

WOOD WORKS

Featured in this issue:

NORTHERN ESSEX, LTD.

Quality work, service and professionalism have kept this contractor busy for two decades

See article inside...



Joe Ginn,
Owner.

KOMATSU

A MESSAGE FROM C.N. Wood Co., Inc.



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Dear Equipment User:

You hear a lot of talk these days that the U.S. economy, including construction, is in the doldrums. The consensus seems to be that while we're more or less holding our own, we're not really moving forward. But here are some facts to consider from the U.S. Census Bureau.

Fact: The value of "construction put in place" in January 2003 jumped to a seasonally adjusted annual rate of \$878 billion, which is a record high figure.

Fact: Private residential building construction (up 2.5 percent) and public construction (up 1.0 percent) both set records in January.

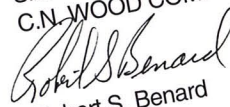
Fact: After a sharp drop last year, the value of manufacturing construction rose 0.9 percent in January.

There's a lot of construction work being done right here in our area, and at C.N. Wood Company, we want to help you be one of the contractors who's winning those bids and making money on those jobs. One way we do that is by carrying top products that enable you to do more for less.

In this issue of *WOOD WORKS*, we are highlighting some new Komatsu products designed to greatly improve your on-the-job productivity. Both the small wheel loader line and mid-sized dozer line have undergone significant upgrades. These new machines, including the WA250-5 loader and D85-15 dozer, outperform their predecessors as well as competitive units.

Whether it's for these industry-leading products, or the parts and service we provide to keep those products running, we hope you'll turn to C.N. Wood for all your equipment and support needs. Stop in or give us a call. We'll be happy to visit with you at any time to discuss what we can do to help you be successful in your business.

Sincerely,
C.N. WOOD COMPANY, INC.


Robert S. Benard
President

**We can
help you
"do more
for less"**



WOOD WORKS

THE PRODUCTS

PLUS THE PEOPLE TO SERVE YOU

In this issue . . .

NORTHERN ESSEX, LTD.

Hard work and dedication pay off for this family-owned, Essex-based residential, commercial and industrial contractor.

MASCON 2003 RECAP

C.N. Wood displayed three new Komatsu machines at the 14th annual MASCON in Boston.

GUEST OPINION

"Economic question marks" are responsible for mixed construction outlook, according to Ken Simonson, Chief Economist for the Associated General Contractors (AGC).

INDUSTRY UPDATE

According to The Road Information Program (TRIP), improvements to the Interstate system are not keeping up with increased use. The solution: A significant boost in transportation funding. Read about some of the options.

NEW PRODUCTS

How an advanced hydrostatic transmission makes the new Dash-5 wheel loaders more productive and easier to operate.

CRUSHING NEWS

Why Komatsu's new BR480RG-1 mobile impact crusher is ideal for recycling, demolition and secondary rock crushing.

MORE NEW PRODUCTS

The all-new Komatsu D85EX/PX-15 mid-sized dozer is finding favor with owners and operators. Find out why.

KOMATSU AND YOU

Interview with Ivor Hill, Vice President/General Manager of Komatsu's Utility Division, who says the division is targeting the growing contractor with a growing number of products.

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NORTHERN ESSEX, LTD.

Quality work, service and professionalism have kept this contractor busy for two decades

It's no small feat to keep a construction company going for over 20 years. But the family "team" of Joe and Sandy Ginn and Corey Jackson has accomplished that and shows no signs of slowing down.

Owner Joe Ginn credits the longevity of his residential contracting business to the high quality of work and the professionalism of his employees. "Being able to provide those two things are the easiest and fastest way to advertise your company," said Joe. "I would say 99 percent of the people we've worked for would recommend us or ask us back to work on more jobs."

Based in Essex, Massachusetts, the company is finding plenty of work in a 15-mile radius from the community. Most of the residential projects involve large home site and structural work, as well as construction of subdivision roads. Northern Essex also continues to do what Joe calls "miscellaneous

backyard projects," including water and sewer lines and septic tank installation.

Coordinating his crews around other subcontractors or engineers is the most challenging part of his business, according to Joe. "Whether it's from people or engineers who need to lay out a septic system, it sometimes gets awkward trying to coordinate everyone's schedules to get a job done," he remarked.

In addition to residential work, Northern Essex also does commercial and industrial jobs and has five tractor-trailers used to haul materials all over the New England area. To help keep the full-time employees working year round, the company also does snowplowing and sanding on portions of State Highway 128.

Hands-on owners

In addition to running his company, Joe is a project manager and also spends a fair amount of time operating equipment, especially when the work load is heavy. His wife, Sandy, is office manager, handling payroll, invoices and billing. Stepson Corey is second in command to Joe and is project manager for most of the large jobs. Like Joe, Corey spends a lot of time running equipment and doesn't hesitate to jump in a trench if needed. Corey also has great people skills, according to his parents, which is a valuable asset to the family business.

"He works well with customers and makes sure they're happy and satisfied," noted Joe. "Corey also has a good working relationship with all our employees."

Corey and his brother, Wayne, started working in the family business around the time they reached junior high. Later, Wayne decided to pursue a career in carpentry while Corey chose to stay with his first love — construction.



Joe Ginn, Owner of Northern Essex, Ltd., the residential development company he founded 20 years ago.



Corey Jackson, Project Manager and member of the second generation in the business.



Joe Ginn is using a Komatsu PC220LC-6 to excavate for the foundation of a new house in Essex, Massachusetts.

