

WOOD WORKS

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MILL CITY LANDSCAPING AND CONTRACTING COMPANY

Slow-growth formula that focuses on
customer satisfaction equals success
for Tyngsboro, Mass., contractor

See article inside . . .

KOMATSU



President Jim Donovan (left)
and Vice President Bill Doney

A MESSAGE FROM THE CHAIRMAN

**Some positive
signs point
to economic
recovery**

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Dear Equipment User:

In recent months we've seen signs of economic improvement. The housing market seems to be stabilizing, and the second year of the stimulus is bringing an increase in actual spending on governmental projects. We're cautiously optimistic that these small steps will lead to a larger expansion of work in the near future.

Eventually, the broader economy will rebound and we'll see construction rise again. We're prepared for it, and we hope you are too.

As in the past, we at C.N. Wood can help you find the right machinery to meet your needs today and in the future, whether it's a new or used equipment purchase or a rental. If you're looking for new equipment, check out the articles in this issue of your *Wood Works* magazine on Komatsu's newest excavators (PC160LC-8, PC350LC-8, PC350HD-8 and PC450LC-8) and new GD655-5 motor grader.

Of course, Komatsu is not stopping there. As always, it's looking ahead for ways to lower your owning and operating costs. Many times, the changes made in new equipment are a direct result of customer input as you'll see in the Komatsu & You interview with the company's North American Vice President of Research and Development.

Komatsu has the products, and we at C.N. Wood have the know-how and expertise to keep your downtime to a minimum with our highly trained staff of expert service technicians and parts personnel. Whatever your needs may be, please don't hesitate to give us a call or stop by one of our branch locations, and let us show you how we can help.

Sincerely,
C.N. WOOD COMPANY, INC.

Robert S. Benard
Chairman

WOOD WORKS

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KOMATSU

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MILL CITY LANDSCAPING AND CONTRACTING COMPANY

Slow-growth formula that focuses on customer satisfaction equals success for Tyngsboro, Mass., contractor

When Jim Donovan and Bill Doney formed Mill City Landscaping and Contracting a decade ago, they decided not to grow too big too fast. The slow-growth model they've followed has paid off, and it's helped Mill City build a strong reputation for quality work.

"We looked at some of the big companies around here and thought about how nice it would be to get to their size, but there are many headaches that go with being a large company," said Donovan. "Our philosophy has been to maintain a size where we have about 10 people on staff, including ourselves, and focus on doing work that meets our customers' needs on time and on budget."

Donovan and Doney have nearly reached their goal, with five additional employees now part of Mill City Landscaping and Contracting. The two owners — Donovan is President and

Doney is Vice President and Treasurer — were the only people on staff when they founded the Tyngsboro company in 1999. The two remain hands-on owners, working alongside employees.

"Originally, we started the company as a part-time paving and landscaping business that did a lot of small jobs, such as driveways," explained Doney. "We've continued to diversify to meet customer needs, and that's helped us grow Mill City into a full-time business. As it's happened, we've been able to continue bidding larger and larger projects."

Mill City Landscaping and Contracting moved away from doing small, concrete flatwork and paving projects to more full-service site packages for residential and commercial developers. During the past couple of years, it's also expanded into governmental work.

"We can handle nearly every aspect of a project, including excavation, drainage, asphalt paving, small concrete work and landscaping that includes items such as planting and retaining-wall construction," explained Donovan, who noted that the company also does snow removal in the winter months. "Because we've been willing to add on services over the years, we've been able to build our bonding capacity and, in turn, our ability to move into the public-works sector. That's where the bulk of the work has been the last couple of years, due to the economy."

Adding services to meet customer needs

When Mill City Landscaping and Contracting takes on a project, it generally handles the bulk of work itself, but does sub

Jim Donovan (left) and Bill Doney are President and Vice President of Tyngsboro, Mass.-based Mill City Landscaping and Contracting. The company offers full-site packages to residential and commercial developers, and recently added governmental work.



out some parts, such as reclamation, bulk excavation and larger paving.

"We've subbed for other companies, so we know the value of having good subcontractors who do quality work," said Doney. "As we've grown and taken on larger projects, we've aligned ourselves with companies we know we can count on to keep our projects on schedule."

Doney and Donovan also place a high value on staff members, such as General Manager Frederik R. Wijnen-Riems who handles estimating, bidding and paperwork. "Fred has helped us tremendously in our efforts to get into public work," noted Donovan. "The fact is, all our employees are critical to our success. Our expertise coming into this business was paving, and we've added people who specialize in flatwork to complement that. It's helped us open the door to new avenues and helped us grow into larger projects."

Mill City Landscaping and Contracting works throughout Massachusetts, Connecticut and southern New Hampshire with jobs ranging in size from \$10,000 to more than \$1 million. Recently, the company has begun or will begin work on five projects funded under the American Recovery and Reinvestment Act, also known as the Economic Stimulus Plan.

"We bid on and won our first public job last year in the city of Nashua, New Hampshire, and quickly followed that up with a second contract for doing sidewalk improvements in the same area. We did about a mile and half of new sidewalk throughout the city," noted Doney. "We were recently awarded three contracts with the city of Medford Housing Authority to reclaim and repave a parking lot and do sidewalk construction. We did similar work for the city of Nashua, with roadway and intersection reconstruction, landscaping and pedestrian-safety improvements also part of the mix."

Recommends C.N. Wood, Komatsu

As Mill City Landscaping and Contracting grew, it began adding equipment that would allow it to do additional work beyond paving. Its current fleet features several Komatsu pieces, including two SK1026 skid steer loaders, a WA450 wheel loader and



Mill City Landscaping and Contracting's most recent Komatsu purchase is this PC138USLC-8 excavator used for loading trucks, digging trenches and other excavation-related services. "It's got plenty of power to pick up a trench box, has outstanding reach for loading trucks and is easy to transport on a 20-ton trailer," said Vice President Bill Doney. "It's a great machine, and we've found that to be the case with all our Komatsu equipment."



Mill City Landscaping and Contracting uses two SK1026 skid steer loaders for a variety of purposes, including snow removal in the winter. "We've told other contractors how well our Komatsu equipment performs and some have added Komatsu units to their fleets based on our recommendation," said Vice President Bill Doney.

a PC138USLC-8 excavator, all purchased from C.N. Wood with the help of Sales Representative Allen Austin.

