

WOOD WORKS

A PUBLICATION FOR AND ABOUT C.N. WOOD CO., INC. CUSTOMERS • 2009 No. 1

Featured in this issue:

K.R. REZENDES, INC.

Large retail developments are the specialty
of this earthmoving contractor

See article inside . . .



Ken Rezendes,
Founder



Jim Rezendes,
President

Featured in this issue:

TOWN OF EXETER

Maintenance work for this
rural Rhode Island community
covers a lot of ground

See article inside . . .

KOMATSU



Stephen Mattscheck,
Director of Public
Works

A MESSAGE FROM THE CHAIRMAN

200 Merrimac Street
Woburn, MA 01801



C.N. WOOD CO., INC.

Tel. (781) 935-1919
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Dear Equipment User:

We're looking forward to the new year with optimism that construction will rebound. One reason we're hopeful is because of the recently approved economic stimulus package, which includes an estimated \$130 billion in construction-related spending.

No matter the conditions in the construction industry, we should all look for ways to be more efficient in our equipment use. That means using quality machinery that helps you produce more in less time with decreased fuel consumption and emissions. Komatsu has a full line of construction, utility, mining and forestry equipment that meets those standards.

You can find out about some of those products in this issue of *Wood Works*. Among them are innovative machines, such as Komatsu's largest utility excavator, the PC88MR-8; the PC200LC-8 excavator with thumb spec; and D31 and D37 dozers, which now feature the super-slant nose design. If it's mining equipment you're interested in, check out the MINExpo article to see products that have made Komatsu the leader in mining machinery.

If you need more information on any of these products, or if we can help you with any of your service needs, don't hesitate to contact us. We're here to help you in any way we can.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
Chairman



C.N. WOOD CO., INC.

WOOD WORKS

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K.R. REZENDES, INC.

Find out how large retail developments are the specialty of this Assonet, Mass., earthmoving contractor.

TOWN OF EXETER

Read how the Public Works department rises to the challenge of maintenance work for this unique rural Rhode Island community.

GUEST OPINION

David Seiders, former NAHB Chief Economist shares potential good news on the status of the housing market.

INVESTING IN THE PRESENT AND THE FUTURE

The \$787 billion American Recovery and Reinvestment Act was signed into law in mid-February. See how infrastructure spending is a crucial element of this economic stimulus plan.

DESIGN INNOVATION

Komatsu is at the forefront of design innovation with its award-winning super-slant design and other improvements to its D31 and D37 dozers.

PRODUCT NEWS

Read how the new PC200LC-8 Thumb Spec excavator offers greater lift capacity and stability in a variety of applications.

UTILITY PRODUCTS

If you're looking for an eight-ton excavator, check out the Komatsu PC88MR-8. It provides more value with money-saving features.

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K.R. REZENDES, INC.

Large retail developments are the specialty of this earthmoving contractor

K.R. Rezendes, Inc. of Assonet, Mass., is in the business of moving earth, and at the intersection of Route 1 and I-95 in Dedham, business has been very good.

That's where Legacy Place is taking shape, a 675,000-square-foot, open-air shopping center covering 46 acres. K.R. Rezendes (KRR Inc.) is moving 160,000 yards of earth as part of its site work for the project, which includes the relocation of an existing road and business to make room for the new retail establishment.

"We like to do commercial development — big retail sites — with a lot of earth to move," said Project Manager Jordan Rezendes. "We are a general road-construction, site-development and utility contractor. We've ventured away somewhat from doing road work, but still do road jobs occasionally as they come up. Site construction is the type of work we like to do."

K.R. Rezendes, Inc. Founder Ken Rezendes (left) and President Jim Rezendes (right) have had a long relationship with C.N. Wood Co., Inc. and Chairman Bob Benard.



Family leadership

That work is concentrated in the Boston metro area and southeastern Massachusetts and accomplished by a work force that — during a big job — can be as high as 150 employees. Company founder and namesake Ken Rezendes has retired, but still consults on the day-to-day operations. His son Jim serves as President of K.R. Rezendes while another son Rod manages a sister company of KRR known as JRD Inc., which Ken's late wife, Gladys, owned and managed for a number of years. Rod will also oversee large KRR projects as Project Executive — including Legacy Place. A third son, David, is the company's Equipment Manager, overseeing the shop and equipment maintenance. Project Manager Jordan Rezendes is a second cousin of Ken's.

A third generation of the Rezendes family, Rod's son, Ross Rezendes, is Assistant Project Manager for the Legacy Place job. Other key employees include General Superintendent Carlos Tavares and Site Superintendent Joe Lima.

"Everyone here does his or her part and it all works out," Jordan Rezendes said. "Ken and his sons are dedicated to the success of this company by providing the best product possible. We also have good employees in the field — superintendents and operators. They all play a big part in successfully accomplishing a job."

That work force was much smaller when Ken Rezendes went into business for himself in 1956. "I believe it was just Ken and one other guy when he got started," Jordan Rezendes explained. "They just went out and started attacking work, and as the years progressed, they took on more jobs. He was

successful at bidding and he just kept fighting his way and moving forward, building the company into what it is today."

Successful projects

As Ken came closer to retirement, his sons began taking on more leadership of the business. The work they have overseen in recent years has included the site work for Kuss Middle School in Fall River, Mass., which KRR started in the winter of 2006 and completed in August 2008.

"That was a good project for us," Jordan Rezendes said. "We had to deal with a lot of unsuitable excavation and bring in a large amount of fill, so we kept all our heavy equipment working constantly. It was a very successful project."

In the fall of 2007, KRR finished site work for a new courthouse in the town of Plymouth, Mass. KRR also spent much of 2008 working on a new parking garage at St. Luke's Hospital in New Bedford, Mass.

Rezendes said the company's biggest project up until its current work on Legacy Place was for the Silver City Galleria shopping center in Taunton, Mass., in the early 1990s. "That was probably the last time we did a project about the size of what we're working on right now," he said.

KRR began work on Legacy Place on March 31, 2008. It's an \$18 million project with a targeted overall completion date of June 10, 2009.

"It's been both stressful and exciting at the same time," Rezendes commented. "We're on a very tight schedule, but we've been hitting all our deadlines on time. We've been a couple weeks ahead on every building that we started. With the help of an easy winter, we expect to remain on schedule without a problem."

