risk of near-term price spikes than materials for which demand stems from domestic construction, such as concrete, asphalt, wallboard and lumber,” said Simonson.

He added, “Consequently, contractors may face a two-tier pricing picture in 2011: volatility and large spikes for some materials, stable and shrinking prices for others. Meanwhile, owners are likely to be as resistant as they have been in 2010 and 2009 to pass-throughs of price increases. Contractors will need to be sure they or their subcontractors can absorb possible price spikes.” ■



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# CONTINUED PRODUCTIVITY

## Why your older Komatsu equipment remains an efficient and reliable choice

The advent of interim Tier 4 emissions standards was ushered in as the calendar turned to 2011, affecting machinery with engine horsepower in the 175 to 750 range. While the standards mandate a reduction in soot and other emissions in new machines, that doesn't mean you have to immediately get rid of your older dozers, excavators and wheel loaders.

"Many of our customers prefer to continue using their older Komatsu pieces because they've found them reliable and a good fit for their business," said Komatsu's Erik Wilde, Vice President, Product Marketing. "They go right on racking up the hours on those machines."

Contractors using Komatsu equipment, such as Webber, LLC, continue to turn the hour meter to impressive numbers. Webber does heavy highway work, and its two subsidiaries recycle materials and manufacture precast concrete barriers. The company also has sand pits and

concrete and asphalt plants. For more than 20 years, Komatsu excavators, dozers and wheel loaders have been in the companies' fleets.

"Komatsu has been our top equipment choice because it has proven time and again to be productive and reliable," said Donnie Poplaski, Director Equipment Department for Webber. "We have some wheel loaders with more than 25,000 hours and excavators pushing 13,000 to 15,000 hours that still have the original componentry. That says a lot about the quality that Komatsu offers."

Komatsu quality means its equipment runs even in the toughest conditions. Shawn and Todd Harders have found that to be the case with the D65 dozers and PC200 excavators they use to do agricultural and wetland work. The brothers own and operate Harders Dozer & Scraper Work, which often clears land in inhospitable areas.

"We've always believed Komatsu excavators are top-of-the-line," said Todd. "We use our PC200s to remove trees or stack trees that the dozers push up. We also use them to dig channels. Working in water up to two feet deep, which we often do, is tough on equipment. We have 10,000 hours on a Dash-6 excavator that's more than 10 years old. That's a good testament to how well our Komatsu equipment works and lasts."

### Hour after hour

Grant Meenach, founder and President of Kern Pacific nearly echos those sentiments. Meenach recently added a PC800LC-8 to a fleet that's always leaned heavily toward Komatsu equipment. Not long after Meenach went into business for himself in 1998, he purchased a PC220LC-5 excavator and a WA320-3 wheel loader.

Many contractors use older Komatsu excavators for a variety of purposes, including such rugged applications as demolition.





Contractors often rely on older Komatsu equipment because they find that even with high hours, it works in less-than-ideal conditions. “We’ve always believed Komatsu excavators were top-of-the-line,” said Todd Harder of Harders Dozer & Scraper Work. “We have 10,000 hours on a Dash-6 excavator that’s more than 10 years old. That’s a good testament to how well our Komatsu equipment works and lasts.”

Of course, the latest model PC800LC hydraulic excavator has helped Kern Pacific quickly complete even deep digs up to 30 feet. Meenach said his older Komatsu equipment still does an excellent job of helping the company stay productive and complete projects on time.

“I’ve kept buying Komatsu equipment because its durability means it runs and runs without costing us downtime,” Meenach acknowledged. “We’ve put up to 15,000 hours on a wheel loader without doing much more than routine maintenance. And, when I believe it’s time to trade or sell, Komatsu holds its value.”

### **Demo starts a trend**

All it took for ready-mix concrete producer Ellensburg Cement Products to see Komatsu’s value was a demo that compared apples to apples. The third-generation family business began using Komatsu products about 10 years ago. President Jeff Hutchinson explained that from the first time the company used a Komatsu excavator, he saw a big difference.

“We had a different brand of excavator that was getting very old and wasn’t giving us the productivity we wanted,” said Hutchinson. “We called the top equipment dealers in the region and told them we wanted to demo their machines, so they all brought similar-size excavators out for us to try. Bottom line, the Komatsu PC600 performed the best.”

