

UPDATE

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BAY SHORE SYSTEMS

This northern Idaho equipment manufacturer builds innovative drills that last

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DOUGLAS COUNTY FOREST PRODUCTS

Oregon sawmill takes pride in producing premium-grade lumber framing studs

See article inside . . .



John Blodgett,
Owner/Vice President

KOMATSU®



Brian Sheridan

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to assess
your fleet**

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MACHINERY

Dear Valued Customer:

It seems every year the construction season gets longer. For some, it's now year-round. That can bring special circumstances to your machinery, such as more frequent service intervals and faster wear as the hour meter climbs. Our goal is to keep your owning and operating costs low, so you keep more of your hard-earned dollars.

Working year-round, or close to it, also presents the challenge of finding a convenient time to do needed maintenance and repairs. We can help by offering you cost-effective solutions to meeting these critical needs, including scheduling downtime after hours and at your location. Our technicians are trained to do the work efficiently to maximize uptime. Staying on top of scheduled preventive maintenance will keep your machinery running longer and more productively.

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If you believe new equipment is in order, we carry top-of-line products from leading manufacturers, including Komatsu. In this issue of your *Modern Machinery Update* we highlight some of those products, and, of course, if you purchase a new Tier 4 Interim Komatsu machine, we'll provide complimentary factory-scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE. We'll also track your equipment through KOMTRAX and contact you to schedule these services at a convenient time, using genuine Komatsu fluids and parts.

If you choose to do repairs yourself, we have a large parts inventory on hand. Call and tell our parts department what you need, and we'll have it ready for you to pick up or we'll ship to your location.

As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
Modern Machinery

Brian Sheridan
President



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DOUGLAS COUNTY FOREST PRODUCTS

Oregon sawmill takes pride in producing premium-grade lumber framing studs



John Blodgett,
Owner/Vice
President

Douglas County Forest Products (DCFP) is an independently owned sawmill located near Roseburg in southwestern Oregon. It's a good-size sawmill — not the largest in the Pacific Northwest, but not the smallest either. With about 160 employees, it produces roughly 20 million board feet of eight-foot, nine-foot and 10-foot, two-by-four and two-by-six studs each month.

"Our product is framing lumber and our calling card is quality," said John Blodgett, who owns DCFP with two partners, Hal Westbrook and Rick Matthews. "Home Depot and Lowe's are our largest customers and they demand a premium-grade product."

"We start with quality logs," said Blodgett's son, John Jr., who serves as Timber Manager for DCFP. "The other differentiating factor between producers is how square they cut them. Some producers can game the system a little bit and put out a product that's got a lot of wane (partially rounded edging). We don't do that. We take great pride in producing quality products."

Located near Roseburg, Ore., Douglas County Forest Products produces lumber framing studs for the housing and home-improvement industries.

If you go in a store to buy studs, you want them to be square — and that's what you get with Douglas County Forest Products studs."

Most of DCFP's logs come from Oregon forests, either industrial land owners, contract loggers or U.S. Forest Service Bureau of Land Management properties.

"A minimum of 35 percent of our log supply comes from government timber sale contracts as part of a density management and commercial thinning program," said Blodgett. "We strongly support sustainable forestry efforts and maintain strict compliance with Oregon Forest Practices, which are a set of rules and guidelines for harvesting timber to assure environmental protection."

Loyalty "from and to" employees

In addition to the three owners and John Blodgett Jr., key personnel at DCFP include Plant Superintendent Bill Livingston, Controller Mick Baranko, Sales Manager Todd Lund and Truck Shop Manager Marc Heidt.

"Frankly, everybody here is integral to what we do," acknowledged Blodgett. "We have loyal employees who work hard for us, and in turn, we're loyal to them. The economy slowed during the recession and so did demand for lumber. We kept producing during those years as a way to keep people on the payroll. We believe our employees are part of the DCFP family and we felt an obligation to keep them in their jobs. We also wanted an experienced work force when things picked back up, which has happened in the past couple of years."

Komatsu log loader and Modern support

With production now at an all-time high, Douglas County Forest Products needed a single-pass log loader to offload the 120 trucks





► VIDEO

Douglas County Forest Products recently purchased this WA600LL-6 log loader for its ability to easily single-pass offload logging trucks. "It's a powerful machine, which is what we need," said Timber Manager John Blodgett Jr. "Modern Machinery brought it in for a demo and we never let it leave."

or so per day that come into the yard, and to spread the logs out to be scaled. They turned to the Komatsu WA600LL-6.

"We spec'ed out the WA600 against the competition, then we checked it out in action at another sawmill and were impressed with what we saw," said John Jr. "We asked Modern Machinery to bring it in for a demo, which they did. We never let it go back.

"We use the heck out of it — 18 hours a day and more than 3,000 hours per year," he added. "Just looking at it, you can see it's a quality machine — well-built and powerful. And that's what we need because truck loads today are heavier than ever before. They used to be about 26 tons per truckload and now they're more like 33 tons. That's a big difference and we need a strong machine to handle it in one pass. The Komatsu WA600LL-6 handles it with ease."

John Jr. says the other thing DCFP was looking for was dealer support.

"We can't afford to have a major piece like a log loader down, so service and parts support are crucial to us. Modern is committed to making sure we get the help we need. Our Sales Rep Mike Murphy and PSSR Mike Reavis are very responsive. They also have a resident mechanic, Neil Hogue, who keeps an eye on us. Our relationship with Modern has been great."

"We appreciate the confidence DCFP has shown in Modern Machinery," said President



(L-R) Douglas County Forest Products Timber Manager John Blodgett Jr. and Truck Shop Manager Marc Heidt are with Modern Machinery Sales Rep Mike Murphy. "Mike and everybody at Modern understand our need for uptime from the WA600LL-6, and they react accordingly," said Blodgett.

Brian Sheridan. "We look forward to partnering with them for many years to come."

Cautiously optimistic

The wood products industry tends to be highly cyclical. Right now, the cycle is up.

