

# UPDATE

www.modernmachinery.com • December 2005, Issue 3

Featured in this issue:

## TBC TIMBER

How an overachiever mentality helped two Montana loggers build a successful business

See article inside...

TBC TIMBER

Paul Tisher (left) and Paul Brown, co-owners

Featured in this issue:

## TRANSALTA'S CENTRALIA MINE

The only active coal mine in Washington uses technology and equipment to overcome challenges

See article inside...

TRANSALTA'S CENTRALIA MINE

Bob Nelson,  
mine manager



**KOMATSU**



Brian Sheridan

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from Komatsu and  
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Dear Equipment User:

With the introduction of its Tier 3-compliant ecot3 engines (see article in this issue of your *Update* magazine), Komatsu will soon debut the Dash-8 model of its hydraulic excavator line. The first such machine expected to be available in North America is the PC600LC-8.

With Komatsu's history of innovation and excellence in hydraulic excavators, it's always a big deal when it introduces a new model. The Dash-8 will certainly be no exception. Precise details of the new machine have not yet been released, but you can expect improved fuel efficiency, lower noise and greater operator comfort, as well as productivity and reliability enhancements. All those issues are being emphasized as part of Komatsu's "Unrivaled Product Strategy," which is an effort to make Komatsu equipment significantly and quantitatively different and better than competitive machines.

Look for more information on the PC600LC-8 and other Dash-8 excavators in upcoming issues of your *Update* magazine.

We're proud to carry such state-of-the-art products that lead the way in our industry. But we also know, just like you do, that no matter how well-designed and well-made a machine is, you must take good care of it in order to get maximum performance for the longest possible time. All of us at Modern Machinery are here to help you do just that.

Parts when you need them; quick and knowledgeable field service; a full range of maintenance programs; and an overall helpful attitude — these are our goals each and every time we deal with you. If you're a regular customer and don't feel like you're getting that from us, please let me know. I can assure you, we'll do better the next time.

And if you're not a regular customer, I'd ask you to give us a chance to show what we can do for you. We're convinced our products are as good as, and in most cases better than, the competition. And when it comes to support, we're committed to providing whatever it takes to help you succeed in your business.

Sincerely,  
MODERN MACHINERY

Brian Sheridan  
President





## IN THIS ISSUE...

### TBC TIMBER

Productivity and quality are what it's all about for this progressive Montana logging company.

### TRANSALTA CENTRALIA MINE

Find out how the only active coal mine in Washington uses technology and equipment to successfully mine in the most challenging conditions.

### PRODUCT IMPROVEMENT

Komatsu's new "Power Plus" PC300LC-7 excavator offers just that — increased power plus greater capacity and more. Read all about these special enhancements that can increase your productivity on the job.

### NEW PRODUCT

If you've been using a skid steer loader but would like to boost productivity, Komatsu's new WA65-5 and WA70-5 compact wheel loaders might be the answer.

### TIMBER TALK

Learn more about Modern's hydraulic repair center and how the company continues to expand its hydraulic rebuild capabilities for loggers and contractors.

Published by Construction Publications, Inc. for

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## TBC TIMBER

### How an overachiever mentality helped two Montana loggers build a successful business



Paul Tisher,  
co-owner



Paul Brown,  
co-owner

In 1980, Paul Tisher and Paul Brown were working as loggers in their hometown of Libby, Mont. After several years, both felt they were ready to start their own businesses, but individually, neither had enough money to do it. So when an existing logger decided to sell his company, the two men saw an opportunity. They pooled their resources and bought the business together. It's a move neither has regretted.

"At the time, it was a big step for us," admitted Tisher. "We had to borrow the down payment and all of a sudden, here we were with about 10 employees we were responsible for. But we were determined to make a success of it, so we set the tone from day one that we'd work as hard as, or harder than, anybody in the business — and I'd say we haven't stopped to this day."

"We're probably competitive to a fault," added Brown. "Not with each other, and really not even with other loggers. It's more like we're competing against ourselves. We both want to do more than we did the day before. We're kind of

overachievers, but because of that, we're always on the same page. I don't think we've ever disagreed about how to run the business."

At first, Tisher and Brown ran the company under its previous name, but they incorporated as TBC Timber in 1985. Today, TBC employs more than 30 people, including subcontracted truckers, and produces about 600 tons of logs per day. Virtually all its work is for Plum Creek Timber, one of the largest private timberland owners in the U.S.

"I think our strengths are: number one, productivity; number two, doing a quality job on the ground by utilizing best management practices; and number three, quality control," listed Tisher. "We give Plum Creek what they want — how, when and where they want it."

#### **A fast-paced work environment**

TBC Timber runs three tree-length crews and prides itself on its ability to deliver a large amount of wood in a short time. "In this business, time really is money," insisted Tisher. "We have a fairly short work season of about nine months. If we lose a day, it's gone and we're never going to get it back. Because of that, we really emphasize, not just working fast, but also moving quickly from one site to another, and getting set up and producing quickly at that new job."

Brown and Tisher credit their employees for enabling TBC to meet aggressive production schedules. "We have people who come here and sometimes they're a little shell-shocked the first few days over the level of activity and the pace at which we work," noted Brown.

"But the guys who can cut it with us, we think they're the best in the business, and we're not

This TBC operator uses a Timbco 445D feller buncher at a TBC job for Plum Creek Timber. "Timbcos are the preferred product for us because they have tremendous track power, which is important out here in the mountains, and because they're fast," said co-owner Paul Tisher.







Paul Tisher uses TBC's Komatsu PC220LC-7, which is mounted with a stroke boom delimber.



alone in that assessment," added Tisher. "This year, Plum Creek gave out contractor employee of the year awards and two of our guys, brothers Scott and Eric Luscher were honored."

With its emphasis on productivity, it's probably not surprising that TBC was the first fully mechanized logging operation in the Libby area. "When we started, we used chainsaws, winches, chokers and old cable loaders," Brown recalled. "And in some ways, we miss those old lumberjack days."

"It was definitely more of a rough and tumble industry back then and it could be quite interesting," Tisher agreed. "Logging today is much more professional and the people in it are more family-oriented. There's an emphasis on safety and a concern for the environment that were virtually nonexistent back then. We're also far more productive today."

## Equipment boosts output

The primary reason for the boost in productivity is the equipment TBC uses. The company has four Timbco feller bunchers, including three 445D models.