Ellensburg Cement Products eventually traded in its initial PC600 for another, and began buying additional Komatsu pieces, including a WA600 wheel loader, a WA500 wheel loader and an HD325 haul truck.



Companies such as Brannan Sand and Gravel use older Komatsu wheel loaders to charge crushers and as general-purpose machines. “What I’m looking for is reliability and fuel efficiency — machines I can count on every day and that won’t break me paying for diesel fuel — and that’s what I get from our Komatsu machines,” said Aggregate Production Supervisor Jim Thompson.

“All of our Komatsu units have held up really well,” said General Superintendent George Seubert. “We use the WA600 to feed the crusher and the WA500 to feed the wash plants. We now have 8,000 hours on the WA600. It still runs great. Also, fuel consumption on both wheel loaders and the excavator has been very good.”

### **Consistently fuel efficient**

Fuel efficiency is one reason Brannan Sand and Gravel keeps purchasing Komatsu equipment. It helps that its Komatsu units maintain low fuel consumption even as the hour meter creeps into the five-digit range.

*Continued . . .*

# Komatsu — productive equipment that lasts

... continued

Brannan Sand and Gravel is part of the Brannan Companies, which include Brannan Ready Mix and Brannan Construction. With the three entities, Brannan Companies handle complete projects for heavy highway and commercial development as a general or subcontractor, as well as supplying materials.

The Brannan Companies rely heavily on Komatsu equipment, including excavators, wheel loaders and haul trucks, especially in their material pits. “We started using Komatsu machines eight or nine years ago,” said Equipment and Shop Division Manager Chuck Irsik. “We’d been running another brand prior to that, but when we were in the market for a new wheel loader around 2001, we thought we should probably do some demos and compare prices. Komatsu performed well in the demo and was priced fairly, so we decided to give it a try. Komatsu machines have been a mainstay for us ever since. They are productive, reliable units that last a long time.”

“All of our Komatsu pieces in the pits have performed well, including those that have a lot of hours on them,” added Aggregate Production Supervisor Jim Thompson. “What I’m looking for is reliability and fuel efficiency — machines I can count on every day and that won’t break me paying for diesel fuel — and that’s what I get from our Komatsu machines.”

Komatsu machines maintain their reliability and longevity into the thousands of hours. “All of our Komatsu units have held up really well,” observed Ellensburg Cement Products General Superintendent George Seubert.



## Familiarity leads to purchase

Owner/President Bob Quinn was already familiar with Komatsu equipment when he founded Quinn Construction in 1992. The company does general earthwork and demolition, using several PC200LC excavators, a PC220LC excavator and two WA500-1 wheel loaders.

“I’ve always believed that proper maintenance is vital, because it ensures that the equipment performs to its maximum capabilities, even with a high number of hours,” said Quinn. “The other factor I’m adamant about is buying quality equipment to start with, and that’s why over the years we’ve purchased and stayed with Komatsu. I used Komatsu machinery when I worked for someone else and saw first-hand how well it performed. When I started acquiring equipment, Komatsu was at the top of my list.”

Quinn appreciates the versatility the excavators provide, as he uses them for excavation as well as equipping them with quick couplers to run several attachments for demolition. “We get a lot of flexibility from the excavators,” said Quinn. “The wheel loaders have been outstanding as well. We used to do some crushing, and we originally bought them for feeding the crushers. Now they’re general-purpose machines. Both have about 16,000 hours on them and are still as productive as they were when we purchased them.”

## Consistently fuel efficient

Komatsu’s Wilde said he hears numerous similar stories around the country and throughout Canada as users continue to see the value, reliability and productivity in even the oldest Komatsu machines.

“In many cases, equipment users like to keep machinery as long as possible because it continues to earn them profits long after it’s paid off,” said Wilde. “With Komatsu equipment, they’re confident that’s going to be the case. We do everything we can from a product support standpoint for that to happen by continuing to stock parts at our distributors, parts depots and main parts location. When customers are ready to add to or update their fleets, our latest technology models are an excellent choice for many reasons. Like our customers, we’re in it for the long haul.” ■



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## LOWER OPERATING COSTS

### New WA1200-6 offers you more productivity with less fuel consumption

The WA1200-6 is Komatsu's largest wheel loader and one of its most productive and economical, thanks to improvements built around customer input and feedback. Among the most productive features is a new 1,765-net-horsepower engine that has a full 132 horsepower more than its predecessor.

