

# ROAD To SUCCESS

October • 2007 No. 4

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Featured in this issue:

## ELLIOTT EXCAVATING

Arizona contractor turns  
desert hardscape into  
future building paths

See article inside...

Phil Elliott,  
Owner

Featured in this issue:

## THREE D SERVICE COMPANY

Demolition contractor earns  
Lifetime Achievement Award  
for more than 40 years of  
quality work

See article inside...

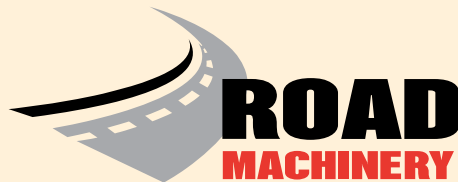
Chuck Clark,  
Owner

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Dennis Romanson



Dear Equipment User:

As 2007 draws to a close, it's clear that the year was a challenging one for many segments of the construction economy. The slowdown in housing, while not unexpected, was a drag on what had been a remarkable industry run from 2002 to 2006.

While nobody has a crystal ball that can tell us what the future holds, most forecasters are projecting that the worst is over, and that housing starts should stabilize next year and perhaps even increase slightly. That would certainly be good news and, when combined with still-strong nonresidential building and public construction, would return the industry to a relatively healthy condition.

All of us in the equipment industry, and certainly all of us at Road Machinery LLC, hope that's the case, just as you do. In the words of a former U.S. president, "we feel your pain" — literally. Because machine sales are tied directly to your work load, we're just as anxious as you are to see an up-tick next year.

In slower times, it's even more important than ever to have productive, reliable equipment that works for you every day. One way to improve the likelihood that your equipment will perform as expected, day-in and day-out, is to let us do a preventive maintenance inspection (PMI) on each machine in your fleet. We'll thoroughly check all working parts and components to make sure they're doing what they're supposed to be doing and that there are no issues cropping up that may lead to potentially costly repairs, or worse yet, shut you down during a busy job.

To schedule such an inspection, or to learn what else we can do to help you get the most out of your existing equipment fleet, feel free to contact your RML product support representative or our service department. We'll be happy to assist you in any way we can.

Sincerely,  
ROAD MACHINERY LLC

Dennis Romanson,  
President



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# ROAD To SUCCESS

## IN THIS ISSUE

### ELLIOTT EXCAVATING

Find out how this Arizona contractor has turned the desert hardscape into future building paths.

### THREE D SERVICE COMPANY

The National Demolition Association awarded this demolition contractor the Lifetime Achievement Award for more than 40 years of quality work. Find out why.

### INDUSTRY EVENT

CONEXPO-CON/AGG is coming soon and it will be the largest ever, with more than 2 million square feet of exhibit space. Here's a preview of what the triennial show will have to offer.

### EQUIPMENT FOCUS

See how results of recent field tests confirm that the Komatsu PC270LC-7 excavator truly is the "best in class."

### NEW PRODUCTS

Komatsu's new landfill dozers combine the best features of its standard dozers with unique features that make them perfect for rugged landfill conditions.

### UTILITY EQUIPMENT

Learn more about Komatsu's PC78, a larger-size compact excavator that offers many advantages.

Published by Construction Publications, Inc. for



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## A SALUTE TO A CUSTOMER

# ELLIOTT EXCAVATING

## Arizona contractor turns desert hardscape into future building paths



Phil Elliott,  
Owner

The past several years have seen a big push to develop large tracts of Arizona's vast, sparsely populated desert landscape as more and more people make the move away from the cities. Making it possible to get to those rugged and uneven parcels is the specialty of Elliott Excavating.

"It's not something everyone wants to tackle," said Owner Phil Elliott, who founded the Dewey, Ariz., company with his wife, Sarah, five years ago. "We're often in remote locations putting in roads on 200- to 2,000-acre sites that are hilly and rocky. Eventually, the developers and individuals we work with may put residential properties on the sites, but they can't do that without first getting to it.

"That's our specialty," he explained. "We've had people tell us we can't do a project because of its location. They don't think that after we're done. They can drive right into the area they thought was inaccessible or unusable and see how it can be developed."

Elliott's services start with clearing the land, if necessary. From there, he and his crew

of three begin the often arduous process of reshaping eons-old desertscape that contains boulders, hard-packed sand and other rock-hard soils. Pioneering the roads nearly always involves installation of culverts or other drainage structures.

"It's up to the landowner or developer to decide how far they want us to go," said Elliott. "We'll gravel the road into the site if they want us to. We've done some demolition work in conjunction with new sites, but it's not something we do consistently."

### Model of consistency

But Elliott Excavating has been the model of consistency throughout the past decade. Elliott Excavating started with Phil doing all the work himself, continuing to add to the staff as the work became increasingly larger and more complex. The company does 12 to 15 projects a year throughout the entire state.

"I had three or four customers in the real estate market that kept sending me work, so it just kept growing," recalled Elliott. "I'm still working for those same people and adding more customers as we go. They know what we're going to do for them, and they know we'll be honest and fair about it. We take a lot of pride in the fact that our customers trust us and allow us to continue to be their choice for making their sites accessible."

Helping Elliott keep customers satisfied are Superintendent Robert Kegel, Operators Bob Keeler and Dennis Ellis, and Sarah Elliott, who manages the office, handling accounting and payroll. "Our people deserve a world of credit for the company's success," noted Phil Elliott. "They're a hardworking group. I'm often off site looking at other jobs, and it's nice to know I can

With the help of a  
Komatsu PC200LC-7  
excavator, Elliott  
Excavating installs  
culvert pipe.





Elliott Excavating's expertise is cutting in roads in often rugged and arduous conditions. "After we're done, people can drive right into the area they thought was inaccessible," said Owner Phil Elliott.

trust them to get things done. It's to their credit we're able to do the amount of work we do with such a small group."

## Help from RML, Komatsu equipment

Elliott also credits the staff at Road Machinery LLC for keeping his business productive, including Sales Representative Bob Jensen, PSSR Peter Lonson Jr., Parts Representative Brian Bishop, Service Technician Troy Coonrod and Finance Manager Sharon Waller.

"Road Machinery has always treated us as if we're a large contractor," Elliott said. "They've been outstanding to work with in every aspect of obtaining equipment since our first purchase of a Komatsu D39. Bob has found us the equipment, Sharon's helped with financing, Bryan keeps us up to date with parts and Troy helps us keep it running by working with us on such items as scheduled services. When you're starting out, it's nice to meet the kind of people who represent Road Machinery. They're a big reason why we've continued to buy Komatsu."

Elliott Excavating's current equipment lineup includes a new D65EX dozer with a Tier 3 engine that's used to move mass amounts of dirt and rock quickly and efficiently. "It's definitely improved our cost per yard," said Elliott. "We're able to move even hard soils faster, and the Tier 3 engine is great on fuel. It's comfortable and quiet, so it's easier on the operator."