"What we like about the Timbco product from Komatsu Forest is that it has tremendous track power and can climb almost anything, which is crucial out here in the mountains," Tisher pointed out. "They're also faster than anything else we've ever tried. When trees are scattered, as they often are, the speed saves us time and money."

In addition to the Komatsu Forest machines, TBC also has a Komatsu PC220LC-7 with a stroke boom delimber; a PC200LC-7 with a processing head; and another PC200LC-7 that's used as a log loader. "They've all been modified to handle the logging application, and they've been excellent machines — productive, reliable and virtually trouble-free," reported Brown.

TBC also likes the service they get from Modern Machinery and logging manager Mike



TBC also has two Komatsu PC200LC-7s, one with a Log Max processor (foreground) and the other with a Pierce boom and bucket for use as a log loader. "The Komatsus have been really good machines for us," said co-owner Paul Brown.

(L-R) Paul Tisher and Paul Brown, co-owners of TBC Timber, work with Modern Machinery's logging manager Mike Ployhar to meet their equipment needs.

Ployhar. "Mike was a logger himself so he knows what he's talking about," said Tisher. "What's more, he and Modern have always treated us well. They give us a fair price, and they do a very good job supplying parts and providing service."

"Paul and Paul have long been active in the Montana Logging Association and partly because of that, TBC is one of the best-known and most respected logging firms in the state," commented Modern president Brian Sheridan. "We're very pleased that they turn to Modern for much of their equipment needs."

## Found their niche

Tisher and Brown say TBC is still growing in terms of productivity, but they don't foresee adding any more crews. "There's just no reason to," said Tisher. "Plum Creek is comfortable with its work force right now and there simply aren't enough mills around to process a lot more logs."

"As a core contractor for Plum Creek, we've found our niche in the market and we're happy in it," concluded Brown. "The only thing that would be better is if we could run the equipment more frequently. I'm sure Paul agrees, the days I spend in a machine out in the woods are the most enjoyable work days I have." ■

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# TRANSALTA'S CENTRALIA MINE

## Washington State's only active coal mine mixes dragline technology with truck and shovel operations at one of the most challenging mines in the world

For more than 30 years, the Centralia mine has been supplying coal to the neighboring power plant, despite challenging mining conditions. "Geotechnically, this is a tough mine due to the conditions of the terrain, geology and an average annual rainfall of 50 inches," stated Bob Nelson, Director of Mine Production for TransAlta's Centralia Mine. This once seabed in active volcano country created faulted coal seams and different layers of overburden that are deep and need to be removed to access the steeply dipping coal.

TransAlta, a worldwide power generation and wholesale marketing company based in Calgary, Alberta, Canada, purchased the mine and neighboring coal-fired power plant in 2000. In the last five years, TransAlta has expanded the use of trucks and shovels with the traditional dragline process. "The different coal pits within our operation require us to have flexibility in our equipment and processes to maintain our production levels," Nelson explained.

### **Experience, teamwork and innovation, TransAlta's formula for success**

"Every day we face new challenges unique to mining here, but it's our teamwork, innovation and focus on safety, production and costs that make us successful," acknowledged Larry Lawton, Mine Production Manager. TransAlta's integrated mining and power generation operation runs 24 hours a day and employs more than 850 people. Annually, the Centralia complex supplies the Pacific Northwest with 10 billion kilowatt hours of electricity — enough for

750,000 homes. "At the mine, our operations and maintenance teams bring a depth of experience and knowledge to our team," added Lawton. "Innovation and teamwork are critical for our success in meeting the challenges of our mine and the fuel requirements of our power plant."

Integration with the company's partners is another key focus for TransAlta. "All aspects of our operations require support by our suppliers," explained Phil Jaramillo, Supply Chain Manager. "Where it makes sense, we build strategic partnerships to minimize the impact of planned or unplanned events."

When TransAlta decided to expand its truck and shovel fleet, it was the reputation of Komatsu products that had Jaramillo and his team meeting with Modern Machinery. "Before we purchased the WA900, I talked to another coal mine and their benchmark for success was the reliability of Komatsu products," he recounted. "That has been our experience to date."

*Continued . . .*

TransAlta has two 320-ton Komatsu HD930E haul trucks and 10 190-ton HD685s to help haul overburden at the Centralia mine.



# TransAlta's people, equipment meet mine challenges

... continued

## Integrated mining processes require productive equipment and reliable service

In addition to the people, it is the focus on efficient and productive mining processes that is critical to TransAlta's success. With an average ratio of 10:1 of overburden to coal, the cost-effective removal of overburden is an important

Director of Mine Production Bob Nelson (center) is with TransAlta's Centralia Mine Operation Shift Supervisors Bob Dunn (seated) and Allan Brotherson.



Tony Briggs, TransAlta's Reclamation Manager, meets with Modern Machinery Mine Account Manager Michele Goebel.



TransAlta usually uses its Komatsu WA900-3, as well as its WA600, as a coal loader at the mine. "The WA900 and WA600 are both fast and very productive," asserted Bob Nelson, Director of Mine Production. "Best of all, we can count on them every day for production."



aspect to the company's mining process. The expanded truck and shovel fleet is used to remove the bulk of the overburden, then draglines are used to complete the process to expose the coal. From there, rubber-tired loaders and excavators are used to mine the coal.

Transalta has a diverse truck/shovel fleet, with about one-third being Komatsu equipment from Modern Machinery in Rochester, Wash. "We've had the 930Es, which are our largest trucks, for a little more than two years and they've been great," said Dave Sherwood, Mine Maintenance Manager. "We know they will continue to be reliable throughout the years. The 685Es are almost 15 years old, with more than 70,000 hours, and they are still running strong day after day."

According to Nelson, TransAlta has also had a positive experience with the rest of the Komatsu products the company owns. "The WA900 and WA600 are both fast and very productive for us. Best of all, we can count on them every day for production," he asserted.

TransAlta's Komatsu equipment fleet includes two HD930E (320-ton) haul trucks, nine HD685E (190-ton) haul trucks, an HD685E lowboy truck, a WA900 and a WA600 wheel loader, three crawler tractors (a D475, a D375 and a D85), and two HM400 articulated trucks.

The equipment at TransAlta is complemented by Modern Machinery's service and parts support. "We view our relationship with TransAlta as a partnership," explained Michele Goebel, Modern Machinery Mine Account Manager. "Our success depends upon TransAlta and TransAlta's success is connected to Modern Machinery's success." Because availability and machine life-cycle costs are an important factor, Modern provides repair and maintenance programs for several pieces of equipment. TransAlta relies on these programs to help minimize risk, guarantee uptime and provide straight-lined maintenance costs for the end-user.