Despite the increased horsepower, the 477,000-pound WA1200-6 uses 15 percent less fuel in an EPA-compliant, Tier 2 engine. A new, dual-mode, active-working hydraulic system allows the operator to select between normal and powerful loading, while the optimum oil flow in the working system increases efficiency and reduces cycle times. Komatsu extended the dump clearance, and added stability by improving the static tipping-load rating.

"The WA1200 is a primary production machine in all types of mines that depend on wheel loaders for excavation and loading," said Steve Thorson, Product Marketing Manager, Mechanical Drive Mining Equipment. "Our mining customers provided us with valuable information that we then used to improve on the WA1200-3, which the new model replaces. We did it without sacrificing power or production and, in fact, we improved per-ton/per-yard costs."

Komatsu included an additional torque converter cooler as standard equipment to reduce oil temperature and increase cooling capacity. For hydraulic cooling, a new pump with increased oil capacity helps lower oil temperature. Two additional air cleaners were introduced and the size of the elements increased to 15 inches for more capacity.

#### Operator controls optimum performance

An engine rpm-control system with auto deceleration allows the operator to set the

engine rpm at the optimum work-performance level and control speed smoothly with the accelerator. The variable transmission cut-off system for the left brake pedal is adjustable by a switch at the operator's seat. When loading, the low setting reduces brake impact to prevent spillage, while the high setting can be used for traveling.

"A couple of areas customers were adamant about improving were the operator environment and serviceability," said Thorson. "We did that by increasing the size of the cab, which now includes a seat for trainers to ride along with a new operator. It's also easier to operate, thanks to joystick and fingertip controls. From a service standpoint, we grouped the service points in a central location to reduce the amount of time necessary to change fluids and filters. Overall, the WA1200-6 is a better machine, designed for higher production and increased profits." ■



**Steve Thorson,**  
Product Marketing  
Manager,  
Mechanical Drive  
Mining Equipment

Komatsu's largest wheel loader, the new WA1200-6, offers several upgrades that, compared to the previous model, improve productivity and per-ton/per-yard cost to move materials.



# MACHINES IMPROVED FOR 2011

## Komatsu VP discusses Tier 4 changes, new hybrid excavator and 3-D machine-control systems



**Erik Wilde, Vice President  
of Product Marketing**

*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.*

Erik Wilde joined Komatsu in 1997 as an Assistant Service Engineer for mining dozers. He became Product Manager for hydraulic excavators in 2001, was promoted to Director of Product Marketing in 2004 and is now Vice President of Product Marketing. Erik's primary responsibility is to help drive development of new products and to promote and market Komatsu products to distributors and equipment users.

"Komatsu is the second-largest manufacturer of construction and mining equipment in the world," he said. "We engineer and design our machines from the ground up with Komatsu-made parts and components. That's how we assure quality. Equally important is technological innovation, which is so ingrained at Komatsu it's included in our logo (the offset T in the Komatsu logo symbolizes technological innovation). Our goal with each product is to provide equipment users with a machine that delivers the best value in the industry."

When he's not on the job, Erik enjoys doing almost anything outdoors, from hiking to fishing to kayaking. He, his wife and their three children (nine, seven and five) also enjoy water skiing, snow skiing and snowboarding.

**QUESTION: Each year, Komatsu makes product improvements. What's new for 2011?**

**ANSWER:** The latest changes to our product line have been driven by Tier 4 emissions standards that went into effect January 1 of this year. The requirement covers engines from 175 hp up through 750 hp (Example: D65-D375 dozers, PC220-PC1250 excavators, WA380-WA600 loaders, etc.). This requirement reduces particulate matter by 90 percent and NOx by 45 percent in the machines' exhaust when compared to the Tier 3 requirement.

Our Tier 4 platform is based on our proven Tier 3 engine platform and technology. To achieve Tier 4 on these models, we added a diesel particulate filter similar in function to other manufacturers. To optimize machine performance, we added in the robust Komatsu Variable Geometry Turbocharger (KVGT) and a large-capacity Exhaust Gas Recirculation System. Both systems are hydraulically actuated for precision control and reliability.

**QUESTION: Two years ago, Komatsu introduced the first hybrid hydraulic excavator. What's new for hybrids in 2011?**

**ANSWER:** We're bringing out our second-generation hybrid excavator before any of our top competitors introduce their first. The Komatsu HB215LC-1 will replace the current Hybrid PC200LC-8 in the Komatsu lineup. We took our last three years of experience in the market to further optimize the system. Another key improvement is the new ability to run hydraulic attachments.