"Service is a big factor in our equipment-buying decisions, and Allen and C.N. Wood have been excellent to work with," said Donovan. "If we ever need something, they come right out and take care of it. For instance, we had a battery that went out in the middle of a job, so we called C.N. Wood's Woburn Service Department, and within an hour they were out and had us back up and running. That level of service is important to us, because we can't afford downtime when we and our customers need to stay on schedule."

"When we were looking for earthmoving equipment, we contacted other dealers that

Continued . . .

Right equipment helps fit variety of jobsite needs

... continued

basically turned us away because we weren't big enough," Doney added. "From the beginning of our relationship, C.N. Wood has treated us just like their biggest customers, and we really appreciate that."

Mill City's initial purchase was its WA450, a Komatsu Certified Used wheel loader, and last year it added the PC138USLC-8.

"Fortunately, C.N. Wood carries Komatsu equipment, which we believe is the best in the business because it offers us better versatility, power, production and price than competitive brands we've looked at," said Donovan. "We're especially impressed with the PC138. We work in a lot of confined areas, and on streets where a larger machine's counterweight is a detriment. The PC138 is compact; the cab doesn't hang out any farther than the tracks, so it allows us to work in those areas and keep traffic flowing without sacrificing productivity. We also like the rearview camera that lets the operator see what's behind him. We believe it gives us an added level of safety."

"That excavator also has plenty of power to pick up a trench box, has outstanding reach for loading trucks and is easy to transport on a 20-ton trailer," added Doney. "It's a great machine, and we've found that to be the

case with all our Komatsu equipment. Like the PC138, the skid steers are easy to move around, and we can use them throughout the year. In addition to our peak construction in the summer, we use them in snow removal. They have good reach for getting snow into the trucks, which is great because we don't have to use a bigger machine. Basically, Komatsu gives us more bang for the buck, and we've told other contractors how well our Komatsu equipment performs. Some have added Komatsu units to their fleets based on our recommendation."

Continued controlled growth

Mill City Landscaping and Contracting has gained a good deal of its work based on the recommendation of its satisfied customers as well. In addition to the jobs it wins through competitive bidding, the company is often called upon to handle emergency and other types of work.

"Offering quality work is our top priority, and it's reflected in our emphasis on meeting customers' schedules," said Donovan. "We've built a solid reputation, so we get quite a few calls where another contractor has started and either can't or won't finish the job. They know we'll do everything we can to get them back on track."

Donovan and Doney know it will take more than past performance, however, to continue maintaining and building Mill City Landscaping and Contracting's reputation.

"We're a growing company, and we believe it's because we've continued to focus on customer satisfaction," asserted Doney. "That's why we don't make a push to explode in size and go after everything that's out there. When a company gets too big too fast, it's hard to provide the level of service that customers expect, so we'll continue to follow the same controlled-growth pattern that has brought us success."

"That success is due in part to the products and services C.N. Wood and Komatsu equipment provide to Mill City," acknowledged Donovan. "We would also like to thank Enterprise Bank and ATS Equipment for their help and support through the years. These partnerships, along with our customers, have contributed greatly to our success." ■

Mill City President Jim Donovan (left) and Vice President Bill Doney (right) meet with C.N. Wood Sales Representative Allen Austin. "When we were looking for earthmoving equipment, we contacted other dealers that basically turned us away because we weren't big enough. From the beginning of our relationship, C.N. Wood has treated us just like their biggest customers, and we really appreciate that," said Vice President Bill Doney.





EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS & EXCAVATOR CUSTOMIZING



COVER YOURSELF

Some helpful hints to ensure your construction contract leads to a profitable project



Christopher G. Hill

The news is everywhere that construction spending is down. Contractors face the liability issues inherent in having to cut prices while construction material costs either increase or stay the same. However, opportunities exist for a construction contractor to turn a profit, even in these seemingly dire times.

In order to do, so a contractor must plan ahead, run a project smoothly and professionally, assure that its contracts contain terms that protect it from liability as best is possible in an uncertain world, and assure prompt action to collect, should those terms be

breached (whether with a lawsuit, mechanic's lien, or possibly a Miller Act claim).

One key to avoid having to pursue this last course of action is to make sure that you, as a general contractor, subcontractor or supplier, run your portion of the construction job smoothly. Good relationships with those both upstream and downstream can go a long way toward heading off problems before they blossom into legal action. The construction guidelines published by a coalition that includes the Associated General Contractors are a good starting point for advice on this topic.

Another way to avoid problems and protect yourself as a construction professional is through the use of escalation clauses in your construction documents. These clauses allow a subcontractor to pass on an increase in materials cost to a general contractor (or a GC to an owner) under certain circumstances. Absent such a clause in your contract, you (as the downstream construction company) will likely have to eat any increased costs under a fixed-price, lump-sum contract. Of course, an escalation clause is just one protection that you can build into your contracts. A knowledgeable construction attorney can help you incorporate others.

Finally, make sure that all the details are hammered out up-front in the contract documents. Many problems will be avoided by clear contract drafting that assures all parties know the deal before the project starts. Surprises cause litigation much more often than clear contracts, even in claims situations.

Taking these relatively simple steps should help you concentrate on completing the work and making money doing it. ■

Christopher G. Hill is a lawyer at the Richmond, Va., firm DurretteBradshaw PLC, a LEED AP and a member of Virginia's Legal Elite in Construction Law. He specializes in mechanic's liens, contract review and consulting, occupational safety issues (VOSH and OSHA), and risk management for construction professionals. Mr Hill authors the Construction Law Musings blog at <http://constructionlawva.com>.

Running a job smoothly and hammering out contract details are a couple ways that can help you turn a profit on any job, according to lawyer Christopher G. Hill.



WHAT TO EXPECT

TAKING STOCK OF THE STIMULUS

Increased construction spending expected during second year of the economic recovery plan

A significant increase in construction spending under The American Recovery and Reinvestment Act (ARRA) is expected as the economic stimulus package heads into its second and final year. Estimates show about \$20 billion was spent for infrastructure projects during the first 12 months of the plan, only a little more than 10 percent of the total allotted.

When the \$787 billion stimulus package was passed last year, nearly \$135 billion was appropriated for various transportation and other infrastructure funding. The early focus was on “shovel-ready” projects, those that could be started within 120 days of the plan’s enactment. Spending for longer-term jobs would come later, much of it this year.