"We're committed to providing TransAlta with the equipment they need and the availability they require to meet their production goals," said Modern Machinery President Brian Sheridan. "We appreciate the confidence they've shown in us and look forward to continuing the relationship in the years ahead." ■





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# THE “POWER PLUS” EXCAVATOR

## How this new version of the PC300LC-7 improves lifting and digging performance

**T**he PC300LC-7 has been one of Komatsu’s most popular excavators since it made its debut in 2002. Now, Komatsu is offering a new version of the 242-horsepower machine. The PC300LC-7 Power Plus is specifically designed for customers who want greater lift capacity, and want to maximize the machine’s production capabilities, regardless of work conditions.

The PC300LC-7 Power Plus is the same basic machine as the standard PC300LC-7, but with additional upper-frame reinforcement and increased counterweight mass. The changes add 2,500 pounds to the rear of the unit. The result is a machine with improved stability in all digging and lifting applications.

The Power Plus version provides 8.2 percent greater front lifting capacity and 10.8 percent greater over-the-side lifting. What’s more, when operating with a 10’ 5” arm, the added counterweight allows the PC300LC-7 Power Plus to use 100 percent of its arm-crowd force (37,040 lbs.) and bucket breakout force (44,970 lbs.).

“The standard PC300LC-7 is, by itself, a very powerful machine and perfect for many applications,” said Peter Robson, Komatsu product manager, hydraulic excavators. “But the Power Plus version of the machine allows an operator to truly use every bit of digging force available without being limited by machine stability.”

### Superior performance

That’s significant because, according to Robson, many excavators tout large arm-crowd and breakout forces, but they’re only able to use a percentage of them because the machines could have a tendency to tip, especially when

working in difficult conditions, like handling excessively heavy or wet material.

“The added counterweight of the PC300LC-7 Power Plus promotes superior performance and production because it lets the operator dig, swing and lift with confidence, knowing the machine can handle maximum workloads without becoming unstable,” said Robson.

In addition to improved stability, the PC300LC-7 Power Plus comes standard with Komatsu’s EMMS, one of the most advanced monitoring and diagnostic systems in the equipment industry. ■

*For more information on how the PC300LC-7 Power Plus can help improve your performance on challenging jobsites, talk to your sales representative or call or visit our nearest branch location.*

**Thanks to a larger counterweight and reinforced upper frame, the new Komatsu PC300LC-7 Power Plus excavator has significantly greater lifting capacities (8.2 percent more over the front and 10.8 percent more over the side) than the standard PC300LC-7.**





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# NEW COMPACT WHEEL LOADERS

## How Komatsu's new five- to six-ton wheel loaders can be an alternative to skid steers

If you do landscaping, utility or light construction, or have a supply yard, there's a good chance you have a skid steer loader. And it probably does a fairly good job for you. But if you'd like to boost productivity while doing less damage to the jobsite, you might want to consider replacing your skid steer with a compact wheel loader.

Komatsu recently released two new models of compact wheel loaders in the five- to six-ton class. The 54-hp WA65-5 has an operating weight of 10,780 pounds. The 60-hp WA70-5 has an operating weight of 11,816 pounds. Both feature the Dash-5 version of Komatsu's hydrostatic transmission (HST) and have high breakout forces, impressive dump heights and large bucket capacities.

"The WA65-5 and WA70-5 are slightly larger than the largest skid steers, but they can do most of the same jobs in the same tight locations and do them faster because of larger capacities," said Komatsu utility wheel loader product manager Bob Beesley. "What's more, our wheel loaders are much less invasive than a skid steer as far as damaging or otherwise affecting the work area terrain — and with HST, they're infinitely controllable and easy to operate."

### Versatile and comfortable

A hydraulic front attachment quick coupler that's standard equipment lets an operator quickly and easily switch back and forth from bucket to forks, making the WA65-5 and WA70-5 very versatile machines. In fork applications, the units offer parallel lift.

Tipping loads and lifting capacities were increased from the previous models. Both units can travel up to 12.4 mph. An 80-inch wheelbase helps smooth the ride for the operator.

"The cab has more leg room for added operator comfort, and more window area and other redesigns for improved safety and performance," said Beesley. "A tilt-forward operator's compartment, wide-opening engine hood and easy access to an independently mounted radiator also make the machines service and maintenance friendly." ■

*For more information on how the WA65-5 or WA70-5 can improve performance on your jobsites, contact your sales representative or our nearest branch.*

### Brief specs on Komatsu WA65-5 and WA70-5

Model	Output	Operating Weight	Bucket Capacity
WA65-5	54 hp	10,780 lbs.	.72-1.3 cu. yd.
WA70-5	60 hp	11,816 lbs.	.98-1.6 cu. yd.