"Since Day One, I've enjoyed doing this type of work," he said. "Now I like having control over the final product and the sense of accomplishment in seeing that a job is done well. I feel this is my time to pay my dues in the company like my mother and father did when they first started."

In the beginning

Just over two decades ago, Joe was working for a contractor doing jobs in the Boston area when he and Sandy decided to start their own company. Once the couple made the commitment, there was no turning back. Joe operated a small backhoe while Sandy worked as a laborer or drove the one-ton dump truck.



Corey Jackson is operating this Komatsu WA420-3 wheel loader to cover a blasting hole. Northern Essex crews are widening a road in a new housing development in Essex.

Continued . . .

Quality work is goal for Northern Essex

... continued

"During our first year, if we did \$50 worth of work we would buy \$40 worth of groceries and put them in the freezer," recalled Joe. "It was a day-to-day existence, but we were fortunate that we had a lot of local people support our business."

In return for that support, Joe has given back to the community, spending much of the past 20 years serving on the local planning board and conservation commission. His industry expertise has also been valuable to numerous construction and trucking associations and he recently was honored to be asked to serve on a local septic system association.

High-caliber employees

Having an experienced, reliable work force has been key to the company's success, according to both Joe and Corey. Most of the employees have been with the company for over five years, and a few for over 10. The men are very versatile and can drive a truck, run a machine and will grab a shovel when necessary.

"Everyone is pretty self-sufficient and will step in to do whatever needs to be done," noted Corey. "That takes a lot of stress off Joe and me."

As employers, the Ginns try to be good and fair bosses who provide weekly paychecks and access to company health benefits. Keeping their people safe is

also important, according to Joe. Job safety meetings are held every Friday at the end of the work day. Food and beverages are brought in and any problems on the jobsites are discussed. Future projects and the best way to do them safely are also reviewed.

Quality equipment and service

For quality, reliable construction equipment, the family business has turned to Komatsu machines from C.N. Wood in Woburn. Their fleet includes Komatsu PC150-5 and PC220LC-6 excavators and a Komatsu WA420 wheel loader. In the near future, Joe Ginn says they are considering purchasing a Komatsu PC300 excavator.

The PC220 was purchased five years ago after several machines were considered. "We have several guys who operate the equipment and we felt the Komatsu was the most user-friendly," said Corey. "In the past five years, I believe it's had only one breakdown. It has about 7,000 hours on it now."

Both the PC220 and the PC150 excavators have Lemac thumb attachments used for picking up stumps on lots and for stockpiling materials.

Joe says they are pleased with the dependable service they receive from C.N. Wood. "Kerry Causer, our sales representative, is a longtime friend and a top-shelf salesman," he commented. "And John Marceau (Service Manager) is always very helpful. I would say C.N. Wood is the premier equipment supplier in New England. We hope to continue growing our relationship with them."

When it comes to financing, they have used Komatsu and say it takes less time and involves less paperwork. They prefer to buy new or late-model equipment, believing it's more cost-effective as those machines typically have less downtime. An aggressive in-house maintenance schedule, which includes oil changes and oil sampling, is an investment the company makes to help keep the machines in good running condition for the long term.

Bigger niche in the future

In the future, Joe and Corey would like to expand the family business, doing more commercial and industrial work. "I think we can carve a nice little niche for ourselves in that area," said Joe. "I think we can be competitive bidding against larger companies with bigger overheads."

With the uncertain economic times, there will be no move to expand too quickly. Their priority is to



The driver of one of Northern Essex's five tractor-trailers is dumping a load of rocks at a jobsite near Essex. The trucks are used to haul material all over New England.



This PC150-5 excavator is one of three Komatsu machines from C.N. Wood Co. in Woburn. Sales Representative Kerry Causer services the account.



Because of all the rock in the area, crews had to blast to widen a road in a new housing area in Essex.



Using the PC150-5 excavator, Joe Ginn built this retaining wall for a new house in Essex. Lemac thumbs were installed on the PC150 and PC220 by C.N. Wood for ledge work as well as for stockpiling materials and removing stumps.

continue to do quality work and to take care of their employees. Corey said he would like to see his father begin to slow down and take more time off. Corey will take over the family business some day, but has no major changes in mind.

"We'll continue to be a company that is fair and easy to work with," he said. "Our customers will always get what they pay for."



Kerry Causer (left), Sales Representative for C.N. Wood, with Corey Jackson (center) and Joe Ginn (right).

MASCON 2003

C.N. Wood greets customers at 14th annual equipment show



C.N. Wood's display at MASCON 2003 attracted over 6,000 people during the two-day event that was held in Boston at the World Trade Center on March 12 and 13.

When MASCON 2003 opened its doors at the World Trade Center in Boston on March 12 and 13, C.N. Wood employees were on hand to greet customers and introduce attendees to some of the company's products.

Machines on display at C.N. Wood's exhibit included a Komatsu PC138USLC excavator, Komatsu SK715 skid steer and Komatsu D39EX-21 dozer.

Although a late-winter snowstorm kept attendance down for the second day of the two-day event, over 6,000 people came to C.N. Wood's display to look over the new machines and visit with employees.

Entire C.N. Wood sales force on hand

The entire sales force and sales support staff were on hand to meet with the many longtime customers who came to the event, which is billed as the largest construction show in New England.

This was the fourteenth year MASCON has been held, and C.N. Wood has participated from the beginning, according to Bud Barrelle, Vice President of Sales & Marketing.



