



*WAUKESHA-PEARCE INDUSTRIES, INC.*

# UPDATE

A PUBLICATION FOR AND ABOUT WAUKESHA-PEARCE INDUSTRIES, INC. CUSTOMERS • 2010 No. 2

## WEBBER, LLC

This Houston contractor is building some of Texas' largest infrastructure projects

See article inside . . .



**KOMATSU**

Larry Hurley,  
President

# A MESSAGE FROM THE VICE PRESIDENT



G. Michael Green



Dear Valued Customer:

Signs continue to point to a recovering economy and an increase in construction activity. It's been a long time coming, and we're optimistic the upward trend will continue. As it does, the need for machinery will increase. At WPI, we're ready to help you find the equipment you need, whether for purchase or rental.

We believe we represent the best manufacturers in the industry and are proud to be aligned with companies such as Komatsu, which sets the bar in terms of new construction equipment features that provide efficiency and productivity. In this issue of your *WPI Update*, read about how Komatsu is ramping up to bring those same attributes to Tier 4 engine standards, much of which go into effect January 1, 2011.

You'll also find articles on Komatsu's new D65 dozers and PC78US-8 excavator. Like other new Komatsu products, these are innovative machines designed to maximize productivity while at the same time, keeping your O&O costs in line. Some of you will look for financing to purchase these and other machines, and if that's the case, you'll be interested in the Komatsu & You feature that provides insight from Vice President & Treasurer Ben Norris on how Komatsu Financial can be of service to you.

We're always at your service as well. When you purchase or rent machinery from WPI, it comes with our pledge to stand behind it with well-trained and highly skilled technicians who can diagnose and fix issues, and perform routine service along with preventive maintenance. We also have the parts you need if you choose to service your equipment yourself.

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Sincerely,  
WAUKESHA-PEARCE INDUSTRIES, INC.

G. Michael Green  
Vice President of CMD Operations



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A PEARCE INDUSTRIES, INC. COMPANY

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See how Komatsu's new PC78US-8 compact excavators can benefit your operation in small and mid-size job applications.

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## WEBBER, LLC

### Houston contractor building some of Texas' largest infrastructure projects



Larry Hurley,  
President

In early August, Webber, LLC began a \$42 million runway reconstruction project at George Bush Intercontinental Airport that involves the company removing the existing taxiway and replacing it with new paving. It's one of dozens of similar projects Webber has done this decade, which has seen the company complete more than \$900 million worth of airport work.

"We want to do more of the same," said President Larry Hurley, who was named President of Houston-based Webber about a year ago. "Airport projects are an area that Webber has gradually grown into. Webber's always been a heavy civil transportation contractor, with most of the work falling into the highway paving market. That remains our main emphasis, but doing projects such as the one at the airport diversifies our offering. That's something we believe is important."

No matter the type of job Webber is doing, the company self-performs nearly every aspect, including pavement removal, associated earthwork and utility installation and paving. Most of the projects the company does throughout its territory of east and central Texas fall into the hard-bid governmental sector, where Webber mainly works as a general contractor.

"Our projects have grown in terms of size and dollar amount; we're no longer doing projects in the \$2 million to \$4 million range like we did a few years ago," said Hurley. "We're looking at ones that are \$20 million and up, and with that comes a bigger responsibility of being on time and on budget. By working as a prime contractor that's self-performing nearly everything, we have control of the schedule, which offers many advantages."

Two subsidiaries contribute to the company's advantage. One, Southern Crushed Concrete, has a dozen sites in the Houston area that take in old materials and turn them into new products that Webber uses in its construction process and sells to outside customers. It also has 12 concrete and two asphalt plants that supply Webber and other customers. Another subsidiary, Webber Barrier Services carries precast concrete barriers.

#### History of heavy highway work

Webber has put its advantages to use in completing some of Texas' largest heavy highway projects. The company currently has two major ones in the works, including construction on the Sam Rayburn Tollway Segment 4 in McKinney. Started in December of 2008, and scheduled to complete in December of this year, the \$219 million project involves nearly four miles of concrete paving for mainline and frontage roads, along with more than a million cubic yards of associated dirt work and bridge and retaining wall construction.

In Garland, Webber is closing in on the completion of a two-year \$99 million section of the George Bush Turnpike. The company is building more than two miles of roadway, including about a mile and half of bridges to cross Rowlett Creek. Grading, drainage and retaining walls were also part of the work.

Those are the types of projects that brought founders Wayne Webber and Earl Champagne to Texas in the early 1970s. The duo started in business in 1963 as Champagne-Webber in Detroit, but as the Michigan economy declined later in the decade, they decided to give the Texas market a try. They landed their first Department of Transportation job in 1979 and expanded their



Donnie Poplaski,  
Director Equipment  
Department



Alexis Parker,  
Machinery Park  
Operations &  
Logistics Manager



Webber subsidiary Southern Crushed Concrete has 12 concrete recycling yards in the Houston area that use Komatsu WA500 wheel loaders, including this Dash-6 model, to load trucks. “Komatsu has been our top equipment choice because it has proven time and again to be productive and reliable,” said Donnie Poplaski, Director Equipment Department.

Houston operations. Champagne retired in the early 1990s, and Webber eventually changed the name of the company to W.W. Webber before retiring five years ago. Recently, the name was shortened to Webber, LLC.

“Road work is what Webber has been known for throughout the past 40-plus years,” noted Hurley. “The projects have certainly grown in size, and we expect that to continue. My expectation is that we’ll do less in terms of numbers of projects, but the ones we do will be bigger.”

