

WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2007 No. 3

Featured in this issue:

BRAINTREE HIGHWAY AND WATER & SEWER DEPARTMENTS

Keeping the community thriving requires
new projects and ongoing improvements
in this Massachusetts town

See article inside...



Tom Whalen,
Director of Public Works

KOMATSU

A MESSAGE FROM THE PRESIDENT



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Dear Equipment User:

The 2007 construction season is going more or less according to form. It was expected that this would be a transition year, and by most accounts, the transition is a fairly smooth one.

Housing is down nationwide. We knew it would be. But remarkably, nonresidential building has increased, as has public construction activity. The total volume of construction at the midway point of the year will likely be down slightly from a year ago, but following double-digit gains for several years running, it's not all bad to be able to catch our breath a bit and let supply do some catching up with demand.

As for the future, many industry experts believe that housing either already has, or will soon reach bottom, and will begin to tick back up later this year and next. With that, another round of significant growth could be in store.

At C.N. Wood Co., Inc., we're excited about the present and the future of our industry. We look forward to working closely with you to have the products and services you need to be successful, regardless of the type of market we're in.

One such product we're very excited about is Komatsu's new mid-size hydrostatic dozer, the D51EX/PX-22. At roughly 28,000 pounds and 130 horsepower, it's bigger, stronger and more productive than its predecessor, the D41. It's also highly fuel-efficient. You can read more about the D51 in this issue of *Wood Works*. We invite you to demo it against the competition if you're looking for a dozer in this popular size class. We think you'll be impressed.

As always, all of us at C.N. Wood want to help you be more productive, more efficient and more profitable. If there's anything we might be able to do for you, please don't hesitate to call.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
President



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WOOD WORKS

IN THIS ISSUE

BRAINTREE HIGHWAY AND WATER & SEWER DEPARTMENTS

Read how these departments work together to keep the town of Braintree, Mass., thriving.

GUEST OPINION

Allen Schaeffer, Executive Director of the Diesel Technology Forum, comments on the new low-sulfur fuel now being produced for off-road vehicle use and its impact on the construction industry.

NEW PRODUCTS

Komatsu's new D51 dozers maximize visibility, productivity and control and offer large capacity along with precise control.

MORE NEW PRODUCTS

If you're looking for a tight-tail-swing excavator that offers increased production capability, the new Komatsu PC138USLC-8 has got what you need.

UTILITY NEWS

Find out what differentiates Komatsu skid steer and compact track loaders from the competition.

SERVING YOU BETTER

See how Komatsu's KOMTRAX equipment-monitoring system can help you get the most out of your equipment investment.

AT YOUR SERVICE

C.N. Wood's Tim Clifford, a service technician in Woburn, recently took "Iron Man" honors at a national Komatsu contest.



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A SALUTE TO A CUSTOMER

BRAINTREE HIGHWAY AND WATER & SEWER DEPARTMENTS

Keeping the community thriving requires new projects and ongoing improvements in this Massachusetts town



Tom Whalen,
Director of
Public Works

The Highway and Water & Sewer departments play an important role in the everyday lives of the 34,000 residents of Braintree, Mass., not to mention the 150,000 additional people who drive in daily to work or shop in the town.

“Braintree Public Works, which includes the Highway Department and the Water and Sewer Department, maintains the town cemetery, works on the town’s compost site, and does all the engineering involved,” said Tom Whalen, who has been Director of Public Works since January.

Department heads include Richard Grey, Highway Superintendent; Stephen O’Brien, Assistant Highway Superintendent; Walter Sullivan, Superintendent of Cemeteries and Bob Campbell, PE, Town Engineer.

Work is ongoing in all departments, according to Whalen, particularly right now in the water and sewer department, the area he headed until his promotion earlier this year. He has worked for Braintree for more than 25 years.

Braintree Highway and Water & Sewer departments run these two Elgin Pelican SE street sweepers at least 10 months a year, weather permitting. “The operators like them,” reported Director of Public Works Tom Whalen.

Continuing projects

“We’re constantly replacing sewer stations and upgrading them,” noted Whalen. “We try to do one or two a year. The major project we have going right now is designing and building a new water treatment plant. We’ll be replacing one that was built in 1934.”

Fourteen employees work for the two departments, which have a goal of replacing all the old services in the town. “This year our goal is to replace somewhere around 500 to 600 water services to homes,” said Whalen.

With a total of between 2,500 and 3,000 services to be replaced, crews will still be working on that project for years to come. “With all our plans, we’re going to be busy for the next 100 years,” laughed Whalen.

The departments also offer town residents curbside leaf and Christmas tree pickup. The plant waste goes to Braintree’s compost site. “About every two weeks we have to turn over the compost, so that’s an ongoing project,” described Assistant Highway Superintendent Stephen O’Brien. “We’ve done that for the past 25 years.”

Winters can be costly

Winter weather can also play a role in the departments’ work load. “We can have between 10 and 20 water main breaks every winter, depending on how deep the snow is,” said Whalen. “When there’s not much snow and we get into the deep frost, we get a lot of water breaks.”

Another problem crews are tackling is the placement of fire hydrants.

“When the roads were designed years ago, the hydrants were put right on the curb line,”





Foreman T.J. Whalen is at the controls of Braintree's new Komatsu PC50MR compact excavator. The town used the PC50 to lay 450 feet of new eight-inch water main line and install service to home owners and a new fire hydrant last fall. "It's awesome for getting in tight spaces," Whalen commented.

said Whalen. "After a big snow, when the road crews are going around with a wing plow and the hydrant is buried, it's often hit and we have to repair it. Now we're putting the hydrants all on the backside of the sidewalk. They're out of the way and it's easier for the plows as well as the sweepers."