Elliott and his crew also like the operator-friendly Komatsu PC200LC-7 excavator and GD655-3 motor grader purchased from Road Machinery. "Many of the areas we're in have boulders, so we use the excavator to move those as well as dig and set pipe," said Elliott. "It gives us some versatility, which is important for a smaller company that doesn't have extra equipment. We use the motor grader for finishing touches such as fine grading. Both of those machines were used when we bought them, but we had no hesitation because from our experience, we've come to know Komatsu machinery is durable."



Elliott Excavating uses a Komatsu D65EX dozer for rough grading as it begins cutting in a road on a tract of land in the Arizona desert. "It's definitely improved our cost per yard," said Owner Phil Elliott. "We're able to move even hard soils faster, and the Tier 3 engine is great on fuel. It's comfortable and quiet, so it's easier on the operator."



Finish grading goes smoothly with a Komatsu GD655-3 motor grader.



(L-R) Elliott Excavating's team consists of Owner Phil Elliott, Superintendent Robert Kegel, Operator Bob Keeler and Operator Dennis Ellis (not pictured).

## Not looking to change

Elliott considers his business a niche company that's filling a specialty need. Although he's looked at branching out in other areas, he's said he's not going to change unless it makes sense for the business and its customers.

"We've looked outside at other opportunities, but our customers give us enough business to keep us busy and we want to take care of them," Elliott noted. "That's what it all comes down to. I'd like to grow, but sometimes that just means more stress and headaches. I want to be big enough to service the needs of customers without being so big that the personal touch gets lost." ■



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## A SALUTE TO A CUSTOMER

# THREE D SERVICE COMPANY

## Demolition contractor earns Lifetime Achievement Award for more than 40 years of quality work



Chuck Clark,  
Owner

Earlier this year, Chuck Clark, Owner and President of Three D Service Company, received the Lifetime Achievement Award from the National Demolition Association (NDA), one of the country's most prestigious organizations that services the demolition industry.

Clark is a founding member of the NDA and helped found the organization's Northern California chapter. He was an active member of the Southern California chapter for many years as well. "It's nice to be recognized by your peers," said Clark, a past president of the NDA. "It's a terrific organization that focuses on issues our industry faces and promotes such things as safety. I'm very humbled and proud to have been given the honor."

The award highlights Clark's more than 40 years of experience in the demolition industry that's seen the Pomona, Calif., contractor raze countless structures, including some of the most high-profile projects in the United States. Clark founded Three D Service in 1967 after working with his dad, Lee, in his demolition business.

Using two Komatsu excavators in tandem, Three D Service operators load trucks with scrap material.



"When I first started doing demolition, we did all the work by hand with picks and shovels," recalled Clark, whose company also has an office in Las Vegas that's headed up by his son, Greg. "At first, I was alone in the business, but I continued adding staff as the company grew. I never expected it to get to this point."

### Change in emphasis

"This point" means a staff of nearly 70 people that are split into four or five crews that complete numerous large and complex commercial demolitions for private and public entities. Noteworthy in its long history are the first building implosion in downtown Los Angeles, demolition of 15 blocks to make way for the Los Angeles Convention Center, demolition of Twentieth Century Fox Studios and the razing of the original Flamingo and Dunes hotels and casinos in Las Vegas.

Originally, Three D's focus wasn't on doing such large projects, as Clark trained his attention on tearing down residential housing. Throughout the years, the emphasis has continued to shift and the work has become increasingly geared toward recycling as much material as possible.

"We're recycling close to 90 percent of the materials on most jobs," reported Clark. "We salvage and scrap the ferrous and nonferrous materials, take out the foundations and concrete and crush that material on site with our portable crushing plants. The materials made from that either go back to the owner for reuse on the jobsite or we sell it for use somewhere else. That's been a big change in the industry since we started."

### Longtime Komatsu user

The equipment focus of Three D Service represents another change. Clark went from

hand work to track loaders in the 1960s and eventually worked his way up to excavators in the 1980s, now a standard in the industry.

Each step along the way has included Komatsu machinery, such as his current fleet of 17 excavators ranging in size from an 11,000-pound PC50 to a massive 175,000-pound PC750. "We used some of the first Komatsu machines in the United States, and what we've always found is that they're economical to operate and reliable from the standpoint of not giving us a problem with downtime," observed Clark. "We had some competitive brands of excavators, but we got rid of all them and now we're all Komatsu.

"The demolition business is tough on machinery, but the Komatsus have handled everything we've thrown at them," he added, noting that Three D equips them with quick couplers for changing attachments, such as grapples and shears, quickly. "The Komatsu excavators cover the gamut. We use the PC50 for making delicate, surgical-type cuts in tight places such as interior walls, then we do the bigger work with the larger machines."

Three D Service handles the majority of service on the machines, with help from Road Machinery LLC's southern California branch staff.

"We've developed a really good relationship with Road Machinery in the past few years," Clark noted. "Our Account Manager Dennis McShane does a good job of helping us find equipment, be it new or used, to fit our needs, and the parts and service departments have responded to us very quickly."

### **Safety never goes out of style**

While his jobs and equipment needs have changed, Clark said one thing that's remained steady is the company's focus on safety. Three D Service has an outstanding safety record, and Clark plans on keeping it that way.

"You don't last in the business if you're unsafe, and nothing's more important than Three D employees being safe," Clark emphasized. "No matter how long I'm in the business that will always be the case."



Three D Service relies on a fleet of Komatsu excavators to remove building materials.



A Three D Service operator processes scrap-iron materials, using a Komatsu PC750 excavator, prior to loading them out.



(L-R) Road Machinery Account Manager Carmello Perez, Three D Service Superintendent Terry Hixson, Road Machinery Account Manager Dennis McShane and Three D President/Owner Chuck Clark meet at a jobsite in Ontario, Calif.

And Clark plans on being in the demolition business for the foreseeable future and beyond.

"The business changes, but there's always a need for progress," he said. "That often involves us coming in and taking care of the first step — removing the old to get the new started. I don't plan on quitting anytime soon." ■



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## INDUSTRY EVENT

# CONEXPO COMING SOON

**Industry event will be the largest ever  
with more than 2 million square feet of exhibit space**

If you've ever been to CONEXPO-CON/AGG you know the size and scope of the show is massive. If you haven't been before and are going this time around, you're in for a huge treat that features more types of equipment, educational opportunities and technology than you can possibly imagine in one location.

The largest show of its kind in the construction industry, the next CONEXPO-CON/AGG will be held March 11-15, 2008, at the Las Vegas Convention Center, the largest such facility in the world. You can get information on the event and register for it online at [www.conexpoconagg.com](http://www.conexpoconagg.com). You can also map out your visit ahead of time using the show's Virtual Trade Show, which includes an interactive floor plan of exhibits, as well as make a personalized list of companies and products you may want to see.