To meet that expectation, Webber continues to increase its staff size. Last year, it expanded payroll by 6 percent, bringing total employee numbers to nearly 1,900. They’re split among the 50 or more jobs the company typically has going at any one time. Key personnel include William Hasbrook, Senior Vice President/ Development, Planning and Marketing; Donnie Poplaski, Director Equipment Department; and Alexis Parker, Machinery Park Operations & Logistics Manager.

“Success starts with the people you have working for you, and I believe we have the best in the industry,” said Hurley. “We have some specialized crews, but all our employees are well-versed in every aspect of the construction process. Many have been in the industry for decades, and that experience is invaluable. At the same time, we’re hiring 20



A Webber operator uses a Komatsu PC200LC excavator to dig for a retaining wall during construction of a segment of the 610 loop in northeast Houston. Heavy highway projects that involve paving are the Houston company’s main emphasis.

to 25 college graduates each year — many of whom have been interns with us — and train them in our culture. That way, we have a mix of veteran employees and new people who will sustain our business for the long-term future.”

### **Komatsu, WPI help maintain productivity**

Webber takes a long-term view when it comes to equipment as well, both in the brands it uses and the dealers that service it. For more

*Continued . . .*



# Opportunities for growth abound

... continued

than 20 years, Komatsu excavators, dozers and wheel loaders have been on Webber and its subsidiary sites, and like its staff, there's a mix of older and newer. Poplaski works with WPI Sales Representative Mark Rickett on purchases, and currently has more than 120 Komatsus in the fleet.



(L-R) Webber President Larry Hurley and Director Equipment Department Donnie Poplaski meet with WPI Sales Representative Mark Rickett and Director of Sales David Stange at Webber's headquarters in Houston. "How the dealer responds to us is extremely important, and WPI never lets us down," said Poplaski.

Webber operators use a Komatsu PC400LC-8 and a D61 dozer as part of operations at one of its sand pits.



"Komatsu has been our top equipment choice because it has proven time and again to be productive and reliable," said Poplaski, who's been with Webber for nearly 20 years and has seen the equipment fleet grow substantially. "For example, we have some wheel loaders with more than 25,000 hours and excavators pushing 13,000 to 15,000 hours that still have the original componentry. That says a lot about the quality that Komatsu offers."

In order to keep its machinery productive as the hours add up, Webber follows an aggressive preventive maintenance program that ensures every service interval is done on schedule. Those are done by a team of Webber technicians, but for more technical work and larger repairs, it turns to WPI.

"There are always going to be issues and repairs when you have an equipment fleet as large as ours," said Poplaski, who pointed out that Webber buys its Komatsu parts from WPI. "How the dealer responds to that is extremely important, and WPI never lets us down. We're based in Houston, but we work all over Texas, and I'm confident I can contact any WPI branch for service.

"We're working on a couple of jobs in the Austin area right now, and WPI allows us to stage our lube and fuel trucks at their facility, which is central to both," he added. "Not everyone would do that, but WPI has always offered us a level of service that's above and beyond. We value that relationship."

## Continued diversification

Continued diversification is a goal of Webber. It's built a reputation for quality in highway and airport work, and is now looking at other markets such as Corps of Engineers, port and marine projects. Its plans also include doing more than just governmental, hard-bid projects.

"We're looking at avenues such as design-build or comprehensive development agreements and construction management," said Hurley. "We don't want to stay static. At the same time, we don't want to grow just for growth's sake. We're putting together short- and long-term plans we believe will set us up for years to come." ■



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## IN THE FIELD

# DEMO DAYS

## Hands-on event gives attendees opportunity to see and operate variety of equipment

Attendees could operate all types of Komatsu equipment, including the new Hybrid PC200LC-8 excavator and the PC270LC-8.



Customers attending Komatsu's most recent Demo Days got the first look at new products — the GD655-5 motor grader and the D65EX-16 and D65PX-16 dozers. They were among the more than 20 pieces of equipment featured at the event held at Komatsu's Training and Demonstration Center site in Cartersville, Ga.

In addition to the motor grader and dozers (see related dozer product article), attendees operated everything from a tight-tail-swing utility excavator, such as the PC88MR-8, to the D275AX-5 dozer with Komatsu's patented Sigma blade. The Sigma is also an option on the new D65EX-16, and customers had a chance to see how it works on the smaller dozer.

"Being able to not only see, but operate any piece of equipment we have on site is a real advantage for those who attend," said Bob Post, Director of Marketing Communications and Sales Training. "We want them to walk away seeing the breadth of our product offerings and appreciating how productive Komatsu equipment is. You can only do that by getting in the cab and running the machine, which is a big part of what Demo Days is all about."

Attendees could also take advantage of educational seminars designed to help them get the most out of their machinery in productive and efficient ways. An optional tour of Komatsu's Chattanooga Manufacturing Operations, where excavators and articulated trucks are built, was available too.

Several of those products were on site to operate at Demo Days, along with wheel loaders, a crusher and a rigid-frame haul truck. For more information on any piece of Komatsu equipment, contact your sales representative or visit our nearest branch location. ■



(L-R) Trendsetter Co-Owners Robert Campbell and Joel Campbell, WPI Sales Rep Mark Bewley, K-K Mobbs Operator Nathan Mobbs, K-K Mobbs Supervisor/Estimator Larry Kincaid and WPI Kilgore Branch Manager Jack Smelley Jr.

Those attending Demo Days got to see the depth of Komatsu's construction equipment line, which includes dozers, excavators, crushers, motor graders, wheel loaders and trucks.