To keep up with all the work necessary to keep the water flowing and the sewers pumping, Whalen said it's important to have the right equipment and to keep it maintained. Although all Braintree's purchases go out for bids, they have worked with C.N. Wood's Woburn, Mass., branch and Sales Representative Stephen Russell for several pieces of equipment during the past few years.

New Komatsu PC50MR excavator

Braintree's newest machine is a Komatsu PC50MR excavator, purchased in the spring of 2006. Crews recently used it on a job to replace 450 feet of eight-inch water main on Miller Avenue in Braintree.

"This machine is excellent," said Foreman and Operator T.J. Whalen. "It's awesome for getting in tight spaces. I can work 360 degrees

because it has the offset boom, which is really nice if I'm working close to a wall."

There's less maneuvering than when using a backhoe, added Tom Whalen. "It has a little longer reach, so the operator can lower the pipe all in one maneuver," he said. "He can dig the trench 18 feet, drop the pipe in and just keep moving with it. It's a nice piece of equipment."

The Miller Avenue project, which included putting in all new water services to the houses as well as putting in a new fire hydrant, took about two weeks to complete.

T.J. Whalen added that he uses the thumb attachment all the time. "It's one of the best things on this machine because I can use it for picking up rocks and moving pipe around," he said.

The PC50 has both a 24-inch bucket as well as a 36-inch grading bucket, which T.J. Whalen said is great for cleaning up after the job is complete.

More equipment from C.N. Wood

Braintree also purchased a Vactor 2100 from C.N. Wood in 2003, which is used for flushing out sewer mains and vacuuming out debris from the sewer system. "We use it just about

Continued . . .



Stephen O'Brien,
Assistant Highway
Superintendent



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Right equipment keeps projects moving

... continued



The Braintree Highway and Water & Sewer departments use a Vactor 2100 to flush out sewer mains and vacuum debris from the sewer system.

Braintree Assistant Highway Superintendent Stephen O'Brien (left) frequently works with C.N. Wood Sales Representative Steve Russell to meet Braintree's equipment needs.



Braintree has two municipal tractors, which it uses for plowing sidewalks, mowing the landfill and roadsides, and sweeping.



every day and we've had no problems with it," said Tom Whalen.

Other machines from C.N. Wood include two Elgin Pelican SE street sweepers, also purchased within the last couple of years. "The operators like them," reported Whalen. "They sweep at least 10 months a year, weather permitting. If it's below freezing, they don't sweep, but they get back on the roads when it warms up."

Braintree also has two Trackless municipal tractors from C.N. Wood. "Our crews use the four-season vehicles for plowing sidewalks, mowing the landfill and roadsides, plus sweeping in the spring," noted Assistant Highway Superintendent Stephen O'Brien.

For regular servicing of the machines and minor repair work, in-house mechanics take care of the equipment. But for major work, they turn to C.N. Wood.

Teamwork emphasized

Although one piece of equipment may be owned by the sewer and water department and another might be owned by the highway department, they are often switched between departments when necessary.

"Everybody works together when equipment is needed," said Whalen. "It has to be a team effort to make everything work. We have a bunch of good guys here and they are hard workers. Many towns and cities don't have the manpower or the capability to do what we do, and it's a big savings. They do a good job.

"All our department heads meet every Wednesday morning to make sure everyone's on the same page and heading in the right direction," noted Whalen. "Of course, we all drop what we're doing and go to an emergency when necessary. There are plenty of those."

That's one of their biggest challenges, he added. "We just don't have enough manpower. We would like to be able to build up the staff so we can do more projects and stay ahead of things, rather than just reacting to emergencies. But our guys do a great job, and we try to take care of all the equipment we have so we can get as much life out of the machines as possible." ■



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CLEANER DIESEL

Construction and mining equipment will soon be using a less-polluting fuel blend

On June 1, the nation's refineries began producing low-sulfur diesel fuel for use in off-road equipment. The new fuel will wind its way through the distribution system so that by December 1, construction and mining equipment will switch to diesel containing nearly 85 percent less sulfur. This new off-road fuel has a sulfur content of 500 parts per million (ppm), reduced from approximately 3,000 ppm in the previous blend.

"June 1 marks an important next step on the road to clean diesel," said Allen Schaeffer, Executive Director of the Diesel Technology Forum. "Last year saw the nationwide availability of on-highway ultra-low-sulfur diesel fuel enabling manufacturers to engineer the cleanest diesel trucks ever. This new fuel will begin bringing the same benefits to off-road equipment."

By 2010, sulfur levels in most non-road diesel fuel, including construction and mining, will be reduced to 15 ppm, making it possible for engine manufacturers to use advanced exhaust-control systems that significantly reduce emissions.

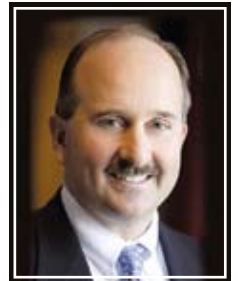
"Diesel-powered machines and off-road equipment, from farm tractors to excavators, perform essential functions that are vital to our economy and quality of life," said Schaeffer. "They help to grow our food and bring it to market; build our homes and communities; mine our natural resources; and protect public safety by providing emergency power in times of crisis."

Diesel is the predominant, and in some cases, exclusive source of power for many important sectors of the economy, including construction, where nearly 100 percent of

equipment — about \$17 billion worth — is diesel-powered.

"Diesel engines are the workhorses of the America economy, offering an unmatched range of performance and economic advantages over other forms of energy," said Schaeffer. "The advantages include more power, greater energy efficiency, increased safety, better durability and suitability for very large applications.

"This new off-road fuel, combined with innovative engine technology, will dramatically reduce diesel emissions, with far-reaching clean-air benefits," he added. "The diesel industry is committed to being a part of the clear-air solution without sacrificing the power, reliability, maintenance and fuel economy of modern diesel equipment." ■



Allen Schaeffer,
Executive Director,
Diesel Technology
Forum

By year's end, off-road diesel equipment used in construction and mining will switch to low-sulfur fuel. The new fuel will drastically reduce diesel emissions, contributing to cleaner air.