Excavator excellence

To keep that schedule intact, KRR depends on a productive fleet of equipment, including a large number of Komatsu machines acquired from C.N. Wood Co., Inc., with the help of Sales Representative Bill Mallard. KRR especially relies on its extensive fleet of Komatsu excavators, which range in size from a PC220LC to a PC600LC, including numerous



Like K.R. Rezendes, its sister company JRD Inc. relies on Komatsu equipment, such as this PC600LC excavator, to handle big earthmoving jobs.



K.R. Rezendes Operator Phil Frietas said he's been pleased with the productivity of the Komatsu PC220LC excavator. "I like how smooth and powerful it is," he said. "It's extremely productive."



The Legacy Place project in Dedham, Mass., will eventually be an open-air retail center covering 46 acres. K.R. Rezendes has moved 160,000 yards of earth for the project.



Jordan Rezendes, Project Manager

PC300LCs and PC400LCs. KRR also operates two Komatsu dozers — a D39 and a D51.

"Our Komatsu excavators are driving this project," Rezendes said of the Legacy Place development. "The excavators are our backbone. Without them, we're not doing anything."

KRR Operator Phil Frietas has spent a lot of time on the Komatsu PC220 excavator and said he's been pleased with its productivity. "I like how smooth it runs and how easily I can clean

Continued . . .

Komatsu excavators meet varied jobsite needs

... continued



K.R. Rezendes has a couple of Komatsu dozers in its fleet, a D39 and this D51EX.



(L-R) K.R. Rezendes Project Manager Jordan Rezendes, Assistant Project Manager Ross Rezendes and General Superintendent Carlos Tavares can count on C.N. Wood Sales Representative Bill Mallard for assistance with their equipment needs.

K.R. Rezendes, Inc. has been pleased with the performance of its Komatsu excavators, including its PC300s. "Our Komatsu excavators are quick and have plenty of power," said General Superintendent Carlos Tavares. "Our operators like them — they're comfortable machines to work in. They're the most important machines we have."



the tracks," he said. "It's extremely productive. It's got more than enough speed and more than enough power for a smaller-model machine."

"Our Komatsu excavators are quick and have plenty of power," added General Superintendent Carlos Tavares. "Our operators like them — they're comfortable machines to work in. They're the most important machines we have."

Rezendes praised C.N. Wood for its responsiveness.

"Any time we need a piece of equipment it just takes a phone call and these guys have got it," he said. "It's on the job the next day if not that same day. They meet our needs at any time. That's very important — and a big factor in keeping our projects moving forward. If something changes and we need to switch a machine ASAP, it's never a problem."

Dedicated approach

With the right equipment, and a skilled, experienced work force to operate those machines, KRR has developed a long list of satisfied customers. "Our guys always put 100 percent into what they're doing," Rezendes said. "If there are ever any problems, we address them right away and take care of them. The problem becomes a solution."

Rezendes said it's an approach to business that dates back to the early days of the company and its founder, Ken Rezendes. "He has been dedicated over the years and has never given up," he said. "This company has become what it is today due to his vision. He's been at the core of what the company has accomplished. Now his sons are just as much a part of that core, driving it into the future and keeping it successful."

When it's finished — and all of the earthwork has been completed — Legacy Place will stand as another example of what this longtime family business can accomplish. "The more earth that's on the job to move, the more aggressive we are," Rezendes said. "That's important to us. We want to keep the dozers and excavators busy. That's where we make our money — moving earth." ■



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TOWN OF EXETER

Maintenance work for this rural Rhode Island community covers a lot of ground



Stephen Mattscheck,
Director of Public
Works

There's a uniqueness that shapes and defines every small town in America, and the southern Rhode Island community of Exeter is no exception.

Located about 15 miles southwest of Providence, Exeter has many of the features you'd expect to find in a town of approximately 7,800 people, including a town hall, library, ballfields and playgrounds.

But one of the things that distinguish Exeter from many towns of comparable size is its geographic layout. As a mostly rural community, Exeter is spread out over 58 square miles with no central village, no public drinking-water system and no sewer system.

"It takes a long time to get from one side of town to the other," said Director of Public Works Stephen Mattscheck. "It's a 13-mile drive for a truck to get to the west end. Being so spread out can make it challenging when we're trying to do everything in the tightest time

line we can, especially snow removal for the public."

Road maintenance

Mattscheck manages Exeter's Public Works Department, which totals 10 employees and has the duty of maintaining approximately 100 miles of roadway. "Public Works in Exeter oversees public building maintenance, grounds maintenance, facilities, roads, bridges, our transfer station and landfill," Mattscheck explained. "We plow snow and install new drainage. In this particular town, everything's done in-house. We don't farm work out. We very rarely hire subcontractors unless it's a specialty job we don't have the equipment for. We try to do everything ourselves, and that saves taxpayers a lot of money."

There are a variety of responsibilities, although Mattscheck estimates about 80 percent of his department's time is spent on road work. "We do everything, including patching on a regular basis — usually weekly," he said. "We sweep in the spring. We clean catch basins. We plow and sand roads. We cut overhead limbs. We have a roadside mower that we use to cut brush. We do overlay projects. We own our own paver and we have our own crack-sealing machine, so that's all part of our routine maintenance."

As a specialty project, Mattscheck's department is also in the middle of a five-year job capping one of the town's discontinued landfills. "That's a major project for us," he said. "Instead of farming out the work, we're doing it ourselves and that's saving the taxpayers millions."

The right equipment

With the landfill project in mind, Mattscheck acquired two pieces of Komatsu equipment in August of 2007 from C.N. Wood Co., Inc. with

Director of Public Works Stephen Mattscheck has been pleased with the performance of the Komatsu D51EX-22 dozer. "This new Komatsu dozer is unbelievable," he said. "The cab is redesigned and it's comfortable."



the help of Environmental Product Manager David Fera: a PC160LC-7 excavator and a D51EX-22 dozer.

"The main reason we purchased the dozer was for grading at the landfill," Mattscheck explained. "We'll hold onto it until the completion of this project and then trade it in. We also use it for other land-clearing projects.

"We bought the excavator with the idea of clearing trees at the landfill job, excavating and doing the work that needs to be done on the site, like installing drainage. We also use it for installing catch basins, especially precast — the heavy box culverts — and we'll be able to continue to use it for that in the future."