**QUESTION: Beyond Tier 4 and the HB215LC-1 hybrid excavator, are there other ways Komatsu is using technology**

**to improve machine performance for equipment users?**

**ANSWER:** We've always considered ourselves to be the technological innovation leader in the equipment industry. That's what we hang our hat on. We believe our on-board diagnostics and user interface are far beyond what our competition offers, especially on new Tier 4 machines.

The next generation of KOMTRAX will be on all Tier 4 units. We were the first manufacturer to offer such a wireless, machine-monitoring system with free communication as standard equipment. This newest version will be even more user-friendly, will provide more information to the customer, and will help Komatsu and its distributors support the machine even better.

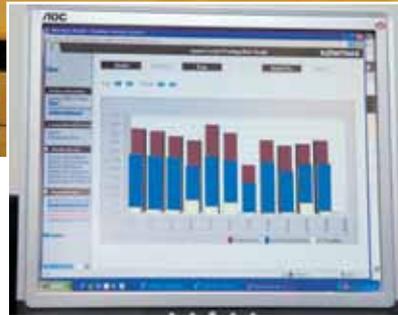
**QUESTION: What's going to be the next big thing in construction equipment?**

**ANSWER:** Hybrid machines or anything else that reduces fuel consumption. The cost of fuel is a significant part of equipment owning and operating costs. Anything that lowers the total amount spent on fuel will be big for the foreseeable future.

Also 3-D machine-control systems. The cost benefits of a stakeless work site are proven and the technology is being transferred into other products. At Komatsu, we work closely with the industry leaders to enhance the machine to system interface and performance. We even offer "plug and play" systems to make it easier for our customers to connect our machines to their 3-D machine-control packages. This technology is rapidly advancing and will continue to expand for years to come, delivering higher productivity and lower costs for our customers.

**QUESTION: What can we expect from Komatsu in the future?**

**ANSWER:** Komatsu is committed to delivering the highest-quality products that optimize productivity while delivering low operating costs. Our 2011 Tier 4 products will exceed those expectations and our customers can expect us to deliver that same value proposition with models requiring Tier 4 in 2012. ■



The industry-leading KOMTRAX machine-monitoring system gets a Tier 4 upgrade in 2011 to make it more informative and more user-friendly.



In 2011, Komatsu will introduce its second-generation hybrid excavator before most other manufacturers will have come out with their first.



Komatsu has worked closely with laser-grading manufacturers to come up with a new 3-D machine-control system that dramatically improves fine dozer grading.



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KA-14

# OIL SAMPLING AND ANALYSIS

## Beyond warranty — the benefits of oil sampling increase as a machine ages

When you finance a new piece of equipment, you're required to participate in an oil sampling and analysis program as part of the machine warranty. Why? In part, because, if the manufacturer is going to be on the hook for a repair bill, it wants it to be a low-cost, preventive-maintenance repair rather than a high-dollar, high-downtime, unexpected emergency repair.

"Scheduling the repairs suggested through oil analysis saves end users time and money compared to reacting with emergency repairs," said Matt Beinlich, Manager, Technical Support Center (Komatsu Service Department). "When detected early in oil sampling, repairs are less expensive and do not risk unexpected downtime. With oil analysis, our customers can 'look inside' their engines, transmission and hydraulic systems for early warning signs of future failures."

Obviously, issues become more frequent as a machine ages. Despite that fact, many equipment owners choose to discontinue oil sampling once the warranty period is over.

"Sampling when a machine is under warranty may be required, but continuing to sample later in a machine's life is at least as important," said Beinlich. "When machines age, there are more opportunities for the application or environment to change, and this has an effect on overall machine health. The cost of continuing to sample oil is tiny compared with the expense of emergency repairs. Robust oil analysis programs can even give end users the confidence to extend planned component intervals."

### **Komatsu Oil and Wear Analysis (KOWA)**

Komatsu offers an effective, easy-to-use sampling program known as KOWA (Komatsu

Oil and Wear Analysis). Your Komatsu distributor can supply you with KOWA kits to draw oil and fluid samples. KOWA utilizes independent labs to analyze the fluid for such issues as fuel dilution, coolant leaks and contaminants — and to determine if there's excessive wear metal in the sample, an indication that a component might be failing prematurely.