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NEW PRODUCTS

NEW DOZERS

Komatsu introduces midsize D51EX-22 and D51PX-22 models that maximize visibility, productivity, control

Buying a new dozer can often be challenging. Should you choose one that offers large capacity for pushing massive amounts of material, or go with a smaller one that offers more precise control for fine grading? With Komatsu's new midsize D51 model dozers, you can have the best of both.

"The new D51s are extremely versatile machines," said Armando Najera, Product Manager, Crawler Dozers. "They are very effective for final grading, but can also be used as high-production pushing machines. It's a good combination for someone who needs both applications from one machine."

Komatsu introduced its new models, the standard D51EX-22 and the wide-track D51PX-22, with visibility, productivity, durability and fuel efficiency in mind throughout a wide range of applications, including construction, site preparation and forestry. The D51PX-22 offers low ground pressure for customers who need better floatation while working in wet or other less-than-ideal conditions. Its long track on ground and low center of gravity help keep the D51 stable during slope work.

Both D51 models come with a Komatsu 6.69-liter Tier 3 emissions-certified engine that provides 130 horsepower at 2,200 rpm, an increase of 20 horsepower (15 percent) more than the D41. The turbocharged engine has direct fuel injection and air-to-air aftercooling to maximize power, fuel efficiency and emission compliance. The engine is rubber-mounted to the main frame to minimize noise and vibration. Each dozer has an operating weight that exceeds the D41s by more than 3,000 pounds.

A hydrostatic transmission allows for quick-shift (three-speed) or variable-speed

(20-speed) selection, giving the machines maximum efficiency during fine- or rough-grading operations with travel speeds to match job conditions and operator preference. The transmission consists of dual-path closed circuits with variable-displacement piston pumps and travel motors. It eliminates steering clutches and brakes, which allows for smoother turns.

Lower cost per yard

Despite its high power rating, the D51 stays smooth during dozing, permitting the operator to approach objects accurately, even in corner grading and sidewall operations. That keeps more material on the large, angle-tilt blade,

Continued . . .

Brief Specs on Komatsu D51 Dozers

Model	Operating Weight	Output	Blade Capacity
D51EX-22	27,778 lbs.	130 hp	3.5 cu. yd.
D51PX-22	28,881 lbs.	130 hp	3.8 cu. yd.

Komatsu's new D51 model dozers offer more horsepower and increased fuel economy.



New D51 models have plenty to offer

... continued

making it a more productive machine. The D51s have a blade capacity of 3.5 to 3.8 cubic yards.

"Fuel consumption per yard of dirt is excellent with the D51," reported Najera. "That's due in part to the large horsepower, plus a large blade to move more material faster. In addition, we designed the D51 with Komatsu's Super-Slant nose so the operator has a better perspective. This revolutionary design exposes the top of the blade, giving the operator visibility that is critical for faster and more accurate dozing. It allows the operator to see more of the blade and material, which improves control and increases efficiency and productivity."

Operating the blade is easy with a Palm Command Control System travel joystick designed to let the operator maintain a relaxed posture without sacrificing control. The blade-control joystick uses the Proportional Pressure Control (PPC) valve for fine control of machine operation. The low-effort joystick controls all directional movements, including travel speed and counter-rotation. Blade lever stroke is directly proportional to blade speed, regardless of the load and travel speed, thanks to the Closed-center Load Sensing System (CLSS). The result is better fine controllability.

More durable with easier service

In addition to a more powerful, smoother machine, Komatsu D51 dozers are rugged. A heavy-duty, large-link, large-bushing-diameter undercarriage features wider sprocket teeth,

a thicker box section and fewer welded components to extend undercarriage life. The sprocket teeth are segmented to reduced service time compared to solid sprockets designs. Each of the segments can be replaced without splitting the track. A two-carrier roller design maintains track tension and alignment. Komatsu reduced component complexity and used a modular design for increased durability and serviceability.

Servicing the D51s is easy with a swing-up fan that has a gas strut-assisted lift-locking system to provide easy access to the radiator, oil cooler and charge air cooler. The electronically controlled, hydraulically driven fan not only helps decrease fuel consumption but also provides a "clean mode" to help keep the cooling cores clean. Remote grease points simplify lubrication of the C-frame pivots, equalizer center pins and angle cylinder bearing. A monitor system provides on-board diagnostics and critical information, such as operating condition status, and notifies the operator when an abnormality occurs. Fault codes aid troubleshooting and reduce downtime. The monitor provides service reminders for fluids and filters as well. Providing KOMTRAX as standard equipment gives the customer remote access to key machine information essential for a maintenance program.

Operator comfort enhanced

Operators will also appreciate the comfort of the D51 models, which feature a new forward cab that's large and quiet, with integrated ROPS/FOPS. Large glass windows provide good visibility all around the machine. In addition to the slanted nose design, the sides and back of the cab are slanted to give the operator better views all around the machine. Internal cab air pressure and air filters help reduce dust from entering the cab, and new cab damper mounts suppress noise and vibration when traveling over rough terrain.

"A comfortable operator is a productive operator, and we've taken that into consideration in designing the D51s," Najera commented. "It goes hand-in-hand with providing more visibility, increasing fuel efficiency and making a more powerful machine that owners can use to push more material than ever before in this size class." ■

Komatsu's new D51PX-22 wide-track dozer features low ground pressure for better floatation while working in wet or other less-than-ideal conditions.



MORE NEW PRODUCTS

PC138USLC-8

New tight-tail-swing excavator offers increased production capability

In the past year, Komatsu introduced its new Tier 3-compliant conventional excavators that were designed to provide increased production. Now, Komatsu brings the same traits to its tight-tail-swing PC138USLC-8.