Mattscheck said several factors came into play with his decision to go with Komatsu equipment. "Fuel efficiency, word-of-mouth recommendations and dependability were all important," he said. "Product support is one of my biggest concerns. I want to know that the company that's going to provide me the equipment is also going to service and stand behind it. To this date, C.N. Wood has been exemplary as far as service goes and that's critical to our operation. Dave Fera answers his phone every time I call him. That's important to me."

Also paramount is the productivity of the equipment itself. Mattscheck said both of his Komatsu purchases have more than met expectations.

"The PC160 is fast, reliable and fuel-efficient," he said. "With its Tier 3 engine, it's very fuel-efficient, and that's more important than ever today. All of the aspects of the excavator were important, from speed to reliability to its size and weight. It was important to us to be able to transport it on the trailer and trucks we currently have."

"It's a comfortable machine," Operator John Briggs added. "I adapted to it right away. The joysticks are perfect and it's easy to operate — everything's right there."

Mattscheck said becoming comfortable with the Komatsu D51EX dozer has been equally smooth. "This new Komatsu dozer is unbelievable," he said. "The cab is redesigned and it's comfortable. The visibility is far better than any other dozer I've sat in, and I've sat in



Operator John Briggs uses the Komatsu PC160LC-7 excavator with a thumb attachment to clear trees as part of a project capping one of the town of Exeter's landfills.



Exeter Director of Public Works Stephen Mattscheck (left) acquired his Komatsu equipment with assistance from C.N. Wood Co., Inc. Environmental Product Manager David Fera.



Matt Cole, Operator

quite a few. Komatsu has made improvements on it such as the sight to the blade from the operator's seat — it's impressive."

"It has plenty of visibility to the blade," agreed Operator Matt Cole. "It's a nice, comfortable machine with plenty of power."

Public service

Along with good equipment, Mattscheck said having well-trained personnel, including Mechanic Rick Smith, has been vital to the smooth operation of his department. "Everybody does a little bit of everything here," he said. "That's the beauty of this operation. We have very talented employees. Without them we couldn't provide the services that we do for the community."

With those employees and the continued support of the town council, Mattscheck said his department is well-positioned to continue providing those services for years to come.

"We work for the public," he said. "We have the equipment and the personnel to get that work accomplished, so that's what we do, and we do it as efficiently as possible." ■

POTENTIAL GOOD NEWS

Former NAHB Chief Economist says there may be light at the end of the housing tunnel soon



David Seiders,
former NAHB
Chief Economist

Congress should consider providing further “sorely needed” economic stimulus to encourage home ownership and limit foreclosure in order to pull the U.S. economy out of recession, according to David Seiders, who recently stepped down as Chief Economist for the National Association of Home Builders (NAHB). He spoke at the NAHB’s Construction Forecast Conference.

The steep decline in sales of new single-family homes should be coming to an end in 2009, Seiders said, setting the stage for “tepid” improvement in new residential construction later this year. However, he warned, that outcome has grown increasingly

uncertain in light of the turmoil that has gripped world financial markets.

“Things are a lot worse than any of us had anticipated six months ago,” Seiders said, and the national housing market — which is the root cause of the collapse in confidence among lenders — has continued to spiral downward. “Risks are piling up on the down side. These are tough times, no question,” he said.

While remaining reasonably optimistic that a housing recovery is beginning to take shape, “The uncertainties out there are unprecedented,” Seiders observed, “and there is a growing risk that today’s major housing contraction could get even worse.”

On the brighter side, Seiders said that housing in the first half of 2009 should be helped by the \$7,500 tax credit available to first-time home buyers; legislative efforts to address foreclosures; the continuation of affordable mortgage rates; and the availability of fixed-rate mortgage financing through Fannie Mae, Freddie Mac, the Federal Housing Administration and the Department of Veterans Affairs.

Restoring affordability

Citing an increase in pent-up demand for housing, he added that declines in home prices and increases in personal income have helped to restore housing affordability to the more normal levels that existed prior to the peak of the housing boom.

However, even as the demand for housing begins to grow, housing production will be constrained by tighter credit for the loans builders and developers need to break ground on new residential projects, he said. ■

Former NAHB Chief Economist David Seiders said the steep decline in sales of new homes should be coming to an end in 2009, setting the stage for “tepid” improvement in new residential construction later this year.



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INVESTING IN THE PRESENT AND THE FUTURE

STIMULUS PASSED

Infrastructure spending is a crucial element of the recovery plan

The American Recovery and Reinvestment Act, more commonly known as the economic stimulus package, was passed and signed into law in mid-February. The total cost of the package is estimated at \$787 billion.

“The goal at the heart of this plan is to create jobs,” said President Barack Obama. “Not just any jobs, but jobs doing the work America needs done: repairing our infrastructure, modernizing our schools and hospitals, and promoting the clean, alternative energy

Infrastructure spending for items such as new utilities is a centerpiece of the new economic stimulus package.

sources that will help us finally declare independence from foreign oil.”

Of course, the \$64,000 question about this three-quarters-of-a-trillion-dollar plan is, will it succeed in its job-creation goal?

Where the money will go?

The stimulus package is a combination of direct spending, tax breaks and appropriations. Direct spending, which includes items such as higher unemployment benefits and food stamps, accounts for \$267 billion or about 34 percent of the total. Tax breaks for individuals and businesses total \$212 billion, about 27 percent of the total. The largest piece of the pie is appropriations spending, which comes in at more than \$308 billion or 39 percent of the total.

It's the appropriations spending that includes the infrastructure investments that are crucial to the construction industry. Total infrastructure spending will be about \$135 billion. If you're wondering what might be in it for you, take a look at how the Associated General Contractors of America (AGC) breaks down the act's infrastructure and public building investment provisions (see chart on next page).

According to the Congressional Budget Office (CBO), only about \$35 billion worth of stimulus appropriations will be spent by Sept. 30, which is the end of FY 2009. The CBO estimates nearly \$111 billion will be spent in FY 2010.