## GUEST OPINION

# LEGISLATION WEAKENS EFFORTS

## AGC says proposed climate bill undermines efforts to build greener and make infrastructure more efficient

Improving the efficiency of our built environment — including commercial buildings, transportation infrastructure and water systems — presents one of the greatest opportunities to reduce power consumption and cut greenhouse gas emissions. After all, the U.S. building inventory accounts for 35 percent of the nation's manmade greenhouse-gas emissions and consumes 40 percent of the nation's energy, while our aging and inefficient transportation network accounts for another 27 percent each of the energy consumption and greenhouse gas emissions.

Despite this tremendous opportunity, senators have proposed legislation that makes it harder to construct new, more energy-efficient buildings and factories, improve aging infrastructure and eliminate traffic congestion that wastes fuel and pollutes the environment. By allowing the EPA a virtually free hand to approve or deny construction and rehabilitation projects, the bill creates regulatory obstacles that will raise construction costs, delay projects and stifle demand. Worse, by taking funds raised through the proposal's new transportation fees and committing all but a small percentage of unrelated spending, the legislation leaves our aging and inefficient roads, airways and transit systems vastly underfunded.

The inevitable consequences of this bill are higher taxes, fewer jobs, and continued reliance on wasteful buildings, inefficient infrastructure and leaky water systems. Stifling economic growth and neglecting our primary environmental challenges is not an effective way to address climate change. Instead, Congress and the Administration should focus on the measures we identify in our "Building a Green Future" plan.

Our green construction plan identifies steps public officials, developers and the construction community must take to lessen the impact of our built environment. Measures in the plan include doubling existing energy-efficiency tax credits for commercial buildings; passing the Building Star program that invests \$6 billion in improving the efficiency of commercial buildings; and speeding review and boosting tax credits for green building projects.

The plan also calls for public building projects to incorporate state-of-the-art environmental solutions and for the federal government to make pragmatic investments in research and technology. It makes it easier to launch new transit projects, shifts cargo traffic to energy-efficient barges and accelerates federal approval for new transportation projects in congested corridors. And it calls for making the level of transportation investments virtually every expert agrees is needed to improve capacity and reduce traffic.

What the senators appear to have forgotten is that you can't simply regulate a greener future, you have to build it. ■



Stephen Sandherr,  
CEO of AGC

Construction equipment, such as Komatsu's revolutionary Hybrid PC200 excavator, can play a major role in reducing the impact construction has on the environment.



## LOOKING AHEAD

# A BLUEPRINT FOR ECONOMIC GROWTH

## AGC lays out a plan to “Build Now for the Future”

While there are sparks of an economic recovery, many believe it is tenuous and needs an added boost of both confidence and dollars to firmly take hold. That’s especially true in the construction industry, where investment spending has been dramatically lower in the past couple of years and unemployment is nearly double the national average.

While the American Recovery and Reinvestment Act, also known as the stimulus package, may have helped stave off an even worse crisis, there are those in the construction industry who believe it didn’t go far enough. They also think that while it had some short-term effect, it doesn’t address future construction or economic needs.

“The money (in the stimulus plan) will be invested over several years and much of it will be used to offset declining state and local investment,” said the Associated General Contractors (AGC) of America. “In other words, the stimulus is not enough to turn around a trillion-dollar industry.”

AGC’s plan calls for increased infrastructure investment, as a way to jump start not just construction, but the overall economy.

Industry groups are calling for increased investment in housing, infrastructure and transportation. AGC is leading the charge with its recently released “Build Now for the Future: A Blueprint for Economic Growth.” It’s a comprehensive approach to rebuilding a construction industry that’s seen more than 1 million workers unemployed and construction spending decline by \$193 billion last year compared to 2008, an 18-percent drop.

AGC’s blueprint lays out a case that rebuilding the construction industry will boost job creation and economic growth. The document asserts that construction and infrastructure investments enhance our ability to compete globally and construction investments help improve public health and protect the environment.

“This plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” said the AGC. “While these changes are critical to reversing the current crisis in the construction industry, they are also essential to rebuilding, expanding and sustaining the broader U.S. economy by raising tax revenue and creating a more efficient national infrastructure for the movement of goods and services.”

### Three key areas

AGC’s plan hits three key areas, including rebuilding private construction that accounts for 70 percent of construction activity. To do this, the organization calls for net operating loss carryback, repeal of the alternative minimum tax, increased tax credits for energy efficiency and extending tax cuts to preserve private capital.

It also wants to eliminate disincentives on global investments in U.S. commercial real





estate, restore “Fast Track” trade promotion authority and remove trade barriers that inflate costs. Additionally, the plan calls for extending Term Asset Backed Securities Loan Facility, which allows private investment programs to fund construction projects, and extending first-time home buyers credit.

The second key area is boosting investments in infrastructure to provide industry stability and economic efficiency. AGC wants federal investments in transportation programs to double. Revenues would come from a transition to vehicle-miles tax, a right-size federal gas tax and encouragement of public-private partnerships. Further investment in federal buildings, clean-water programs, flood control, inland waterway navigation and establishment of a national infrastructure bank are necessary.

Further funding in this area could be possible from expanding and making permanent the Build America Bonds program and adding an exemption on construction from the private activity bond cap.

The third part of AGC’s plan calls for a revision of what it terms “restrictive policies and regulations” in order to speed construction and ease costly delays. It wants to streamline environmental reviews, accelerate licensing of new nuclear power plants and establish a multiyear capital budget for public works. The organization calls for a rejection of the Clean Water Restoration Act, but encourages green construction, avoiding



government-mandated labor agreements and rescinding Buy American requirements.

### Significant return on investment

AGC believes the public will see a significant return on investment with its plan. By boosting economic activity, tax revenues will rise, offsetting some of the tax credit costs in the blueprint. By raising and modernizing user fees, establishing a Water Trust Fund and expanding public-private partnerships, revenues for infrastructure investment will rise. “The cost of inaction will be far greater than anything outlined in this plan,” said AGC.