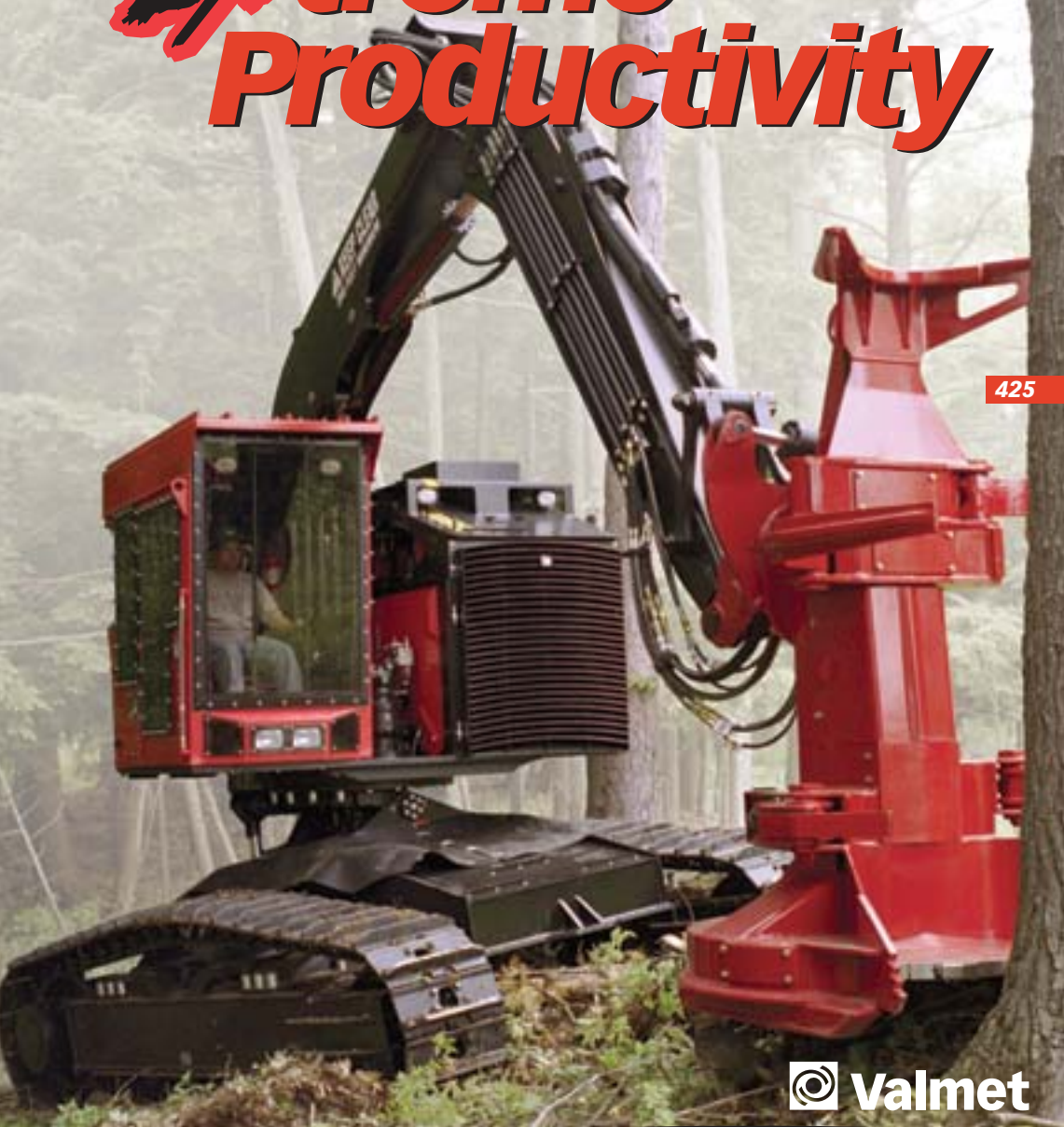


Whether in fork or bucket applications, the Komatsu WA65-5 and WA70-5 compact wheel loaders can fit into tight jobsites and be productive. Compared to skid steer loaders, they have greater capacity and do less damage to the terrain.





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# HYDRAULIC REPAIR CENTER

## Modern continues to expand its hydraulic rebuild capabilities for loggers and contractors

Hydraulics are the guts of modern equipment, whether the equipment is used in logging or construction. About three years ago, Modern Machinery brought longtime, well-known and well-respected hydraulic specialist Brian Ruffing on board to start a piston pump and motor rebuild unit. The program has grown considerably since its inception. Today, it's a three-person, Komatsu-certified repair center that rebuilds not only hydraulic pumps and motors, but also cylinders and valves for all makes and models of equipment.

"We'll rebuild or repair anything that has to do with hydraulics or pneumatics," said Ruffing. "Traditionally, we've worked primarily with logging customers, mostly because they have the greatest need for hydraulic rebuilds. Why? The steep slopes and the difficult nature of logging work wear out hydraulic components on logging machines about twice as fast (approximately every 6,000 hours) as on construction equipment. But the same thing that makes a hydraulic component rebuild cost effective for a logging machine also makes it cost effective for a construction machine."

### More for less

Alternatives to a hydraulic component rebuild or repair are to buy either a new or remanufactured component. "You're going to pay a premium buying new or remanufactured," said Ruffing. "A Modern Machinery rebuild is the least expensive alternative and frankly, many of our customers actually prefer our rebuilt units. We have a track record with them. Customers know they're going to get good service from one of our rebuilds and they also know we're going to stand behind everything we do."

Ruffing says his goal on any hydraulic repair is not to just fix what's wrong, but to upgrade it.

"Anything that comes in here, we actually want to improve it. That may mean machining our own parts or changing tolerances. It's why many logging customers specifically request a Modern rebuild. They know we're going to upgrade it to a spec that's equal to or, in some cases, better than new."

In addition to Ruffing, the hydraulic center is manned by Jim Hamill and Joe Troutman. Located in the Missoula branch, the center handles hydraulic repairs from throughout Modern Machinery's multistate territory. "We're definitely trying to grow this business," said Modern's Missoula service manager Gary Needles. "In the future, we hope people needing hydraulic repairs, both loggers and construction contractors, will give us the opportunity to show what we can do for them. We're confident Brian and his staff can meet their needs in a cost-effective, high-quality manner." ■

*For more information on the Modern Machinery Hydraulic Rebuild Center, contact Missoula service manager Gary Needles or call the branch and ask for Brian Ruffing.*



Below: Joe Troutman (left) and Brian Ruffing work on a piston pump at the Modern Machinery Hydraulic Rebuild shop in Missoula. Left: Jim Hamill inspects a pump housing.



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# KOMATSU MEETS TIER 3

## Why you can expect clean air and improved performance from new "ecot3" engines

**W**hen you buy a piece of equipment, you're buying it for one reason — the work it will do. In other words, your main interest in a machine is the holes it will dig, the dirt it will push and the material it will load. Chances are you're not overly concerned with how the machine accomplishes those tasks, so long as it does them in a way that allows you to make money.

So, while you've probably heard of so-called Tier 1-, Tier 2- and now Tier 3-compliant engines — and you probably know they have something to do with government-regulated emissions levels — you may well be wondering, "What, if anything, do all these 'Tiers' mean to me and my ability to make money from my equipment?"

The answer is, in finding ways to meet the upcoming Tier 3 requirement, Komatsu has not only reduced emissions, but has also been able to make an engine that's more efficient, and machines that are more productive and more cost-effective.

"That's the real story about Komatsu's new 'ecot3' (The 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3) engine," said Toshio Miyake, the head of product planning for Komatsu Ltd. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also making a better machine."

### No downside

Miyake says there is no downside for equipment users. "Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we've overcome potential problems and we now view the 'ecot3' engine as a big step forward in all respects for equipment users. For

Komatsu, we definitely see it as an opportunity to differentiate and distinguish ourselves from our competitors."