The PC138USLC-8 offers 7 percent more horsepower and an increase in operating weight from its predecessor. Its lifting capacity is superior to a conventional PC120LC-6 excavator with 27 percent less tail swing, making it perfect for digging in tight quarters and working in congested areas.

Power is maintained throughout the digging cycle by improved hydraulics that feature Komatsu's HydrauMind™ system with load-sensing and pressure-compensated valves, resulting in better swing acceleration and steering performance. High-pressure, in-line filters are installed at the pump discharge ports for added hydraulic system protection.

Operators can constantly monitor the machine through a seven-inch, multifunction, color monitor that allows them to set the machine to one of four modes (Power, Economy, Lifting, and Breaker Operation and Attachment) designed to match engine speed, pump delivery and system pressure for maximum efficiency in all applications. The monitor also displays automatic air conditioner and machine maintenance information and images from the standard-equipped counterweight camera.

Larger, quieter cab

The monitor is just one feature of a larger cab. Newly designed for high levels of productivity and efficiency, it's quieter with less vibration. A high-back seat and additional leg room are also part of a more comfortable work environment.

In addition to all those features, the user will benefit from less downtime for maintenance. The replacement interval for the hydraulic oil and filter is longer, and the engine oil filter and fuel drain valve are remote-mounted for easy access.

"This is a great machine for anyone who needs a tight-tail-swing excavator with excellent power," confirmed Trenton Glore, Komatsu Product Marketing Manager, Hydraulic Excavators. "The applications are nearly endless, whether the owner is a landscaping contractor, a utility installer or a highway contractor working with limited space. It can benefit nearly any company that does excavation work." ■



Trenton Glore,
Komatsu Hydraulic
Excavators Marketing
Manager

Brief Specs on the Komatsu PC138USLC-8

Model	Operating weight	Output	Bucket Capacity
PC138USLC-8	31,107 - 32,568 lbs.	92 net hp	0.34 - 1.0 cu. yd.

With 7 percent more horsepower, increased operating weight and 27 percent less tail swing, Komatsu's PC138USLC-8 tight-tail-swing excavator is ideal for limited-space jobs that demand productivity and power.





UTILITY NEWS

HIDDEN VALUE

Komatsu skid steer and compact track loaders are packed with valuable standard features

All skid steer loaders (SSL) and compact rubber-track loaders (CTL) are not created equal. Komatsu packs a ton of value and modern features in a small package where some other brands are just satisfied with the status quo.

With every Komatsu SSL and CTL you get standard features that are often not available or are an added cost option on other brands.

- **Pilot Proportional Hydraulic Joystick Controls (PPC)** provide the ultimate in comfort and control. Instead of manipulating drive levers and foot pedals, Komatsu operators can sit back in the standard suspension seat and operate all loader functions with the low-effort, right-hand joystick and operate all drive functions with the left hand lever. For owners who want more traditional left- and right-hand drive system, a pattern change valve is available as an option.

- The **two speed transmission** is a Komatsu exclusive. Komatsu is the only SSL and CTL manufacturer that makes two-speed drive standard on every model. Two-speed allows the operator to put more engine power through the transmission in low range and travel up to 7.5 mph (12 kph) in high range for exceptional productivity, especially in load-and-carry operations.

- Every Komatsu SSL or CTL features a high-output **turbocharged diesel engine**. No competitor can claim this. Turbocharging provides efficient fuel burning and helps the machine operate efficiently at all times, even at altitude.

- The two-piece **lap bar design** is easy to operate and contains the machine instrumentation, function warning system and gauges. All the operator needs to do is look down to see all gauges and warnings at a glance.

- Nobody likes to wear a muddy or dirty seat belt. That's why every Komatsu SSL and

CTL is equipped with a **retractable seat belt** as standard.

- Komatsu compact track loaders are equipped with a **five-roller track system** to keep track deflection and damage to a minimum. They also feature **triple-flange rollers and track guides** to allow use on slopes without detracking. Some competitive models strongly advise against using their CTL on sloped ground, gravel or pavement.

- The **flat floor** provides all-day comfort for the operator and the **foot accelerator** provides an alternative means of operating the machine at lower throttle settings when maximum performance is not required.

- Sealed pins allow Komatsu to extend the **lubrication interval to 250 hours** rather than the typical 10 hours of some other brands.

It's said, you get what you pay for. Compare Komatsu and you'll understand what that really means! ■

Brief Specs on Komatsu Skid Steer & Compact Track Loaders

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp



Komatsu's compact track loaders are equipped with a five-roller track system to keep track deflection and damage to a minimum. Triple-flange rollers and track guides allow for use on slopes without detracking.

SERVING YOU BETTER

THE KOMTRAX TEAM

Helping you get the most out of your equipment is a group effort at Komatsu

For more information on how KOMTRAX can work for you, contact our service department today.

The KOMTRAX team at Komatsu headquarters in Rolling Meadows, Ill., includes (L-R) IT Support Director Ken Calvert, Applications and Development Manager Chris Wasik, Administrator Amanda Abdullah, Trainer Bill Gosse, Information Manager Al Lukes, Troubleshooting Coordinator Rizwan Mirza, Distributor Development Manager Goran Zeravica and Planning & Administration Manager Steve Tateishi.

Did you ever feel as though it's you against the world when you're out on a job? For Komatsu equipment users, those lonely days are long gone.

"With all the challenges associated with earthwork today, equipment owners and managers need all the help they can get," said Ken Calvert, Komatsu Director of IT Support. "That's why Komatsu developed the KOMTRAX wireless equipment-monitoring system. It's why we install it as standard equipment on almost every new Komatsu machine that's sold. And it's why we have a team of professionals monitoring the system."