CONEXPO is the largest show of its kind in the construction industry. Held inside and outside the Las Vegas Convention Center every three years, the 2008 show, to be held March 11-15, will have more than 2 million square feet of exhibit space.

"We are proud to be known as a show run by and for the construction industries, and our primary goal is to create a positive show experience for all attendees and exhibitors," said CONEXPO-CON/AGG Director Megan Tanel. "The show continues to grow, but we really don't want the show just to be about being the biggest in the industry. We want attendees to see that the show is a place to find information, education and solutions to issues they may face in their businesses. It's a place to bring the user, the owner, the distributor and manufacturer together in one place where they can all work together."

Every three years when CONEXPO rolls around, the show is bigger than the last, and 2008 will be no exception as the triennial event features more exhibit space than ever before. For the first time ever, the show will top 2 million square feet, breaking 2005's record-setting mark of 1.88 million. More than 2,000 exhibits from leading manufacturers, such as Komatsu, and service providers will display wares, with more than 125,000 industry professionals expected to be on hand.

Komatsu will display 24 products, including several new Dash-8 excavator and Dash-6 wheel loader models which feature ecot3 Tier 3 engines that offer more productivity with less fuel consumption and lower emissions. Also in its 30,000 square feet of display area will be dozers, motor graders, trucks, compact track loaders, backhoe loaders and skid steer loaders.

### **Products grouped together**

Event organizers are grouping similar products and companies together, making it easier to navigate your way around the show. For instance, if you're interested in





earthmoving equipment it can all be found in the North Hall, part of the Central Hall, the Riviera Pavilion and the Gold, Blue and Riviera lots outside the convention center.

If your interests lie in other types of equipment, there are product concentration areas for lifting equipment, asphalt paving and production, concrete paving and production, aggregate processing and heavy-duty trucks and mixers. Other sub-specialties such as engines, hydraulics, lubricants, tires and components have their designated areas as well.

Information stands will be set up throughout the show, and interactive product locators, searchable by company and product, will be on the show floor. These will also have information regarding seminars and meetings. Other show services will include an expanded, free, shuttle system to transport visitors from hotels to and from the convention center, and an intra-show shuttle-bus system.

### Several new items on the agenda

Attendees may be directed to several new items on the expo's massive list of things to see and do, including the free educational program "Best Practices for Small Fleet Management" to be held on March 15. The program will provide practical solutions for fleet management needs of small business owners specializing in commercial, industrial and public construction. Topics include budgeting and staffing, productivity and work scheduling, among others.

Other new features are an International Driver Mixer Championship, the first ever international competition of concrete mixer truck drivers; an IPAF Safety Zone that features live demonstrations and safety education; and "Construction Challenge," a competition with students competing in three challenges related to the construction industry.

"We're very excited about the new features, and we believe that attendees will find them informative and helpful," said Tanel. "The Construction Challenge is one area we're particularly looking forward to as it showcases young people involved in the construction



Komatsu always has one of the largest displays at CONEXPO. Twenty-four products will be available for attendees to check out at the 2008 event.



CONEXPO is more than just an equipment showcase. Attendees can learn more about the construction industry through educational programs in such areas as aggregates, asphalt, project management, equipment management, personal development and safety.

industry. We see this as a way to generate interest among youth and highlight for them the careers available in construction."

An Innovation and Solutions Center will also be new. Experts in the field will be presenting sessions that highlight research and developments in Fluid Power Solutions, Green Solutions, Motion Control Solutions Now and in the Future, and Innovative Applications in the Entertainment Industry.

### Educational opportunities abound

While CONEXPO continues to add new items, one thing that hasn't changed from previous expositions is the chance to take

*Continued . . .*

# Educational opportunities abound at CONEXPO

... continued

in some educational opportunities that will benefit you and your business. There are 10 seminar tracks organized by specific industries and issues: aggregates, asphalt, concrete, construction project management, earthmoving, environmental/recycling, equipment management, management, personal development and safety. Sessions are 90 minutes in length and include materials you can take with you for future reference.

Seminars in the earthmoving category include Introduction to Adopting Positioning Technology for Construction; Paydirt: Mass Excavating Alternatives for Mass Profit; Introduction to Design Data & Earthmoving Construction Projects; Costs to Own & Operate Heavy Equipment; and The Amazingly Versatile Backhoe.

Equipment management educational opportunities include An Introduction to Biodiesel Fuel, Equipment Management: Taking it to the Next Level; Getting the Most Out of Your Equipment at Disposal; Are Fuel Costs Cutting Into Your Profits?; The Equipment Triangle View of Asset Management Best Practices for Fleet Management; and Realizing Cost Return (or Cost Savings) Through Effective Oil Analysis. For more details on these and other educational opportunities, you can visit the CONEXPO-CON/AGG Web site.

Attendees at the last CONEXPO got up close to machinery and looked at the inner workings of equipment such as Komatsu's ecot3, Tier 3 engines, now standard in numerous machines.



"The educational opportunities are a great way for attendees to learn new and creative ways to help increase their productivity, lower costs and become better at what they do," said Tanel. "Because the show is so large, it's not always feasible to attend every seminar. We're working this year on ways to bring the seminars to the attendee by putting them live on cable through the hotels, over the Internet and by podcast."

## A great partnership

Industry certification courses and exams are offered, including a Certified Equipment Manager Exam and Study Course of the Association of Equipment Management Professionals, and Crane Operator Certification Examinations of the National Commission for the Certification of Crane Operators.

CONEXPO is produced and sponsored by the Association of Equipment Manufacturers, the National Stone, Sand & Gravel Association, the National Ready Mix Concrete Association, and the Associated General Contractors of America.

"The success of CONEXPO-CON/AGG has always been because of the partnership of these organizations," Tanel noted. "Several of them hold their annual meetings during CONEXPO. They are all committed to helping everyone involved in the construction industry succeed. That's why each has a strong commitment to making the show as informative and insightful as possible."

Tanel pointed out that the ultimate goal for those attending the 2008 CONEXPO is to take away something that they can use in their business to make it better.

"The show is really about ways to highlight the industry and what it can do to help businesses and individuals be more successful," she said. "We hope they find solutions to everyday challenges, make contacts and learn more about the industry in general. We want them to go home seeing that the show had value to them and looking forward to coming back in 2011 to find something else that will help them." ■





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## EQUIPMENT FOCUS

# REDISCOVER THE PC270LC-8

## Field tests demonstrate how Komatsu's new excavator delivers superior performance

If you're an equipment user in the market for a 28- to 33-ton excavator, the newly designed and upgraded Komatsu PC270LC-8 needs to be at the top of your "check-it-out" list.