“Every billion dollars invested in nonresidential road activity adds \$3.4 billion to the gross domestic product, increases personal earnings by \$1.1 billion and creates or sustains 28,500 jobs,” according to the group’s plan. “Almost 19,000 of those jobs would be in areas outside the immediate construction sector, including equipment manufacturing, materials supply, food service, health care and retail. In other words, the best way to generate new economic activity, increase employment across economic sectors and grow the economy is to rebuild demand for construction services.” ■

**Boosting infrastructure investment would provide stability and efficiency, according to AGC’s plan.**  
 “The plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” it said.

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## NEW PRODUCTS

# NEW D65-16 DOZERS

## A long list of new features, including 6-way and sigma blade options, adds to efficiency and lowers O&O costs

More dozing capacity and greater efficiency in a variety of applications are always an advantage. Komatsu's new D65-16 model dozers — EX, WX and PX — provide both, thanks to a long list of new features, including a Power Angle Tilt (PAT) blade and a fuel-efficient, 205-horsepower, Tier 3 engine.

Unavailable in some previous models, a six-way PAT blade can now be used on all new D65s. The hydraulic blade tilt, angling functions and manually adjustable blade pitch expand versatility and productivity in a wide range of applications. It's well balanced for light and medium dozing operations as well as providing precise grade cutting required in site prep, golf course or house pad applications. The blade is 100-percent Komatsu, and is stringently tested for durability.

"Users like the PAT blade because it rolls material forward so well, it takes less horsepower to move it," said Product Manager Bruce Boebel. "Komatsu designed the blade to keep that material rolling in front of it and away from hoses and cylinders. That extends their life and reduces maintenance costs."

Boebel said adding a PAT blade to all new D65s came about as a result of customer feedback, but it's not the only blade option. A revolutionary Komatsu SIGMA blade is available for the D65EX-16 and D65WX-16 models. It's designed for heavy dozing applications and keeps more material to the center, giving it a 15-percent boost in productivity when compared to a typical semi-U. PX and EX models can also be equipped with a straight blade.

"Having blade options allows users to choose what's going to best suit their business and the type of work they do," said Boebel.

"Each blade has its particular purpose, and matching the blade to the application is a vital part of being able to move material efficiently so per-yard costs stay low."

### Lock-up torque converter, two modes

Power to push any blade full of material comes from a highly efficient lock-up torque converter that automatically transfers engine power directly to the transmission. The result is increased dozing speeds compared to

*Continued . . .*



Bruce Boebel,  
Product Manager

Brief Specs on the Komatsu D65-16 Dozer		
Model	Operating Weight	Net Horsepower
D65EX-16	43,980 lbs.	205 hp.
D65PX-16	46,960 lbs.	205 hp.
D65WX-16	45,570 lbs.	205 hp.

All new D65-16 models can be equipped with a six-way Power Angle Tilt blade that rolls materials forward, resulting in less horsepower used and better fuel efficiency. A lock-up torque converter and two-mode transmission are also new features in the Tier 3 machines.



To see this machine in action,  
find this article in our online  
magazine at  
[www.WPIUpdate.com](http://www.WPIUpdate.com)



# Longer undercarriage life, easier maintenance

... continued

previous D65 models. Operators can select from two gearshift modes, automatic and manual, to fit the appropriate application.

At the same time, in Auto mode the lock-up torque converter helps reduce fuel consumption by as much as 10 percent with the new D65s. New Power and Economy modes allow operators to match the needed performance to the job for maximum efficiency. E mode can be used for all general dozing, leveling and spreading applications, providing the right mix of speed and power for maximum fuel savings. P mode is for slot dozing, ripping or other applications requiring maximum production where engine power has priority over fuel efficiency.

“Our excavator users rave about the ability to choose modes based on work load, and it makes sense in dozing as well,” stated Boebel. “If you don’t need full power to get the job done, why use it? The ability to change modes to suit the application gives users added versatility. They have one machine for multiple uses.”

## PLUS extends undercarriage life

The new D65-16 models come with Komatsu’s Parallel Link Undercarriage System (PLUS) — the EX and WX models also have an additional foot of track on ground — that provides up to double the wear life of conventional undercarriages. The rotary bushing system virtually eliminates bushing wear, and wear

limits of the link and carrier roller are increased to balance the extended life of the bushing.

Added undercarriage life also comes from an improved, self-adjusting, idler support that applies constant downward pressure to the wear plate of the idler guide, preventing bouncing and vibration and reducing noise. It also acts as a scraper that keeps materials out. A full guarding package, designed with customer feedback, offers added durability and lower maintenance time and cost.

“The biggest cost of owning and operating a dozer is the undercarriage, and by extending its life, Komatsu is keeping that cost down,” noted Boebel. “We want customers to produce with these machines for a long time to come, and the new and enhanced features we added to the undercarriage accomplish that.”

## Efficient maintenance

Added efficiency in the D65-16s comes from better visibility in the larger ROPS/FOPS cab that puts the operator higher and more forward for improved sight to the blade. The cab is ultra quiet at a 75-decibel rating, and an air-ride seat and rear hydraulics are standard. A seven-inch, in-cab, color monitor allows owners and operators to track fuel consumption and idle time, as well as other functions, using Komatsu’s KOMTRAX technology that comes standard and is free for the first five years.

KOMTRAX helps provide better maintenance tracking to ensure proper service intervals are met, further keeping owning and operating costs down. Komatsu’s new D65 models also feature easy routine maintenance that includes daily engine checks grouped at the left-hand side of the engine compartment. A wide-core cooling package and manually reversing fan allow for quick cleaning of the radiator without leaving the cab.