C.N. Wood's Bob Rosa, left, visits with Kevin LaPorte of Country Builders Construction.



Chad Balboni, son of Paul Balboni of R. D. Construction, checks out the cab of a Komatsu D39EX-21 dozer.



C.N. Wood Sales Representative Bill Rychlik, left, with Bruce and Jeff Maurer of the Frank Maurer Company.



C.N. Wood's display featured three Komatsu machines — a dozer, skid steer loader and small excavator.



Future Operator John Barchard, Jr. checks out the seat in a Komatsu PC138USLC excavator.



The town of Brookline was represented by (left to right): Operations Manager Kevin Johnson, Director Lester Gerry and Fleet Supervisor Mark Parece. With them is C.N. Wood's Steve Russell, second from right.



Jim Clyde, left with the town of Littleton's Highway Department, talks shop with C.N. Wood Sales Representative Steve Russell.

"It's an opportunity for us to display new products and meet with current and future customers," said Barrelle. "And it's an opportunity for equipment owners and users to take a close look at new products and new technology before they get into their busy season."

Dana MacIver, Chief Operating Officer of C.N. Wood, in front of C.N. Wood's booth.



Part of the team at D'Allessandro Corp. with C.N. Wood's Bob Rosa (third from right) include (left to right): Matt Delmonico, Donny Caliacco, Raymond Delmonico, Ray Delmonico, Jr., President John D'Allessandro, Russ Corner and Russ Corner, Jr.



With Bill Rychlik, left, are employees of Domenick Zanni & Sons, Inc.: Bobby O'Brien, Cy Mugford, Vinny Meuse, Tim Collinane, Nick Palmitesta and Bill Zanni.



Kerry Causer, left, Sales Representative for C.N. Wood, with Bill McClay, Operator for the Fraser Company.



Bob Benard, center, President of C.N. Wood, with Paula Piper, his granddaughter and C.N. Wood employee, and Donald Podgurski.

ECONOMIC QUESTION MARKS

AGC'S chief economist cites "jittery world" for mixed construction outlook



Ken Simonson

Mr. Simonson is the chief economist for Associated General Contractors (AGC), the nation's largest and oldest construction trade association. These remarks on the state of the construction economy came from a speech he delivered, and an interview with him that took place in mid-January.

There are two key national indicators of construction industry health: **Employment and value put in place.** At the moment, both suggest relative stagnation. Construction lost 129,000 jobs, or about 2 percent of the work force, in 2002 — all from heavy construction and special trade contractors. As for **construction put in place**, it was up slightly (0.4 percent) for the year at \$846 billion.

While the numbers are at best steady with a year ago, they nonetheless underscore the importance of construction in the overall U.S. economy. The 6.5 million people employed in construction comprise 5 percent of payroll employment and about 11 percent of the nation's self-employed individuals. The \$846 billion "put-in-place" figure is almost 8 percent of the gross domestic product.

Census Bureau numbers show **private residential** and **public construction** (roads, sewer systems, education) led the way in 2002 — both up about 6 percent. Several factors, including low mortgage rates and rising personal income (relative to inflation), should keep single-family construction strong in 2003. The outlook for the public construction sector is less

certain. Many contractors are still busy with projects approved years ago, but state revenues are down almost everywhere, which will have an impact. On the bright side, numerous education bond issues have been passed and these should help keep school construction at a high level.

In the broad private **nonresidential** segment, it's also a very mixed bag. Health-related items were very strong last year and should continue to be this year. For example, drug store construction was up by 39 percent and health care (hospitals, medical buildings, etc.) was up by 15 percent. Offsetting these gains were substantial losses in factory, lodging, office, warehouse and shopping mall construction. The likelihood of these markets regaining momentum this year is questionable.

On the cost side, things look pretty good for construction, except for insurance and possible volatility in oil prices, which can directly and indirectly affect contractors — from the cost of running trucks and equipment to the cost of asphalt and PVC pipe.

In sum, construction is very uneven and will likely remain so for a time. Building that's related to consumer activity should remain strong. Business-related construction could pick up in the second half of 2003 if the general economy keeps strengthening, but uncertainty over world events could also drag it down. Also uncertain is the level of government-funded projects that will be forthcoming.

My advice to contractors on weathering these economic doldrums would be to be flexible and diversify as much as possible. Look to new geographic locations and for market niches, especially those on an up-tick, that you hadn't been in before.

Also, be involved with industry groups like AGC that take construction's message to the nation's political leaders. There are many spending and regulatory issues that are going to be addressed this year and it's crucial that contractors get their message to Congress and elsewhere. Industry groups are an excellent way to do that.



Ken Simonson speaks frequently to AGC groups, providing construction-related economic information. He also regularly updates members via e-mail.



SOME SEE BARRICADES. WE SEE OPEN ROAD.

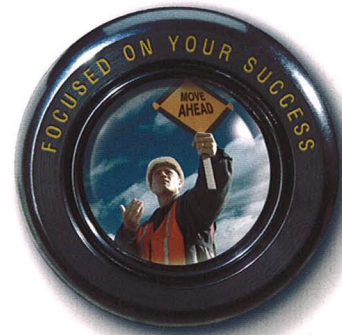
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INTERSTATE IMPROVEMENTS NEEDED

Transportation group says congestion is eroding benefits of Interstate system



William M. Wilkins,
Executive Director of
The Road Information
Program (TRIP).

Fifty years ago, President Dwight Eisenhower began his first term in office. At the same time, the final push for what eventually became the Interstate Highway System began. A longtime national highway proponent, Eisenhower made the construction of a federal highway system a significant priority of his administration. Actual construction began in 1956.