"We've believed for some time that we had a very competitive machine in this size class," said Komatsu Excavator Senior Product Manager Peter Robson. "Compared to the other leading brands, we suspected that we were better in terms of fuel consumption, and that everything else was fairly similar. But in taking another look at the machine, we concluded that by increasing counterweight mass, the PC270LC-8 would not just be competitive or a little bit better than the competition, but would be much better. So that's what we did."

As part of a running design change, Komatsu increased counterweight mass on the PC270LC-8 by 17 percent compared to the PC270LC-7.

"The change was remarkable," said Komatsu Excavator Product Manager Trenton Glore. "With the additional counterweight, lift capacity increased significantly. Just as important, if not more so, machine stability improved dramatically. It gives the new unit a much better 'firm footedness.' With that solid base, operators are more comfortable digging and loading at a faster speed, and in more difficult material, so productivity is now much improved."

### Field tests confirm PC270LC-8 superiority

How much improved? To find out, Komatsu put the machine to a field test against two top competitors. Here's what they found.

In a trenching test, the Komatsu PC270LC-8 averaged 216 feet per hour, compared to 196

feet and 192 feet for the competitive units. That's 9 percent better than one machine and 11 percent better than the other. "More than 20 feet per hour adds up quickly over the course of a day, a week, a month or a year of trenching," pointed out Glore.

"The difference between machines was even more pronounced when we included the amount of fuel required to do the work," he continued. "In terms of fuel efficiency (which measures how many feet of trench are being dug per gallon of gas), the Komatsu PC270LC-8 was 9 percent better than one of the competitors, and a whopping 17 percent better than the other."

*Continued ...*



**Peter Robson,**  
Senior Product Manager



**Trenton Glore,**  
Product Manager

Trenching Test		
Model	Production	Fuel Efficiency
Komatsu PC270LC-8	216 ft./hr.	26.8 ft./gallon
Competitor	196 ft./hr.	22.2 ft./gallon
Competitor	192 ft./hr.	24.5 ft./gallon

In a recent trenching field test, the new Komatsu PC270LC-8 dug more trench per hour and was significantly more fuel-efficient than two top competitive machines.



# Tests confirm outstanding fuel efficiency for PC270LC-8

... continued

For more information on how the Komatsu PC270LC-8 can be a valuable addition to your excavator fleet, contact your sales representative or our branch location nearest you.

The result was similar in a truck-loading test. An analysis of cycle times showed the PC270LC-8 took slightly more than 14.5 seconds to load, swing, dump and return. One competitor's cycle time was about a half second slower, while the other was more than a full second slower. And not only did the Komatsu unit load trucks faster, it was also more fuel-efficient, moving 7 percent to 10 percent more cubic yards of material per gallon of fuel.

### Fuel efficient

According to Komatsu, the PC270LC-8's impressive fuel consumption and efficiency figures (roughly 10 percent better than the previous model and about 11 percent better than

the competition) are achieved by total control of the engine, hydraulic and electronic systems.

"Each component and machine system was designed, engineered and manufactured to complement the other components and systems to achieve maximum performance," said Robson. "The way they work together is one of the primary factors in the fuel efficiency we've been able to achieve with the PC270LC-8."

Other factors include the overall efficiency of Komatsu's Tier 3 engine, combined with options and reporting tools that allow an operator to significantly lessen the amount of fuel being used to achieve the same amount of work. These include an economy (E) work mode; an "eco-gauge" that displays to the operator whether he's operating efficiently or wastefully; and an "idling caution" display that alerts the operator when he's been idling for five minutes or more (extended idling is considered to be an unnecessary and wasteful use of fuel).

Truck-Loading Test		
Model	Cycle time	Fuel Efficiency
Komatsu PC270LC-8	14.54 sec.	66.6 cu. yd./gallon
Competitor	14.97 sec.	60.0 cu. yd./gallon
Competitor	15.59 sec.	62.0 cu. yd./gallon

### Design features

In addition to overall performance and fuel efficiency, the new PC270LC-8 has numerous other features designed to improve productivity, including:

- Work equipment structures with large castings;
- Boom and arm plates thicker than the competition;
- Easy-to-access service and maintenance points;
- A quieter, more comfortable cab that's the largest among top competitors and loaded with user-friendly technology;
- KOMTRAX, Komatsu's FREE wireless monitoring system, as standard equipment.

### Demo will prove its worth

"Obviously, we believe the PC270LC-8 is a superior excavator," said Robson. "Our hope is that equipment users who are in the market for this size of excavator will demo the PC270LC-8 against any comparable machine. If they do, we're confident they will come to the same conclusion we did — that it's the most productive and efficient machine in its class." ■

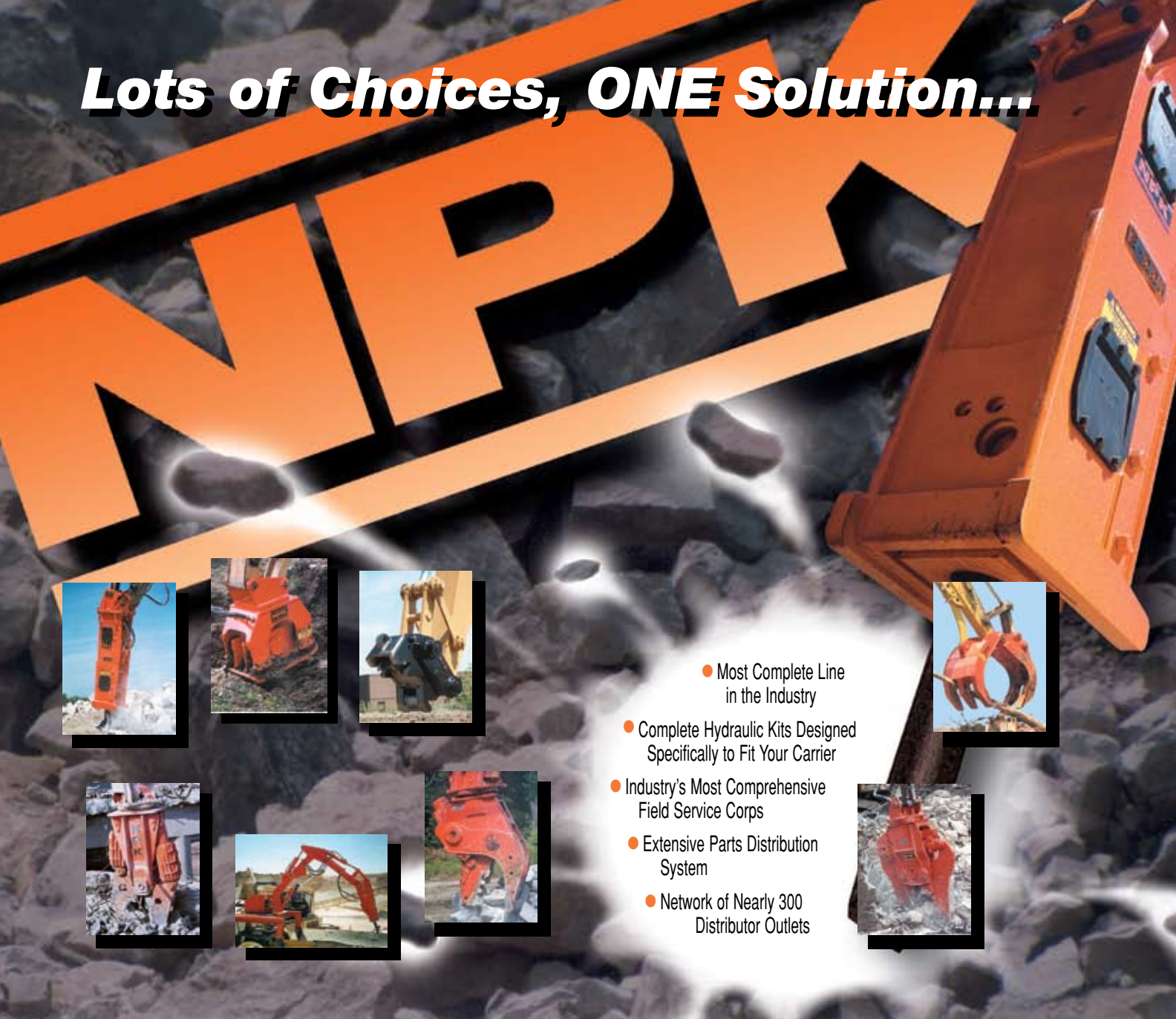
Brief Specs on Komatsu PC270LC-8			
Model	Horsepower	Operating weight	Blade capacity
PC270LC-8	187 hp (net)	65,336-67,393 lbs.	0.76-2.13 cu. yd.