In addition to reducing both nitrous oxide (NOx) and particulate matter (PM) emissions as prescribed by the U.S. Environmental Protection Agency, Komatsu Ltd. engine specialist Hidetada "Harry" Fukushima says the new "ecot3" engine will use less fuel, be quieter and provide higher low-end torque. He says it will also deliver maintenance cost benefits through proper oil change intervals, reduced oil consumption and extended engine life.

### How Komatsu did it

One of the difficulties of achieving both NOx and PM reductions has to do with the unique nature of diesel engines. NOx is emitted when diesel fuel is combusted at high temperatures. When that same fuel is combusted at lower temperatures, PM is released.

*Continued . . .*



Toshio Miyake,  
product planner,  
Komatsu Ltd.



Hidetada Fukushima,  
engine specialist,  
Komatsu Ltd.



The Komatsu ecot3 engine utilizes several new key technologies that allow it to improve machine performance while significantly reducing emissions. These include a new combustion system with a patent-pending, newly shaped combustion chamber that improves timing and ignition.

# New ecot3 engine meets Tier 3 challenges

... continued

Komatsu handled the matter by combining several new key technologies, including:

- An Electronic Control System which uses a comprehensive set of sensors to optimize vehicle performance;
- A heavy-duty High Pressure Common Rail (HPCR) fuel injection system for optimal injection volume control to ensure performance and maximize combustion to reduce PM;
- A heavy-duty, cooled Exhaust Gas Recirculation (EGR) system which returns a very small amount of low-oxygen exhaust gas to the cylinders to help lower the combustion temperature and lessen the amount of oxygen that's available to bond with nitrogen to form NOx;
- A new combustion system that includes a patent-pending, newly shaped combustion chamber for improved timing and ignition;
- And a high-performance, air-to-air charge-air cooling system that more effectively combats the higher heat associated with the improved combustion techniques.

"We're confident these well-accepted technologies will become the industry standard, not only for Tier 3, but also for the much more stringent requirements to come," said Fukushima.

## Past, present and future

In 1990, the EPA mandated the various Tier levels regulating off-road equipment emissions as an Amendment to the Clean Air Act. The

goal is to gradually reduce, eventually to the point of virtual elimination, the amount of NOx and PM that construction and mining equipment emits when diesel fuel combusts. NOx is a key ingredient of smog while PM is essentially soot. The government considers both to be significant public health hazards.

The first set of emissions standards for off-road diesel engines (Tier 1) went into effect in 1996. More stringent Tier 2 standards appeared in 2001. Tier 3 specifies further emissions reductions beginning in January of 2006 for all new machines between 174 horsepower and 751 horsepower (smaller engines will have additional time to meet Tier 3 requirements).

Tier 4 requirements, which are the final phase, will begin in 2011. They will reduce NOx and PM almost an additional 90 percent from Tier 3 levels. Equally significant, if not more so, is the fact that Tier 4 will also require an essentially all-new, 99-percent-sulfur-free diesel fuel.

"Meeting Tier 4 standards will require much more sophisticated engine changes than what we've seen to this point," said Fukushima. "For example, the use of 'aftertreatment devices,' will almost certainly be part of the answer."

Because aftertreatment technology is already in place in the automotive industry, you might wonder why it's such a big deal for equipment manufacturers. The answer is because comparing a car to a piece of heavy equipment is like comparing a grape to a grapefruit.

"Equipment tends to be bigger and weigh more," noted Fukushima. "It also has higher horsepower requirements, must be able to handle varying loads, and works in much more difficult conditions. All those factors complicate the design of an aftertreatment process for equipment."

But Miyake says he's confident Komatsu will meet the Tier 4 requirements in the same manner it's met other challenges. "We have more than 70 years of experience as an engine manufacturer and we've always tried to be innovative. We look at each Tier level not as a requirement that we have to meet, but rather as an opportunity to show what we can do."

Komatsu expects to deliver its first machines with the new "ecot3" engine in 2006. ■

Komatsu's ecot3 engine was on display at CONEXPO, where numerous contractors took the time to look it over and visit with engine specialists who were on hand to answer questions about it.





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*LeeBoy's **8816 Asphalt Paver** is a 25,000-pound, 130-horsepower, track-mounted paver designed for road and large commercial applications. The 8816 features a newly designed heavy-duty heated and vibrating Legend Screed System and patented under-auger cut-off plates.*

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# LeeBoy

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# SOLUTIONS-BASED MINING

## Komatsu America's VP/GM of mining wants to sell solutions, not just products, to mining customers

**QUESTION:** You've worked in both the Komatsu mining and construction divisions. In terms of equipment, what differences exist between the two?

**ANSWER:** The only real difference has to do with the size of the machines. All our equipment is designed for maximum effectiveness and built to last. Obviously, the components and parts are larger on mining machines due to the massive size of the units and because we know they're going to be used in a heavy-duty production environment. But all Komatsu machines are manufactured under the same motto, "Quality you can rely on," to ensure outstanding longevity and uptime.

**QUESTION:** What is Komatsu Mining doing to ensure that customers get the uptime they need?

**ANSWER:** Working closely with our distributors, we make sure we have all the common wear parts a customer is going to need. We make sure technicians are properly trained when a mining machine goes into their territory. Our distributors offer a wide range of repair and maintenance contracts, some of which guarantee a specified level of uptime.

To help ensure maximum uptime, every Komatsu mining machine we sell has a Vehicle Health Maintenance System (VHMS), which enables us and our distributors to collect real-time information on that piece of equipment anywhere in the country. The benefit is that we're able to alert an equipment user well in advance about potential issues that can save him a lot of time and money. For example, with VHMS, we know when a D475 dozer is approaching 12,000 hours. We know how the machine has been used and how it's been

*Continued . . .*



**Rod Schrader**

*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.*

Rod Schrader grew up on an Illinois farm, baling hay, picking corn and working on equipment. After graduating from Rose-Hulman Institute of Technology in Terre Haute, Ind., with a civil engineering degree, he could have returned to the farm, or hired on with a contractor or design firm. Instead, Rod chose to enter the equipment industry. He spent his first three years with another manufacturer before joining Komatsu in 1987.

"What attracted me to the industry was my love of equipment combined with a strong desire to work with people," said Schrader. "And that's something the equipment industry gives you. It's largely about relationships. If you have a good product and you consistently treat people fairly and honestly, you're going to earn their trust. That's what I try to do with coworkers and customers alike."