"We expect record volume of more than 210 million board feet this year," predicted John Blodgett. "The housing and home-improvement industries, which drive much of our business, are both bouncing back fairly strong in 2013. We're cautiously optimistic that the economy will continue to rebound for several years to come, and at Douglas County Forest Products, we expect to rebound right along with it." ■



Go online or scan this QR code using an app on your smart phone to watch video of Douglas County Forest Products' machines at work.

BAY SHORE SYSTEMS

This northern Idaho equipment manufacturer builds innovative drills that last

In 1990, Bay Shore Systems, a drilling-equipment manufacturer since 1979, introduced the LoDril®, an excavator-based foundation drilling attachment. Since that time, the company has sold more than 500 LoDril units and a whopping 98 percent of them are still in use. That type of performance and longevity has earned LoDril near iconic status in the industry.

In fact, the LoDril name is so well-known that it's become synonymous with excavator drill attachments. "We're not the world's largest manufacturer of drilling equipment, but we'll get a call to check out an end user's 'LoDril,' and when we get there, it's not a LoDril at all, but a competitor's machine," said Bay Shore Systems General Manager Jim Tippet. "When it comes to foundation drill rigs, our name and reputation are second-to-none."

Located in Rathdrum, Idaho, since 1996 (when it relocated from the San Francisco Bay area), Bay Shore Systems was founded by Herb Minatre and his wife, Paulette. Today, Herb's son, VP and Sales Manager Adam Minatre, and Tippet oversee day-to-day operations.

"LoDril is our flagship product," Adam pointed out. "With plenty of reach to go over

or under obstacles, it offers the ultimate in versatility. Also setting us apart, our drills can work on steep slopes, whereas most foundation drills require roads and flat ground."

In addition to LoDril, Bay Shore Systems offers several other drill lines including the Truck Rig (TR) series; an Anchored Earth Retention Attachment (AERA) for small-bore drilling; an Air Delivery System (ADS) for hard-rock drilling and Mini Drills for extra-tight spaces.

"We have an engineering and design staff that's constantly adding to and improving our product," noted Adam. "We get feedback on our drills and we're a small enough company to incorporate subtle but significant improvements almost immediately. Our goal is to always produce drills that are stronger, faster and more cost-effective."

"We're also always looking for new opportunities, including developing non-drill products," added Tippet. "We're manufacturers and we can build many different things. For example, we did a soil-mixing machine for a customer in California. We hope that goes somewhere. If not, at least we learned something and it kept us fresh. If a logger or contractor has an idea for a product that could make life easier, we'd be interested in trying to develop it."

Bay Shore Systems keeps a small rental fleet of the most common excavator-based drills, but the vast majority of its units are custom-built. Turnaround time for one of its drill rigs is about four weeks — less than half the time of most manufacturers.

Equipment and support from Komatsu and Modern

Bay Shore Systems puts many of its drills on Komatsu excavators from Modern Machinery.

Headquartered in Rathdrum, Idaho, Bay Shore Systems is a leading manufacturer of excavator-mounted drills, including the iconic LoDril brand.



"We'll put a drill on whatever carrier the customer wants," said Adam. "In an ideal world, we would choose to put our drills on a top brand like Komatsu because of excellent hydraulics, great fuel economy and a solid structure that we know is going to last."

"In reality, the carrier decision often comes down to availability, and Modern Machinery has good inventory," Tippet stated. "Equally important is the service we get from Modern, especially from Sales Rep Nathan Stott and Spokane Branch Manager Kim Eickerman. They equip the excavators properly for our needs; they give us a price list so we can quote prices to our customers; and in general, they do everything that needs to be done on their end to allow us to meet our primary objective of on-time delivery, every time."

"We also appreciate that Komatsu machines come standard with KOMTRAX and complimentary Komatsu CARE maintenance with Tier 4 Interim machines," he added. "Beyond that, we get great rates and service from Komatsu Financial. So it's not just one thing, all those factors are pluses for Komatsu and Modern."

"Bay Shore Systems has developed an excellent reputation within the foundation drill industry," confirmed Modern Machinery President Brian Sheridan. "We think their products are the perfect match for Komatsu excavators and we thank them for giving us the opportunity to prove it."

Valued employees and satisfied customers

Thanks to power-line and energy-sector sales, Bay Shore Systems had a record year in 2012. The company, which sells to specialty contractors worldwide, has 67 employees.

"We're proud of our work force," acknowledged Tippet. "Unlike some manufacturers, we don't just say, 'Here's your job, go do it.' We seek their input to help us innovate and find better ways to build our drills. We have specific, goal-oriented profit sharing designed to improve productivity. Our employees are a key part of that effort and actively work with management to make Bay Shore Systems a more efficient manufacturer, and we all benefit from it."



More than 500 LoDrills have been built since 1990 and 98 percent of them are still in use. "We're very proud of our record of success and consider Komatsu excavators to be outstanding carriers for all of our drills," said Bay Shore Systems VP and Sales Manager Adam Minatre.



Bay Shore Systems' Glenn Chandler puts finishing touches on a TR150 drill that will be mounted on a Komatsu PC490LC-10 excavator.



(L-R) Modern Machinery Spokane Branch Manager Kim Eickerman, Bay Shore Systems General Manager Jim Tippet and VP/ Sales Manager Adam Minatre, and Modern Machinery Sales Rep Nathan Stott pause for a photo. "Modern has top machines and provides excellent service," said Tippet.

"When we moved to Idaho 16 years ago, we had a very limited product line and about a dozen employees," recalled Adam. "We've grown substantially. To continue growing, our plan is to diversify and regularly add to our product line. For example, we have a new drill product coming out soon that we hope will take us to the next level. But regardless of how many products we have, the key for us is always going to be product quality that keeps our customers coming back. We have a high percentage of repeat customers, and as long as we maintain that, we know we're doing something right." ■

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AN EASY WAY TO SAVE MONEY

For a better bottom line, Komatsu says shut your machine off rather than idle it

Have you ever heard an operator say, “It costs more to shut my machine down and restart it than it does to just keep it running.”? It’s a common misconception that actually costs machine owners in terms of fuel and excessive machine wear.