“Many projects are just now getting underway, and will be creating jobs throughout 2010 and beyond,” said Vice President Joe Biden, appointed to oversee the stimulus package. “Work on many Recovery Act projects will accelerate in the spring and summer months as weather conditions permit work on roads, bridges, water projects and Superfund cleanups.”

Though only \$20 billion has been spent, more than \$104 billion has been obligated, meaning projects are approved and waiting for construction to begin. The increased spending is expected to contribute 1.4 percentage points to gross domestic product growth in 2010. The pace of actual spending is slated to more than double, from about \$3 billion per month to more than \$7 billion.

“I think we’ll see a lot more stimulus money going into actual contracts and actual hiring in 2010 than we did in 2009,” said Ken Simonson, Chief Economist of the Associated General Contractors of America in a recent Wall Street Journal article.

TIGER projects announced

One area of the economic stimulus package to see an increase in spending is Transportation Investment Generating Economic Recovery (TIGER), a discretionary grant program that’s different from traditional hard-bid projects. The Department of Transportation recently announced \$1.5 billion in TIGER grants for more than 50 projects throughout the country.

According to the DOT, TIGER grants target major national and regional transportation projects that are in many cases difficult to

Continued . . .

More than \$1.5 billion in TIGER grants, part of the economic stimulus package, were recently awarded with projects falling into sectors such as freight rail, road and bridge repair and community livability.



Some construction job growth taking place

... continued

pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner and more livable.

The TIGER grants have been popular, with states pitching for the funds. More than 1,400 applications were submitted for review, totaling nearly \$60 billion.

Key sectors for investment under the TIGER program include freight rail, road and bridge repair and community livability. Eleven national freight projects, 13 highway infrastructure projects and 22 community livability projects, which are designed to give Americans more choices about how they travel and improve access to economic and housing opportunities in their communities, were announced.

"The TIGER program takes a new, common-sense approach to investing scarce federal resources on transportation projects of national significance," said a U.S. Department of Transportation outline announcing the grants. "Unlike other federal transportation programs, TIGER funds are open to all types of projects, from roads and bridges to transit and rail. In order to receive funding, each project must show how it will help the United States meet its national goals, most importantly growing and rebuilding the economy."

Construction spending under the economic stimulus ramps up during 2010 with more money slated to be spent than during the first year of the act.

Jobs per \$1 billion spent beat prestimulus estimates

Spending more funds under The American Recovery and Reinvestment Act is good news to an industry that's been one of the hardest hit by unemployment. Critics have pointed to the stimulus plan as a failure for not creating or saving more jobs. They've also panned government bureaucracy for provisions of the act that they say have delayed stimulus spending.

Proponents of the bill acknowledge that there have been hiccups, but overall it's made a significant contribution and will continue to provide even more positives this year. Simonson points to a federal employment report that showed heavy civil employment remained stable earlier this year, an area where the bulk of stimulus-funded construction activity was spent.

"One of the few areas of construction to see increased spending in 2009 was in highway and roads according to the latest Census Bureau figures," he noted. "Considering the massive overall declines in construction activity last year, this is a strong sign the stimulus is having a positive impact."

Citing a recent federal report, Simonson said highway projects during the past year saved or created about 280,000 construction jobs. That equates to about 15,000 jobs per billion dollars spent, better than prestimulus estimates of about 9,700. Simonson indicated the ramp-up in spending this year will also lead to increased hiring of new workers or the return of some laid-off employees.

"The good news is that 2009's delays mean significantly more stimulus-funded opportunities for contractors in 2010," Simonson said. "We expect to see many more stimulus-funded projects come on line, especially for building contractors. This work will provide a much-needed lifeline for contractors, allowing them to retain many of their workers."

"The stimulus is one of the few bright spots the construction industry experienced last year," he added. "The stimulus is saving construction jobs, driving demand for new equipment and delivering better and more efficient infrastructure for our economy." ■



NEW HYBRID EXCAVATOR

Komatsu unveils the future of excavation with its revolutionary Hybrid PC200LC-8

By now you've probably seen hundreds of cars with a green leaf on them indicating they use hybrid technology. You may have even wondered when that technology would be available in construction equipment. The answer is now, with the launch of Komatsu's new Hybrid PC200LC-8 excavator.

Komatsu is the first manufacturer to commercialize a hybrid excavator, and has been for more than a year. Komatsu's unique Hybrid controller synchronizes the conventional diesel engine and hydraulic pumps with electric assist that uses energy that's wasted in conventional machines. The Hybrid PC200LC-8 works on the principle of regeneration and energy storage using the Komatsu Ultra Capacitor system that turns the stored energy into power transmission.

"This is similar to hybrid car technology," explained Armando Najera, Product Manager Excavators. "Hybrid cars use batteries that capture energy from the brakes when the car slows down. The difference is the Hybrid PC200LC-8 captures energy during the swing brake and stores it in the Ultra Capacitor. The Ultra Capacitor works in harmony with the engine, providing a seamless experience for the operator. Each time the upper structure slows down, energy is created and stored, then used to assist the engine. The result is greater fuel economy versus a conventional machine."

Najera points out that the more the upper structure rotates, the greater the efficiency. "Any application where the machine has to rotate frequently, such as mass excavation and utility trench digging, are ideal for the Hybrid. Each time the upper structure slows down, more energy is sent to the Ultra Capacitor and is available to assist the engine."

Actual customer trials have shown fuel savings of 25 percent to 41 percent when compared to a conventional PC200LC-8.

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO₂ emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

Continued . . .



Dave Grzelak,
CEO and Chairman,
Komatsu America



Armando Najera,
Product Manager
Excavators

Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
Hybrid PC200LC-8	43,643-47,260 lbs.	138 hp	0.66-1.57 cu. yd.

To read the article online and watch this machine in action, go to www.CNWood-Works.com



Truck loading and trench digging are ideal applications for the Hybrid PC200LC-8, according to Product Manager Armando Najera. "The more the upper structure rotates, the more energy is sent to the Ultra Capacitor and is available to assist the engine, resulting in greater fuel economy versus a conventional machine."

Hybrid productivity remains high with less fuel

... continued

A very efficient system

Komatsu's Hybrid PC200LC-8 reduces fuel consumption and emissions thanks to innovative technology that captures previously wasted energy and converts it to electricity that can be used to power the machine. Unlike conventional excavators, which use a hydraulic motor to rotate the upper structure, the Hybrid employs an electric swing motor that captures the energy that is normally wasted during swing braking.