“There are so many things you can point to that make these new models an upgrade over previous ones,” said Boebel, who noted that the dozers can come with Topcon plug-and-play or Trimble ready. “We designed these from the ground up with a list of enhancements our customers wanted. The result is more efficient and reliable machines, which is what they asked for.” ■

EX and WX models can be equipped with a SIGMA blade designed for heavy dozing applications. Blade visibility is better in the new D65s as the cab was designed to move the operator up and forward.





# DOZERS

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## MORE NEW PRODUCTS

# NEW EXCAVATOR MODELS

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



Doug Morris,  
Product Manager,  
Excavators

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.

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 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.





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

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.

#### 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.

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." ■



To see this machine in action, find this article in our online magazine at [www.WPIUupdate.com](http://www.WPIUupdate.com)

## UTILITY PRODUCTS

# NEW PC78US-8

## Compact excavator provides upgraded features that increase productivity, reduce O&O costs



David Caldwell,  
Product Manager

### Brief Specs on Komatsu's PC78US-8 Excavator

Model  
PC78US-8

Operating Weight  
16,240 lbs.

Net Hp  
55 hp\*

Digging Depth  
15 feet, 5 inches

\*Interim Tier 4  
emissions-certified engine

A machine that offers more horsepower, operating weight and increased digging depth at lower owning and operating costs and emissions would be a major asset to your business. Komatsu's new PC78US-8 excavator offers all that in a compact package that works well in small and mid-size applications.

The PC78US-8 replaces the PC78US-6, offering almost 400 additional pounds of operating weight. The popular long arm is now standard, offering a larger working range than the previous standard arm. A 55-horsepower, direct-injection, Interim Tier 4 engine provides better fuel efficiency without sacrificing power or productivity.

"It's a great machine for a variety of construction projects, as well as utility and landscaping jobs," said Product Manager David Caldwell. "With the tight tail swing, it's very useful in confined areas."

Using Komatsu's HydrauMind™ hydraulic system, the PC78US-8's pressure-compensating Closed Loading Sensing System (CLSS) ensures each function works according to its control input regardless of the load, giving the operator precise control. An engine-speed sensing system maintains engine speed under all

conditions, so the engine's full power potential is always available. An auto-idle feature senses when the machine is not working and reduces rpms to conserve fuel.

### Productivity features

A number of the new PC78US-8's features add to productivity, including load-sensing, automatic, two-speed travel that provides 10.7 percent faster high-speed travel. Komatsu also improved traction force by 2.6 percent, enhancing blade performance and enabling the new PC78US-8 to power through turns.

Auxiliary hydraulics and the Level 3 KOMTRAX package (Komatsu's exclusive wireless machine-monitoring system) are standard equipment. Inside the spacious cab that's 3.6 percent larger, a seven-inch, color, multifunction monitor gives the operator the ability to easily navigate between functions. The monitor allows operators to select from five working modes for power, economy, lifting, breaker and attachments; to adjust the flow rate to auxiliary attachments without leaving the cab; and to modify the heat and air conditioning for maximum comfort throughout the day.

Komatsu made maintenance easier with an engine hood that can be opened in confined spaces, a wide-opening side hood, and extended, 500-hour arm and boom lube intervals and 500-hour engine oil and filter changes. In addition, the new machine comes with a standard three-year, 3,000-hour warranty.

"Our previous PC78US-6 model was very popular because of its power and productivity in tight jobsites, and we have further improved upon that," said Caldwell. "It's a valuable addition to any fleet, especially for those contractors who do utility work, landscaping, residential and non-residential construction." ■

The new PC78US-8 has several upgrades that make it more productive and efficient in small to mid-size applications.





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## MORE NEW PRODUCTS

# ADDED VALUE

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



Steve Moore,  
Product Manager



To read the article online and watch this machine in action, go to [www.WPIUpdate.com](http://www.WPIUpdate.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.

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

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.

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." ■





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## INDUSTRY IMPACT

# READY FOR NEW REGULATIONS

## Komatsu is geared up for the big leap in Tier 4 emission standards that start next year

Throughout the past several years you've heard a lot about Tier 3 emission standards for construction equipment, and chances are you have one or more machines that meet that criteria. In the next few months, the industry will shift to another gear, bringing a heavy dose of new Tier 4 standards to a large number of engines and all the compliance levels that go with them.

Tier 4 standards come in two phases, with the interim phase beginning next year and focusing on particulate matter reduction requirements. Final standards will come later and deal with oxides of nitrogen (NOx) and hydrocarbons. Tier 4 interim standards for smaller engines, ranging from 25 to 74 horsepower, are already in effect. However, OEMs have the option of skipping Tier 4 interim standards if they implement Tier 4 final standards one year ahead of schedule, in 2012.

Emission standards don't cover the type of machine, rather they apply to the horsepower of the engine, and a very large number of construction machines with engines in the 175 to 750 range will be affected when the interim phase comes in January of 2011. A year later, 75- to 174-horsepower machines will have to meet the interim phase.

So what do the new standards mean for construction machinery? Tier 4 rules cut the soot an engine can emit by 90 percent compared to Tier 3, and cut NOx by 45 percent during the interim phase. When final compliance goes into effect in 2014, NOx will have to be cut by an additional 80 percent, meaning new-machine emissions will be close to zero.

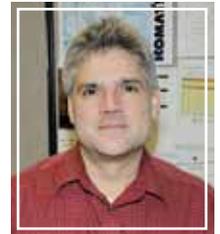
In addition, diesel machines will be required to use Tier 4-specific engine oil, use ULSD

fuel containing less than 15 ppm sulfur, and maintain emission filters. While meeting these new standards is challenging, Komatsu has already announced it's set for the new requirements to take effect.