“Idling is often a habit that’s been part of the equipment user’s culture for years,” said Ken Calvert, Komatsu Director of Product Support Systems. “Komatsu wants to change that culture, so for nearly two years we’ve worked to raise awareness of the costs and consequences associated with excessive idling. In nearly every case, it would be better to shut the machine down when it’s not in production.”

Here’s an example. Studies show the industry average idle time is almost 40 percent. That means if a machine is traded in at 10,000 hours, the owner really only got 6,000 hours of actual production from that unit. If the machine hadn’t idled those other 4,000 hours away, the owner could have continued to use it for another two years or so, or could have gotten a much better trade-in price at 6,000 hours rather than 10,000.

To counteract that waste, Komatsu launched a wide-ranging “No Idle Initiative” in 2012, working with about 1,200 Komatsu users to show them tangible ways to lower idle time.

“Much of the program was geared toward operators, because they are on the front lines when it comes to how much a machine idles,” said Bob Post, Director of Marketing. “We wanted to raise their awareness so they understand excessive idling can be detrimental in several ways. It puts unnecessary hours on a machine, which means faster service intervals, increased wear and tear, and warranty hours that expire faster. Excess idling can ultimately lower resale

value because a machine may have hundreds even thousands of extra hours on it.”

Aiming for 20-percent reduction

The main goal of the No Idle Initiative was a 20-percent reduction compared to participants’ previously measured idle times. Each participant received promotional materials, such as hats and key-chain tags, to raise awareness of the campaign.

Using KOMTRAX remote machine-monitoring technology on Tier 3 and Tier 4 Interim machines, Komatsu tracked overall hours and idle time. Monthly reports showed participants’ progress during the four-month campaign.

“KOMTRAX provides a host of valuable information, such as fuel consumption, machine location and functions,” said Calvert. “Those are all very good tools to help customers

Continued . . .



To help equipment users save money and get more from their equipment, Komatsu launched a “No Idle Initiative” that encouraged equipment users to shut their machines off when they’re not producing.

KOMTRAX tracks machine idle time and more

... continued

track their equipment, but one indicator that's often underutilized is productive versus nonproductive hours. KOMTRAX shows equipment owners their machine hours and the percentage of those hours at idle. Owners can use that information to train operators in practices that will lower unproductive hours."

Komatsu recognized 284 of the 1,200 participants as "Most Improved" for showing a 20-percent or more reduction from their

baseline idling rate for at least two months. Of those, Komatsu named a "Top 20" for showing the highest percentage reduction in idling. In another category, 69 participants achieved "Best of the Best" by reducing their overall idle time to 15 percent or less. Winners in the Top 20 and Best of the Best were invited to a special Demo Days event at Komatsu's Training & Demonstration Center in Cartersville, Ga. They were honored during a special ceremony and invited to be part of a panel discussion about their experiences and success in reducing idle time.

"We consider this 'socially responsible marketing,'" said Post. "What that means is showing customers ways they can save money and put more dollars in their pockets. At the same time, it raises a level of awareness when it comes to the environment. Less idle time means less fuel used, resulting in lower emissions."

Calvert added, "The reaction to and result of the No Idle Initiative exceeded our expectations. We experienced success from an awareness standpoint, but more important, most participants saw tangible results. It was really a story of empowerment and economic benefit for equipment users. They took control of reducing idle time, and greatly helped their bottom lines."

No Idle Initiative Award Winners

B&M Logging * ♦	Mullinax Concrete and Irrigation *
Cadman Inc. *	Olson Brothers Excavating *
Delhur Industries * ♦	Portland Sand & Gravel Co. *
Ellensburg Cement Products * ♦	Pride Recycling *
Emery & Sons Construction Inc. *	R G Crushing *
EP Minerals ♦	Raab Construction *
Evergreen Timber * ♦	Randles Sand and Gravel *
Foothill Post & Lumber ♦	Riverside Contracting *
Heritage Rock LLC *	Sawyer & Sawyer *
HOS Brothers Construction *	Scarsella Brothers *
Jackson Trucking - ID *	Schellinger Construction *
Lamax Construction *	Selland Construction *
Martin Excavating *	Smith and Sons Construction * ♦
Merlino Construction Co. *	Warrenton Fiber *
Mid Mountain Contractors *	Weekly Brothers *
MK Weeden *	Woods Crushing and Hauling * ♦

* Most Improved ♦ Best of the Best

(L-R) B&M Logging's Matt and Brandon Smith, Evergreen Timber's Angie Lacey, Modern Machinery's Jeff Engblom and Lamont Cantrell, Woods Crushing & Hauling's Brian Wood, Modern Machinery's Nathan Stott and Ellensburg Cement Products' George Seubert attended a special Demo Days event in Cartersville, Ga., where Komatsu recognized customers who earned a No Idle Initiative "Best of the Best" award.



A goal of less than 10 percent

Like the participants in the No Idle Initiative, other Komatsu users with Tier 3 and Tier 4 Interim machines can receive a complimentary, detailed, monthly report with easy-to-read charts and graphs. Included are key items, such as how a machine's idle time compares with the average of all machines Komatsu tracks.

"A simple graph shows owners if their machines are above, below or average, compared to the national average," said Calvert. "Zero idle time is probably unrealistic, because there are situations, such as cold-weather work and machine start-up, that require it. But, even those times can be drastically cut. Ultimately, we want users to have less than 10-percent idle time. A proactive approach and vigilance in tracking machines using technology such as KOMTRAX can easily achieve that goal." ■

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MILE MARKER MILESTONES

Lincoln Highway, Federal Highway Program hit century mark

This year marks a milestone in U.S. road transportation history with the 100th anniversary of the Lincoln Highway. Formally dedicated in October of 1913, the Lincoln Highway was not only the nation's first cross-country automobile road, but the first national memorial to President Abraham Lincoln.

The Lincoln Highway became known as "The Main Street of America" as it spanned across the United States, running east to west from Times Square in New York to Lincoln Park in San Francisco. Though its route has been changed numerous times throughout the past 100 years, the Lincoln Highway has passed through more than 700 cities and towns in 14 states. Counting its original route and realignments through the years, the Highway has totaled 5,869 miles.