Today, the system consists of 45,329 miles of roadway and is the backbone of the American economy. It's been called "the most ambitious public works project built since the age of the Roman Empire." It was also recognized as one of the "Seven Wonders of the United States" by the American

Society of Civil Engineers, in honor of the engineering and design feats accomplished in its construction.

But a new report by a national transportation research group finds that America's Interstate highways — the most critical link in our surface transportation system — are increasingly congested. According to the report, entitled "The Interstate Highway System: Saving Lives, Time and Money, but Increasing Congestion Threatens Benefits," new travel is rapidly outpacing existing capacity and eroding the system's safety and economic benefits.

"The same transportation challenges that the President and Congress faced a half century ago — defense (and homeland security), economic productivity, traffic congestion and safety — exist today," said William M. Wilkins, Executive Director of The Road Information Program (TRIP), which issued the report. "And just as President Eisenhower promoted the creation of the Interstates to address those challenges, now is the time for our national lawmakers to formulate a bold new transportation vision for the 21st century."

Improvement noted, but more funding needed

According to TRIP, Interstate pavement and bridge conditions have improved slightly over the past few years. The group attributes that primarily to increased funding in recent federal surface transportation legislation. But according to the report, investment levels have been inadequate to deal with increased use, which is creating increased traffic congestion.

A recent study by the American Association of State Highway and Transportation Officials (AASHTO) found that the current \$65 billion annual level of highway investment will have to increase by 42 percent — to \$92 billion annually — just to maintain



According to TRIP, the United States' Interstate Highway System has improved slightly over the past few years, but the improvements have not kept pace with increased use.



Congestion is a growing problem on the nation's Interstate highways. The new TRIP report says 41 percent of urban Interstate miles were considered congested in 2001, compared with 33 percent in 1996.

roads and bridges in their current physical condition, and to stop traffic congestion from getting worse.

The AASHTO report also found that it would be necessary to nearly double current highway investments, to \$125 billion annually, to significantly improve overall conditions of the nation's roads and bridges, including improvements in safety and a reduction in traffic congestion.

Growing problem

Travel on the Interstate system increased by 37 percent from 1991 to 2001, while additional lane mileage increased by just five percent. That means that vehicle travel grew at a rate seven times higher than additional capacity was added over the last decade.

According to the TRIP study, this trend has contributed to increasing levels of traffic congestion on our Interstate system, with two out of five urban Interstate miles now considered congested because they carry traffic at volumes that result in significant delays. The proportion of urban Interstate miles that are considered congested increased from 33 to 41 percent from 1996-2001.

Continued . . .



More new construction projects would help alleviate Interstate congestion and improve safety, according to the TRIP report.

Group calls for increased funding

... continued

Safety issue

"As Interstates become more crowded, motorists and truckers are starting to drive on other routes to avoid the congestion," Wilkins said. "Unfortunately, once you leave the Interstate system, your chance of being killed in a traffic accident doubles."

Interstate highways are the safest roadways in the country. The fatality rate per 100 million vehicle miles of travel on the Interstate system is .81, while it is 1.74 on non-Interstate routes. In other words, the Interstate system saved approximately 6,235 lives in 2001, based on an estimate of the number of traffic fatalities that would have occurred if there had been no Interstates.

"We know why Interstates are safer and we need to apply that know-how to improving other roads so that they are safer," Wilkins said. "It's unacceptable for anyone to lose his or her life in a traffic accident when it could have been prevented by making a safety improvement on a road or highway."



Although it accounts for just 2.5 percent of all lane miles in the nation, the Interstate system carries 50 percent of large commercial truck travel, which is why it's considered "the backbone of the American economy."

The features that make Interstates so safe include: A separation from other roads and rail lines, a minimum of four lanes, gentler curves and often paved shoulders, median barriers and rumble strips to warn drivers if they are leaving the roadway.

Funding options

According to TRIP, Congress has several options available for funding a significant boost in surface transportation spending to help tackle traffic congestion and maintain the benefits provided by our Interstates. These options include:

- Increasing the federal 18.4 cents-per-gallon motor fuel tax.
- Indexing the federal motor fuel tax to inflation so it increases at the rate of inflation.
- Reimbursing the Federal Highway Trust Fund for the revenue lost because of the 5.4 cents-per-gallon exemption for federal motor fuel tax for gasoline.
- Drawing down the reserve balance in the Federal Highway Trust Fund.
- Capturing the interest on the Federal Highway Trust Fund, which currently accrues to the general fund.

Time to act

Fifty years after President Eisenhower was inaugurated and acted on his vision to tie the nation together with a network of safe, modern highways, the nation continues to reap tremendous benefit from the Interstate system. Although it accounts for just 2.5 percent of all lane miles in the nation, the Interstate system carries 24 percent of the nation's vehicle travel and 50 percent of large commercial truck travel. This fact creates business efficiencies and economic benefits for all Americans.

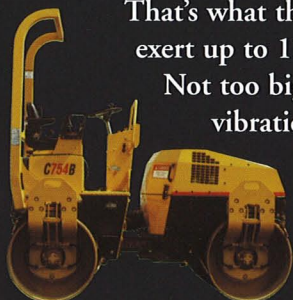
Current congestion levels, which reduce those benefits, will only get worse if they're not addressed now. That's because the nation's population is expected to grow by 40 million people by the year 2020 and it's expected that those people will drive more on the Interstate, not less.