KOMTRAX provides a wealth of information, including service-meter readings, machine working hours and load factors, geofence and engine lock, cautions and abnormality codes, fuel consumption reports and maintenance notices — not just to technicians with a laptop — but to you at your office, to your distributor, and to Komatsu headquarters in Rolling Meadows, Ill.

In Rolling Meadows, Komatsu has a dedicated KOMTRAX room with electronic maps that track each and every KOMTRAX-installed machine in the country. Komatsu also has a team

of individuals there who monitor and take action on the information that's provided.

"As a manufacturer, we use KOMTRAX information primarily to get an overview of machine utilization, which helps us determine parts usage and allocate production," said Calvert. "It also alerts us to any chronic problem a particular model might have, which enables us and our distributors to take proactive measures regarding similar machines that are already in the field, as well as fixing the problem at the source for future units."

Less downtime and lower costs

"With KOMTRAX, I can pick out a machine anywhere in the country and get detailed information on it," said KOMTRAX Trainer Bill Gosse. "I can call up its work history and discover any abnormalities. KOMTRAX issues a daily report on each machine, but we also get real-time emergency alerts, like geofence violations, so we can alert the owner and authorities immediately. The bottom line with KOMTRAX is that we're able to identify and resolve problems more quickly, which means less downtime for Komatsu equipment users."

In addition to reducing downtime, Calvert says KOMTRAX, which is totally free for five years, saves equipment users money by reporting excessive idle time, by indicating if a machine is unnecessarily being run in high power mode, and by improving fleet utilization.

"We often like to say preventive maintenance inspections by a technician are beneficial for the owner because he has an extra set of eyes looking at his machine," said Calvert. "KOMTRAX takes that a step further with many extra sets of eyes looking at his Komatsu machine — and all of them are trying to improve his owning and operating experience." ■





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AT YOUR SERVICE

TOP TECH

C.N. Wood technician takes honors at nationwide Komatsu competition



**Tim Clifford,
Second place,
Iron Man Award**

Some of the very best Komatsu distributor technicians from across the country have once again showcased their troubleshooting talents at the Komatsu Advanced Technic Contest (ATC) at the Komatsu Training Center in Cartersville, Ga. This year, one of C.N. Wood's technicians took home a national honor for competing in each of the five categories, which were excavator, dozer, wheel loader, articulated truck and compact track loader.

Tim Clifford, of C.N. Wood's Woburn branch, took second place as an "Iron Man," a

designation for those who compete on each of the five machines.

The ATC is an annual competition in which technician contestants are graded on how well they can identify two problems that have been programmed into a piece of Komatsu machinery. Contestants are given one hour to work and are judged not only on whether they find the problems, but on how they use shop manuals and diagnostic tools, what questions they ask the operator/judge to help them find the problems, and how they demonstrate safety.

Valuable training

Clifford said ATC is not only a competition, but a training tool that can help sharpen the skills of technicians who participate.

"We read manuals and study for ATC before we go and during the competition we're processing a huge amount of information in a very short time," Clifford explained. "We learn a lot from the judges' comments too and from talking with the other technicians who are competing."

This was Clifford's fourth time competing in the ATC and he says he was pleased with his performance on all the machines. "This is the best I've ever done. But more importantly, our customers benefit from the added knowledge and experience we gain from competing.

"The competition definitely helps train us to focus on what we need to accomplish in a short period of time. Our customers want their machines up and running as quickly as possible. Saving time and money are important to them and that's what we always strive to accomplish," Clifford concluded. ■

At the Komatsu Advanced Technic Contest (ATC), C.N. Wood's Tim Clifford had one hour to troubleshoot equipment under the watchful eye of Komatsu judges. Clifford competed as an "Iron Man" in all five contest categories.





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TRADE SHOW NEWS

NEW ENGLAND PUBLIC WORKS EXPO

C.N. Wood shows off its newest machines at 28th annual show



Dave Capelle,
Massachusetts
Highway
Association
President

C.N. Wood staff met with customers and displayed some of the company's newest equipment at the 28th annual Massachusetts Highway Association's New England Public Works Expo June 27-28 in Marlborough, Mass.

The event, formerly known as the Mass Highway Show, featured more than 100 vendors and was conducted as a two-day

event for the first time to accommodate today's busy schedules. The show was also moved this year to a more central location at The Royal Plaza Trade Center, about 30 miles east of last year's venue at the Wachusett Mountain Ski Resort in Princeton, Mass.

"This is a great way for us to meet with our customers at one location and answer their questions," said C.N. Wood Sales and Marketing Coordinator Mike Muscarella. "Plus, it's an opportunity to introduce new products."

Equipment on display

Among the products at the C.N. Wood display were a newly redesigned Pelican sweeper from Elgin, a Vactor 2100 sewer cleaner, a Komatsu WB156 backhoe loader and a Trackless multipurpose machine.

"This is the first time customers have had a chance to see the new Pelican sweeper," said Elgin Representative Ed Beauregard. "It's been a big hit. People love the new cab. It's completely isolated and fully pressurized. It has an automobile-style air-conditioning system and it's designed so no dust will enter inside."

The show attracted municipal workers and contractors from all over the state. Seminars and educational sessions of interest were also offered to all public works personnel.

"It's a chance to see the newest technology on new equipment, like the Pelican sweeper C.N. Wood displayed," said Dave Capelle, President of the Massachusetts Highway Association. "For the employees of the towns who attend the show, it's a day to come out and evaluate all the new equipment and then pass along their input." ■



C.N. Wood Sales
Representative Roger
Vincent points out
the features of the
Pelican sweeper.

C.N. Wood displayed four machines at the 28th annual Massachusetts Highway Association's New England Public Works Expo, including this Trackless multipurpose machine.





C.N. Wood's equipment display included a Vactor 2100 sewer cleaner, a Komatsu WB156 backhoe loader, a Trackless multipurpose machine and a Pelican sweeper from Elgin.