Rod has held numerous positions with Komatsu America, including director of product marketing and planning for the construction division, a post he held until about a year ago when he was promoted to vice president and general manager of Komatsu America's mining division.

"My management style is to set a direction and lead, but not to micromanage. We have many good and talented people throughout Komatsu Mining and I want to give them the resources they need to do the job for our customers. Meeting customers' needs is why we're here, and with our full mining product line and support capabilities, we believe we can do it as well as, or better than, anybody else in the industry."

# Goal is partnership with mining customers

... continued

maintained. Because we also have a good handle on the life cycle of our componentry, we're able to let the customer know that an engine overhaul is going to be necessary soon, which allows him to start planning how he wants to proceed.

What it boils down to is that we want to be much more than just a sales outlet. Komatsu and its distributors are trying to be consultants to and partners with our mining customers. Are we there yet? No, but we're moving step by step in that direction, and when we get there, it will be a true service to our mining customers.

**QUESTION: During the past year or so, Komatsu has been working to develop what it calls "unique and unrivaled" products. Does that effort include mining machines?**

**ANSWER:** Definitely. We have machines like the D475A-5 dozer, the WA900-3 wheel loader and the PC3000 hydraulic shovel/excavator

Machines like this WA900-3 wheel loader (853 hp, 17 cubic yards) make Komatsu one of only two manufacturers offering a full range of mining products.



Komatsu's PC1800-6 excavator (396,000 lbs.) was one of the first units outfitted with Komatsu's state-of-the-art Vehicle Health Monitoring System (VHMS).

VHMS tracks and reports machine operating data and relays it to the distributor and/or back to your shop or office through GPS. By next year, it will be standard equipment on all Komatsu mining machines.



that we believe already fit the description of being demonstrably superior to competitive equipment in the same size class. Beyond direct production superiority, our "unique and unrivaled" strategy emphasizes fuel efficiency, low noise levels and overall operator comfort. Our goal is to have 25 percent of our mining product line be "unique and unrivaled" within the next few years.

**QUESTION: Why should a mining operation look to Komatsu for its equipment needs?**

**ANSWER:** First of all, there are only two manufacturers that offer a full range of mining products — from shovels, dozers and wheel loaders to motor graders and large haul trucks — and we're one of them. Others may make a product here or a product there, but don't have the full line. So the fact that we're capable of meeting all the needs of mining customers is significant.

The other main advantage is our approach and attitude. Our goal is to sell a mining customer a solution, not just a product. Our subsidiary company, Modular Mining, is an example of that. It specializes in helping mines improve efficiency. Modular Mining engineers can study a specific operation and perhaps be able to recommend a more favorable haul road profile or a better shovel/truck match that will lower the mine's cost per ton. So beyond excellent products, those are the types of services we can and do provide our mining customers.

**QUESTION: What does the future hold for mining operations?**

**ANSWER:** We're extremely optimistic about mining in general and our place in it. Based on commodity price trends and other economic data, as well as conversations with industry leaders, we think we're coming into the upswing of a cycle and that market conditions will be good for the next three to four years.

From a Komatsu standpoint, we have several new products coming out over the next couple of years that we think the industry will welcome, including an autonomous haul system (driverless trucks) that could revolutionize many operations, so we're very excited about what's coming down the road. ■





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**Modern Machinery is now a distributor for Atlas Copco drilling equipment in Oregon and Washington as well as Montana and northern Idaho.**

Atlas Copco Construction and Mining is the world's leading supplier of crawler drills and rock-drilling tools. Their recent acquisition of Ingersoll-Rand Drilling Solutions consolidates Modern Machinery as the dealer for these lines in a four-state area.

Already known for outstanding parts and service support of their Ingersoll-Rand line, Modern Machinery provides the same full support for Atlas Copco ROC series crawler drills, ECM series crawler drills, as well as Secoroc and Quantum DTH hammers and bits.

Call your local Modern Machinery representative to see the specs on the best. Remember, if you drill it, dig it, load it, or haul it, Modern Machinery has everything you need.

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# REMEMBERING KEVIN STAMPER

## Longtime Idaho logger dies suddenly from cancer

The unexpected and sudden death from cancer in July of longtime Idaho logger Kevin Stamper has saddened all at Modern Machinery who got to know him through the years.

After graduating from Grangeville High School in 1980, Kevin spent four years in the Army before returning to Idaho to log with his father Lyle. In 1991, he moved back to Grangeville where he and his brother Albert started Stamper Brothers Logging.

Through the years, Stamper Brothers, a family-owned and -operated business that works throughout northern Idaho, gained a reputation for cut-to-length logging excellence.

"Because of the outstanding work ethic and leadership of Kevin and Albert, Stamper Brothers became, and undoubtedly will continue to be, very successful," said Modern Machinery's Spokane branch logging sales representative Rene' Van Der Merwe. "As owners of a large fleet of Valmet harvesters and forwarders, they're an excellent customer of ours — but beyond that, they're also good friends and wonderful people. We pass along our sincere condolences to all members of the Stamper family."

Kevin Stamper is survived by his wife Carla, their son Tyrel who worked alongside his father out in the woods, and daughters Tera and Tiffany. ■

# KOMATSU HELPS KATRINA VICTIMS

## \$750,000 pledged to Hurricane relief efforts

Komatsu America Corp. announced that Komatsu Group is providing a \$500,000 cash donation to the American Red Cross to assist those affected by Hurricane Katrina. Komatsu will also provide an additional \$250,000 by matching dollar-for-dollar all contributions to the American Red Cross made by its U.S. employees, which number more than 33,000.

In conjunction with other Komatsu distributors in North America, Komatsu will continue to assess how best to assist in the relief efforts, including redirecting equipment from around the globe.

"We extend our heartfelt concern and condolences to the people and families who have been devastated by Hurricane Katrina," said David Grzelak, chairman and CEO, Komatsu America Corp. "On behalf of our employees and business partners, we are

pleased to contribute to the American Red Cross to provide aid and to help rebuild the lives and communities devastated by this disaster."

To support its customers who are cleaning up from the devastating storm and are challenged by the scarcity of fuel and water in the Gulf region, all Komatsu machines bound for the region will be supplied with full tanks of fuel and drinking water supplies. The company will also assist customers located in areas affected by Hurricane Katrina by offering deferred credit and payment options.