The energy goes through an inverter that changes it from AC to DC and quickly stores it in the Hybrid PC200LC-8's Ultra Capacitor where it remains available until needed to power the swing motor or to assist the engine to create hydraulic power.

In addition to the swing motor, inverter and Ultra Capacitor, the Hybrid PC200LC-8 uses a built-in generator motor between the engine and the hydraulic pumps for effective transmission of energy to the pumps. The generator can charge the Ultra Capacitor during periods when no work or travel operations are used. The

generator motor also receives power from the Ultra Capacitor for engine assist.

"It's a very efficient system," affirmed Najera. "Think of the Ultra Capacitor like a balloon that's taking in air as it's being blown up. In this case the air represents the energy being stored in the capacitor. When a balloon pops, the air rushes out. The Ultra Capacitor works the same way in that it releases energy instantaneously when it's needed. Side-by-side, the Hybrid has the same digging force and performance levels as a standard machine, while using less fuel and reducing emissions."

Monitor displays status of stored energy

Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system.

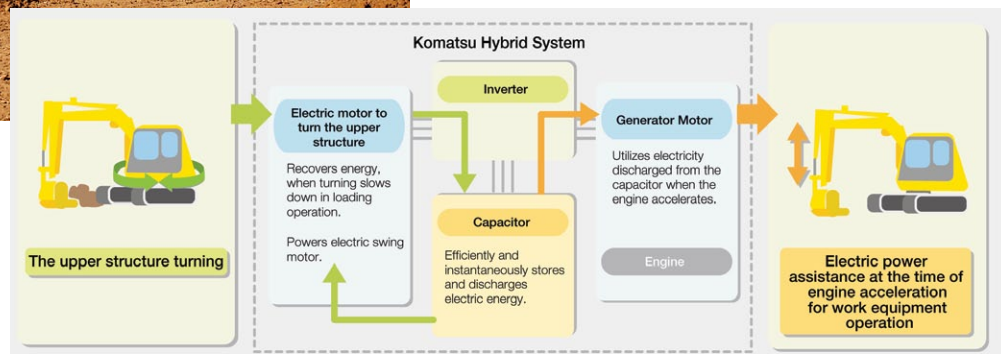
In addition, the operator and owner can see energy flow on the "Hybrid Operation Monitor" as the machine operates. Users can change the monitor to display status of the Ultra Capacitor charging and discharging and engine assist by the generator motor as energy flow.


"The Hybrid is another aspect of Komatsu's overall commitment to produce the most efficient and environmentally friendly equipment," said Grzelak, who noted that hybrid technology is not new to Komatsu, which has been producing hybrid forklifts for a few years. "The Hybrid PC200LC-8 is a revolutionary product that's already been proven in the field to reduce fuel consumption without a reduction in productivity." ■

To read the article online and watch this machine in action, go to www.CNWood-Works.com



In a side-by-side comparison with a standard PC200LC-8, the Hybrid PC200LC-8 performed the same amount of work with a fuel savings of more than 30 percent. Komatsu's data, gathered over nearly two years, shows the Hybrid can save upward of 40 percent, depending on the application.





D155AX-6

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performance
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From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

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NEW PRODUCTS

NEW EXCAVATOR MODELS

Heavy-duty booms offer increased durability in PC350LC-8, PC350HD-8 and PC450LC-8 models

Stress on an excavator's boom can significantly shorten its life and increase long-term owning and operating costs. That's why Komatsu took a big step in extending that life expectancy by introducing heavy-duty booms on its new PC350LC-8, PC350HD-8 and PC450LC-8 models.

Komatsu designed the heavy-duty booms to provide increased strength and durability compared to the PC300LC, PC300HD and PC400LC, which these new machines replace. Large cross-sectional structures, thick, high-tensile-strength steel, and partition walls help the boom and arm resist bending and torsional stress, making them more durable.

"The new machines basically maintain the same performance capabilities of their predecessors in terms of horsepower and bucket capacity," noted Doug Morris, Product Manager, Excavators. "However, heavy-duty booms are now standard to increase the durability of the work equipment. As with previous models, contractors will choose the model that best suits them based on factors such as the applications in which they use them, site conditions and breakout force."

Added reliability features of the new models include a sturdy frame structure. Its revolving frame, center frame and undercarriage were designed using advanced CAD analysis technology for better durability and longer life. Components, such as engine, hydraulic pumps and motors, control valves and electronic devices, are exclusively Komatsu-manufactured for seamless integration into the machines. Metal guard rings protect hydraulic cylinders, and hydraulic hoses equipped with O-ring seals provide extended, leak-free life.

Komatsu lengthened undercarriage life with grease-sealed tracks and track links with struts, which offer superior durability. Longer track life is part of an overall effort by Komatsu to lower owning and operating costs.

"Contractors will find these new machines a little more robust in all applications, whether digging utility trenches, loading trucks, mass excavation or demolition," said Morris, who noted a PC350HD-8 model is available that combines the upper structure of a PC350 with the lower part of a PC450. "Komatsu built in additional value by using more durable



Doug Morris,
Product Manager,
Excavators

Continued . . .

Brief Specs on the Komatsu PC350LC-8, PC350HD-8 and PC450LC-8 Excavators

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC350LC-8	77,362-79,037 lbs.	246 hp	0.89-2.56 cu. yd.
PC350HD-8	85,305-88,771 lbs.	246 hp	0.89-2.56 cu. yd.
PC450LC-8	97,372-104,058 lbs.	345 hp	1.47-3.75 cu. yd.

Heavy-duty booms on Komatsu's new excavators provide increased strength and durability compared to their predecessor models.

To read the article online and watch this machine in action, go to www.CNWood-Works.com



New excavators feature five working modes

... continued

components that offer improved reliability, better maintenance and service intervals, and cab improvements that make the operator more productive.”

Built-in productivity

Five working modes — Power, Economy, Lifting, Breaker and Attachment — help users get the most efficient production out of the PC350LC-8, PC350HD-8 and PC450LC-8. Using different modes, the operator can match engine speed, pump flow and system pressure to the application. For example, when high digging force isn’t needed, operators can switch to Economy mode for better fuel economy and savings. Power mode provides maximum production for faster cycle times, when needed.