"We were ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski. "Komatsu has always been an innovator, and constantly looks for ways to not only meet current and future standards, but exceed them when possible."

### Technology behind the engines

Murawski said machine performance won't be affected, and in some cases, may actually be improved. Komatsu engineered new excavators, dozers, wheel loaders, trucks and other equipment in the new horsepower range to meet the standards without sacrificing productivity or fuel efficiency.



Chuck Murawski,  
Senior Product  
Manager

*Continued . . .*

Equipment in the 175- to 750-horsepower range, such as Komatsu's WA500-6 wheel loaders and HM400-2 articulated trucks, must meet Tier 4 interim standards beginning January 1, 2011. "Komatsu was ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski.



# Komatsu steps up to Tier 4 with innovative design

... continued

Komatsu did so in a variety of ways, including a newly designed, KVTG (Komatsu variable-geometry turbocharger) that varies the air flow and delivers optimum air volume to the engine combustion chamber under all speed and load conditions. The result is cleaner exhaust gas and improved fuel economy while maintaining power and performance.

“Our initial feedback has seen more responsive machines that consume less fuel,” said Murawski. “The Tier 4 machines are completely Komatsu-designed and -manufactured, including components, so we control quality and performance. All machine systems work in harmony.”



Dozers such as the Komatsu D155AX-6 Sigma will be required to meet interim Tier 4 standards next year, while smaller dozers, such as the D51EX-22, have until 2012 to meet regulations.

The PC88MR-8 is equipped with a 65-horsepower engine that meets Tier 4 interim standards.



Other key features of the new technology include:

- A Komatsu-designed and -developed high-efficiency, diesel-particulate filter that captures more than 90 percent of particulate matter. The engine controller initiates passive and active regeneration automatically as needed to oxidize the particulates while the engine is running, which allows uninterrupted machine operation. A special oxidation catalyst eliminates the need for a traditional fuel burner, reducing maintenance costs and increasing reliability.
- A computer-controlled, heavy-duty High Pressure Common Rail System delivers the precise quantity of pressurized fuel into the engine combustion chamber, using multiple injections to achieve complete fuel burn and reduce exhaust emissions. Wear-resistant materials provide improved fuel-injector life.
- A heavy-duty, cooled Exhaust Gas Recirculation System, which has already proven effective in Tier 3 models, has been enhanced for increased capacity to further reduce NOx to Tier 4 levels. Larger, more robust components ensure reliable performance during demanding work conditions.
- A new fuel/air combustion chamber, located at the top of the engine piston, has a new shape designed to improve combustion and further reduce NOx, particulate matter, fuel consumption and noise.
- The engine and machine equipment function in harmony as the electronic control system performs high-speed processing of information from sensors throughout the machine. The result is reduced fuel consumption, noise, NOx and particulate matter.

“What customers get with these machines is solid production with lower emissions and less fuel consumption,” said Murawski. “Komatsu technology has once again produced machines with a competitive edge.” ■

# CLEANER FUEL

## Ultra-low-sulfur diesel now more widely available for off-road vehicles

Cleaner-burning diesel fuel is now more widely available for off-road vehicles as ultra-low-sulfur diesel (ULSD) became available at retail facilities June 1. The new fuel contains 97 percent less sulfur than previous diesel fuel, and can be used in existing engines, providing about a 10 percent reduction in emission particulates.

“(This) is another milestone for clean diesel and clean air, as our nation’s farm tractors and construction machines will now have access to cleaner ultra-low-sulfur diesel fuel,” said Allen Shaeffer, Executive Director of the Diesel Technology Forum. “Two-thirds of all farm and construction equipment relies on diesel engines due to their unique combination of power, fuel efficiency, economical ownership and operation, and legendary reliability and durability.”

Availability of the fuel comes ahead of a big step in Tier 4 engine mandates. Beginning next year, Interim Tier 4 standards take effect for 175- to 750-horsepower engines. Diesel machinery will be required to use cleaner grades of oil and fuel in the effort to reduce particulate matter, such as nitrogen oxides and hydrocarbons.

According to the Diesel Technology Forum Web site, “This new, ultra-clean fuel is important because sulfur tends to hamper exhaust-control devices in diesel engines, much like lead once impeded the catalytic converters on gasoline cars. Just as taking the lead out of gasoline in the 1970s enabled a new generation of emissions-control technologies that have made gasoline vehicles more than 95 percent cleaner, so will removing the sulfur from diesel help usher in a new generation of clean-diesel technology.”

### “Benefits are significant”

Ultra-low-sulfur diesel has been available since 2006, but as of June 1, all highway diesel fuel supplied in the U.S. must be ULSD, and at least 80 percent of fuel refined in the country for use by off-road vehicles must be ULSD, containing a sulfur content of only 15 parts per million. Shaeffer said its widespread availability will help expand opportunities for clean-diesel retrofits for off-road use in existing fleets.

“The advanced clean diesel system — combining cleaner fuel, state-of-the-art engines and effective exhaust-control technology — will play a leading role in helping cities and states meet strict new air-quality goals set by the federal government,” said Schaeffer. “The benefits of the new cleaner fuel are significant.” ■

As of June 1, all highway diesel fuel supplied in the U.S. must be ultra-low-sulfur diesel, and at least 80 percent of fuel refined in the country for use by off-road vehicles must be ultra-low-sulfur diesel. The new fuel contains 97 percent less sulfur than previous diesel fuel, and can be used in existing engines.