This year marks the 100th anniversary of the Lincoln Highway, which was the first east-west, cross-country automobile road. It ran from Times Square in New York to Lincoln Park in San Francisco and was an inspiration for the future Interstate highway system.

The century mark of the Lincoln Highway comes just a year after the Federal Highway Program reached its 100th year. It was established in August of 1912 by President William Taft when he signed the Post Office Appropriations Act, creating the first federal-aid post road program. The Act allocated \$500,000 to improve roads for mail delivery, and became a model for the Federal Aid Road Act of 1916, which officially established the federal highway program.

Inspired by the Good Roads Movement of the time, which advocated for better transportation systems than dirt and gravel roads, The Lincoln Highway proved so successful that it in turn inspired other road development. Cities and businesses along the Lincoln Highway saw great economic benefits, leading others to seek new roads in their areas. Subsequent routes included the Yellowstone Trail, the Dixie Highway, Jefferson Highway and Victory Highway.

All became well-known, but probably none more so than the famous Route 66. Immortalized in song by the likes of The Rolling Stones, Chuck Berry and others, and portrayed in a popular television show in the early 1960s, Route 66 has also been dubbed "The Main Street of America" and "Mother Road."

Established in 1926 and covering nearly 2,500 miles from Chicago to Los Angeles, Route 66 passed through Illinois, Missouri, Oklahoma, Texas, New Mexico, Arizona and California. Those along its path also saw economic benefit, even during the Dust Bowl and Great Depression of the 1930s.

Spark for Interstate system

Perhaps the Lincoln Highway's greatest inspiration though was sparking the idea





The nation's Federal Highway Program turned 100 last year, and the U.S. continues to work to rehab, rebuild and construct new roads. Today's annual spending on such projects is near what the entire Interstate system cost to build.

of the nation's Interstate highway system that covers more than 46,000 miles. Not long after the Lincoln Highway was established, a Lt. Col. named Dwight Eisenhower set off west from Washington, D.C., as part of the Army Transcontinental Motor Convoy in 1919. It connected with the Lincoln Highway in, of all places, Gettysburg, Pa., in July.

While the highway was an improvement on older roads, it still wasn't anywhere close to the standards of roads that have been built during the past century. Those who traversed the Lincoln Highway in its early days could attest to its potential perils and pitfalls. A 1916 written guide suggested it might take up to a month to drive the entire route, and without many services along the way, camping equipment was recommended. Gas stations were few and far between, and it was recommended that motorists carry shovels, chains and various other items. If they encountered water in an area where there was no bridge, the guide suggested wading in to determine its depth before driving through.

Eisenhower and the Army convoy faced those obstacles as well as others. After two months of tough going, the convoy finally reached its destination in San Francisco. Along the way,

heavy military vehicles got stuck in the mud and broke through bridge decks. Tales of the experience helped spur county bond issues in some places that supported better highway construction.

The trip also convinced Eisenhower that a better national highway system was necessary, although it would be many years before his vision would come to fruition. When he saw Germany's Autobahn during World War II, he realized what the U.S. needed, and eventually pushed for the Interstate system during his presidential campaign in 1952.

"The obsolescence of the nation's highways presents an appalling problem of waste, danger and death," said Eisenhower during the campaign. "A network of modern roads is as necessary to defense as it is to our national economy and personal safety."

Two years into his second term as President, he signed into law the Federal-Aid Highway Act that would lead to what's now known as the Dwight D. Eisenhower National System of Interstate and Defense Highways. It turns 57 this year.

The first contract awarded was for work on Route 66, which would become Interstate 44.

Continued . . .

Miles added, taken away during the past century

... continued

Final cost estimates, done in 1991, put total construction of the Interstate system at close to \$130 billion, with 90 percent of the funds coming from the federal government.

Annual spending now near entire Interstate total

Today, annual spending on road construction is in the billions. The latest highway bill, MAP-21 (Moving Ahead for Progress in the

21st Century), passed and signed into law last summer, invests \$40 billion for the current fiscal year, and another \$41 billion in the next, which begins October 1 and ends September 30, 2014.

MAP-21 includes \$12 million each year that supports new pavement technologies, sustainable pavement and improvement in pavement design, maintenance and construction. It replaces the previous highway bill that expired in 2009, leading Congress to fund road and bridge construction through short-term continuing resolutions.

Moving forward, Congress is already working to craft the next bill that funds highway construction. In addition to federal dollars, revenue streams such as private investment are being encouraged. That's how the Lincoln Highway got its original funding.

Contributors included Theodore Roosevelt and Thomas Edison, both friends of Carl Fisher, an "automobile entrepreneur" who envisioned a transcontinental highway. He wanted a coast-to-coast rock highway to be completed by May of 1915, estimating the cost to be about \$10 million and began pushing for it in 1912. In July of 1913, the Lincoln Highway Association was established to further promote funding. The organization still exists.

Celebrations planned

The first section of the Lincoln Highway — from Newark, N.J., to Jersey City, N.J. — was completed and dedicated in December of 1913. Of course, thousands of miles have been added during the last 100 years, and hundreds of miles have been removed during improvements.

Roads also became numbered, dropping names such as the Lincoln Highway and Dixie Highway. Much of the Lincoln Highway became U.S. Highway 30, and portions of Interstate 80 now follow the path of the Lincoln Highway.

This summer, the Lincoln Highway Association plans to celebrate the 100th anniversary with a tour. Groups will start in New York and San Francisco, meeting at the route's midpoint in Kearney, Neb. An international motor tour featuring classic cars is also planned for this summer. ■



Today's Interstates and other highways are vast improvements over the Lincoln Highway and other early roads designed for automobiles. Passed in 1956, the Dwight D. Eisenhower National System of Interstate and Defense Highways turns 57 this year.

Portions of Interstate 80, which ends near the west end of the Bay Bridge in San Francisco, follow the path of the Lincoln Highway.