The Komatsu-sponsored field test also showed a truck-loading advantage (faster cycle time and up to 10 percent more fuel efficient) for the PC270LC-8 compared to two competitive models.





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## NEW PRODUCTS

# “RUGGED AND EFFICIENT”

## New landfill dozers reduce cost per yard with Tier 3 engines that push more material with less fuel

With its new landfill dozers, Komatsu combined the best of its standard dozer features — which were designed to provide increased productivity and efficiency — with unique features that make them perfect for the rugged conditions of a landfill operation. New landfill dozer sizes range from the nearly 53,000-pound D65EX-15SL to the 116,528-pound D275AX-5SL.

Like Komatsu’s latest line of standard dozers, the landfill dozers are powered by turbocharged, after-cooled, ecot3 Tier 3-compliant diesel engines designed to provide more horsepower with less fuel consumption and lower emissions than previous models. The combination provides the best-ever cost per yard of material moved.

Komatsu engineered each landfill dozer’s hydraulics, power train, frame and all other major components in an integrated design that works together for higher production, greater reliability and versatility. Add the factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions, and the result is machines that operate longer for increased production.

“Our landfill dozers start off with standard dozer features — Hydrostatic Steering System, Palm Command Control System, hydraulic-driven radiator fan, wet-disc brakes, Tier 3 engines and others — and have added features, such as gap seal guards, remote A/C and oil cooler and guarding packages, among others, that make them stand out,” said Mike Milostan, Komatsu America Product Manager, Working Gear. “They really are purpose-built machines that will benefit landfill operations by providing the productivity those customers need because Komatsu designed them to stand up to the challenges of working in that environment.”

Blades on the dozers are larger with integrated trash racks that provide more material capacity without restricting visibility. A semi-U blade is available on all models, while a full-U blade is available on all models except the D65EX-15SL. The landfill counterweight is designed to optimize the machine balance in landfill applications.

*Continued . . .*

### Brief Specs on Komatsu Landfill Dozers

Model	Operating Weight	Net hp	Blade Capacity
D65EX-15SL	52,097 lbs.*	205	14.8 cu. yds.*
D85EX-15SL	62,245 lbs.*	240	22.5 cu. yds.**
D155AX-6SL	96,709 lbs.*	354	33.2 cu. yds.**
D275AX-5SL	116,528 lbs.**	410	44.3 cu. yds.**

\*With semi-U blade

\*\*With full-U blade

Komatsu’s new landfill dozers feature Tier 3 engines for greater production and fuel economy. Each model has a factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions.



# Unique features stand up to landfill challenges

... continued

Komatsu's landfill package includes a large number of unique features built into the dozers to make them stand up in challenging conditions. Among them is a chassis-seal package that helps close the gaps around the chassis where material could enter the engine compartment. Final drive, pivot shaft and idler seal guards help prevent debris from entering oil-seal areas, extending component life.

## Extended component life

Extending the component life of the tracks is a priority, so Komatsu landfill dozers use trapezoidal track shoe holes to minimize debris packing. Bolt-on front and rear striker bars help prevent debris from riding up onto the tracks and damaging fenders and chassis. Chassis deflector bars and bolt guards protect and help keep debris away from components as well.

The machines are further protected from debris with additional guarding that's available only on landfill dozers, such as the fuel and hydraulic tank guard. Hinged covers allow easy access for cleaning and maintenance.

Keeping the working parts clean for optimal production is necessary, and Komatsu makes it easier than ever with features such as perforated hood and side doors that increase cooling airflow to the radiator while minimizing the size of airborne particles entering the engine compartment. The

perforated hood reduces air velocity passing through the screens, reducing debris sticking against the screens.

A standard, reversible, hydraulically driven fan is mounted in front of the radiator core so the blades pull air through the core rather than push it, virtually eliminating debris blasting on the core surface and increasing the life of the heat exchangers. Thermally controlled, the fan turns at maximum speed only when maximum cooling is required, reducing the debris collection on the engine inlet screens during normal daily operations.

Computer-controlled forward and reverse intervals clean the radiator regularly, allowing the operator to concentrate on productivity. The computer timer is easily adjusted for varying conditions and also has a manual override switch.

## Fine control

A turbine precleaner helps remove particulates from the engine air before they reach the filter elements. Quick-opening, two-piece doors allow easy access to the radiator and fan for cleaning. An engine bottom guard with electric winch simplifies cleaning of the engine compartment. The engine compartment features two fewer items, as Komatsu relocated the hydraulic cooler and fan, as well as the air conditioner condenser. Both were moved to increase cooling efficiency.

Efficiency is enhanced with Komatsu's Torqflow Transmission that offers single-lever control of speed and directional changes. A hydrostatic steering system makes for smooth, quick and powerful control of tracks. Palm-control steering and blade joysticks provide fine control. Operators will also appreciate the hexagonal-designed pressurized cab, which offers greater visibility and comfort. Cab dampen mountings increase ride comfort while decreasing noise and vibration.