# OFFERING FINANCING SOLUTIONS

## VP Financial Services and Treasurer Ben Norris says helping customers purchase equipment is top priority



Ben Norris,  
VP Financial Services/Treasurer

*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.*

Ben Norris has witnessed firsthand the massive growth Komatsu has undergone during the past 30 years. He's currently Vice President Financial Services and Treasurer of Komatsu America, as well as President of Komatsu Financial, a wholly owned subsidiary of Komatsu America. He's also served as Finance Sales Manager and Controller in his 25 years with Komatsu.

Ben started in finance operations after graduating with a Bachelor of Science degree in finance from Illinois State in 1984. He received his MBA in 1990 from DePaul University, and served on the 2006 National Security Forum as a civilian guest at the Air War College at Maxwell AFB in Huntsville, Ala.

As Vice President Financial Services and Treasurer, he's responsible for assets and liabilities for Komatsu America. He oversees a staff of more than 50 finance professionals who work with Komatsu distributors and customers to provide financing options for equipment purchases.

"Komatsu Financial provides support to about 20,000 Komatsu end users, as well as our distributors throughout the United States and Canada," said Norris. "That's considerably higher than when I started with Dresser Leasing, which eventually grew into Komatsu Financial. One thing I'm most proud of is that through the transition into Komatsu Financial, and especially through the peaks and valleys of the construction industry, we've consistently provided stable, cost-effective and competitive financing."

Ben and his wife, Marybeth, are celebrating 20 years of marriage and have two sons aged 18 and 13. The Norrises enjoy golf, fishing, sports and travel.

**QUESTION:** What role does Komatsu Financial play in customer purchases?

**ANSWER:** First, Komatsu Financial is interested in the success of every deal, but we're not a replacement for traditional lenders. We encourage those buying equipment to shop around and find the best rates and terms that they believe will benefit them the most. However, Komatsu Financial offers a vast array of options that equipment buyers can use to finance or lease their Komatsu machines.

Komatsu makes efficient and productive products that are cost-effective, and we believe, put more profit in our customers' pockets. Komatsu Financial wants to help ensure customers are able to purchase Komatsu pieces by providing financing solutions, whenever they're needed.

**QUESTION:** Will you only finance new Komatsu equipment?

**ANSWER:** First and foremost that's what we do. Most of our customers are buying new pieces of equipment because, again, newer models tend to be more efficient and productive. But, if a customer believes a used piece is more of an advantage to them, we'll certainly work with them. From the used side, we'll finance competitive brands as well. For instance, if a distributor took a competitive piece on trade, and a customer is interested in purchasing it, we're here to help.

**QUESTION:** What's the advantage to using Komatsu Financial?

**ANSWER:** First, Komatsu Financial offers a stable, cost-effective and viable financing solution to customers by providing core product financing of Komatsu equipment. Second, we provide the best service in the



Komatsu Financial offers cost effective and viable financing solutions for all types of equipment.

industry. We don't offer other types of loans or lines of credit. But because our rates and terms are in line with other lenders, customers can finance equipment with Komatsu, leaving their other sources of credit open to continue to grow their businesses.

Because equipment financing is our core business, we have been incredibly consistent throughout the years in providing affordable solutions through all types of market conditions. We understand that the construction industry has peaks and valleys, and the last couple of years would indicate that sometimes there are deep valleys. But through it all, we've maintained our book of business and haven't shied away from lending until the next peak hits. We also have more than 50 people on staff, many of whom have been here a decade or more, and they understand the industry better than anyone else.

**QUESTION: Given the current economics, there are sure to be businesses that may fall behind on payments. How do you handle those situations?**

**ANSWER:** Really, that happens in all economies for a variety of reasons. As I said, we understand there are going to be some rough times, and to be honest, there are times when we have to take a machine back. That's a last resort, however. Maybe it's just a matter of the customer waiting to get paid for a job, or the customer has work lined up months ahead but hasn't been able to start yet. It helps if the customer contacts us, and lets us know the situation. Our first priority is to work with customers to find solutions that will allow them to keep their machinery so they can continue working.

**QUESTION: What do you see ahead?**



Vice President Financial Services/Treasurer Ben Norris said Komatsu Financial's main aim is to help customers purchase new Komatsu equipment, such as the all-new D65EX-16 dozer.



According to Ben Norris, Komatsu VP Financial Services/Treasurer, the company is optimistic about the construction industry's future, and projections are for gradual growth ahead. Komatsu factories are ramping up production again, Norris noted.

**ANSWER:** We're optimistic about the construction industry going forward. We believe the industry has hit a firm bottom, and projections are for a gradual recovery and growth ahead. Our factories are ramping up again, so that as the market grows, we're in position to have the machinery ready that end users can put to work.

Those who are looking for machinery should contact their distributor first to find the right equipment to match their needs. That's the most important step in the equipment-buying process, and our distributors are excellent at doing that. Next comes financing, if needed. Komatsu distributors have strong credit or finance managers who can help buyers find financing with Komatsu Financial or an outside lender of their choice. ■



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KA-14

## THE PEOPLE INSIDE

# KOMTRAX COORDINATOR

## WPI's Jess Widner says Komatsu's remote monitoring system can maximize your uptime

Jess Widner is always excited to talk to someone about the capabilities Komatsu's KOMTRAX remote machine-monitoring system offers. Widner sees it as a way equipment users can get a better handle on how their machinery is running and what they can do to ensure it maintains maximum productivity.

"If it were up to me, everyone would use KOMTRAX because it offers so many features that provide direct benefits to the user," said Widner. Based at WPI's Houston headquarters, Widner monitors information from customer machinery with the KOMTRAX system. "KOMTRAX allows users to log onto a secure Web site and get valuable information about how the machine is being used, fuel consumption, idle time and hours, among a whole host of other critical data. They can then use that to schedule maintenance or talk to their operators about better ways to use the machinery that will increase production and lower operating costs."