"Congress and the Administration will have the opportunity this year to develop and fund a modern transportation system when it takes up the reauthorization of federal surface transportation legislation," Wilkins said. "Given the outstanding transportation needs that exist, increased funding is crucial to any successful plan of action."



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NEW SMALL WHEEL LOADERS

Advanced hydrostatic transmission makes Dash-5 machines "more productive and easier to operate"

Even in small wheel loaders, equipment owners want more power, better performance and greater efficiency. According to Komatsu product managers, the new Dash-5 series delivers on all counts.

The Dash-5, which premiered late last summer with the mid-sized WA380 and WA450 models, now makes its debut in Komatsu's small wheel loader line. The 135-horsepower WA250-5 and the parallel tool carrier version WA250PT-5 are now available. The WA180-5, WA180PT-5, WA320-5 and WA320PT-5 models are expected in the fall.

"The Komatsu WA250-5 and WA250PT-5 improve upon their predecessor Dash-3 models in virtually every respect," said Wheel Loader Product Manager Mike Goche. "They're easier to operate, provide more rim pull and power, improve fine operation and control, brake better and use less fuel. They have the best weight/horsepower ratio and highest drawbar pull in their class. They're also easier to service and

maintain, and the cabs are larger and quieter. There's almost nothing that hasn't been improved in these new models."

The WA250-5 features the standard Z-Bar linkage system for maximum breakout force. The PT model features a parallel linkage design that automatically keeps a load level throughout the arc of a lift. The WA250PT-5 also features a new parallel linkage system that generates more power and breakout force through the total lifting arc than the Dash-3 model.

Advanced hydrostatic transmission

One of the key changes in the design of the new Komatsu Dash-5 wheel loaders is the switch from a torque converter to a new advanced hydrostatic transmission.

"It uses a variable displacement piston pump and a dual motor system," said Goche. "And since it's electronically controlled, the operator is much more efficient when he's going into a pile. He doesn't need a kick-down switch anymore because the HST electronics will sense that more power is needed and supply the extra boost to the motors and the drive train.

"Unlike some hydrostatic transmission systems in competitive units, our advanced HST virtually eliminates the jerking that occurs when a wheel loader downshifts while roading, or goes from forward to reverse or reverse to forward," he added. "It electronically senses how fast and in what direction you're moving, and slowly eases you into the transition. It's incredibly smooth."

The advanced HST not only boosts productivity, it also makes the new units much easier to operate, according to Goche.

"We've been able to put both the forward/neutral/reverse transmission action and the hydraulic control on the joystick," he said. "Whereas the old countershaft, torque converter system had the transmission actions on the steering column, now, with our multi-function mono lever system, you don't



With the best weight/horsepower ratio and highest drawbar pull in its class, the new Komatsu WA250-5 can do a significant amount of work for a small wheel loader.



The WA250PT-5 parallel tool carrier was also beefed up to provide more breakout force through the total lifting arc.

Brief Specs on Komatsu WA250-5 and WA250PT-5

Model	WA250-5	WA250PT-5
Output	135 hp	135 hp
Operating weight	24,846 lbs.	27,459 lbs.
Bucket capacity	3.0 cu. yd.	2.6 cu. yd.

even have to touch the steering column unless you want to. It's very intuitive and, therefore, operator-friendly. Even a novice operator, or one who has to run multiple machines during the day, can quickly become very good on these loaders."

Productivity features

Powered by the Komatsu SAA6D102E-2 engine, horsepower has been increased with a lower engine rpm (135 hp at 2000 rpm compared with the Dash-3's 131 hp at 2400 rpm). Engine torque was boosted a whopping 20 percent. Despite the power boost, the new units are 15 percent more fuel efficient than the previous model. On the Z-Bar machine, the bucket dump angle has been increased to provide a quicker, cleaner bucket dump.

The units are also built to last. The heavy-duty frame features thicker plates than the competition and an articulation area with sealed, double-tapered roller bearings top and bottom. Bucket and boom arm pins are chrome plated, sealed and also larger than the competition. Bucket pivot pins are mounted low for good pile penetration and boom arms are widely spaced for better bucket stability.

Cab comfort and ease of service

The cab is five percent larger than the Dash-3 cab and provides for more leg room and more storage. Viscous cab mounts are used in place of rubber mounts for better insulation and a smoother, quieter ride.



"With the new cab design, we're down to 70dB compared to 75 or 76dB in the Dash-3," said Goche. "According to MSHA, with every 5dB you go down, the perceived sound to the operator is cut in half. So this cab is essentially twice as quiet to the operator's ear, which makes it a very quiet, comfortable machine."

Maintenance and service points are easy to access on the new units. The engine oil service interval has been extended to 500 hours. And the cooling system features a swing-out radiator fan and side-by-side radiator/hydraulic/air-to-air coolers. "With the swing-out fan, you have easy access to the radiator for cleaning, so it's a snap to get rid of any debris that collects there," said Goche.

"With the WA250-5 and the WA250PT-5, it's all about doing more for less," he added. "The machines are ideal for utility work, sewer and water contractors, nurseries, governmental units, small logging operations and in trash applications."

Product Manager Mike Goche points out that the WA250-5 and WA250PT-5 feature a swing-out radiator fan and side-by-side cooling system for ease of maintenance.

For more information on how the new Komatsu Dash-5 wheel loaders can increase your productivity, contact your sales representative or our nearest branch office.