Operators choose modes using the self-diagnostic, multifunction, color monitor that’s among the industry’s most advanced diagnostic systems. In addition to mode selection, the Komatsu-exclusive system identifies maintenance items, reduces diagnostic times, indicates oil and filter replacement hours and displays error codes. When the operator turns on the machine, check-before-starting items appear, and if abnormalities are found, a warning lamp blinks and a buzzer sounds to alert the operator. During operation, continuous machine condition checks help prevent serious problems from developing, allowing the operator to concentrate on the work.

Komatsu crafted the excavator cabs with operator comfort and productivity

in mind. The new design features a wider cab, high-back seat and reduced noise and vibration levels. The pressurized cab also helps minimize outside dust from entering.

In addition, the new, highly rigid cab has a pipe-structured framework with reinforced strength for high durability and impact resistance. A larger glass area provides excellent visibility of the work area, while a skylight offers better overhead visibility. Large side-view mirrors give the operator clear views to both sides of the machine and a standard rearview camera lets him see behind the machine.

Longer service intervals

The PC350LC-8, PC350HD-8 and the PC450LC-8 can work longer before requiring downtime for routine maintenance. High-performance filters extend replacement intervals to every 500 hours for the engine oil and filter, 1,000 hours for the hydraulic filter and 5,000 hours for the hydraulic oil. All grease points, except the bucket, are at 500-hour intervals. Large-capacity air cleaners and high-pressure, in-line filters at the pump discharge ports are standard.

Each excavator has easy service-access points, including side-by-side radiator and oil cooler modules for quick removal, cleaning and installation. Engine oil-level check, oil fill port and fuel filter have improved accessibility as does the engine oil filter and fuel drain valve. An eco-drain valve is standard and enables easier and cleaner engine oil changes. A fuel prefilter that separates water and removes contaminants minimizes potential fuel problems.

“While there are noticeable changes, we kept key elements of the previous models that are proven productive and efficient, such as the efficient, high-pressure, common-rail Tier 3 engines that provide high productivity with low fuel consumption and emissions,” said Morris. “KOMTRAX remains standard and allows owners and operators to track machine function and service intervals, among other items, which help keep downtime to a minimum. From that standpoint, users won’t notice change, but in terms of other direct links to owning and operating costs, they’ll see some significant improvements.” ■

Komatsu added value to its new excavators with features such as heavy-duty booms, five working modes, reinforced cabs with larger glass area and longer service intervals.



MORE NEW PRODUCTS

ADDED VALUE

Komatsu's new GD655-5 motor grader cab design is among features that improve productivity

One of the keys to productivity in motor grader work is the operator's ability to see the material and the blade as clearly as possible. Komatsu enhanced that ability in the new GD655-5 with a patented hexagonal cab that provides improved all-around visibility.

"The better visibility, the better production," said Product Manager Steve Moore. "We set out to make the most comfortable, productive and efficient motor graders possible. Komatsu did that by adding features, starting with a low-noise operator platform design that's similar to the unsurpassed, award-winning cabs in our small-dozer line. Then we built on that to provide even more value."

Better visibility is only part of the value-added equation, as Komatsu increased both horsepower and operating weight by nearly 10 percent, while decreasing fuel consumption by 20 percent compared to the GD655-5's predecessor. Its new, patented, dual-mode transmission system is mounted in the front for better weight distribution and provides on-the-go, full power shifting as well as inching capability and automatic shifting in the higher gear ranges.

"The operator has total control and can run the grader in direct drive (manual mode) for tough grading, or with the lock-up torque converter (auto mode) for fine work that may require inching," said Moore. "The higher horsepower allows for better productivity at higher speeds in applications such as road building and maintenance and snow removal. The combination of manual and auto is very effective for low-speed smooth operation by virtually eliminating engine stall. Komatsu is the only manufacturer to offer that."

Additional control valves

Komatsu also offers two additional control valves for a total of ten, making attachment additions easier. Other new standard features include a Turbo II precleaner, right and left independent blade-lift float, front-bar-mounted lights and a toolbox with lock. KOMTRAX 2.5 is also standard, providing better maintenance tracking. Users can perform nearly all services from the ground, including fueling for faster fill-ups.

"That reduces downtime and boosts production time," noted Moore. "Another key element is a new hydraulic, variable-speed, reversible fan that minimizes dust entering the radiator, which also minimizes downtime. With the GD655-5, as well as other Dash-5 motor graders we're introducing, we set out to engineer a machine that would significantly improve productivity and profitability. More horsepower and operating weight, as well as additional standard features, add value for anyone who uses a motor grader." ■

A new hexagonal cab provides exceptional all-around visibility and is among several new features designed to improve productivity and reduce owning and operating costs.



Steve Moore,
Product Manager



To read the article online and watch this machine in action, go to www.CNWood-Works.com

Brief Specs on Komatsu GD655-5 Motor Grader

Model	GD655-5
Net hp	218 hp
Operating Weight	38,415 lbs.
Blade Width	14 ft.





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MORE COMFORTABLE CAB

Redesigned work platform of the PC160LC-8 helps operators maintain productivity

A common adage in equipment says “a comfortable operator is a more productive operator.” Starting with that nugget of wisdom, Komatsu designed its new PC160LC-8 to foster an environment where operators can thrive.

The PC160LC-8 has a newly designed, larger cab (compared to the Dash-7 model) with excellent sound absorption. Noise-source reduction and a quieter Tier 3 engine, hydraulic equipment and air conditioner make the excavator’s noise level similar to a new automobile. Viscous damper mounting coupled with a highly rigid deck reduces vibration as well.

“There’s more to the equation than just noise and vibration reduction,” noted Product Manager Doug Morris. “The cab is pressurized with automatic air conditioning, an air filter and a higher internal air pressure to minimize the amount of dust that enters the cab. Operators who have used the PC160LC-8 notice right away how much more comfortable it is.”

Operators can set the temperature in the cab using the upgraded LCD monitor panel, which also allows them to set the proper working mode to match conditions. Five modes are available, including an Economy mode for lighter digging and loading, which reduces fuel consumption by 10 percent compared to the Power mode.

Durable, easy to maintain

No matter the conditions, operators can be confident that the PC160LC-8 will get the job done. Komatsu engineered it with a boom and arms of thick-plate, high-tensile-strength steel. Designed with large cross-sectional areas and generous use of castings, working attachments exhibit long-term durability and high resistance to bending and torsional stress.