Widner joined WPI about three years ago as Customer Support/KOMTRAX Coordinator after spending a few years working construction. In that time, he's seen a steady increase in KOMTRAX usage throughout the company's territory. Widner said more than 1,000 Komatsu machines in WPI's territory have the system.

"It comes standard on new machines with five free years of monitoring, and can be retrofitted to older machines," Widner pointed out, noting that on retrofits, there is an initial installation cost, but customers still get the benefit of five free years of monitoring after that. "I help users get set up and train them on how to use the system, working with them to customize it to their needs. Both they and I can monitor the machine, and I send reports regularly to customers with analysis

that will help them determine if they should perform any services."

### 'KOOL POINT'

Widner is adding value to the KOMTRAX experience, by developing "KOMTRAX KOOL POINT," an e-mail newsletter he sends to customers offering tips on how to get the most out of their KOMTRAX system. He also provides customer support in other areas, such as oil sampling.

"Productivity is key to any construction business, and to maintain that, the equipment user has to be proactive about maintenance and repairs," noted Widner, who was recognized by Komatsu as a champion in the "KOMTRAX 60 days to CONEXPO" contest in 2008. "I'm willing to help them in any way I can, whether it's KOMTRAX or other services. I enjoy helping customers get the most out of their equipment."

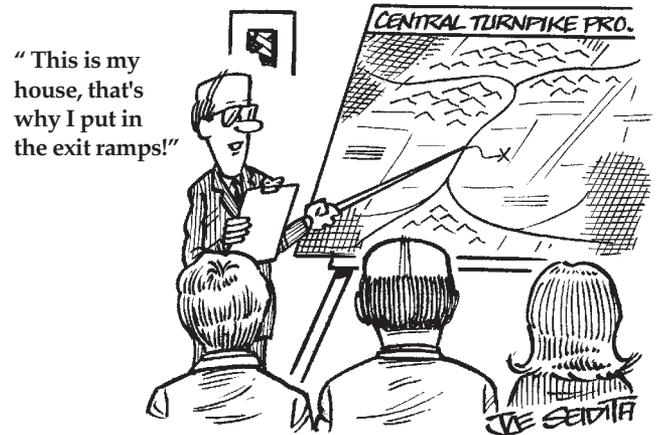
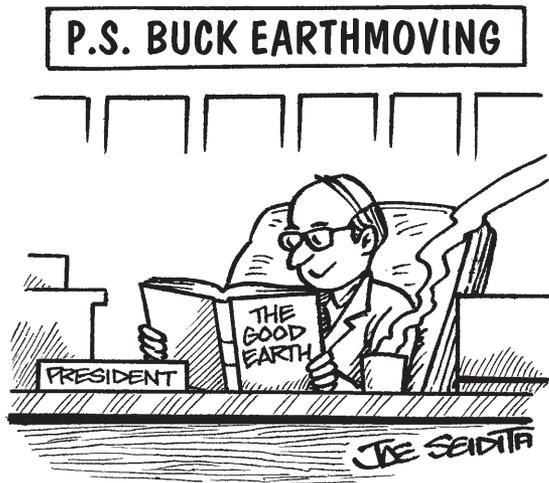
Widner also enjoys turkey hunting and spending time on the rivers and beaches of Texas and beyond. He's also a huge University of Texas fan, and follows the Houston Texans and Astros. ■

WPI's Jess Widner says KOMTRAX provides a wealth of information that equipment owners can use to maximize uptime. He's developed his own newsletter that provides tips on how to best utilize KOMTRAX.



# SIDE TRACKS

## On the light side



"You had your company's very first bulldozer bronzed?"



## Did you know...

- A giraffe can go without water longer than a camel can.
- A mole can dig a tunnel 300 feet long in just one night.
- On average, a person laughs about 15 times a day.
- February 1865 is the only month in recorded history not to have a full moon.
- Maine is the only state whose name is just one syllable.
- One quarter of the bones in your body are in your feet.
- Our eyes are always the same size from birth, but our nose and ears never stop growing.
- The only 15-letter word that can be spelled without repeating a letter is uncopyrightable.
- Months that begin on a Sunday will always have a Friday the 13th.
- It takes a drop of ocean water more than 1,000 years to circulate around the world.

## Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.WPIUpdate.com](http://www.WPIUpdate.com)

1. ANPETIWORR \_\_\_\_\_
2. NITAROTC \_\_\_\_\_
3. KOBEC AH \_\_\_\_\_
4. RBIYDH \_\_\_\_\_
5. TAFESY \_\_\_\_\_
6. WYGAHIH \_\_\_\_\_

## NEWS & NOTES

# Group says nation needs long-term, coordinated freight plan

The American Association of State Highway and Transportation Officials (AASHTO) joined the chorus of organizations calling for a significant boost in highway, rail and other transportation funding in its new report, *Unlocking Freight*. It identifies key projects across the country that would improve freight delivery and dependability and offer needed relief for freight congestion, job generation and improved productivity.

"The simple fact is: no transportation, no economy," said AASHTO President Larry L. "Butch" Brown. "They are inseparable. We must invest to maintain and strengthen

the American 'transconomy.' Congress must invest in all transportation modes, from waterways to roads and rails, to get us where we need to be as a competitive nation. Millions of jobs and our nation's long-term economic health depend on it."

The report highlighted deficiencies on roads, rail, waterways, ports and other forms of freight transportation. Noting that the freight transportation system supports more than 10 million jobs, many are calling for increased national and regional investments that include all freight transportation modes. ■

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