(L-R) Sarah Bissonnette and John DeLuca from the Framingham, Mass., Water and Sewer Division greet C.N. Wood Vactor Sales Representative Bill Chapin.



(L-R) Adam Hickey, Charles Borowy, Ryan Mouradian and Sean Foley with the town of Holden, Mass., look like they're having a good time at the C.N. Wood display.



Bill Holt (left) and Bob Trainor with the town of Concord, Mass., check out the newly redesigned Pelican sweeper.



Jim Morgan (left) and Mark Diorio with the town of Billerica, Mass., stopped by the C.N. Wood display.



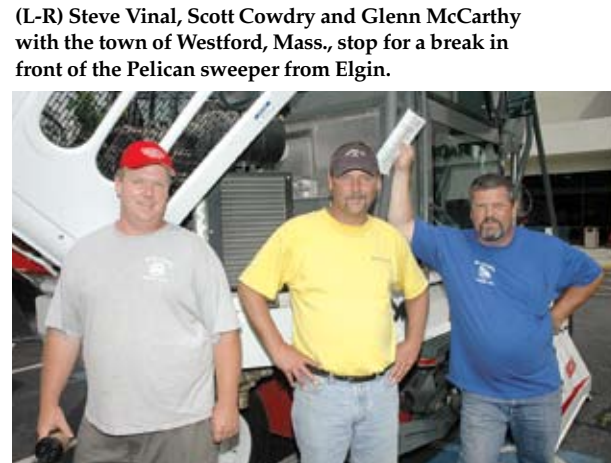
Craig Reed (left) and Joseph Jalbert with the Barre, Mass., Department of Public Works check out the equipment at the C.N. Wood display.



C.N. Wood Sales and Marketing Coordinator Mike Muscarella (left) and Elgin Representative Ed Beauregard were on hand to answer questions at the C.N. Wood display.



Mike Valenti, Director of Public Works for Pembroke, Mass., (left) enjoys a conversation with C.N. Wood Sales Representative Bill Mallard.



(L-R) Steve Vinal, Scott Cowdry and Glenn McCarthy with the town of Westford, Mass., stop for a break in front of the Pelican sweeper from Elgin.



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QUESTION: On the parts side, Frank, what is Komatsu doing to ensure that customers get the replacement parts they need in a timely manner?

F: The most significant step we've taken is to open six Regional Parts depots across the country so we can warehouse parts closer to our customers. Previously, all parts that weren't stocked at the distributorship had to come from the Komatsu Parts Distribution Center in Ripley, Tenn. Now with Regional Depots operational in Portland, Ore., Las Vegas, Denver, Minneapolis and Pittsburgh, and the last one to open in Savannah, Ga., this summer, we're in much better position to get a needed part to a customer at the start of business the next morning.

QUESTION: Do you work closely with distributors to ensure that they're carrying the right parts inventory?

F: Very closely, because it's important to customers that they be able to come into a distributorship to get all common wear parts, as well as all oil and filters, that they might need. They want to be able to replace whatever has to be replaced, then immediately get back to work. To not have those common parts is unacceptable, so we are working with our distributors and providing them with recommended stocking lists.

QUESTION: New machine models are coming out much more frequently than they did in the past. Is that a challenge for the Komatsu parts department?

F: It's a challenge on two fronts: one, having replacement parts for all the new machines; and two, having them for all the old machines that are still in service. Generally speaking, it means we and our distributors must carry a larger parts inventory. But that's okay. We take a lot of pride in the fact that Komatsu equipment lasts a

Continued . . .



Frank Pagura,
VP, Parts



Mike Tajima,
VP, Service

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.

Frank Pagura is Komatsu America Corp. Vice President, Parts Operation. Mike Tajima is Vice President, Service. They work closely together trying to improve the level of product support that Komatsu equipment users receive.

Frank grew up in Yonkers, N.Y., and graduated from the U.S. Naval Academy. After serving six years as an active-duty officer in the Navy, he went to work for Varco International, an offshore drilling equipment manufacturer, where he served in various management capacities including parts purchasing and parts planning. Frank joined Komatsu as Parts Planning and Coordination Manager in 2004 and assumed his present position as Vice President of Parts in December 2005.

Mike grew up in Nagoya, Japan, and joined Komatsu right out of high school. He went to Komatsu Technical College for two years, then in 1973, joined Komatsu's Overseas Division as Service Manager in Saudi Arabia. Eventually, he returned to Japan for more education, then had overseas postings in Turkey, the United States and Russia. In October 2006, Mike returned to Komatsu America Corp. as Vice President of Service.

"Komatsu makes great equipment, which, of course, we think is the best — but everybody in this business knows it takes a support system (parts and service) to ensure that equipment users get the most out of their machines," said Frank. "That's where our departments come into the picture," added Mike. "It's our job to see that machine downtime is kept to an absolute minimum so customers can get the production they need to be successful."

KOMTRAX is central to Customer Support System

... continued

long time. We're definitely committed to having not only all the new machine parts that our customers need to keep their equipment up and running, but also all the parts they might need for the older machines they have in their fleet.

QUESTION: Mike, what is Komatsu doing on the service side to improve customers' operating experiences?

M: We've developed a total Customer Support System (CSS). The purpose of CSS is to reduce downtime and lower repair costs for Komatsu customers by giving our distributors and Komatsu fast access to needed information that was previously not in a central location.

QUESTION: Give me an example of how CSS will do that?

M: Before introducing CSS, when trouble occurred with a machine out in the field, the operator, equipment manager or owner called the distributor's service department, which sent out a technician. The technician would typically spend time diagnosing the problem, then frequently had to go back to the shop to get the needed parts and/or tools to make the repair.