“The PC160LC-8 is the largest in what’s considered our light excavator line, but don’t let the word ‘light’ fool you. It has the strength and durability to handle substantial work loads,” said Morris. “At the same time, it’s light enough at less than 40,000 pounds to be easily transported, as well as mobile enough for maneuverability on the jobsite. It’s great in commercial and residential applications.”

Morris said with KOMTRAX as standard equipment, it’s also easy to track and maintain proper service intervals. The radiator, aftercooler and oil cooler are arranged side-by-side for quick cleaning, removal and installation. Maintenance costs are reduced with high-performance filtering materials and long-life oil that extend intervals to 500 hours for engine oil and filter, 1,000 hours for hydraulic filter and 5,000 hours for hydraulic oil. ■

Brief Specs on Komatsu PC160LC-8 Excavator

Model	Net Hp	Operating Weight	Bucket Capacity
PC160LC-8	115 hp	36,770-37,740 lbs.	0.48-1.24 cu. yd.

The PC160LC-8 has a larger, more comfortable cab, helping keep operators productive longer. It also features an efficient engine, low fuel consumption and is easily transported.



To read the article online and watch this machine in action, go to www.CNWood-Works.com





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MILESTONES

MAGIC NUMBER — 930

Komatsu's legendary "ultra class" truck reaches a historic milestone

In 1996, Komatsu became the first equipment manufacturer to introduce an AC drive system into a large mining truck. In the 14 years since its introduction, Komatsu's 930E electric-drive truck has become the best selling "ultra class" truck in the world.

On March 1, Komatsu celebrated production of the 930th unit of its 930E series, which is designed and built at Komatsu's Peoria Manufacturing Operation in Peoria, Ill.

"The 930E represents Komatsu's genuine passion to see our customers succeed," said Don Lindell, Product Manager for mining trucks. "Based on data from real-world performance, we continue refining the features of the truck to lower the operating cost per ton."

That "real-world" data is gathered from 930Es that are operating around the world — from North and South America to Africa, Asia and Australia. The largest concentration of 930Es is in Chile, which is the world's largest copper-producing country. In fact, the massive Collahuasi copper mine in the mountains of northern Chile has more than 40 930Es, including historic unit number 930.

A key to Autonomous Haulage System

Because of its technology and reliability, the 930E is often used in remote locations and difficult applications. It is also a key part of Komatsu's Autonomous Haulage System which allows trucks to operate without drivers, thereby improving fuel efficiency, lowering production costs and lengthening truck life.

With a payload capacity of 320 tons (276 cu. yds.), the 930E is Komatsu's second-largest

mining truck, next to the 960E. Depending on the model, it is available with 2,700 or 3,500 gross horsepower (brake power). ■



Employees at Komatsu's Peoria Manufacturing Operations pose with the 930th Komatsu 930E haul truck. All of the 930 trucks were designed and built at the plant.

The Komatsu 930E was the first mining truck with an AC drive system and is the best-selling "ultra class" mining truck in the world.



ALWAYS LOOKING FORWARD

Komatsu Vice President of R&D says making quality products is a never-ending process



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.

Ike Mochida, Vice President of North American Research & Development

This year marks Ike Mochida's 35th anniversary with Komatsu. He joined the company in 1975 after graduating from Tokyo University with a degree in Mechanical Engineering.

His first duties were designing special applications for small and medium dozers, including safety devices. Eventually, he became responsible for the entire development process of building new dozers and was transferred to the U.S. Technical Center in Chattanooga. Two years ago, he was named Vice President of the North American Research & Development division, overseeing R&D for both technical centers (Chattanooga and Peoria) in North America.

"In the 35 years I've been with Komatsu, the company's aim has never changed," said Mochida. "It's to constantly work to design and build machines that make our customers more productive and efficient. We've done that with their input and our technological advances, which in many cases has improved their per-yard and per-ton costs. I find the process enjoyable."

Mochida also enjoys traveling the U.S., especially areas of wide-open landscape and mountains. He also likes reading and playing golf with his wife Sonoko. The couple has two grown daughters.

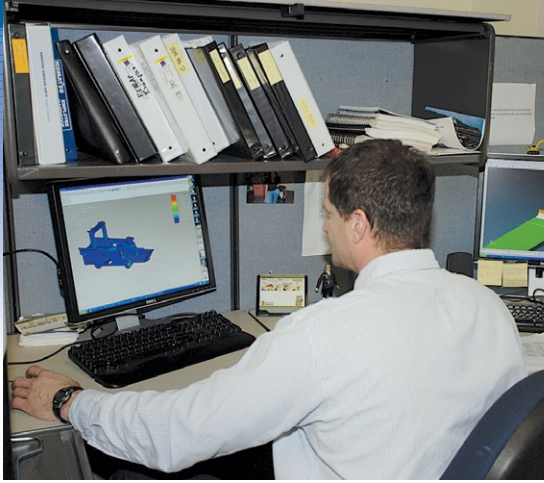
QUESTION: How does Komatsu start the research and development of a new product?

ANSWER: Research and development is a never-ending process. When a new machine is introduced, we're already thinking about how to improve upon it. Of course, when the machine is introduced, we're not automatically working on building the next version of it. We study its attributes and how it's performing in the applications for which it was designed. Then we look for ways to improve upon it, keeping in mind that our goals include improving our customers' costs of moving materials.

QUESTION: How much input do customers have in the process?

ANSWER: A very significant amount. Our customers are a vital part of the research and development process. After all, they're the ones using the machines, so we value their assessments of our products. In some cases, we start by surveying customers to find out what they want to see in a new machine. We marry that with what our research and development tells us, then set out to build a machine that will offer the productivity and performance our customers want to see. As we do that, we're constantly testing, retesting, and making sure that the machine meets all governmental standards and requirements.

One example is our D51 dozers with the cab-forward and Super Slant nose design. Customers told us that they wanted to be able to move more dirt at a lower cost. They indicated that improved visibility would be a significant step in the process. We took that information and incorporated it into dozers that offer excellent views all around the machine, especially to the blade and material, so the operator is more productive. Consequently,



Komatsu uses CAD and other technology in the research and development of its new products. "Technology has become an ever-increasing part of our R&D," said Ike Mochida, Vice President of North American R&D. "It streamlines things, but it doesn't replace the most important aspect of our process: customer input and ideas."

cost per yard was improved. Komatsu added to that with fuel-efficient Tier 3 engines and lower maintenance costs. The result was an award-winning, technologically advanced dozer that customers rave about. As a result, we've incorporated the Super Slant design into other dozer sizes.