The Obama administration estimates the stimulus package will create or save at least 3 million jobs. ■



**Transportation
Infrastructure (in billions) \$49.3 billion**

Highway and bridge construction	\$27.5
Surface transportation grants	\$1.5
Transit capital assistance	\$8.4
AMTRAK and intercity rail	\$1.3
High-speed rail corridors	\$8.0
Airport improvement grants	\$1.1
Facilities and equipment	\$0.2
TSA explosive detection systems	\$1.0
Coast Guard bridges	\$0.24
Assistance to small shipyards	\$0.1

**Building
infrastructure (in billions) \$29.5 billion**

GSA federal buildings and facilities	\$5.6
Military construction	\$2.8
DOD facilities renovations	\$4.2
DOD energy efficiency upgrades	\$0.12
VA major construction	\$1.0
Community Development Block Grants	\$1.0
Public housing capital fund	\$4.0
HOME investment partnerships	\$2.3
Native American housing	\$0.51
Lead paint removal	\$0.1
Rural community facilities	\$0.13
National Science Foundation facilities	\$0.4
USDA facilities	\$0.2
U.S. Geological Survey facilities	\$0.14
Social Security Administration facilities	\$0.5
BLM maint. and construction (M&C)	\$0.32
U.S. Fish & Wildlife (M&C)	\$0.28
National Park Service (M&C)	\$0.75
Forest Service maint. and facilities	\$0.65
Bureau of Indian Affairs facilities	\$0.5
Indian Health Service facilities	\$0.5
Community health centers	\$2.0
FEMA infrastructure grants	\$0.3
Fire station construction	\$0.21
State Department facilities	\$0.09
DHS headquarters consolidation	\$0.2
Ports of Entry construction	\$0.7

**Water & environmental
infrastructure (in billions) \$21.4 billion**

Clean water State Revolving Fund (SRF)	\$4.0
Drinking water SRF	\$2.0
USDA rural water and waste disposal	\$1.4
Corps of Engineers	\$4.6
Bureau of Reclamation	\$1.0
Watershed infrastructure	\$0.34
Int'l Boundary and Water Commission	\$0.22
Superfund hazardous waste cleanup	\$0.7
Leaking underground storage tanks	\$0.2
Nuclear waste cleanup	\$6.0
NOAA Environmental R and I	\$0.83
Brownfields cleanup	\$0.1

**Other infrastructure \$0.15 billion****Workforce develop./safety \$4.7 billion****Energy &
technology (in billions) \$29.8 billion**

Wireless and broadband grants	\$7.2
Electricity grid	\$11.0
Weatherization assistance	\$5.0
State and local gov't energy grants	\$6.3
Diesel emissions reduction	\$0.3

Total infrastructure investment:**\$134.9 billion**



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NEW DOZERS

Award-winning super-slant design among improvements in D31, D37 models

The revolutionary design that made Komatsu's first super-slant dozer, the D51EX-22, an award winner is now available in the new D31 and D37 models. They are ideal for owners and operators looking for better visibility and performance in smaller-dozer applications.

Both new models, available in standard-track EX and wide-track PX versions, feature Komatsu's super-slant nose coupled with a new cab-forward design that puts the operator closer to the blade, while improving machine balance, ride and stability.

"Slanting the nose and moving operators forward allows them a better view all around, and especially gives them a great view of the material they're pushing," said Bruce Boebel, Komatsu Dozer Product Manager. "Cabs are larger than their predecessors, with more glass to enhance visibility, making the operator more efficient. Owners could put a new operator in these machines and be confident they'll learn how to run a dozer faster so they're productive more quickly.

"We didn't stop with improving the cab," he added. "The dozers are more durable with thick plate steel and rigid frames, and tracks are welded onto the frame, unlike most competitors, which have bolt-on track frames. Both have more horsepower than their predecessors, increasing pushing capabilities for better production and cost per yard. Couple that with new Tier 3 engines that reduce fuel consumption, and maintenance time, and they're among the most efficient dozers on the market."

Those attributes are helped by large power-angle-tilt blades that hold more material, especially useful in mass dozing. Each hydrostatic dozer has a steering system that provides smooth movement during

dozing, even in gradual turns. That also allows the operator to approach objects accurately in corner and sidewall operations.

By simply pushing a button, operators can select between variable and quick-shift speed control for maximum efficiency during fine or rough grading with optimal travel speeds to match job conditions and operator preferences. With variable speed, travel speed is adjusted through a range of 20 incremental speeds, while quick-shift allows operators to select three predetermined speed settings to match job conditions.

"All models come standard with KOMTRAX to help track utilization and maintenance," noted Boebel. "The D31 is great in residential applications and tight places for general finish work, and the D37 is a step up for those wanting a little bigger machine, but can't justify going to a larger D39. They're both great investments that will pay big dividends." ■



Bruce Boebel,
Komatsu Dozer
Product Manager

Brief Specs on Komatsu D31 and D37 Dozers

Model	Output	Operating weight	Blade capacity
D31EX-22	78 hp	18,056 lbs.	2.11 cu. yd.
D31PX-22	78 hp	18,827 lbs.	2.11 cu. yd.
D37EX-22	89 hp	18,298 lbs.	2.32 cu. yd.
D37PX-22	89 hp	19,070 lbs.	2.55 cu. yd.

Komatsu's award-winning, super-slant nose design, is now available in its new D31 and D37 models. Also available in D39 and D51 models, it allows operators a better view of the blade for increased efficiency.



ADDED VALUE

PC200LC-8 Thumb Spec excavator offers greater lift capacity and stability



Armando Najera,
Product Manager
Excavators

Komatsu's PC200LC-8 Thumb Spec excavator has the innovative features of its standard counterpart, plus a reinforced mainframe and additional counterweight for increased lifting capacity and stability when working with heavy loads at maximum reach.

When Komatsu designed its PC200LC-8 Thumb Spec excavator, it kept all the same innovative attributes of its PC200LC-8 counterpart and beefed up the counterweight to 11,113 pounds. The result was a 20-percent increase in lifting capacity compared to the standard PC200LC-8 and increased stability when working with heavy loads at maximum reach.

"This is really a great machine for anyone who's working in conditions that warrant that extra lift and stability needed in applications such as digging trenches or setting pipe and structures," said Armando Najera, Product Manager Excavators. "The thumb and bucket, as well as attachment piping, can be factory installed. The PC200LC-8 Thumb Spec also has a heavy-duty arm for improved durability and increased support for thumb installation."

Also available for customers who require factory piping is an HD Spec (Heavy Duty) that includes an HD boom, HD revolving frame under covers and HD decals. The HD Spec is a setup that is suited for demolition-type work. Other major production numbers remain the

same for both the Thumb Spec and the HD Spec, with bucket capacity between 0.66 and 1.57 cubic yards and 148 net horsepower.

"Keeping those numbers consistent means the Thumb Spec machine will continue to be productive and fuel efficient, even while handling heavier work loads," said Najera. "The PC200LC-8 Thumb Spec has increased in popularity because of that. Contractors are seeing the benefit and asking for this machine."