You can get results rapidly through a free online service. Historical data and reports are available through customized software called KOWA-LOAMS (Lube Oil Analysis Management System). Your local Komatsu distributor will help you interpret the sample analysis, including recommending action you might want to take to protect your machine. ■

*For more information on KOWA and how oil sampling throughout the life of your equipment can benefit your bottom line, contact your local Komatsu distributor.*

Oil sampling is typically required on new machines as part of the warranty package. Komatsu urges equipment owners to continue sampling after the warranty period ends. "The cost of continuing to sample is tiny compared with the expense of emergency repairs," said Matt Beinlich, Manager, Technical Support Center.





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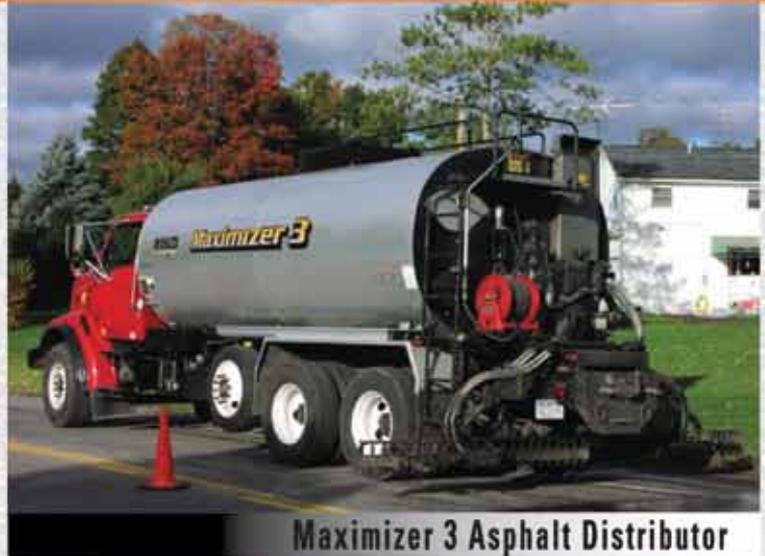
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# MORE TRANSPORTATION FUNDING

## Industry groups stand behind commission's recommendation to raise the gas tax

Construction industry groups applauded a proposed increase in the country's gas tax, saying it's a way to fund transportation infrastructure as well as reduce the national deficit. The increase was part of the President's National Commission on Fiscal Responsibility and Reform report.

The commission's recommendation was a 15-cents-per-gallon increase in the federal gas tax, which currently stand at 18.4 cents for gasoline and 24.4 cents for diesel fuel. The increase would kick in beginning in 2013, rising one cent per gallon every three months until the 15-cent increase was met.

The money would be dedicated to the transportation trust fund, set up in the 1950s to pay for highway building and repair. The fund has fallen short of needs, so in recent years money has been pulled from the general fund to cover expenses. That's also contributed to the national debt.

A coalition of construction industry organizations said in a statement: "This proposal recognizes the integral relationship between improving transportation infrastructure, economic health and fiscal responsibility. If enacted, it will help prevent economically devastating cuts in federal infrastructure investment and remove the primary obstacle to passage of a multi-modal surface transportation bill.

"The issue of transportation investment is directly linked to balancing the federal budget," the statement continued. "Without new Highway Trust Fund revenue, policymakers will be forced either to impose highway and transit program cuts that would reduce payrolls and impede economic growth; or add an estimated \$34 billion over the next six years

to general fund spending. Either outcome undermines efforts to balance the budget. It is also important to recognize that a small number of transportation programs are currently funded with general funds, and those programs meet important needs and should be continued."

### Call for more

Many of the industry groups supporting the recommendation called for an even higher tax, urging the commission to consider a 25-cent increase over a three-year period. A proposal put forth by two senators that would have met that total, would dedicate 10 cents of the increase to short-term deficit reduction, with 15 cents going to transportation improvements. The 10-cent portion would put \$83 billion toward the deficit over five years, then become additional funding for transportation. The 15-cent portion would generate \$117 billion over five years. ■

Construction industry groups say the proposal to incrementally raise the gas tax is a good way to fund needed transportation infrastructure improvements.



### Report answers FAQs about new Tier 4 technology

A “frequently asked questions” (FAQ) report put together by equipment industry groups is available to answer your queries about new Tier 4 technology. This year marks the advent of Tier 4 regulations for a vast range of machines.