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VERSATILE NEW WHEEL LOADERS

With standard parallel linkage, WA270-7 and WA320-7 provide benefits of two machines in one

Having one machine that offers the capacity and capabilities of two is a distinct advantage on construction sites. Komatsu's new WA270-7 and WA320-7 wheel loaders provide that, along with improved fuel efficiency compared to their predecessors.

"The Parallel Z-bar linkage of the previous PZ models is now standard on the new WA270-7 and WA320-7, so they replace both the previous Dash-6 models," explained Product Manager Armando Najera. "The

linkage provides an increase of up to 10-percent lift force compared to the older PZ models. Combined with that increased lift force is a significant increase in bucket breakout force, which greatly improves digging performance. The new loaders have all the advantages of the previous models in a more efficient package that meets Tier 4 Interim requirements."



Armando Najera,
Product Manager

Continued . . .

Brief Specs on the Komatsu WA270-7 and WA320-7

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-7	149 hp	28,836 lbs.	2.5-3.5 cu. yds.
WA320-7	165 hp	33,731-33,984 lbs.	3.7-4.2 cu. yds.

The new Komatsu WA270-7 and WA320-7 (shown here) wheel loaders feature Komatsu's SmartLoader Logic, which provides optimal engine torque in all applications, as well as hydrostatic transmissions and automatic traction-control that virtually eliminate brake and tire wear.



New features maximize productivity

... continued

Smart features reduce brake, tire wear

Like other Tier 4 Interim loaders, the new wheel loaders have Komatsu's SmartLoader Logic, which functions automatically, providing optimal engine torque in all applications. SmartLoader Logic decreases engine torque when the loader isn't working hard, providing greater fuel savings.

"The WA270-7 and WA320-7 have hydrostatic transmissions (HST)," said Najera. "The HST drivetrain delivers dynamic braking, meaning it slows the loader down when the accelerator is released, so brake wear is virtually eliminated. That makes them ideal in start-and-stop types of work, such as material transport in sewer and water and construction jobsites, as well as for pallet loading."

Additional improvements include an automatic traction-control setting, which

adjusts traction to ground conditions, virtually eliminating slipping in slick conditions, saving tire wear and making it simpler for the operator. An S-mode setting is also available for very slippery conditions, such as snow removal.

Improved cabs

Komatsu improved the operator platforms with lower front glass and a redesigned dashboard for better visibility, and added a standard, rearview camera for increased awareness. Machine features with function-mode settings can be set from the comfort of the operator's seat through the large monitor panel.

"Operators can also adjust third-spool hydraulic flow to attachments through the LCD monitor panel," said Najera. "Because these machines replace previous standard and PZ models, running a variety of attachments, such as different buckets, lift and hay forks, sweepers and many others, will be commonplace. The biggest difference between the two new models is really in terms of the lifting capacity needed, as well as how much space the user has at the jobsite.

"Komatsu designed these loaders with features to maximize productivity," he added. "Another way we do that in our Tier 4 Interim machines is by backing them with Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours by trained distributor technicians.

We encourage anyone who's considering good all-around loaders, to test the WA270-7 and WA320-7. We believe users will find them the most productive and efficient in their size classes." ■

Komatsu's new WA270-7 loader and its big brother, the WA320-7, do the work of two machines in one, using standard parallel linkage that makes them ideal for a variety of applications.





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GENERATION NEXT

Komatsu introduces new PC390LL-10 log loader that makes a tough business a little easier

Logging is a tough business. It's tough on equipment and can be tough on an operator. So loggers are always looking for something that can make the job a little easier. That's where the new Komatsu PC390LL-10 log loader comes into play.

"Whether shovel logging, loading trucks, processing logs or sorting them on a mill yard, operators want a comfortable and productive machine," said Komatsu Forest Marketing Director Kurt Moncini. "That's what they get with the new PC390LL-10."

The PC390LL-10 is the first in a new, upgraded line of Tier 4 Interim Komatsu log loaders. Komatsu started with a PC390LC-10 excavator base that features higher horsepower yet lower fuel consumption compared to its Dash-8 counterpart. As with all Dash-10s, it comes standard with KOMTRAX and is covered by the industry-leading Komatsu CARE package of complimentary scheduled maintenance services for three years or 2,000 hours.

"On top of those standard Dash-10 machine features, we've also made a number of forestry-specific modifications to the PC390LL," noted Moncini. "They include a swing system and undercarriage components from the next-size larger excavator, a PC490, as well as an upgraded revolving frame and final drive."

"Another big change loggers are noticing is our new Komatsu-designed forestry cab," he added. "It's quieter and more comfortable, thanks to the standard Komatsu cab fit-and-finish, but with stronger doors, windows and guarding for maximum durability."

The new unit is available with a Komatsu-designed, live-heel forestry boom with Komatsu cylinders. These features are designed to improve machine durability and performance.

"We had this machine out on a demo with two different logging companies in two separate states recently, and received extraordinarily positive feedback on it," Moncini reported. "We heard many strong comments regarding the cab, controllability and smoothness, the track power and slope performance, and, of course, the fuel efficiency. In fact, one of the loggers demo'ing it liked it so much, he is considering purchasing it. That kind of response makes us very excited to get the machine out to other logging operations so they can see the Komatsu Forest difference for themselves." ■



Kurt Moncini,
Komatsu Forest
Marketing Director

Brief Specs on the Komatsu PC390LL-10

Model	Operating weight	Net Hp	Reach
PC390LL-10	107,000 pounds	257 hp	42 feet

The new PC390LL-10 from Komatsu Forest is the first in a line of upgraded Tier 4 Interim log loaders. It offers higher horsepower, lower fuel consumption and a host of operator safety and comfort features.



D65-17

From Komatsu – The Dozer Experts



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TIME-SAVING TECHNOLOGY

Contractor gets to grade, builds levees faster with Komatsu/Topcon GPS combination

Pruss Excavation is a third-generation family business that does all types of site work, grading and land leveling, including building and capping landfills. Much of its work also centers around water and how to control it.