Efficient features

Part of its popularity comes from the standard features, similar to its counterpart, that make it among the most productive in its size class, including low fuel consumption and emissions from a Komatsu turbocharged, aftercooled Tier 3 engine. Operators can maximize fuel efficiency by using the Economy mode (one of five available modes), and using the Eco-gauge for energy-saving operations. An extended idling caution helps operators remember to shut the machine down for fuel conservation.

Operators can set the modes using an easy-to-view, seven-inch LCD color monitor in the large, comfortable cab that has damper mounting for low noise and vibration. Extended replacement intervals for engine oil and filter and hydraulic filters means less downtime. Like all new Komatsu excavators, the PC200LC-8 Thumb Spec comes with Komatsu's KOMTRAX remote machine-monitoring system.

"Like the standard PC200LC-8, this is truly a great machine that can benefit almost anyone doing mass excavation, site preparation or utility installation. The Thumb Spec is not just for customers with machines that will use a thumb," said Najera. "If they need a little extra kick or additional stability, they should consider this machine. They'll definitely see the difference." ■

Brief Specs on Komatsu PC200LC-8 Thumb Spec Excavator

Model	Operating weight	Net hp	Bucket capacity
PC200LC Thumb Spec	51,199-53,115 lbs.	148 hp	0.66-1.57 cu. yd.



EXPERIENCE PAYS OFF

Komatsu designs the ultimate eight-ton size class excavator

Komatsu recently introduced its new PC88MR-8 excavator to the North American market to much critical acclaim. There are a number of competitive units in its eight-ton size class, but the comparison ends there as side-by-side tests show that the PC88MR-8 offers more value from the start and can save more money throughout the life of the machine.

Before the test was conducted, Komatsu looked at 13 obvious areas of comparison, such as the manufacturer's own hydraulics and engine, short tail swing, fuel management features and number of working modes. In each case, the PC88MR-8 was equal to or better than the competitive model. Major areas where Komatsu stood out were working modes — the PC88MR-8 has five to maximize production and fuel economy — and fuel management features, such as auto-idle, eco gauge, Economy mode and excess idle alarm. The competition had only one mode, auto-idle.

After comparing the models, they were put to the test under controlled conditions at Komatsu's Training and Demonstration Center in Cartersville, Ga. Komatsu was the clear winner in several categories, including 15 percent faster cycle time in Production mode and nearly the same cycle time in Economy mode. The PC88MR-8 moved 6 percent more spoil per hour in the Working mode.

While the Komatsu PC88MR-8 moved more material, it used less fuel — 8 percent less in Power mode and a whopping 45 percent less in Economy mode. In the same mode, Komatsu was 22 percent more efficient in terms of cubic yards per gallon.

Continued . . .



In a side-by-side comparison, Komatsu's PC88MR-8 showed faster cycle times, moving 6 percent more spoil per hour in the Working Mode. In addition, it used less fuel, making it more efficient and productive than the competition.

PC88MR-8 offers higher productivity, lower cost

... continued

Adding to the PC88MR-8's productivity numbers is a quiet cab that's more comfortable for the operator. During the comparison, operators noted they could better hear the standard radio in the Komatsu, making for a more pleasant operating environment.

Komatsu PC88MR-8 Field Test Results

Truck Loading		PC88MR-8	Competitor
P Mode	Cycle time in seconds	12.31	14.17
E Mode	Cycle time in seconds	14.27	14.17

Komatsu had a 15% faster cycle time in Production Mode and nearly the same cycle time in Economy Mode.

Loading Amount		PC88MR-8	Competitor
P Mode	Cubic yards per hour	114.6	107.4

Komatsu moved 6.2% more spoil.

Fuel Consumption		PC88MR-8	Competitor
P Mode	Gallons per hour	2.74	2.96
E Mode	Gallons per hour	2.04	2.96

Komatsu used 8.1% less fuel in P Mode and 45.1% less in E Mode.

Fuel Efficiency		PC88MR-8	Competitor
P Mode	Cubic yards per gallon	41.9	36.3
E Mode	Cubic yards per gallon	46.9	has only one mode

Komatsu was more efficient by as much as 22.6%.

KOMTRAX saves money

In today's competitive environment, the availability of accurate operating information can improve the bottom line. Helping provide that accurate information is Komatsu's KOMTRAX system, standard on every new machine with five years of free communications. To put such a system on a machine using existing aftermarket offerings would cost well in excess of \$2,000.

Komatsu sampled the KOMTRAX information on several of its first PC88 models sold, and found the following information:

- Six of eight machines analyzed idled 50 percent of the time. That excessive idling wastes fuel, increases engine wear and adds unnecessary hours to the engine hour meter, which may affect machine resale value at trade-in time. The excess hours require more frequent maintenance resulting in higher costs. By knowing and managing engine idling time, owners can reduce maintenance costs and increase useful life and resale value.
- Those operators who idled the machine less, also used the Economy mode two-thirds of the time. Using the E mode and idling less saved nearly 60 percent in fuel consumption. Assuming a fuel price of \$3 per gallon, that equates to more than \$3,300 savings over the course of 1,000 hours of operation.

Higher resale value, peace of mind

The conclusion from Komatsu's testing and monitoring is that the PC88MR-8 is truly the ultimate eight-ton excavator. It gives owners more up-front at time of purchase and it keeps on giving with exclusive fuel-management features, five working modes to match machine performance to demand and the exclusive KOMTRAX machine-monitoring system that can enhance efficient, money-saving operation. Komatsu believes that the KOMTRAX history record will pay dividends at trade-in time with higher resale values.

For additional peace of mind, the PC88MR-8 comes with a standard three-year/3,000-hour warranty. ■



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TEST DRIVE

Demo Days attendees operate Komatsu equipment, take advantage of CMO tour

Equipment users from around the country got a close look and a chance to demonstrate machinery at Komatsu's most recent Demo Days at the Komatsu Training and Demonstration Center in Cartersville, Ga. Among the units highlighted were the PC200LC-8 excavator with thumb spec and the new D275AX-5 dozer with the patented Sigma blade.

Additional machinery included the award-winning D51-22 dozer and its smaller counterparts, the D39-22, D37-22 and the D31-22. All are available with KOMTRAX, Komatsu's remote machine-monitoring system, which customers could learn more about during the event. They also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operation (CMO), where some of the excavators and articulated dump trucks on display at Demo Days are made.