With CSS, we're able to streamline the process and cut out the waste. Now, a technician knows in advance what problem he's going out to work on. With that information, he not only spends less time troubleshooting and diagnosing, but

he's able to take with him the parts and tools he's going to need to make the repair on the first trip. It's much more efficient. The end result is the customer is back up and operating sooner, and often, the repair cost is less.

QUESTION: How does CSS accomplish that?

M: The key to CSS is machine information generated by KOMTRAX, which is Komatsu's wireless equipment monitoring system. KOMTRAX-generated information is available to the customer, and with the customer's approval, to Komatsu and his Komatsu distributor. With this information, we're able to generate a database so that when an abnormality code is displayed, we're literally able to check across the world to see if the problem has come up elsewhere, and what the corrective action was.

The time and money savings for the equipment owner is substantial. Sometimes, CSS will even identify an issue before a machine goes down. This repair-before-failure scenario is ideal.

QUESTION: What has been the reaction of customers to CSS?

M: Once we explain the benefits — specifically how KOMTRAX helps us reduce their downtime and improve their owning and operating costs — they are very receptive to the idea.

It's really where we are right now in the 21st century. In the past, Komatsu supported its equipment with the expertise and skill of its distributors' technicians. Of course, their knowledge is still a vital part of the process, but now, we can give them much more information, enabling them to do their jobs more efficiently.

QUESTION: Is such a Customer Support System unique to Komatsu?

M: All major manufacturers offer a KOMTRAX-like monitoring system. But Komatsu is the only one currently installing it as standard equipment on virtually all new machines, and the only one providing free communication services. So at this time, I'd say we're far ahead of the competition in being able to fully utilize this important tool, which once again, is all about helping Komatsu equipment users improve productivity and profit by reducing downtime and repair costs. ■

Komatsu's Customer Support System uses KOMTRAX data to reduce customer downtime. With information from KOMTRAX, Komatsu distributor technicians are often able to make faster field repairs and, in doing so, help customers keep downtime to a minimum.



Komatsu Regional Parts Depots, like this one in Las Vegas, are designed to help distributors get most parts to the customer by 7 a.m. the next morning.





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KNOW WHAT'S BELOW

New nationwide 811 "Call Before You Dig" number is now operational



Whether you're breaking ground for a new skyscraper or working in your backyard, you need to know what's under the surface before you starting digging. Now, it's easier than ever before to get that information, thanks to a new three-digit (811) number that connects you to the local One Call Center nearest you.

The 811 number went into effect on May 1, 2007. Secretary of Transportation Mary Peters joined several industry leaders at the program launch ceremony held on the National Mall in Washington, D.C. Others in attendance included Bob Kipp, President of the Common Ground Alliance (CGA), a coalition of groups that spearheaded establishment of the 811 number; and Stephen Sandherr, Chief Executive Officer of the Associated General Contractors (AGC), one of the leading supporters of the CGA.

According to those involved, 811 is a significant safety improvement for earthmoving contractors as well as do-it-yourselfers.

The new three-digit (811) "Call Before You Dig" number will make it easier for contractors and homeowners to reach the appropriate One Call Center to identify underground lines.

"AGC has the most comprehensive safety program for the industry and our members recognize that they have both a legal and moral obligation to protect their employees, the public, and public and private assets," said the AGC's Sandherr. "Both a homeowner building a deck in the back of his house and a large national contractor building a new baseball stadium in Washington begin with a shovel piercing the dirt."

Now, with 811, that piercing can be accomplished more safely, as the 811 number will make it much easier to contact the appropriate One Call Center.

The new 811 number does not eliminate local "Call Before You Dig" numbers. Rather, it works in conjunction with them by quickly and efficiently connecting callers to the local One Call Center. One of the problems previously was that not only did each local area have a different number, but it also might well have different listings, so looking up a number in a phone book wasn't always easy to do.

Now, 811 will connect callers to the local One Call Center, which notifies the appropriate local utilities, which, in turn, send crews to the requested site to mark the approximate location of underground lines for free. Digging without such an OK is not only dangerous, but illegal.

Funding for the 811 number was included in the Pipeline Safety Reauthorization Bill, signed into law by President Bush last December. ■

For more information about the 811 program and national awareness campaign, visit www.call811.com.



NEWS & NOTES

Nonresidential construction is still hot

The June payroll employment report from the Bureau of Labor Statistics shows nonresidential construction is still a potent job creator.

"Seasonally adjusted total construction employment was flat in May and down by 21,000 or 0.4 percent compared to May 2006," said Ken Simonson, Chief Economist for the Associated General Contractors (AGC). "But that masks divergent trends in nonresidential and residential construction.

"Over the past 12 months, employment in nonresidential categories climbed 2.4 percent, considerably faster than the 1.4 percent gain in overall nonfarm payroll employment," he noted. "That nearly offset the 3.9 percent drop in residential building and specialty trades employment."

Simonson points out that architectural and engineering firms are hiring workers at an even higher rate than nonresidential construction, which he says is an indicator of good news for construction during the next several months. ■

Utility equipment expo coming

If you use utility equipment — backhoe loaders, skid steer loaders, compact excavators and the like — you may want to consider attending the upcoming International Construction & Utility Equipment Exposition (ICUEE). It will be held October 16-18 in Louisville, Ky.

ICUEE, also called the Demo Expo, is a demonstration trade show that includes hands-on operational opportunities. There are also more than 40 educational sessions covering a wide range of industry topics. ■

For more information, or to register, go to www.icuee.com

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MORE INDUSTRY NEWS

Fuels tax increase proposed to meet highway funding shortfall

When the current highway and transit law, SAFETEA-LU, expires September 30, 2009, the President and Congress will be faced with some sobering funding statistics. Current Highway Account revenues are projected to be about \$35 billion in fiscal year 2010, but a new analysis of the U.S. Department of Transportation's own report to Congress shows the federal government will need to invest almost \$55 billion, and that amount would just maintain, not improve, conditions. In other words, a \$20 billion annual funding shortfall is just around the corner.