"My dad started the business in 1968, and I came on-board in 1972," Jim Pruss recalled. "At the time, we did mostly ag-related work, basically making land more farmable through improved drainage and soil-conservation practices. We continue to do farm work, but through the years we've branched out considerably."

"Today, we still perform many drainage-type jobs, building lagoons, wetlands, and dams," said his son, Matt, who joined his dad full time in 2001. "Recently, we've done a substantial amount of levee work for the Corps of Engineers."

Recent Corps projects to rebuild and strengthen the levee system along the Missouri River following flood damage in 2011 have been the company's main focus during the past two years. Pruss Excavation completed a three-mile section earlier this year and is currently building two one-mile-long stretches, moving about 1 million yards of material in the process.

To complete the levee projects, Pruss Excavation added manpower and equipment. Pruss turned to its local Komatsu distributor to augment its fleet with several rented Komatsu machines and Topcon 3D-MC² GPS units, including Tier 4 Interim D65PX-17 and D65WX-17 dozers, which come plug-and-play ready for GPS grading technology.

"We're longtime proponents of Topcon GPS grading, because it's proven to us to be the best technology in the marketplace," said Matt Pruss, noting that Pruss Excavation uses a twin antenna system with its Topcon grading units. "We've used GPS grading for more than a decade, starting with another brand before switching to Topcon several years ago. It's very user-friendly and a time and money saver. In most cases it cuts finish-grading time in half. On these levee jobs, it's probably saved us weeks, if not months of time."

"It's excellent," stated Operator Tavis Trujillo. "I've been grading with Topcon for about five years, and it's very easy to use. I like that I can quickly manipulate the model in the field, if necessary. Topcon certainly makes a difference when it comes to speed and accuracy." ■

Pruss Excavation uses Topcon GPS grading equipment and Komatsu dozers as part of its levee rebuilding projects. "We're longtime proponents of Topcon GPS grading because it's proven to us to be the best technology in the marketplace," said Vice President Matt Pruss. "On these levee jobs, it's probably saved us weeks, if not months of time."



Go online or scan this QR code using an app on your smart phone to watch video of Pruss Excavation machines at work.

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ADDED-VALUE MACHINE TECHNOLOGY

VP: Komatsu's "intelligent" machines are about to get even smarter

QUESTION: During the past few years, Tier 4 Interim standards were implemented across the lineup of construction and mining machinery Komatsu offers. What are the results?

ANSWER: Our Tier 4 Interim implementation has been highly successful, with improved quality across the board. Komatsu made a conscious effort to go beyond just meeting the mandated emissions-reduction standards. Through customer input and our own research and development, we built upon the already-proven and productive features of our previous Tier 3 equipment. Our extensive engineering and field testing helped us design and manufacture Tier 4 Interim machines that not only lower emissions, but significantly reduce fuel consumption. According to the millions of accumulated hours and the resulting data, we are confident these new models carry on Komatsu's tradition of durability and reliability.

Part of ensuring a machine continues to be productive and reliable throughout its life cycle is taking a proactive approach to service. With Tier 4 Interim, we introduced our Komatsu CARE complimentary maintenance program, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, as well as two Komatsu Diesel Particulate Filter (KDPF) exchanges. Factory-certified distributor technicians do all the work, using genuine Komatsu parts and fluids. Distributors track machines through our innovative KOMTRAX system, and as services come due, they contact the customer to set up a convenient time to perform the work.

QUESTION: What's the next step?

ANSWER: As we did with Tier 4 Interim machines, we're building from already-proven

Continued . . .



Erik Wilde,
Vice President ICT
Business Division and
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's responsibilities range from planning and marketing of new products and technologies to developing the necessary training and support materials to ensure their successful launch. That includes new technology built into Komatsu machinery, including Intelligent Machine Control (iMC), such as 3-D machine-control systems. Last year, Komatsu formed an iMC team that provides customer support for machine technology and supports the training and development of Komatsu distributor capabilities in this field.

Wilde has been involved in the transformation to more intelligent and productive machinery during his 16 years with Komatsu. He started in 1997 in the service side of the business, directly supporting customers in positions such as area service manager for Komatsu Mining Systems. After several years in service, he moved into a position as an excavator product manager and, in 2004, he became Director of Product Marketing, which has since evolved to his current role.

"Komatsu's proven yet cutting-edge technologies save customers time and money by making them more efficient and productive, resulting in better profitability," said Wilde. "Innovations like these add value for our customers and, when bundled with excellent support by our distributors, I believe this value-proposition truly sets us apart."

New technology improves owner's bottom line

... continued



platforms in telematics with added machine intelligence. We're really excited about expanding on our Intelligent Machine Control solutions or iMC. Several years ago, we started developing integrated control systems for construction products, or as they're sometimes known, 3-D grade-control systems, offered by companies such as Topcon. Currently we provide factory-fitted Topcon "plug-and-play" systems on the D51 through D155 and have local options for Trimble-compatible systems. With the full system installed, people recognize these dozers by the mast that's mounted on the blade and the wires that run from the chassis to the blade-mounted mast.

Soon, customers will see Komatsu machines with integrated 3-D control that doesn't require

Erik Wilde, Komatsu Vice President ICT Business Division and Product Marketing, said extensive field testing and research and development of Komatsu's Tier 4 Interim machines helped Komatsu build machines that met emissions standards while increasing productivity and efficiency and lowering fuel consumption. He expects similar results when Tier 4 Final machines begin rolling out soon.



Construction companies are used to seeing machines with GPS grading systems that have masts attached to the blade and external wiring. Komatsu will soon introduce D61EXi-23 and D61PXi-23 dozers that eliminate those items, with control built into the machine.



those external items. Komatsu is introducing D61EXi-23 and D61PXi-23 dozers that have integrated sensors in the cylinders and a rooftop antenna. Inside the cab is an easy-to-use operator interface that not only brings up the design files but interacts with the machine's system controls, including blade control and tractive-effort management. As with the Tier 4 Interim machines, we have extensive customer field testing that shows improved productivity and efficiency, which reduce owning and operating costs and add value. The feedback has been phenomenal.