Also on site were a wide range of the latest excavator and wheel loader models, as well articulated and rigid-frame trucks, rubber-tire skid steers and compact track loaders, a GD655-3 motor grader and a BR580JG mobile crusher.

Komatsu personnel were on hand to answer questions about all the machinery, which equipment users could demonstrate.

For more information on Komatsu equipment, call your sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■



Demo Days attendees listen to a brief presentation at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Many of those attending Demo Days also took a guided tour of Komatsu's Chattanooga Manufacturing Operation, where excavators and articulated trucks are made.



Demo Days featured a wide array of Komatsu equipment.





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MINExpo REPORT

Komatsu showcases how equipment and technology work together for better production, management

When it comes to mining machines, Komatsu believes in “inventing the future” with innovative products designed to make the user more efficient, productive and profitable. It showcased the present and future of some of its largest production machinery with one of the show’s biggest displays at MINExpo in Las Vegas.

Highlighting the Komatsu display were two new electric mining trucks — the massive 960E-1 and the 860E-1KT — that provide optimal productivity and fuel efficiency. Topping 1 million pounds when fully loaded, the 960E-1 is now the largest in Komatsu’s full line of mining trucks with a 360-ton payload. Hauling that massive amount of material is no problem for the 960E-1 and its 3,346-horsepower Komatsu engine, which uses a unique dual-stage, turbo air-handling system. It has the lowest brake-specific fuel consumption at rated horsepower for its size class.

“More than a decade ago, Komatsu was the first to introduce an AC drive system for ultra-class mining trucks,” said Don Lindell, Product Manager for Mining Trucks. “That experience, along with the more than 100 million operating hours logged overall for our electric trucks, clearly puts us in the lead with these new machines. Customer feedback was also a big influence driving our design criteria for these two new models. The result is a truck that’s unrivaled for productivity, efficiency and comfort in this size class. We took great care in manufacturing the truck to be rugged and dependable, even in the most demanding applications. There are significantly fewer bearings than on other trucks, so there are fewer wear components. We ultrasonically test every weld. It’s a very innovative product.”

Komatsu added innovation to the 280-ton-payload 860E-1KT (The K stands for

Komatsu drive and the T for Trolley) as well. The 2,700-horsepower, 16-cylinder, two-stage turbocharged diesel engine is not only powerful, but Tier 2 certified for lower environmental impact. With Komatsu’s factory-installed, trolley-capable option, the 860E-1KT can be utilized on either 1,600- or 1,800-volt lines for faster propulsion uphill while the engine reduces rpm, saving fuel and extending the life of the engine compared to a non-trolley truck.

Both trucks have ultra-quiet, dynamic retarding systems assisted by four-wheel, wet-disc brakes coupled with traction-control technology that provides excellent braking force, even in difficult road conditions.

“One of the advantages is that the operator can maintain a desired traveling speed,” said Lindell. “We also made the cabs in these machines larger with better visibility. An integrated electronic dash display allows the driver to more easily see and read the gauges as well as payload data.”

D475ASD-5 Tier 2 pushes more

Komatsu displayed the latest D475ASD-5 dozer with its Komatsu 890-horsepower Tier 2



Rich Smith,
Product Manager,
Mechanical
Drive Equipment



Don Lindell,
Product Manager,
Mining Trucks

Continued . . .

Komatsu had one of the largest displays at MINExpo, including a WA1200-3 wheel loader.



Innovation helps Komatsu remain a leader in mining machinery

... continued



Tom Stedman,
Product Marketing
Manager for
Mechanical Mining
Equipment

engine that works to help the 246,000-pound-plus machine push nearly 60 cubic yards of material with its Super Dozer blade.

"The D475ASD-5 Tier 2 is great for long, consistent pushes where operators can utilize all its horsepower," pointed out Rich Smith, Product Manager for Mechanical Drive Equipment. "It



A Komatsu 860E-1KT
has 2,700 horsepower for
moving mass amounts
of material faster.



The D475ASD-5 Tier 2 dozer pushes nearly 60 cubic yards of material with its Super Dozer blade.

Komatsu's newest mining truck, the 960E-1, is also its largest with a payload of 360 tons.



uses a lockup torque converter that gets the engine's power to the tracks and down to the ground where it belongs. With the Super Dozer blade, it's about 15 percent more effective than a standard blade.

"That becomes even greater in uphill pushes," he added. "For instance, on a 12-percent or 15-percent grade, users may see 20 percent to 25 percent greater productivity advantages over a standard full-U blade. In addition, it offers greater travel speed while the engine kicks down in rpms, so it uses 3 percent to 5 percent less fuel than the competition. With today's fuel prices, that adds up significantly in a fleet of machines."

WA1200-3 leads the pack

Rounding out Komatsu's equipment offerings at MINExpo was its largest wheel loader, the WA1200-3. This machine has a 1,560-net-horsepower engine and a 26.2-cubic-yard bucket capacity in its standard configuration. An optional high-lift model provides an additional two and a half feet of reach.

The standard WA1200-3 is not only Komatsu's largest loader, but one of the world's largest at more than 452,000 pounds with a dumping clearance higher than 20 feet. It has more than 286,000 pounds of breakout force and 253,000 pounds of traction force. Steering is controlled by the Advanced Joystick Steering System (AJSS) with light, short strokes for perfect steering accuracy, and stopping is safe with closed, wet-disc brakes.

"Of the world's largest loaders, it gives the best advantage in tractive effort and digging power," said Tom Stedman, Product Marketing Manager for Mechanical Mining Equipment. "Komatsu loaders are well-known throughout the range of sizes for their powerful digging, breakout force, stability and outstanding tipping load weight and ratio, and we believe the WA1200-3 is unmatched in all these areas.

"The WA1200-3 has a wide range of applications," he added. "They are in use in all types of mines around the globe because they match up very well with our electric mining trucks. In addition, because of their stability, they make great load-and-carry machines for applications such as charging a hopper." ■

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KOMATSU'S "GREEN" COMMITMENT

VP says the company's efforts impact both the environment and customers' bottom line



Erik Wilde,
Vice President,
Product Marketing

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

Erik Wilde has been with Komatsu more than a decade, the last five as Director and now Vice President of Product Marketing.