That's the finding of Dr. Bill Buechner, Vice President of Economics & Research for the

American Road & Transportation Builders Association (ARTBA). Buechner, who provided the analysis, spent two decades with the Congressional Joint Economic Committee before joining ARTBA in 1996.

An increase in the federal motor fuels excise is the most effective way to fill the void in the short term, according to Buechner, who says an increase of 10 cents per gallon is necessary to meet the government's share of the needed money. He points out that the federal motor fuels excise has not been increased since 1993, and that inflation has eroded 30 percent of its purchasing power during this time. ■



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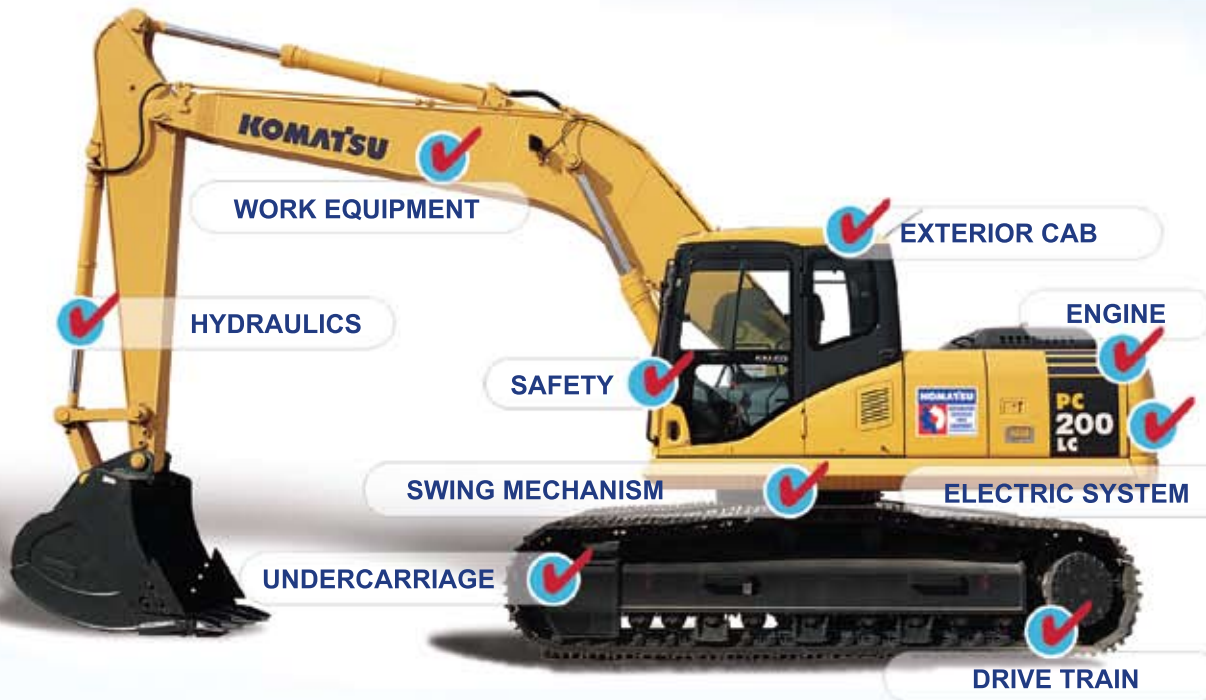


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To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."



DISTRIBUTOR CERTIFIED

MORE VALUE IN USED EQUIPMENT

Late-model, Komatsu Distributor Certified used machines include KOMTRAX monitoring system



Lee Haak,
Komatsu ReMarketing
Director



When you buy a late-model, Komatsu Distributor Certified used machine, you're undoubtedly doing so for the work it can do and the value it represents. Now, you may be getting even more value than you realize. That's because many Komatsu Distributor Certified machines that are about a year old or less have the KOMTRAX wireless equipment-monitoring system as standard equipment.

Virtually every Tier 3 Komatsu unit has some form of KOMTRAX, the most basic of which gives you a machine location, tells you whether the machine's working, and provides service-meter readings. It also includes the out-of-area alert and nighttime lockout. More advanced units include fuel consumption information, dashboard cautions, and in-depth, production-related information, such as digging hours and load frequencies.

Komatsu has been installing the KOMTRAX system in most of its new models for more than a year. "As these KOMTRAX-equipped units enter the used equipment market as Komatsu Distributor Certified machines, it's a great opportunity for used equipment buyers to get the benefits of equipment-monitoring technology," said Komatsu ReMarketing Director, Lee Haak.

Once you register the ownership of a Komatsu Distributor Certified used machine through a Komatsu distributor, KOMTRAX will deliver all that information to you free of charge, 24 hours a day on the Web. That means you can get the information anytime at your office, home or laptop. With KOMTRAX you also get a complete machine history.

"The benefits of an equipment-monitoring system are becoming clear to many contractors," said Komatsu ReMarketing Director Lee Haak. "And with Komatsu, those benefits aren't limited to machines that are purchased new. Because KOMTRAX technology is built into almost all new Komatsu machines, it stays with the machine when it's sold as a Distributor Certified used unit."

No communication fees

Most manufacturers now offer some type of Web-based monitoring system similar to KOMTRAX, but Komatsu is the only one installing it free at the factory as standard equipment. With other brands it's an option that can be installed, for a price, at the buyer's request. Equally significant, there are currently no KOMTRAX communication fees, whereas other manufacturers charge a monthly service fee for communication.

"The fact that it's free is what really brings it into the equation for used equipment buyers," said Haak. "That means, if you buy a Tier 3 Komatsu Distributor Certified used machine that's a year old, you have years of free KOMTRAX service remaining on the machine. For contractors willing to invest just a little time in setting it up and learning how to use the information, it can be a meaningful fleet-management tool." ■



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