QUESTION: What other types of machines in North America is Komatsu focusing its R&D on?

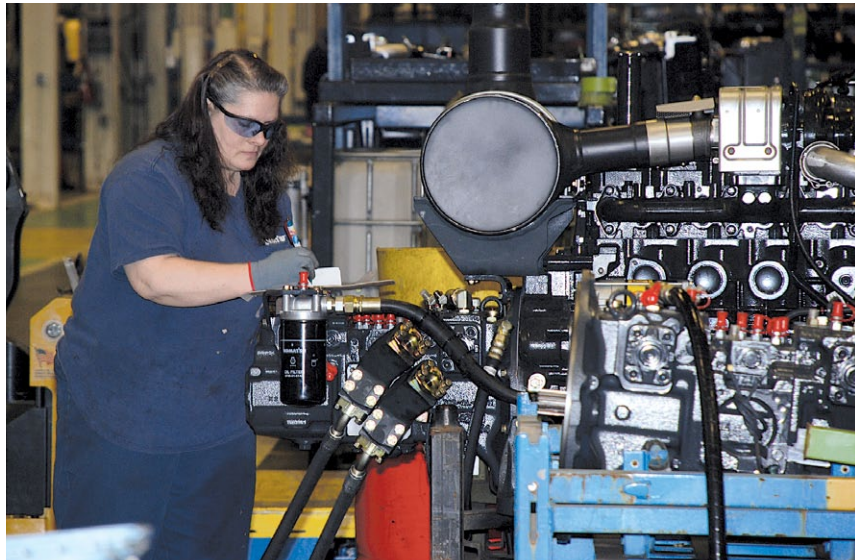
ANSWER: The emphasis in North America is multidimensional. We have three manufacturing plants that produce several machines, not only for the North American market, but globally. The Chattanooga, Tennessee, facility where I am located, produces excavators and articulated trucks. In Newberry, South Carolina, it's wheel loaders and utility machines. The Peoria, Illinois, plant focuses on mining products. Peoria is a "mother" plant, meaning all research, development, manufacturing and production of mining trucks takes place there, as opposed to a piece of the process done here and another done somewhere else. Another part of that is that all components are genuine Komatsu OEM and integrated into the design, which makes for superior quality and reliability. It creates better communication and streamlines our production when everyone involved with producing a particular machine is in the same place.

QUESTION: How many people are involved in the process?

ANSWER: It depends on the machine, but there are always several individuals working on research and development of a product. We have about 130 people in R&D, but of course they aren't the only ones involved. We work with engineering and manufacturing to



The D51 dozer with its cab-forward and Super Slant nose design is a result of input from customers who wanted increased productivity and improved visibility.



Komatsu research and development is incorporated into new products, many of which are built in three North American manufacturing plants. OEM components, such as engines, are an integral part of the process.

assure that when a machine is in development, everyone is on the same page. Having multiple people at work on one project means we can take different views and incorporate them into the design of a better product.

QUESTION: What's Komatsu working on now?

ANSWER: As I mentioned, it's a never-ending process. Starting next year, Tier 4 engine technology is slated to ramp up, so we're working to ready our machines for that. At the same time, we're working on designs that will ensure our products continue to have more productivity, efficiency and reliability for which those machines have always been known. ■

TRAINING PAYS DIVIDENDS

Top service personnel square off at annual Komatsu Advanced Technician Competition



Wade Archer,
KATC Director

Top service personnel from North American distributors competed in the annual Komatsu Advanced Technician Competition (KATC), held March 2 to 4 at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"We changed the format from the previous few years," explained Wade Archer, Technical Training Instructor and Director of the

KATC program. "In January of this year, we held a qualifying event in which any distributor technician could compete. The four competition categories were: Excavator, Wheel Loader, Dozer and Truck. The top technicians from each of four geographic regions were then eligible to come back for the national competition in March. Other factors that determined their eligibility included completing certain training and educational opportunities throughout the year."

Four individual categories were part of the competition, and winners of each competed against each other for title of National Champion.



The team competition featured competitors working together to diagnose and fix problems on a "mystery machine," which turned out to be a CD110R-2 crawler carrier.



Those 10 technicians who qualified, started the first day of the national competition by competing in the category they placed in during the qualifying event. Winners were named at the end of the day, and each moved on to the next round where they competed against each other for the title of National Champion. During this round they had to diagnose and fix problems in the other three categories. Individual winners received a trophy and cash prizes, while the National Champion received a trophy, cash and a tool box filled with tools valued at about \$17,000.

In addition to competing individually, top finishers from the first day of competition were paired together with another technician from their region to compete as a two-man team on a "mystery machine," which turned out to be a CD110R-2 crawler carrier. Teams did not know ahead of time what the machine would be.

"Beyond honoring technicians for their excellence, the purpose of the KATC is to motivate technicians to take advanced training, which results in better, faster diagnostics and service to customers," noted Archer. ■



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ADDED DOLLARS

Jobs bill provides \$20 billion to fund highway and transit programs through the end of the year

Tucked into the recently passed and signed Hiring Incentives to Restore Employment (HIRE) Act — also known as the Jobs Bill — is \$20 billion to continue funding highway and transit programs through the end of 2010. It ensures the programs will continue to operate after several short-term funding fixes were passed when SAFETEA-LU ran out in September 2009 without reauthorization or a bill to replace it.

The \$20 billion in funding is on top of any stimulus and other monies that have been allocated toward highway, transit and infrastructure in other bills. According to the Associated Equipment Distributors (AED), it also sets a funding baseline for future transportation bills. A nearly \$600 billion, five-year plan was proposed by lawmakers last summer, but was shelved as Congress worked on other initiatives. It may still be a framework for a new bill that could be taken up later this year.

Some contractors are looking forward to a new bill because they say it would offer stability that leads to hiring workers, something at which HIRE was aimed. The bill offers tax breaks for businesses that hire unemployed workers through December. Such breaks include an exemption from the 6.2-percent Social Security payroll tax and an additional \$1,000 credit if new hires stay on the payroll for a full year. Experts estimate it could create as many as 250,000 jobs through the end of the year.