"One of my primary missions is to help our product managers and distributors get the message out about how our products can make our customers more efficient and productive at the same time," said Wilde. "Komatsu has done that in several ways that not only improve machine and operator performance, but reduce fuel consumption and harmful emissions. We believe we're the most environmentally friendly equipment company in the market."

Wilde has seen several of the changes that have led to better owning and operating costs since he joined Komatsu in 1997 as a Warranty Coordinator and Assistant Service Engineer for mining dozers. He was with the Mining Division nearly four years before moving into the Construction Division as Product Manager of hydraulic excavators. He completed an MBA in Marketing in 2003, which led to his position as Director of Product Marketing later that year.

A San Francisco Bay-area native, Wilde has adapted well to the Midwest as he's based at Komatsu's Corporate Headquarters in Rolling Meadows, Ill. He and his wife have three children under age 10 who keep them busy with various activities.

QUESTION: Komatsu has introduced a large number of new machines in the past few years. What's changed and why?

ANSWER: In the past three years, Komatsu has redesigned or replaced nearly 95 percent of its vast equipment offerings, some as a result of increased governmental standards, but just as importantly, because we've listened to our customers' desires for improved technology, better parts availability and other improvements that benefit their businesses' bottom lines. From the governmental standpoint, nearly every machine in Komatsu's lineup has a Tier 3 or EPA-compliant engine. With the Tier 3 engines, we not only meet governmental standards for reduced emissions, but we often exceed them. At the same time, we reduced fuel consumption and increased service intervals, both of which add up to more efficiency and cost savings. We simplified the machines for better operator efficiency and added items such as lock-up torque converters for better productivity. We're very proud of those achievements because they fit right in with our goal of being an environmentally friendly company with sustainable and "green" solutions as part of our corporate commitment.

QUESTION: What else has Komatsu done to go "green?"

ANSWER: Well in some sense, we believe we've always been the greenest equipment company in the marketplace, stretching back decades. All our equipment is designed and built to last. That means fewer machines being put out to pasture, so to speak. An example where we've extended life is in our new PLUS undercarriage on the D51, D61 and D65 machines, which doubles the

undercarriage life. But we all know that at some point, every machine outlives its useful life and will be taken out of service. Komatsu designs machines that are virtually 100-percent recyclable, from the steel to the plastic to the glass. We use recycled materials in their initial production. That way, there's less waste and more reusable material that can go into making future products.

Komatsu continues to implement green practices in its manufacturing operations. It's adopted an Earth Environmental Charter that lays out our principles and activities for a green and sustainable company. All our plants are near-zero-waste facilities, so that every material that comes in is used or reused in some way. Waste oil is recaptured and used for heating. We've adopted new painting practices that cut waste and environmental impact, while making our paint jobs better. In addition, we've strategically located our parts depots to be closer to our customers so less fuel is used to get parts to them quickly, and we've teamed with suppliers and carriers who are close to our manufacturing operations, so there are shorter shipping distances and less fuel burned in getting materials in and products out of our manufacturing facilities.

QUESTION: What are some ways Komatsu is working with equipment users on green practices?

ANSWER: Komatsu prides itself on being ahead of the technological curve. With our KOMTRAX monitoring system, which is free for five years and standard on most new machines, users can see how a machine is performing in various modes that Komatsu offers. It's widely believed that being in Power mode offers the best production. That's understandable, but our data show that in 70-plus percent of applications, they get the same productivity in the Economy mode at a lower cost. The benefits are less fuel used, less engine wear and more profit. Komatsu is also introducing a "Green Guide," which offers ways for equipment users to promote and implement green practices into their companies and run their machinery more efficiently. We're encouraging users to check it out online so they're not using paper. If



Utility machines, such as the CK30 compact track loader, were required to meet Tier 4 emission standards in 2008. Tier 4 is on the horizon for 175 horsepower and up machines in 2011 and 75 to 175 horsepower must be Tier 4 in 2012.



When Komatsu designed its Tier 3 engine machines, it not only lowered emissions, in many cases it increased horsepower and reduced fuel consumption, making them among the most productive and efficient machines in utility, construction and mining applications.

they want a paper copy, it will be printed on recycled paper using soy ink, which is much more environmentally friendly.

QUESTION: What else is on the horizon for Komatsu?

ANSWER: Our utility products already have interim Tier 4 engines and we're working to meet Tier 4 standards on time, or ahead of time, like we did with Tier 3 on the balance of the product line. Engines 175 horsepower and up are required to be Tier 4 compliant by 2011, 75 through 175 horsepower in 2012. Tier 4 standards reduce emissions even more, which further reduces environmental impact. As with our other products, we're working to further improve performance and efficiency on our Tier 4 machines, delivering more value for our customers. ■



EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS & EXCAVATOR CUSTOMIZING



SAVINGS SOLUTIONS

Komatsu offers QuickEvac™ system designed to help reduce routine maintenance time

Komatsu has teamed up with RPM Industries to offer its QuickEvac™ prelubrication and oil evacuation system, which is designed to reduce the time it takes to perform routine oil and filter changes on equipment. The QuickEvac system is available as a factory-installed item or a retrofit kit available for virtually any piece of Komatsu equipment.

"It's an on-board engine maintenance system that offers several advantages over conventional oil changes, especially the speed at which a service can be performed," said John Bagdonas, Product Marketing Manager for Komatsu's Working Gear Group. "In many cases, oil and filter changes can be performed in a half hour or less compared to multiple hours on some machines. That's a significant time savings that equals more profit because the machine and operator are producing more. Technicians and mechanics can perform more services in less time because they don't have to crawl under or over a machine to deal with oil spills from plug removal and installation."

Technicians simply follow these six easy steps in the QuickEvac system:

- Purge lube filters of oil;
- Connect the service tool with quick-connect fittings and an electrical connection;
- Empty the sump directly into a waste container;
- Install dry oil filters;
- Refill the sump and oil filters with new oil;
- Disconnect the service tool and reconnect the Prelub™ line (technology that fully pressurizes the engine with oil before the engine cranks and prior to every start).

Study shows reduced engine wear

Time and money savings are only part of the equation. When coupled with Komatsu's fuel savings and lower emissions, the QuickEvac system further reduces environmental impact.

There's less chance of oil spills, and waste oil can be transferred directly to final containment without messy pans or cans. With the Prelub technology, there's no need to prime the filter with oil, reducing another contamination risk.