“Many dealers and customers have questions about how the new Tier 4 regulations will affect them,” said Allen Schaeffer, Diesel Technology Forum Executive Director. “So, together with our industry partners, we’ve developed this information to help ease the transition for prospective

equipment owners, dealers, rental agencies and others in the off-road industry as the new rules come into effect.”

The report — available for download from industry Web sites, including Associated Equipment Distributors and Association of Equipment Manufacturers — addresses issues such as: How will the new Tier 4 engines be different from previous engines?; Do the new Tier 4 engines require different fuel?; How will Tier 4 engines affect the value of my trade-ins? and many others. ■

### ICUEE will offer new fleet-management pavilion and more educational sessions

More fleet-management education, products and services will be part of the International Construction and Utility Equipment Expo (ICUEE) than at previous shows, including a Fleet Management Exhibit Pavilion. ICUEE, also known as the “Demo Expo” because it allows users to run equipment, will be held October 4 to 6 at the Kentucky Exposition Center in Louisville.

ICUEE is geared to the utility/construction industry, including electric, phone, cable, sewer, water, gas, general construction, landscaping and public-works contractors and entities. Educational sessions in fleet management will benefit those who are new to the field as well as experienced professionals. ■

### Groups pushing for more skills-based education

Industry groups are urging education officials to develop more schools that teach skills such as construction by highlighting examples of successful programs in such schools around the country. These schools focus on skills-based education and have proven to produce a higher percentage of graduates compared to typical high schools.

“For too long, we’ve told students that the only path to success lies in mastering a standardized test, instead of acquiring practical skills,” said AGC President Ted Aaland. “By giving students an opportunity to master skills like construction that will

win them good pay and earn them rewarding careers, we’re giving them another reason to work hard and another way to succeed.”

Aaland said student performance is higher at schools focusing on skills-based education, such as recently opened, construction-focused charter schools. Two already-operating schools have graduated students with higher scores on high school exit exams than their peers at district schools.

“Our education system and our graduation rates would be significantly better if schools like the one we’re opening were the rule, instead of the exception,” said Aaland. ■

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## Study shows billions wasted due to traffic congestion

A recent report on traffic conditions shows American motorists waste, on average, 34 hours a year due to traffic congestion. That equals \$115 billion and 3.9 billion gallons of fuel that potentially could be saved with more efficient roadways.

The numbers may potentially become worse as the nation's economy recovers. The annual report by the Texas Transportation Institute showed

decreases in wasted time, gas and money the previous two years, due in part to the recession. With the economy improving, more vehicles are expected on the nation's streets and highways.

The report looks at traffic data from 439 urban areas and is being used by industry groups to highlight the need for a new multi-year transportation bill that would support increased highway funding. ■

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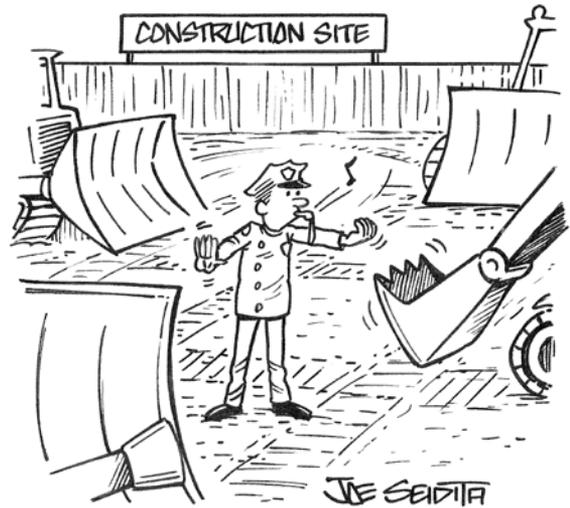
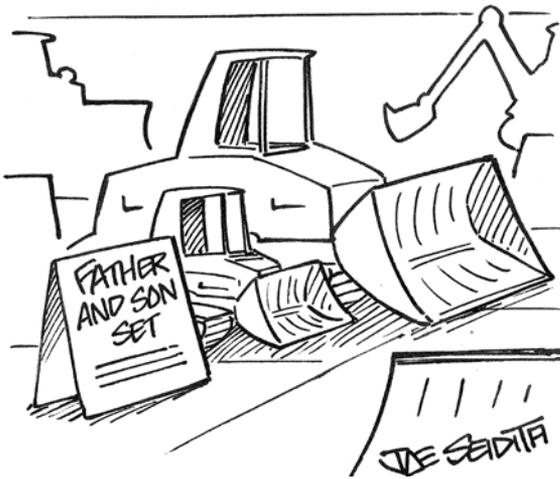
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“Junior, I know you want to take my place someday, but don’t you think you should at least graduate from grade school first?”