During the bill's signing, President Obama said, "Many (businesses) are on the fence right now about whether to bring on that extra worker or two, or whether to hire anyone at all. This jobs bill should help make their decision that much easier."

HIRE extends Section 179 expensing for capital investments, such as new and used

equipment purchases, for one year. Originally passed in 2008, and reinstated in the stimulus act last year, it allows for an expensing limit of \$250,000 on purchases up to \$800,000. It can be taken immediately on purchases and can have tax reduction benefits.

HIRE expands the use of the Build America Bond program, which states and municipalities have used to fund construction projects. Part of the stimulus package passed last year, the program allows additional tax benefits or access to new markets for local government bond issuers. ■



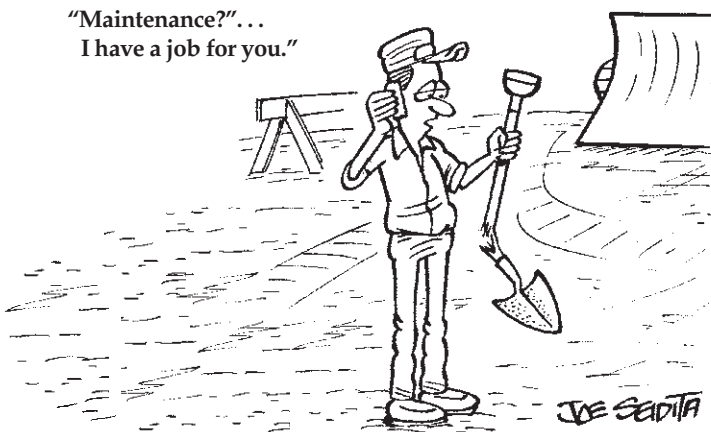
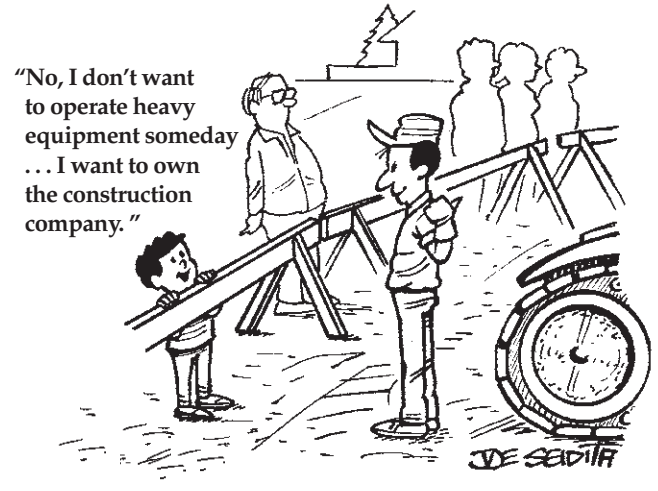
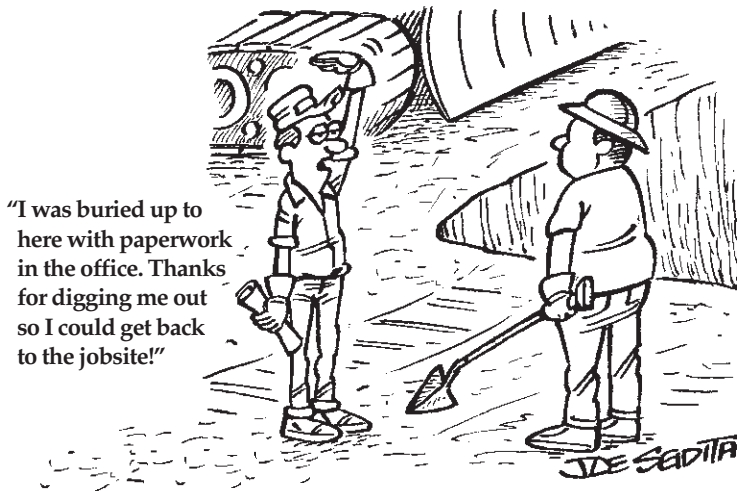
Tax breaks in the Jobs Bill are designed to provide incentive to hire new workers.



The Jobs Bill provides \$20 billion for road and transit construction, and extends Section 179 expensing for equipment purchases.

SIDE TRACKS

On the light side



Did you know...

Komatsu was named after the city Komatsu, located in the Ishikawa Prefecture of the Hokuriku region in Japan. The actual name "Komatsu" translates into English as "little pine tree" and, according to legend, dates back to the middle of the Heian period (794-1192 AD). At that time, the monk-emperor Kazan planted a pine sapling during a tour of the Hokuriku region, and the area where it grew came to be called "sono no komatsubara" ("small-pine field with gardens"). This name is said to have been shortened to "Komatsu."

When Komatsu Iron Works separated from Takeuchi Mining Co. in 1921 to become Komatsu Ltd., the first logo that was chosen to represent the newborn company also symbolized this small pine tree. The logo underwent many modifications throughout the years, but remained faithful to its original "small pine tree" look until the late 1990s, when a major change was made and the current lettering was adopted.

Today, the Komatsu logo is a basic design that represents the Komatsu brand. It reflects the Komatsu image of reliability, stability, and strength. The well-balanced sophistication of the logo, the unique design of the letter "T" and the deep, vivid-blue color symbolize a bold corporate character and a leader in technological innovation.

Brain Teasers

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

1. TIKJYSOC _____
2. NSOMISESI _____
3. CENTIHCINA _____
4. SOREGUR _____
5. MIWODETN _____
6. REQOTU _____

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MORE INDUSTRY NEWS

"Green" building contractors could face potentially serious risk

The growth of "green construction" brings with it increased potential for liability issues that contractors should think about before building, according to an article in Business Insurance. Among the risks are disputes between contractors and design professionals who promise a certain level of green construction or LEED certification, but the completed project fails to meet the certification requirements for that level.

Among the incentives at stake are potential losses in tax credits that building owners may receive as a result of a green building not meeting requirements. That could lead to the owner

seeking redress from the builder or design professional, which could be very costly if the contractor or designer is found at fault.

According to the article, property/casualty insurance will pay building owners for the additional cost of rebuilding to a green standard after damage to an existing building and protect property owners from losses during construction of a green building. But by and large, the contractor would have a hard time covering the potential liability of not meeting a promised green certification as few, if any, insurance products exist to cover such an instance. ■

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