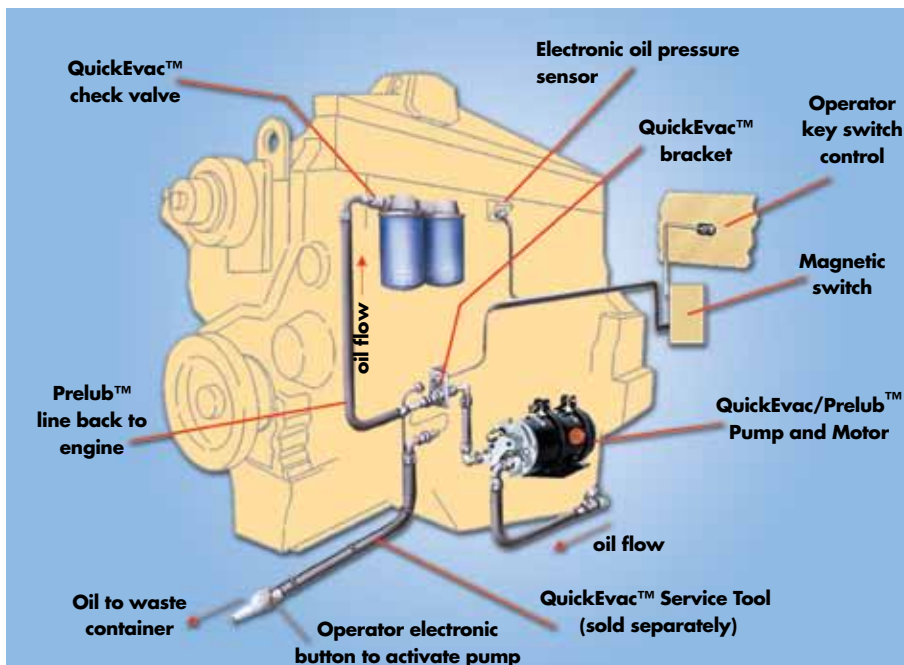
"QuickEvac is a very 'green' technology," said Bagdonas, who noted teaming up to offer QuickEvac is part of Komatsu's commitment toward one-stop shopping. "Installing the filters dry and using Prelub technology is not only environmentally sound, it could help the engine last longer. A recent study by Southwest Research Institute showed that engine prelubrication reduced wear an average of 68 percent. Of course, every situation is different, but increased component life and any savings on service costs and downtime mean more money in the owner's pocket."

To learn more about QuickEvac, contact Komatsu, your sales representative or our nearest branch location. ■



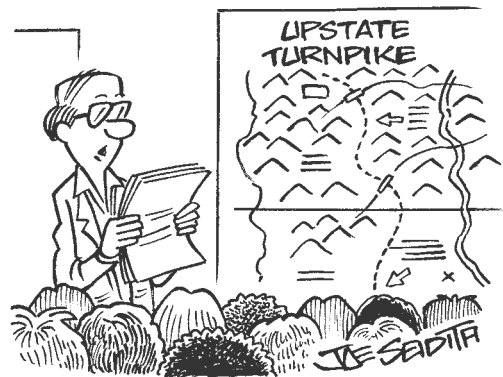
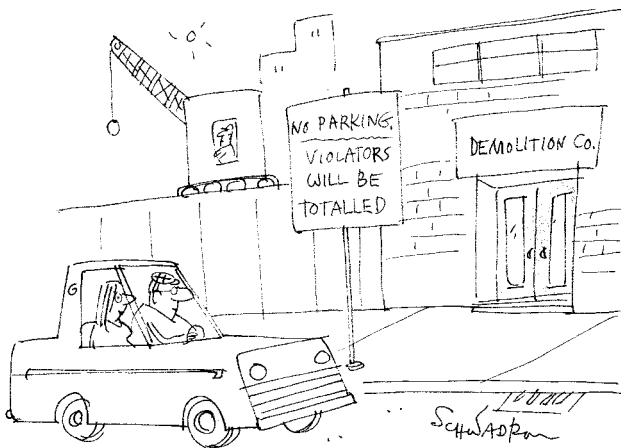
John Bagdonas,
Product Marketing
Manager,
Working Gear

The QuickEvac™ system is designed to reduce routine maintenance time as well as potential environmental impact.

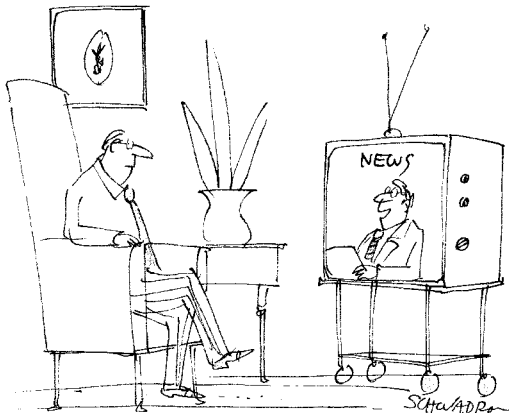


SIDE TRACKS

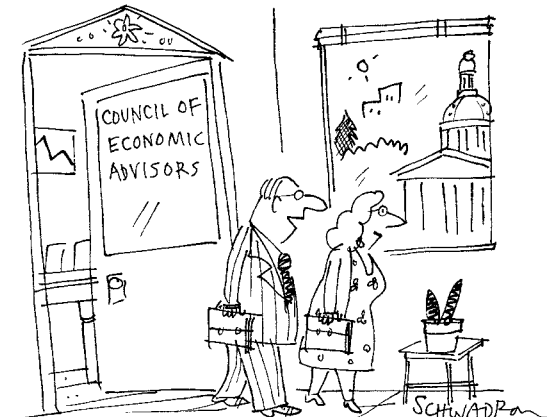
On the light side



"The good news is that we got the job ... the bad news is that they want us to loan them the money to pay for it."



"In local news, police seized 40 tons of smuggled asphalt worth an estimated street value of \$1.5 million ..."



"Just between you and me, we were counting on a big stock market rally, so Wall Street could bail out the government."

Did you know...

- Recycling one aluminum can saves enough energy to run a television for three hours.
- 80% of the earth's surface is water.
- A 'jiffy' is an actual unit of time for 1/100th of a second.
- Ten inches of snow equals one inch of rain in water content.
- The WD in WD-40 stands for Water Displacement. It was invented on the 40th try for a formula that worked.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. MAMRHE _____
2. ZRODE _____
3. MTCCOPA _____
4. IRPPAR _____
5. CRTENH _____
6. RPOATERO _____

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