"This is a wonderful way those of us outside the Gulf area can help our fellow Americans in need," commented Brian Sheridan, Modern Machinery president. "We're encouraging all our employees to support the recovery efforts." ■

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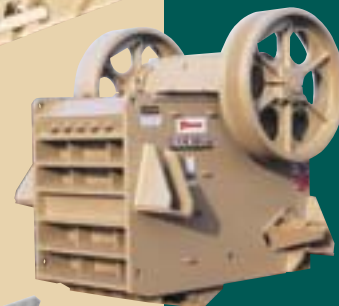
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# PRODUCT SUPPORT PROFESSIONALS

## Proper training helps PSSRs improve customers' equipment owning and operating costs

**W**ouldn't it be great if you could buy a piece of equipment that never had parts wear out, never broke down, and never had to be replaced? Of course it would, but as you well know, that's not the real world.

"Every major component in a machine is expected to eventually wear out, break down and be replaced," said Komatsu national parts sales manager Glenn Schindelar. "The key for equipment owners is to make the change at the right time — after they've received maximum usage, but before the component fails."

As part of its effort to help customers do just that, Komatsu holds week-long training sessions specifically for product support sales representatives (PSSRs) and other distributor parts and service employees. In March, the fourth such session was held at the Komatsu Training Center in Cartersville, Ga. Attendees selected classes on subjects such as Ground Engaging Tools, Technology Skills, Basic and Advanced Undercarriage, and other product support topics.

The Komatsu instructors are all experts in their fields, drawn from a talent base that includes service and parts product managers, certified service instructors and industry experts. Instruction combines theoretical course work and practical experience to provide excellent information for both novice and veteran PSSRs.

"The key thing we want to accomplish with this training is to give our distributors' PSSRs the information they need to help their customers manage equipment in a way that increases uptime and reduces hourly operating costs," explained Schindelar. "They're not going to come out of here with a service technician's

ability to fix a problem. But helping them learn to identify machine issues that can be addressed before they become full-blown repair problems can be just as important to an equipment user. That's because it's so much easier and cheaper to do preventive work than to fix after failure."

Like a college curriculum, each Komatsu training class is assigned credit hours. Upon successful completion of 50 hours of course work, a PSSR earns certification as a "Komatsu Senior Product Support Representative." Completion of 100 hours earns the PSSR the designation of "Komatsu Product Support Professional." At the conclusion of this fourth comprehensive training session, an inaugural group of four PSSRs earned their 100 hours of course credits and the status of "Product Support Professional." ■

At the training session, Bill Gosse of Komatsu Parts (right) taught PSSRs the finer points of using an ultrasonic tool to measure undercarriage, while Rainer Krautwald (below) went over technology skills that will help them better meet their customers' parts needs.





# You don't have to gamble on used equipment

The contracting business is enough of a gamble, so don't gamble on used equipment. Komatsu Distributor Certified Used Equipment is a sure bet when you're looking for high-quality, affordable machines. Each machine is inspected and evaluated by your Komatsu Distributor's certified service technicians to ensure they meet factory specifications — and deliver maximum productivity. All the cards are laid out on the table so you'll know what you're buying. What's more, your Komatsu Distributor "ups the ante" on the value of the equipment with special finance and warranty plans as well as strong parts and service support. To see how Komatsu Distributor Certified Used Equipment can help deal you a winning hand on your next job, contact your Komatsu Distributor today.

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# GETTING YOUR MONEY'S WORTH

## How Komatsu Distributor Certified used equipment assures you of a good deal

**T**here are many reasons to buy used equipment. You may not have a long-term need for a particular piece of equipment, but you need something to get through a season or two. Perhaps you need something right away and a used machine is what's available. Or maybe you simply can't afford, or don't want to buy new equipment.

Regardless of your reason or reasons for buying used, you still want a good deal. Now, with Komatsu Distributor Certified used equipment, you can be assured you're getting just that. Why?

"The number one reason is that a Komatsu Distributor Certified used machine has been thoroughly inspected and we let the buyer see the inspection report," said Lee Haak, director of Komatsu ReMarketing, which oversees the program. "There's nothing hidden and no ulterior motive or agenda. We want the customer to know exactly what he's getting. To prove that we're confident in the quality of the machine, if it meets our established criteria, we offer a factory extended warranty as well."

Haak says the buyer gets additional peace of mind from the fact that the used machine is Distributor Certified. "Your local Komatsu distributor is the one certifying the machine and he has a vested interest in seeing to it that you're happy as a customer. He wants you as a customer today and wants to keep you as a customer tomorrow. So if there ever is an issue, you know the distributor is going to stand behind the product and be fair."

### Added value

For the equipment buyer, the benefits of the Komatsu Distributor Certified used equipment program are obvious. You're getting a machine with a background you're assured of, and you're

getting it at a price well below new. But Haak says the real beauty of the program is that it benefits all Komatsu equipment owners.

"In addition to buyers, the program is also a big plus for people who are looking to sell Komatsu machines," he explained. "If a customer wants to upsize or upgrade to a newer model, the Komatsu Distributor Certified used equipment program rewards him by paying top dollar for high-quality, well-maintained Komatsu machines that are part of a trade-in. In other words, by providing an outlet for late-model, low-hour machines — or higher hour units that have been well taken care of — the program boosts the resale or trade-in value a customer can expect to get and thereby increases the overall value of owning a Komatsu fleet." ■

The Komatsu Distributor Certified used equipment program includes a thorough inspection to ensure that a used machine meets established standards. Many contractors have found the program is not only an excellent source of high-quality used equipment, but it has also raised the value of their entire Komatsu fleet.



For more information on Komatsu Distributor Certified used equipment or for a listing of machines, call the sales office at our branch location nearest you, or visit [www.equipmentcentral.com](http://www.equipmentcentral.com).