"Lock-up torque converters and automatic shifting, available on our D155 and D275 models, make these even more powerful and efficient to operate," pointed out Milostan. "Production is terrific with these machines, and that's really the bottom line." ■

Komatsu engineered each of its new landfill dozers with hydraulics, power train, frame and all other major components that work together in an integrated design for higher production, greater reliability and versatility.







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## UTILITY EQUIPMENT

# FILLING THE GAP

## As larger “compact” excavators, Komatsu PC78 models offer many advantages

*For more information on the PC78 compact excavator, contact your sales representative, or call our nearest branch location.*

The Komatsu PC78US-6 and PC78MR-6 series excavators are the largest of the Komatsu utility range but they can hardly be called “compact.” These machines weigh in at more than seven and eight metric tons respectively — about the same as a full-size backhoe loader. They feature outstanding performance, superior operator comfort and they fill the product gap between compact and construction-size excavators.

- Two product types allow contractors to choose between a fixed-boom machine (PC78US-6), like a full-size construction excavator, or an offsetting boom unit (PC78MR-6), like a compact excavator.

### Brief Specs on Komatsu PC78 compact excavators

Model	Power	Dig Depth	Dump Ht.	Bkt. Force	Arm Force	Operating Wt.
PC78MR-6	54 hp	15'7"	15'8"	13,780 lbs.	9,330 lbs.	18,230 lbs.
PC78US-6	54 hp	15'5"	18'0"	13,780 lbs.	9,330 lbs.	15,850 lbs.

Komatsu engineered its larger, PC78 compact excavator models to fill the gap between compact and construction-size excavators.

- A full-featured cab is standard equipment on these models. Every low-noise cab features a spacious operator station with a digital monitor panel, air conditioning, a radio and a suspension seat.
- Hydraulics on the PC78MR-6 and PC78US-6 are of the same pedigree as Komatsu construction excavators. Load-sensing, pilot proportional joystick controls provide low-effort precise control and enable the operator to perform tasks smoothly and productively.
- A choice of three track shoe systems allows contractors to choose what's right for their operations: steel, rubber and Komatsu Road Liner track shoes. The Road Liner track shoes allow the operator to travel on hard surfaces, such as asphalt and concrete, without damaging them like a steel grouser can.
- A great alternative to a backhoe loader, the PC78s offer digging depth, dump height, bucket power, arm power, lifting capacity, better range of motion when working next to an object, and better productivity because they don't have to be repositioned like a backhoe loader.
- Maintenance is easy with a wide-opening engine cover that provides great access to daily checkpoints. The wide-opening side cover provides access to the hydraulic tank, air cleaner and main hydraulic valve. There's also ground-level fueling with a sight gauge. Sealed pins allow Komatsu to extend the lubrication intervals to 100 hours on the arm tip and 250 hours on the arm, boom, and swing pins, rather than the daily or weekly lubrication required of some other brands. ■





## KOMATSU & YOU

# REMANUFACTURED PRODUCTS

## General Manager says ISO certification of Komatsu reman plant ensures product quality

**QUESTION:** One of your emphases, upon joining Komatsu Remanufactured Products, was to earn ISO 9001 certification from the International Standards Organization. Have you achieved that, and why is it an important designation?

**ANSWER:** We became an ISO-certified plant a little more than two years ago and we believe it's a very significant designation for a manufacturing plant like ours. For one thing, ISO certification, which includes regular, ongoing field audits of our operations, ensures that we're following our own standardized processes. These standardized processes lead to a consistently high-quality product that our customers can count on.

Equally important, ISO certification requires us to continuously improve our operations. They check quality measurements, warranty ratios and customer complaints to see that we're taking appropriate action and fixing any problems that arise. So yes, for us, ISO certification is a very big deal because it's the foundation for the quality of product that we're now producing at Komatsu Remanufacturing.

**QUESTION:** Why is standardization so important in manufacturing?

**ANSWER:** It's important because, with a standardized process, in which the same job is done the same way every time, when a problem crops up, we can locate what happened. Without it, you have one person doing the job one way and another person doing it another way, so you may never be able to figure out why a failure occurred. It's because of our standardized processes that we're able to produce replacement parts and components that are essentially the same as new and are warrantied as such.

*Continued . . .*



**Rob Shear,**  
General Manager,  
Komatsu Remanufactured Products

*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.*

As the son of a financial controller for the Department of the Army, Rob Shear grew up in many places. Born at Fort Leonard Wood in Missouri, Rob and his family moved to Korea for a time, then to Virginia, then to Oklahoma for his high school years. Following high school, Rob earned a spot at the U.S. Military Academy at West Point, and after graduation, spent time in the Army leading a tank platoon.

After his army service, Rob went into manufacturing. While working for Cardinal Health as a plant manager, he earned an MBA at Northwestern University, where a classmate recruited him to Komatsu.

Rob joined Komatsu America as General Manager of the company's remanufacturing operations in Lexington, Ky., in late 2003. In his capacity as GM, Rob oversees the efforts of about 140 employees and has been responsible for numerous improvement initiatives at the plant.

"Our goal at Komatsu Remanufactured Products is to produce parts and components for Komatsu equipment that conform to the standards and specifications of brand-new parts and components. We think remanufactured products make sense for the end-using Komatsu customer as a way to save both time and money, and get the peace of mind of a factory warranty at the same time."

# Komatsu Reman emphasizes “value”

... continued

**QUESTION: What Komatsu remanufactured products are available?**

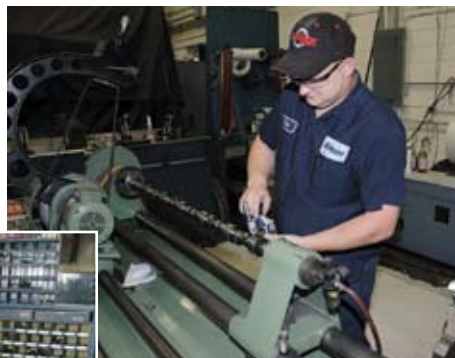
**ANSWER:** We reman all major components including engines, transmissions, torque converters, final drives, turbochargers, hydraulic cylinders, hydraulic pumps, alternators — nearly everything for construction equipment up through the largest mining machines. We’ve hired a marketing director to work with our Komatsu distributors to make sure we’re meeting their needs and don’t have gaps in our product offerings.

**QUESTION: What advancements have you made recently?**

**ANSWER:** We’ve started inspecting and reusing valve springs for use on cylinder heads. Before, we would have used a new valve spring if we were reman’ing a cylinder head. We’re especially proud of this because it was initiated by our employees. They determined they could do it and thought it would be a good, cost-saving measure.

**QUESTION: It sounds like Komatsu Remanufacturing values its employees.**

Individual parts are carefully inspected to ensure they meet OEM standards prior to being used in a reman component. Here, technician Tony Johnson measures a camshaft for a mining dozer as part of the inspection process.