QUESTION: Are you working on other new technology?

ANSWER: We're always looking to innovate. Like Komatsu, our customers are on the cutting edge when it comes to technology. They're more mobile than ever before, and with that in mind, we'll soon release a KOMTRAX app for smart phones and tablets that lets customers access critical machine data without having to carry a computer. In addition, quick links to their distributor will automatically connect users to their KOMTRAX coordinator, sales, parts and service representatives, simply by clicking on icons.

It's just part of KOMTRAX's continued evolution. In its earliest days, KOMTRAX offered basic information, such as hours and machine location. Through the years, it's become an even more valuable fleet-management tool that provides comprehensive information, including how a machine is being used, its productive hours versus idle time, fuel consumption, eco guidance that provides operators tips for reducing fuel, and a host of other offerings.

QUESTION: What's on the horizon for Komatsu?

ANSWER: Tier 4 Final regulations, which further reduce emissions, actually begin this year with compact equipment and will start to be implemented on 175- to 750-horsepower machines in 2014. In 2015, machines in the 76- to 174-horsepower range will need to transition. Komatsu's Tier 4 Final platform will be based on our proven Tier 4 Interim solutions and will deliver on our commitment to quality and reliability. By 2018, we will have completely refreshed our fleet. ■

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SEEKING A LONG-TERM STRATEGY

President's transportation plan sheds light on needs for infrastructure investment



Stephen E. Sandherr,
Chief Executive Officer
of the Associated
General Contractors

This article is a response by Stephen E. Sandherr, CEO of the Associated General Contractors of America, to the release of President Obama's Infrastructure Investment Plan.

President Obama is right to continue to focus on the nation's significant, and growing, infrastructure needs. As he noted in his State of the Union address, the condition of many of the nation's aging bridges, highways, and other essential infrastructure is unacceptably poor.

And he is absolutely right to point out the need to identify sources of revenue for transportation investment, including from the private sector.

We look forward to working with the administration as it acts on the key measures in the President's plan that were already authorized by last year's transportation law and require no additional legislation, including the federal infrastructure loan program known as TIFIA, and cutting the length of regulatory reviews by at least 50 percent.

There is no reason it should take federal officials nearly a decade on average to decide

whether to allow or deny new infrastructure projects, for example.

While we are encouraged by the President's consistent focus on infrastructure, we hope the administration will expend as much energy identifying ways to address the long-term funding challenges that threaten significant cuts in federal transportation investments over the coming years. Instead of just focusing on one-time investments, we need to address an estimated \$76 billion in federal transportation funding shortfalls projected during the next six years.

That is why we will work with congressional leadership and administration officials to craft long-term transportation measures that address funding shortfalls. The ultimate goal must be to craft reliable multi-year legislation that puts us on a path to repairing and expanding the nation's transportation infrastructure so it can continue to support robust economic growth for years to come. ■

Stephen E. Sandherr,
Chief Executive of the
Associated General
Contractors says the
President's call for
more infrastructure
investment is good,
but he should also
focus on long-term
solutions to eliminate
funding shortfalls.



ICUEE-The Demo Expo slated for October 1-3

The biennial ICUEE-The Demo Expo will be held October 1-3 at the Kentucky Exposition Center in Louisville. It features the latest equipment, technologies and services for utility professionals and contractors in the electric, telecommunications, cable, sewer/water and natural gas sectors. Professional certification courses will also be available.

For the first time, the expo will be co-located with the Asset Management Symposium, which targets industry issues, including equipment finance, telematics, fleet metrics and Tier 4 engine emissions. A Fleet Management Exhibits Pavilion is slated for the exhibit floor, showcasing the latest fleet management software. ■

Studies show dramatic costs of highway underfunding

A Congressional Budget Office report projects the Highway Trust Fund will be bankrupt by Fiscal Year 2015, and will see an annual shortfall of \$92 billion by 2023 without new revenue streams to sustain it. The current highway bill, MAP-21, expires at the end of FY 2014.

According to an Associated Equipment Distributors study, a deficit of more than \$365 billion will accrue during the next 23 years with no new funding, and a Texas Transportation Institute study found that wasted time and fuel due to congestion cost Americans more than \$121 billion in 2011. ■

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CRAWLER DOZERS 					
KOMATSU D375A-6	U BLADE, SS RIPPER	60060	2012	1,359	POR
KOMATSU D155AX-7	SU BLADE, MS RIPPER	90050	2012	210	POR
KOMATSU D65EX-17	SIGMA, A/C, MS RIPPER	1049	2011	1,824	POR
KOMATSU D65EX-17	SIGMA, A/C, MS RIPPER	1440	2012	1,092	POR
KOMATSU D65PX-16	PAT BLD, A/C, RIPPER	80572	2011	2,647	POR
KOMATSU D65PX-16	ST.BLD, A/C	80530	2011	1,816	POR
KOMATSU D61EX-15E0	PAT BLD, A/C, RIPPER	B47211	2012	778	POR
KOMATSU D61PX-15	PAT BLD, A/C	B41185	2007	3,221	POR
KOMATSU D37EX-22	PAT BLD, A/C, RIPPER	60344	2012	107	POR
CAT D11R	CATERPILLAR DOZER	7PZ00453	2001	30,942	POR

WHEEL LOADERS 					
KOMATSU WA500-6	GP BKT	A92026	2007	9,635	POR
KOMATSU WA450-6	GP BKT	A44256	2009	11,865	POR
KOMATSU WA450-6	5.5-YD, RDLS	A44211	2008	5,682	POR
KOMATSU WA380-6	RDLS, QC, MONO, BKT, FORKS	A53229	2007	3,000	\$160,000
CAT 988H	HI LIFT, 11-YD SPD NOSE	BXY02922	2009	10,202	\$480,000
DEERE 724K	8-YD ROLL-OUT	X625980	2009	15,900	\$89,500
CASE 821B	CASE 4-YD LOADER	JEE0042961	1995	4,900	\$45,000