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MOBILE IMPACT CRUSHER

Komatsu's new unit is ideal for recycling, demolition and secondary rock crushing

If you're looking for a high-capacity mobile crusher, then Komatsu's new mobile impact crusher may be just what you need to improve productivity on your jobsite. The BR480RG-1 is the largest impact crusher in Komatsu's mobile crusher product family.

Powered by Komatsu's 306-hp SAA6D125E-2 engine, the BR480RG-1 is perfect for crushing concrete debris, fine crushing natural stone and producing large volumes of high-quality product in a single pass, according to the manufacturer. Komatsu's patented HydraMind technology provides the units with a fully hydraulic drive system. The rotor of the 84,000-pound unit is equipped with variable speed drive, enabling the processing volume and gradation to be adjusted quickly down to one-inch minus material. Production capacity is 441 tons per hour (tph).

Specific features of the BR480RG-1 that work to increase productivity include:

- Automatic gap adjustment mechanism
- Semi-auto feeder system, which prevents overloading
- Grizzly feeder with muck extraction, which increases life on internal wear parts
- Large-capacity and long-belt conveyor for quick discharge of material
- Hopper accessibility from three sides for easy loading and transport
- Hydraulic steering and high travel speed, which make it easy to relocate

Maintenance and safety

The BR480RG-1 uses a proven monitoring system along with other construction equipment-related technologies for excellent performance and reliability. In addition, a pre-cleaner and double element air cleaner are highly effective in preventing dust from entering the engine. Further, a water spray system with water tank, pump and two spray bars prevents dust from becoming an environmental issue.

Numerous safety features have been built into the BR480RG-1. Emergency shut-off buttons are conveniently located on both sides of the chassis, the control panel and the optional radio remote control. A rotating beacon flashes whenever there's a malfunction, and a buzzer alerts the operator in the event of an abnormal shutdown of the conveyor belt or optional equipment. A switch is provided to change between crushing, travel and maintenance modes.

The BR480RG-1 rotary impact crusher fits between Komatsu's two mobile jaw-crushing units, the BR350JG and BR550JG, which can accept larger pieces of material but don't process them as finely.

For more information on the BR480RG-1 or any of Komatsu's mobile crushers, contact your sales representative or our nearest branch location today.



Brief Specs on the Komatsu BR480RG-1 Mobile Impact Crusher

Operating Weight	84,440 lbs.
Horsepower	306 hp
Production	441 tph

The Komatsu BR480RG-1 is an impact crusher designed for recycling, demolition and secondary rock crushing applications.

**MORE NEW
PRODUCTS**



ALL-NEW MID-SIZED DOZER

The D85 bridges the gap between the popular Komatsu models D65 and D155

For more information on how the new D85EX/PX-15 can improve your dozing operations, contact your sales representative or our nearest branch location today.

For land-clearing, small quarry and stockpile work, contractors want a rugged machine that will stand up to a heavy-duty application while accomplishing a substantial amount of work. According to its design engineers, Komatsu's newest crawler dozer, the D85EX/PX-15, was designed from the ground up to do just that.

"It's a brand-new tractor," said Komatsu Dozer Product Manager Ed Warner. "We had a D85 previously, but it was an old, old design. For this new Dash-15 series, we started with a clean slate and set out to build the best and most productive dozer in the 30-ton class. And we believe we've done that."

The D85EX/PX-15 is a 240-horsepower dozer that earned the X nomenclature because of its new hydrostatic steering system, which enables the operator to make smoother, more powerful turns. Both the standard-track EX version and the wide-track, low-ground-pressure PX version feature Komatsu's Palm Command Control System (PCCS),

which gives the operator precise, low-effort joystick travel and blade control.

A newly designed powertrain electronic control system, along with the Electronic Controlled Modulation Valve (ECMV), provides smooth, shockless transmission control of the new units. The D85EX/PX also comes standard with a preset travel speed selection function and an auto downshift function when load is applied — both of which reduce the need for constant gear shifting.

Undercarriage upgrade

Featuring an extra-low machine profile for excellent machine balance and a low center of gravity, the new D85 is an extremely efficient material pusher. A low-drive, long-track undercarriage provides outstanding traction, pushing power, grading ability and stability. Undercarriage components are anywhere from 7 to 10 percent larger than on the previous model, which works in conjunction with the lubricated track to greatly lengthen track link life. Additionally, a new pivot shaft track frame improves reliability.

Inside the cab, all controls are ideally situated for ease of operation. The cab itself is eight inches wider and provides a quiet, comfortable work environment for any operator. A new hexagonal design improves visibility, while a newly designed damper system substantially lessens noise (72-76dB), shock and vibration. A new ROPS provides added safety.

Preventive maintenance is easy to accomplish with a centralized service station on the left side of the machine. An advanced monitor with self-diagnostic function displays error and warning codes to prevent development of serious machine problems and to facilitate repairs.

"This new D85EX/PX-15 is a machine that will make equipment users stand up and take notice," said Warner. "Operators are going to like it. And with the combination of power with its large blade, it will be more productive than the competition, whether pushing or ripping."



The new D85EX/PX-15 has an extra-low machine profile for maximum pushing. The undercarriage has been significantly upgraded from the previous model, along with a larger, more comfortable cab.

Brief Specs on the Komatsu D85EX/PX-15

Model	D85EX-15	D85PX-15
Horsepower	240 hp @ 1900 rpm	240 hp @ 1900 rpm
Operating weight	61,735 lbs.	60,740 lbs.
Blade capacity	6.8 cu. yd. (straight tilt) 9.2 cu. yd. (Semi-U)	7.7 cu. yd. (straight tilt)

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Pelican Series P



Pelican Series SE



AVAILABLE THROUGH C.N. WOOD CO., INC.