**Did you know...**

- During World War II, Oscars were made of wood because metal was scarce.
- Before going into space, astronauts are not permitted to eat beans.
- If you refrigerate rubber bands they will last longer.
- The number of dimples on a golf ball is 336.
- Dogs can get toupees in Tokyo.
- The cat is the only domesticated animal not mentioned in the Bible.
- Pillows made of stone were used by the Egyptians.
- In one year, Mexico City sinks about an inch.
- Philadelphia was the site of the first stock exchange in 1791.
- The U.S. Air Force was a corps of only 50 soldiers when World War I broke out.
- In addition to a dagger and spear, a gladiator was also armed with a net.
- The last Pony Express ride ended in Sacramento, California.

**Brain Teasers**

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

1. LCCYE \_\_\_\_\_
2. AKTUOMS \_\_\_\_\_
3. RUTQEO \_\_\_\_\_
4. NMGNI \_\_\_\_\_
5. WRELCRA \_\_\_\_\_
6. NTPLAIOIPCA \_\_\_\_\_

## Product support reps use Missouri Mine Safety Conference to inform potential customers

(L-R) An attendee at Roland's booth at the Missouri Mine Safety Conference meets with Roland Machinery Product Support Sales Reps Kenny Morris (Columbia, Mo.) and David Carlstead (Palmyra, Mo.).



Roland Machinery Company had a leading presence at the Missouri Mine Safety and Health Conference held earlier this year in Osage Beach, Mo. The two-day conference, which focused on improving health and safety in mining and quarry operations, drew nearly 300 people from throughout Missouri.

Roland Product Support Reps David Carlstead from Palmyra and Kenny Morris from Columbia manned a Roland display area. They visited with attendees and presented information on Roland's abilities to meet any equipment, parts and service needs that mines and quarries might have.

"Our goal was to get the Roland name out to companies that might not be familiar with us and our capabilities," said Carlstead. "We think we succeeded in that and look forward to working with them in the months and years to come."

One of the highlights of the conference was the raffling off of a 32-inch, flat-screen television, which Roland Machinery donated to the event. Larry Bock of Capital Quarries won the TV. ■

Larry Bock (left) of Capital Quarries won a flat-screen TV donated to the conference by Roland Machinery.



## Roland technicians to compete in China

Two Roland Machinery Service Technicians and a PSSR will be heading to China this summer as part of a six-man team that will represent the USA at the Global Advanced Technician Contest (GATC). GATC pits technicians from the U.S., Europe, Japan and China against each other in a Komatsu

competition to determine who's best in the categories of machine troubleshooting, machine repair and product support.

Roland Technicians Perry Zach (Bridgeton) and Dave Walling (Marengo) will compete in the troubleshooting contest. Brian Dragan (DeForest) will be in the PSSR division. They won a qualifying competition that included participants from six leading U.S. Komatsu distributors.

(L-R) Roland technicians Perry Zach (Bridgeton), Dan Dillie (DeForest), Andy Wilkerson (Bridgeton), PSSR Brian Dragan (DeForest) and Technician Dave Walling (Marengo) participated in a Komatsu Advanced Technician Contest against other U.S. distributors' technicians to represent the U.S. in an international competition in China.



"All of us at Roland Machinery are proud of the guys who won the right to compete in this event," said President Matt Roland. "The fact that Roland employees will comprise half of the U.S. team says a lot about the quality of our service department. We know they'll represent us and the U.S. team very well." ■

# USED EQUIPMENT SPECIALS

Make/Model	Year	Hours	Price	Location
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## ARTICULATED HAUL TRUCKS

Komatsu CD60R-1A	'99	2,597	\$59,500	Columbia, MO
Komatsu HM300-2	'06	3,461	\$159,500	Springfield, IL
Volvo A35C	'99	11,207	\$69,500	Eau Claire, WI
Volvo A35C	'97	12,709	\$69,500	Eau Claire, WI