HYDRAULIC EXCAVATORS 					
KOMATSU PC800LC-8	15' ARM, CTWTRMVR, QC	55215	2009	5,454	\$549,000
KOMATSU PC600LC-7	14' ARM, QC, 72" BKT	20159	2005	6,065	\$240,000
KOMATSU PC450LC-7	15' ARM	K40305	2006	5,919	\$212,000
KOMATSU PC450LC-8	13' ARM, VGTF, QC, 54"	A10367	2012	401	POR
KOMATSU PC400LC-7E0	13' ARM, QC	65029	2007	4,783	\$245,000
KOMATSU PC350LC-8	10' ARM, QC, THUMB	A10551	2011	1,616	POR
KOMATSU PC300LC-7	QC, 54" BKT	40688	2004	8,819	POR
KOMATSU PC228USLC-3N	9'6" ARM, QC, 36" B&C	31724	2005	4,005	\$108,000
KOMATSU HB215LC-1	9'7" ARM, QC, THUMB	1235	2011	662	POR
KOMATSU PC138USLC-8	8' ARM, BLADE, QC, THUMB	27453	2012	663	POR
KOMATSU PC88MR-8	RDLNR, A/C, QC, THM, 24" 48" CU	5994	2012	1,248	POR
KOMATSU PC55MR-3	A/C, RDLNR, QC, THM, 24" 42"	15227	2009	1,021	POR
DEERE 200CLC	THB, BKT	FF200CX507509	2006	4,364	POR
MANITOU MLT735-120LSU	REACH BOOM LIFT	257297	2008	N/A	\$28,000

MOTOR GRADERS 					
KOMATSU GD655-3E0	14' BLADE, A/C, MS RIPPER	51614	2008	1,324	\$230,000
KOMATSU GD655-3E0	14' BLADE, A/C, MS RIPPER	51683	2008	2,330	\$215,000
LEEBOY 785	A/C	78549639	2008	623	\$145,000
LEEBOY 685B	CANOPY, AWD, FRT PLOW	68549642	2008	993	\$98,000
CAT 14M	16' BLD, TOPCON BOX	R9J00259	2011	1,681	\$495,000

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
FORESTRY EQUIPMENT 					
TIMBCO 430FXL	BUNCHER, 22B976	AT4K2966020708	2008	4,165	POR
TIMBCO 445FXL	BUNCHER, 78007	FT4C2936100107	2008	5,584	POR
TIMBCO 445FXL	BUNCHER W22B40	A10002	2010	4,100	\$285,000
TIMBCO T445D	BUNCHER, QFH22B22732	FT4C1756042400	2000	7,768	\$110,000
TIMBCO T445D	BUNCHER	FT4C1573072699	1999	20,000	\$49,000
KOMATSU PC270LL-7L	LOG LOADER	A86013	2008	8,267	\$185,000

ARTICULATED HAUL TRUCKS 					
KOMATSU HM400-2	ARTIC. TRUCK	2085	2006	1,876	\$450,000
KOMATSU HM350-2	ARTIC. TRUCK W/ TAILGATE	2107	2008	7,886	POR
KOMATSU HM300-2	ARTIC. TRUCK W/ TAILGATE	2368	2008	4,294	POR
KOMATSU HM300-2	ARTIC. TRUCK W/ TAILGATE	2829	2011	1,945	POR
KOMATSU HM300-2	ARTIC. TRUCK W/ TAILGATE	2868	2011	1,128	POR
KOMATSU HD605-7	HAUL TRUCK	7125	2004	15,857	\$285,000
KOMATSU HD605-7	HAUL TRUCK	7116	2004	17,560	\$285,000
CAT 777D	85-TON HAUL TRUCK	3PR00495	1997	50,198	POR
CAT 777D	85-TON HAUL TRUCK	3PR00496	1997	51,032	POR

AGGREGATE EQUIPMENT					
AC 48X60	JAW CRUSHER	B-5699			\$349,500
CEDARAPIDS 2248	CR JAW, 4816 HR FEEDER, 3-AXLE	34045	1975	N/A	\$137,000
PIONEER 2650	JAW PLANT W/ 50X15 FEEDER	411197	2011	500	POR
METSO HP400	REBUILT CONE	HP400489		0	POR
METSO HP300	METSO CONE, STD. MED	127824	2012	0	POR
JCI K300/6203	KODIAK CLOSE-CIRCUIT, 415100	P121665	2012	8,742	POR
CEDARAPIDS 54-2	CONE, 2-AXLE CHASSIS	51185		N/A	POR
CEDARAPIDS 3144	JAW PLANT W/42X20 FEEDER	411928	2012	497	POR
JCI K200/6203	CLOSE-CIRCUIT PLANT	S121666	2012	188	\$250,000
PIONEER FT2650	TRACK-MOUNT JAW	412081	2012	468	POR
PIONEER FT2650	TRACK-MOUNT JAW, MAGNET	411481	2012	1,192	POR
METSO LT106	JAW CRUSHER	76775	2012	787	POR
SPOMAC 5X16-3	WASH PLANT, 36" SCREW		2007	39	POR
METSO ST3.5	TRACK SCREEN, MM OWNS	76225	2011	180	POR
WESTEC 36"X100'	RADIAL STACKING CONV.	3930	2011	N/A	\$87,500

MISCELLANEOUS					
HAMM 3625HT	84", A/C	H1770052	2010	1,309	POR
HAMM 3516	84" SMOOTH SINGLE, A/C	H1761696	2012	177	POR
HAMM 3412	84" SMOOTH SINGLE	H1800799	2010	1,028	POR
HAMM 3410	84" ROLLER, A/C	H1790931	2008	909	POR
HAMM HD 0120 V	78" ASPHALT, OZZIE	H1820070	2008	1,665	POR
HAMM HD 070 V	59" ASPHALT, OZZIE	H1870013	2010	411	POR
HAMM HD 12 VV	47" ASPHALT ROLLER	H2002460	2012	78	POR
IR SP1000	ROLLER	10GB253	1991	1,819	POR
CAT CB434	ROLLER	3TF00191	1992	3,610	POR
CAT PS130	ROLLER	7ND00349	1993	1,528	POR

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