Komatsu is building its utility line with the growing contractor in mind

QUESTION: Komatsu started producing utility equipment many years ago when they came out with compact excavators, loaders, a dozer, and then a few years back, a couple of backhoe loaders. What's new and what's still coming for Komatsu Utility?

ANSWER: In addition to the products you mention, we also have a crawler carrier, which is a unique machine, sort of a small dump truck on tracks. Most recently we've unveiled our skid steer loader line, which initially consists of the SK714 and SK815 — the two mid-sized models — and a larger SK1020. Other Komatsu skid steers will be available later this year. We're also developing a track skid steer, which is becoming an increasingly popular unit. A telescopic material handler is also in the works.

QUESTION: So in the next year or two, Komatsu will have a complete line of utility products?

ANSWER: It will be a very broad line that will compare favorably with that of any manufacturer. We intend to take our existing construction equipment strengths and transfer them to our utility machines.

For example, Komatsu is a pioneer in short-tail-swing technology. On the utility side, since a large percentage of the jobs involve tight spaces, we're going to take that a step further and phase out all traditionally shaped compact excavators. In the future, all of our compact excavators will be the short-tail-swing MRX — or US — models.

QUESTION: Why is Komatsu placing this emphasis on utility equipment?

ANSWER: In terms of total number of units, the utility market is much larger than construction and mining. It's estimated that there will be about 100,000 utility-sized machines sold in the U.S. this year. About 65 to 70 percent of those will be skid steers, about 20 percent will be backhoe loaders, the remaining 10 to 15 percent will be everything else, mostly mini excavators. We have to be involved in order to meet the needs of our existing customers who use utility equipment as part of their construction or mining fleet.

The other reason is to get in on the ground floor with smaller contractors like landscapers, plumbers and electricians. For someone starting out, a skid steer is probably going to be his first purchase, but not his last. He may buy other utility machines or he may grow into construction-sized equipment. We want to strike a relationship early in his business growth years so we have a better chance of making him a Komatsu customer for life.



Ivor Hill,
Vice President/General Manager,
Komatsu Utility Division.

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.

IVOR HILL

A native of Nottingham, England, Ivor Hill grew up in English coal country. "Everywhere you looked in any direction, there were coal mines, 26 of them within a 20-mile radius," he recalled. "Everything centered around the coal industry and almost everybody worked in the mines in one capacity or another."

Hill graduated from Nottingham Trent University with a degree in mechanical engineering and went to work for Gullick Dobson, a mining manufacturer. In 1987, he came to the United States to help start up its U.S. operations. By 1991, Gullick Dobson had become American Long Wall and Hill was president of the company's Roof Support Division. Eventually American Long Wall was taken over by Harnishfeger and he became part of that company's Joy Mining Machinery.

In the year 2000, Hill joined Komatsu as central region manager. "Komatsu's stability and reputation for quality was a strong attraction for me," he said. "Also, having spent 25 years in mining, I was ready for a change. Construction equipment is similar to mining equipment, but also somewhat different, which appealed to me."

Almost a year ago, Hill switched hats within Komatsu, becoming vice president/general manager of Komatsu's Utility Division. "Komatsu is still relatively new to the utility market, but we've made a commitment to becoming a major player," he said. "Our goal is to be the number two utility equipment provider in the U.S. by 2007."



QUESTION: Okay, that's why Komatsu is involved. But as a contractor, why should I turn to Komatsu for these smaller machines?

ANSWER: For the same reasons that you'd turn to us for larger machines — productivity, reliability and cost efficiency. But we're not asking you to take our word for it. What we really want you to do is try us out, demo our utility pieces against other manufacturers' and see which works the best for you. We are confident that our units will more than hold their own.

QUESTION: What's the strength of Komatsu utility equipment?

ANSWER: Just like with our full-sized equipment, reliability is a key strength of our utility machines. The Komatsu hydraulic system is also superior to anything else out there. The smoothness and the precision of the hydraulics, combined with the joystick controls, especially in the compact excavators, backhoes and skid steers, really set us apart from the competition.

Another strength is our excellent distributor network. Unlike some utility equipment manufacturers, we have people who can and will service and maintain the equipment for maximum performance over time. It's what we refer to as "life-

cycle" management, which lowers a contractor's owning and operating costs.

QUESTION: Komatsu recently opened a new manufacturing plant in Newberry, South Carolina, to produce backhoe loaders. How important is that facility to Komatsu Utility?

ANSWER: It's important enough that we're moving all our utility people to Newberry, including myself. We're manufacturing all of our backhoe loaders in Newberry, which helps us ensure that quality is where it needs to be. We will be adding skid steer production in the not-too-distant future, and probably mini excavators further down the road. Newberry will be the headquarters for the Utility Division, including a stock yard and a demonstration area for visiting customers. It's a one-stop shop for our distributor network.

The big advantage of having the machines produced here is that we have more input into product design and can more quickly make product modifications desired by the American market. Other pluses are that the facility should help us reduce costs, which can in turn be passed on to the customer, and that the plant and grounds can serve as a training facility for our customers and distributors. Also, the fact that the machines are being "Made in America" is something we're very proud of.

Komatsu's commitment to the utility market was demonstrated by the opening of the Newberry, South Carolina, manufacturing plant (top two photos) last summer.