# MODERN MACHINERY

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
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### CRAWLER DOZERS



KOMATSU D275A-2	U BLADE, RIPPER	10115	1994	22859	POR
KOMATSU D155AX-5	SU BLADE, MS RIPPER, AC	70235	2001	5564	\$289,000
KOMATSU D61PX-12	PATBLD, OROPS	B1577	2001	3814	POR
KOMATSU D38E-1	PAT BLD, SWEEPS, RIPPER	86164	1999	2903	\$49,000
DRESSTA TD12C	PAT BLD, OROPS, GRAPPLE	967		6832	\$25,000
CAT D8R	U BLADE, RIPPER	7XM02035	1998	12422	POR
CAT D8R-II	U BLADE, SS RIPPER, A/C	6YZ00990		6192	POR
CAT D4CXL III	DOZER	1FW286	1998	4416	\$42,500
CAT D3C	PAT BLD, OROPS	6SL1888	1996	4520	\$37,500
DEERE 450GLT	DOZER	810687	1995	3833	\$36,900

### WHEEL LOADERS



KOMATSU WA200L-5	2.5YD, 3.5YD, A/C, ECSS, QC, 3SPL	65785	2005	1101	POR
KOMATSU WA250-3MC	3.0YD, RDLS, A/C, ECSS, QC	A71857	2003	1812	POR
KOMATSU WA320-3MC	DAIRY SPEC, GP BKT	A31598	2001	10527	POR
CAT 980G	LOADER	2SR508	1998	5865	\$277,500
CAT 950G	LOADER, QC, GP BKT	3JW2784	2002		POR
CAT 950G	LOADER	X2JS0495	1998	7259	\$107,900

### HYDRAULIC EXCAVATORS



KOMATSU PC750LC-7	18'A, QC	20003	2004	3234	\$475,000
KOMATSU PC600LC-7	14'A	20004	2004		POR
KOMATSU PC300LC-6LC	10'6"A, 21'3"B, A/C, BKT, BREAKER, PIPES	A81139	1998	8600	\$90,000
KOMATSU PC228USLC-3N	9'6"A		2006		POR
KOMATSU PC200LC-7B	9'7"A, 42" B&C	C50654	2005	5	POR
KOMATSU PC160LC-7	8'7"A	K40779	2005	8	POR
KOMATSU PC150LC-6	8'7"A, A.C, THUMB	K30349	1998	5300	\$69,000
KOMATSU PC128US-2	8'2"A, 33" BKT, A/C 72982 BKT	5615	1999	1984	\$79,000
KOMATSU PC120-6E	8'2"A, AUXHYDS, RBRPADS	62314	1999	3188	POR
DEERE 892E	EXCAVATOR	EX011020	1994	7294	\$45,000
CAT 330L	EXCAVATOR, BKT, THUMB	6DR01237	1997	10546	\$85,000
CAT EL240B	EXCAVATOR, BKT, THUMB, QC	5WG344			\$37,000
CAT 325BL	EXCAVATOR	7EN00341	1999	2522	\$129,000
CAT 322BL	EXCAVATOR, 40" B&C	1YS261	1996	10969	\$56,500
CAT 315L	EXCAVATOR, BKT, THUMB, QC	6YM594			\$42,000
CAT 307SSR	EXCAVATOR	2FL697	1993	6209	\$17,000
LINKBELT 210LX	LINK BELT, QC, 42" BKT	K3J26224	2002	3457	POR

### MOTOR GRADERS

KOMATSU GD650A-2CY	GRADER W/SCARIFIER	210426	2000	1820	POR
KOMATSU GD670A-2CY	GRADER W/RIPPER	203670		3106	POR
CAT 14H	GRADER	7WJ02219	2002	5409	\$335,000
LEEBOY 685	CANOPY, AWD, FRT PLOW	42648	2005	49	POR

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## FORESTRY EQUIPMENT



CAT TK1051	W/DISC SAW	TK105V9HZ001	2001	5700	\$165,000
TIMBCO T420	W/BAR SAW	T4C027071590	1990		\$30,000
TIMBCO T425C	W/BAR SAW	AT4C11670917	1997	7483	\$120,000
TIMBCO T445C	W/BAR SAW	FT4C62805189	1995	9023	\$59,000
TIMBCO T445C	QUADCO	FT4C83802229	1996	9186	\$150,000
PRENTICE 620FB	33"TM BAR SAW	620P53941		7999	\$100,000
VALMET 890	FORWARDER	8909003	1996	11923	POR
VALMET 890.6	FORWARDER	8906009	1998	6649	POR
HITACHI EX220	LOG LOADER/JEWELL	15D10564	1997	8315	\$110,000
THUNDERBIRD 1238	LOG LOADER	E11018		10640	\$99,000
KOMATSU PC220LL-6L	PPM STROKE DELIMBER	A85001	2003	202	POR
KOMATSU PC270LC-7L	PPM STROKE DELIMBER	A86278	2005	2	POR
DAEWOO S220-V	D3200T	1016	2000	6250	\$125,000
DAEWOO S290-5	W/DM3500 DELIMBER	1041	2000	7846	\$60,000

## HAUL TRUCKS



KOMATSU HD325-6A	31-YD HAUL TRK, STD BED	6275	2004	419	POR
KOMATSU HD325-6A	31-YD HAUL TRK, LINED BED	6363	2005	342	POR
KOMATSU HD325-6A	31-YD HAUL TRK, LINED BED	6364	2005	406	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2556		2478	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2559		21956	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2551		22045	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2552		19548	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2553		21116	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	A3004			POR
CAT 785	150-TON HAUL TRUCK	8GB00130		45000	POR
CAT 785	150-TON HAUL TRUCK	8GB00132		44000	POR
CAT 785	150-TON HAUL TRUCK	8GB00138		44700	POR

## AGGREGATE EQUIPMENT

KOMATSU BR380JG-1	JAW CRUSHER	1262	2005	9	POR
PIONEER FT4250	TRACK MOUNT IMPACTOR	405234	2005	303	POR
JCI K300	KODIAK CONE PLANT	PC323803	2003	1782	POR
JCI K300	K300 CONE PLANT	PO40221	2004	659	POR
KOLBERG 391	SCREEN PLANT	403102	2001	2585	\$140,000
KOLBERG 391	SCREEN PLANT	403204	2001	2700	\$130,000
FABTEC 5X16	WASH PLANT	5163W24605	2005		POR
JCI 6203-32	SCREEN PLANT	SO21027	2003		POR
KPI 36X100	SIDE FOLD STACKING CONVEYOR	405654	2005		POR
MODERN 36X120	STACKING CONVEYOR	NSN	2004		POR

## MISCELLANEOUS



BLAW KNOX PF5510	PAVER/OMNI 3	55102601	1999	1500	\$120,000
LEEBOY 8500	LOW DECK	1358	1998	3600	\$49,500
LEEBOY 8500	HIGH DECK PAVER	2229HD	2000	1053	\$55,500
ATLAS COPCO ROC722HC	DRILL	BRE07545B		14895	POR
ATLAS COPCO ROC748	DRILL	961189	1996	12696	\$125,000

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