Located in Lexington, Ky., Komatsu Remanufactured Products employs about 140 people, including technician Paul Carrico, shown here assembling a reman engine for a D375 dozer. All reman engines are dyno-tested after final assembly.

**ANSWER:** Certainly. We have a lot of experience in our work force and very little turnover, and we rely on our employees to help make us better. Some assembly teams have formed what we call “quality circles,” consisting of three to five members. The quality circles provide input from the floor on how we can improve. It was one of these quality circles that came up with the idea of reman’ing the valve springs.

**QUESTION: How do your products compare with new components?**

**ANSWER:** Our target is to produce a product that costs 60 percent to 65 percent of what a new component costs, and that provides 80 percent of the life of a new product. Some people may be wondering why, if it’s built to the same standards as a new component, we only expect to get 80 percent of the life. They’ve got to understand that if a reman engine goes into a machine that has 10,000 hours on the frame and 10,000 hours on the transmission, it may not run as long as the first engine did. A new engine put in the same used machine may not run as long either.

**QUESTION: How does a reman product compare with a “job shop” rebuild?**

**ANSWER:** The main differences between us and a “job shop” are our standardized processes and the number of units we build. We’re specialists. This is all we do.

As for a “will-fit” or “job shop” mechanic, they’re not going to get the support from the OEM that we do. For example, we’re in weekly contact with the factory, getting the latest critical updates on products and how to improve performance. Another big difference is that typically, a “job shop” warranty covers only the labor.

**QUESTION: Why should Komatsu equipment users look to Komatsu Remanufactured Products for replacement parts and components?**

**ANSWER:** Komatsu is all about providing value for customers, and we’re an important part of that value equation. The combination of price, availability and quality make Komatsu remanufactured products not only a viable alternative to new and rebuilt components, but an excellent value as well. ■







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## INDUSTRY NEWS

# AED launches campaign to boost highway investment

Associated Equipment Distributors (AED) has launched an initiative to position the construction equipment distribution industry for a leadership role in the looming national debate over transportation infrastructure investment.

In a recent speech, AED President Toby Mack told equipment industry executives that the nation's infrastructure needs are dire, that Congress would soon be forced to make difficult decisions about how to pay for much-needed additional highway construction, and that AED would be playing a major role in that national dialogue. The vehicle for AED's involvement will be the association's new Highway Infrastructure Taskforce (HIT).

Mack pointed to government estimates predicting that by the time SAFETEA-LU, the current highway law, expires in September 2009, gas tax revenues will fall short of authorization levels by close to \$5 billion. If Congress does not address the problem, highway funding in 2009 could be cut by more than 30 percent, and such cuts would continue into the future.

"AED has seen this coming and we have no intention of sitting on our hands," Mack said. "We're gearing up to play a major leadership role beyond anything we've done before. With the mobilization of our membership to provide both the resources and political activism, not only can we turn this around, but we can lay the groundwork for major new investment in highway capacity going forward." ■



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## BRANCH NEWS

# OPEN HOUSE

## RML's new Farmington branch gives customers a chance to see equipment and service capabilities

Road Machinery LLC introduced customers to its new Farmington, N.M., location with an open house that saw more than 170 attendees enjoy food, music and a chance to check out the store's extensive lineup of equipment. As part of the festivities, a grand prize of a weekend trip for two to the Sandia Casino Resort during Albuquerque's Balloon Festival was given away, along with gifts for everyone in attendance.

"It was a terrific way to showcase the store and give customers and potential customers a look at what we have to offer," said New Mexico/Texas General Manager Ray Baca. "We were very pleased with the turnout. Everyone seemed to have a good time and enjoyed getting up close to the equipment."

The new Farmington location features a 3,000-square-foot building that sits on nearly an acre of land where Road Machinery stocks inventory. The branch is considered a rental and parts facility, according to Baca. Equipment available includes everything from Komatsu's small utility equipment to large mining dozers, Mega water tanks, Bomag compaction equipment and NPK hammers.

The branch services San Juan and McKinley counties in northwest New Mexico and the entire Navajo Nation, which spreads across northwest New Mexico and northeast Arizona. Most service work will be done at the customer's location or jobsite, and a large inventory of parts are available.

"We'll eventually stock even more parts than we have now, but the store already has nearly any part our customers need," said Baca. "We're not a full-service store per se, but our skilled technicians can perform nearly any service work at the customer's location. That's really

a benefit to the customer because it saves time and money in bringing the machine in. We'll also work with them to set up a convenient time for service work."

Four employees are currently on staff, including Parts and Rental Coordinator Kansas Nez, who is in the store full time. Also working from the store are Product Support and Service Representative / Account Manager Eric Hirengen and resident Technicians Bruce Dahl and Pat Dietrich.

"By establishing this facility in Farmington, we're showing customers we're committed to this area and to providing outstanding machinery and the support to back up," said Baca. "This area is booming, especially in the mining, oil and natural gas sectors as well as tribal governments. We are gaining a larger and larger portion of those markets, as well as others. Our goal is to be not only the place to come for outstanding equipment, but the first choice for parts and service as well." ■

Road Machinery's new Farmington, N.M., location services a large swath of northwest New Mexico and will be a parts and rental hub for the area. The 3,000-square-foot facility with a nearly one-acre inventory area employs four staff members. "We're showing customers we're committed to this area," said RML New Mexico/Texas General Manager Ray Baca.





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## UPPING UPTIME

# UNDERCARRIAGE MANAGEMENT

## How machine owners and operators can help prevent unnecessary undercarriage wear

**W**ith undercarriage costs consuming a significant portion of the average operating cost-per-hour of your track-type equipment — 50 percent in most cases — properly maintaining your undercarriage system is essential. Use the following recommendations to maximize the hours of service life built into your Komatsu undercarriage components, keeping in mind that the undercarriage works and wears as a system. A worn component can have an adverse effect on the entire system, greatly reducing your total undercarriage life.

**Understand the System.** Undercarriage is often the least-understood system on the track-type machines. If you are experiencing accelerated undercarriage wear, the problem may not be the fault of the components. Operation, application, maintenance and component selection can often be contributing factors in undercarriage wear. Wear cannot be eliminated, but it can be controlled. Invest the time to learn all you can and take control of undercarriage costs.

**Manage the System.** Begin with a comprehensive undercarriage management program. Inspection is only the beginning. Evaluating the measurement data and following the recommendations of your factory-trained distributor undercarriage specialist is paramount to achieving satisfactory service life. Management is essential and continuous. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.

**Ensure proper alignment.** The quickest way to detect an alignment problem is to look for anything shiny that normally should not be shiny. The inside of track links that are scuffed

and shiny, roller and front idler flanges that show wear, and sides of sprockets that are coming in contact with the inside of the track links most often are indicators that the track frame alignment system needs attention. Failing to heed alignment warning signs will cause accelerated parts wear and, in extreme cases, LTS seal and/or bushing failure.