Komatsu's ever-expanding line of utility machines includes the CD60R crawler carrier (bottom left) and SK815 skid steer.

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WORRY-FREE OWNERSHIP

Equipment users discover benefits of a Repair & Maintenance Contract

For more information on Repair & Maintenance Contracts and how they can improve your bottom line, contact our service department today.

If you've been in business for awhile, you have probably grown accustomed to handling your own equipment maintenance and even minor repairs. It may be the way you've always done business, and because you've been successful, you're satisfied with the way it works. But what if there was a better way to accomplish repair and maintenance — one that extends the life and value of your equipment, reduces your repair bills and improves uptime?

Many equipment users have discovered that a Komatsu Repair & Maintenance (R&M) Contract does all that, which allows them to save money on their machine owning and operating costs.

"A Repair & Maintenance Contract is an agreement between a Komatsu equipment user and his distributor," said Jeremy Tolbert, Manager of Contract and New Business for Komatsu Service. "For a set rate, in dollars per machine operating hour, the distributor will provide all repair and maintenance services required to keep the machine in optimal condition, guaranteeing the customer fixed operating costs and maximum machine productivity through the period of the contract."

With a Repair & Maintenance Contract, a trained technician will come to your jobsite and perform routine PM at the proper intervals and will identify components that will soon need to be replaced.

Such a "repair-before-failure" philosophy pays big dividends in limiting repair costs and machine uptime, according to Komatsu.



One of the major benefits of an R&M Contract, according to Tolbert, is that it allows a customer to budget for his equipment with much greater accuracy. "With guaranteed costs per hour, contractors won't have to worry about unexpected repair bills or missed budgets," he said. "This means they will have more time to concentrate on what they do best — their jobs."

"Repair Before Failure"

The program is based on a "repair-before-failure" philosophy that allows you to take a proactive rather than reactive approach to machine management. By utilizing historical equipment data as well as machine inspections, the distributor knows the optimum time to change out components, which is just before they begin to decline in performance level, and well before total failure.

"Given a contractor's tight schedule for completing jobs, any unexpected downtime can cause delays and result in missed schedules," Tolbert pointed out. "Regular contact with the machine while performing all of the maintenance will allow us to identify potential problems, notify the contractor and schedule repairs using OEM parts and factory-certified technicians before catastrophic failures occur. Making repairs before failure gives us the ability to control the cost of repairs and, most importantly, eliminate virtually all unexpected machine downtime."

Other benefits of an R&M Contract include:

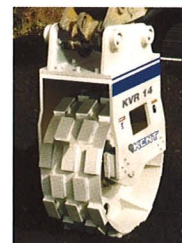
- Timely maintenance and inspections by trained technicians using OEM products
- Reduced spending on tooling, shop facilities, personnel and training
- A comprehensive, distributor-kept machine history that increases trade-in value

"A Komatsu R&M Contract provides equipment users an opportunity to plan their work while relying on optimal-performing machines, fixed operating costs and little unexpected downtime," said Tolbert. "We invite all contractors to try it out and compare the results with their current operations. We're convinced they'll find that the program pays for itself in more ways than one."

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“TESTED AND TRUE”

How a Distributor Qualified used machine from Komatsu ReMarketing earns its rating

There's only one way to know if a used machine is going to work for you the way you expect it to work, and that is to test it. And not just a cursory “kick the tires and let's take it for a spin” type of test. To get a true picture of what the machine will do and how long it will last, the test needs to be thorough — under the hood, inside the engine and inside the hydraulics.

That's exactly the kind of testing you get from Distributor Qualified Used Equipment from Komatsu ReMarketing, which uses a trained and certified technician to go over every aspect of the machine and record the results on a standardized evaluation sheet.

At the heart of the Komatsu ReMarketing evaluation is a series of diagnostic tests to evaluate machine performance. Each machine is put through a Komatsu PM Clinic or PM Tune-Up program to measure engine speed and hydraulic pressure. Fluid samples are drawn and analyzed. The transmission and electrical systems are tested.

“The diagnostic testing reveals what's going on inside the machine,” said Komatsu ReMarketing Director Steve McCondichie. “It tells us the performance level of the machine and how it stacks up to factory specifications. It's crucial information that you're not going to get if you go to an auction to buy used equipment.”

In addition to the engine and hydraulic tests, undercarriage or tires are measured to determine how much wear is left on components. Buckets, blades, rippers and other work equipment are inspected, and the machine's general appearance is judged by the sheet metal, paint and the condition of the operator's compartment. Finally, the machine's age is verified, and the frame and major structural components are examined for hours, and whether there are any cracks or other potential problems.

A fair and accurate price

“Virtually every aspect of the machine is measured to get an unbiased, objective appraisal of how it's

going to work, which in turn, allows us to judge its true worth,” said McCondichie. “Unlike some used equipment acquisition channels that set an arbitrary price of what they think a machine is worth, or what they think they can get for it, our evaluation process allows us to establish a fair and accurate price based on the work the machine is able to do.”

Depending on what the data from the battery of tests reveals, a machine is given a rating of A, B, C, D or E. Special financing and extended warranties are offered for many Distributor Qualified units.

“For a customer in the market for a used machine, Komatsu ReMarketing's Distributor Qualified equipment represents peace of mind,” said McCondichie. “Because of the rigorous technical testing we do, the buyer knows exactly what he's getting and what kind of work he can expect that machine to do for him.”

For more information on Distributor Qualified Used Equipment from Komatsu ReMarketing, call your sales representative or our nearest branch location today.



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