## EXCAVATORS

Deere 450C	'01	9,470	\$69,500	Franksville, WI
Link Belt LS4300	'93	ukn hrs	\$19,500	Springfield, IL
Komatsu PC138USLC-8	'09	2,134	\$109,500	Marengo, IL
Komatsu PC150LC-6	'98	9,246	\$39,500	Franksville, WI
Komatsu PC220LC-7	'06	1,166	\$154,500	Franksville, WI
Komatsu PC220LC-7	'05	1,978	\$119,500	Marengo, IL
Komatsu PC220LC-7	'02	6,623	\$88,500	Cape Girardeau, MO
Komatsu PC300LC-7	'06	2,924	\$149,500	Bridgeton, MO
Komatsu PC300LC-7	'07	1,230	\$189,500	Springfield, IL
Komatsu PC300LC-7LF	'04	5,166	\$154,500	Springfield, MO
Komatsu PC400LC-6	'03	5,664	\$112,500	Franksville, WI
Komatsu PC400LC-6	'03	4,454	\$126,500	Columbia, MO

## COMPACTION, MILLING & PAVING

CAT 815	'79	3,916	\$48,000	Marengo, IL
Hyster Roller C747B	'01	3,498	\$14,500	Springfield, IL
Hyster Roller C747B	'06	2,412	\$14,500	Portage, IN
IR DD24	'04	2,151	\$15,000	Bolingbrook, IL
IR SP48	'86	4,087	\$22,000	Marengo, IL
IR SD105DX Compactor	'03	1,487	\$54,500	Franksville, WI
LeeBoy 8500	'96	2,837	\$22,500	Bridgeton, MO
LeeBoy 8500LD	'04	2,739	\$26,500	Bridgeton, MO
LeeBoy 8500HD	'06	2,721	\$43,500	Bridgeton, MO
LeeBoy 8510LD	'06	306	\$79,500	Springfield, IL
Rosco TRUPAC915	'05	481	\$39,500	Cape Girardeau, MO
Wirtgen W2200 (2.2m)	'07	2,069	CALL	Springfield, IL

## SKID STEERS

Mustang MTL16	'05	2,349	\$23,000	Marengo, IL
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Make/Model	Year	Hours	Price	Location
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## DOZERS

CAT D4C LGP	'98	3,248	\$24,500	Eau Claire, WI
Dresser TD25G	'97	7,645	\$59,500	Eau Claire, WI
Komatsu D39PX-21	'06	622	\$84,500	Eau Claire, WI
Komatsu D41P-6	'98	11,475	\$33,500	Springfield, IL
Komatsu D65PX-12	'96	4,969	\$52,500	Cape Girardeau, MO

## FORESTRY

Fabtek FT-133 Harvester	'00		\$90,000	Schofield, WI
Deere 490E/Fabtek	'94		\$42,000	Escanaba, MI
Franklin 132	'77		\$16,000	Escanaba, MI
Franklin 3000/Stroke	'92		\$11,000	Escanaba, MI
Timbco 415D/Fabtek	'01		\$110,000	Escanaba, MI
Timberjack 1270D	'05		\$210,000	Escanaba, MI
Timberjack 1270D	'03		\$175,000	Escanaba, MI
Timberjack 608/Waratah	'98		\$49,000	Escanaba, MI
Valmet 415EX/Rolly II	'06		\$245,000	DePere, WI
Valmet 415EX/Rolly II	'05		\$225,000	Escanaba, MI
Valmet 840.2/6	'03		\$168,000	Eau Claire, WI
Valmet 840.3/6	'07		\$190,000	Escanaba, MI

## TRACK LOADERS

CAT 953C	'99	5,912	\$59,500	Marengo, IL
CAT 963C	'01	4,800	\$85,000	Marengo, IL

## WHEEL LOADERS

Cat 938F	'95	8,118	\$37,500	Eau Claire, WI
Dresser 532	'93	7,723	\$52,500	Cartersville, IL
(3) Komatsu WA250-5L	'08	>630	CALL	Franksville, WI
(2) Komatsu WA250-6	'09	>515	\$102,500	Franksville, WI
Komatsu WA320-3L	'96	11,312	\$21,500	Escanaba, MI
Komatsu WA380-5L	'04	6,957	\$106,500	De Forest, WI

## MOTOR GRADERS

Lee Boy 685B	'07	45	\$93,500	DeForest, WI
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