### **Operate with the undercarriage in mind.**

Managing undercarriage wear and controlling operating cost-per-hour come first from the operator's seat. Turning, speed and direction of travel are three of the most important operationally controlled wear factors. While you can seldom build job operations around these operating factors, you should give them ongoing consideration.

In short, undercarriage cost-per-hour control starts with understanding and managing the system. Then, operate the machine keeping in mind control of undercarriage wear factors. ■



Dick Schaefer,  
Senior Product  
Manager -  
Undercarriages

Inspection is a starting point to managing your undercarriage. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.





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## DISTRIBUTOR CERTIFIED

# CERTIFIED USED MACHINES

## Why used equipment buyers will want to check out Komatsu ReMarketing's CONEXPO display

Do you want to avoid making a potentially costly mistake in your next used equipment purchase? A good way to be safe in buying used is to buy a Komatsu Distributor Certified used machine. A Distributor Certified machine is not your typical used machine. To illustrate the difference, the Komatsu ReMarketing group will have a unique “half-and-half” machine at its display area at the upcoming CONEXPO in Las Vegas.

“We’re taking a used D61PX dozer and fixing half of it to the standard of a ‘B-level’ Distributor Certified unit,” explained Komatsu ReMarketing director Lee Haak. “The other half, we’re leaving ‘as is.’ We believe this will strikingly demonstrate what separates a Komatsu Distributor Certified machine from a used machine you might buy at auction.”

The big difference between the two, according to Haak, is that Komatsu certifies what you’re buying, both inside and out. “The first thing we do is put the machine through a rigorous inspection to determine if it’s worth restoring. If it doesn’t pass, we don’t fix it. We sell it ‘as is,’ with a full report on what’s wrong with it — or we sell it for parts.”

### Looks good and runs well

If the inspection reveals the machine is worth fixing, your Komatsu distributor will make the repairs, including putting in new or remanufactured parts or components where necessary.

“Unlike some used equipment sellers who only do cosmetic work like paint jobs, we make sure the machine is going to run well, as well as look good,” said Haak. “We do track work, blade or bucket work, service the hydraulic system, repack the cylinders,

overhaul the engine — whatever is required. The bottom line is, because of the work we’ve done, you can be sure the machine will do what you’re counting on it to do.”

In addition to viewing the “half-and-half” machine at CONEXPO, and learning what all goes into bringing it up to a higher level, Komatsu ReMarketing will have information on a new warranty program designed specifically for Distributor Certified machines.

“We invite all CONEXPO attendees to stop in and see us, and learn more about Komatsu Distributor Certified used equipment,” said Haak. “It sometimes costs a little more, but we’ll be happy to show you how the additional money is put back into the Distributor Certified pieces to bring them to a higher standard than other used equipment.” ■



**Lee Haak,**  
Komatsu ReMarketing  
Director



What’s the difference between Komatsu Distributor Certified used equipment and other used machines? A unique “half-and-half” D61 dozer (half certified and half used) will be on display at CONEXPO to illustrate the stark differences. Komatsu ReMarketing officials will be on hand to explain what gets done and what it means to you as a used equipment purchaser.



# KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



*If it can be measured,  
we measure it!*

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

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







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## USED EQUIPMENT FOR SALE

### HYDRAULIC EXCAVATORS

YEAR	MAKE	MODEL	HRS	EQUIP#	PRICE
2006	KOMATSU	PC200-8	558	11167	\$125,000
2005	KOMATSU	PC200LC-7	886	11166	\$124,500
2005	KOMATSU	PC200LC-7	1,007	11172	\$129,500
2005	KOMATSU	PC200LC-7	1,017	11171	\$129,500
2005	KOMATSU	PC200LC-7	966	11170	\$129,500
2005	KOMATSU	PC200LC-7	36	10870	\$118,000
2005	KOMATSU	PC200LC-7	1,169	9592	\$118,000
2005	KOMATSU	PC200LC-7	1,612	9449	\$108,000
2005	KOMATSU	PC200LC-7	1,520	9448	\$105,000
2004	KOMATSU	PC200-7	1,222	11168	\$114,500
2004	KOMATSU	PC200-7	681	11169	\$114,500
2004	KOMATSU	PC200-7	2,166	10864	\$97,500
2003	KOMATSU	PC228US-3	2,427	10865	\$99,500
2005	KOMATSU	PC308USLC	2,168	11438	\$189,000
2006	KOMATSU	PC300LC-7	201	11292	\$239,000
2005	KOMATSU	PC300LC-7	1,780	11603	\$161,000
2005	KOMATSU	PC300LC-7	1,330	11163	\$209,000
2005	KOMATSU	PC300LC-7	1,081	11165	\$209,000
2005	KOMATSU	PC300LC-7	1,347	10415	\$199,000
2005	KOMATSU	PC300LC-7	1,344	10416	\$175,000
2004	KOMATSU	PC300LC-7	4,264	11837	\$147,500
2002	KOMATSU	PC300LC-7	8,030	11154	\$99,000
2005	KOMATSU	PC400LC-7	2,974	9883	\$275,000
2005	KOMATSU	PC400LC-7	2,379	11160	\$289,500
2005	KOMATSU	PC400LC-7	2,757	11161	\$289,500
2005	KOMATSU	PC400LC-7	3,128	11162	\$282,500
2005	KOMATSU	PC450LC-7	2,752	9593	\$275,000
2005	KOMATSU	PC750LC-7	1,808	9293	\$499,000

### WHEEL LOADERS

2005	KOMATSU	WA100-5	337	10757	\$55,000
2004	KOMATSU	WA200PTL-5	7,597	11473	\$62,500
2000	KOMATSU	WA320-3MC	3,808	10763	\$89,000
2006	KOMATSU	WA380-5	275	9790	\$165,000
2006	KOMATSU	WA380-5	381	9791	\$155,000
2003	KOMATSU	WA380-5	4,919	10867	\$119,500
2003	KOMATSU	WA380-5	3,186	10868	\$124,900
2003	KOMATSU	WA380-5	5,018	8584	\$110,000
1998	KOMATSU	WA380-3	7,237	9569	\$89,000
2003	KOMATSU	WA450-5	16,856	10759	\$100,000
2006	KOMATSU	WA470-5	720	10023	\$250,000
2006	KOMATSU	WA470-5	2,683	9595	\$199,000
2005	KOMATSU	WA470-5	477	9594	\$235,000
2005	KOMATSU	WA480-5	5,761	11776	\$169,000
2005	KOMATSU	WA500-3	839	9622	\$315,000

### MISCELLANEOUS

2002	KOMATSU	D65EX-12	3,967	11741	\$84,500
2006	KOMATSU	BR550JG-1	318	11380	\$555,000

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