

ROAD To SUCCESS

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A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Featured in this issue:

CITY OF FLAGSTAFF

Keeping a handle
on the maintenance
needs of a busy
city takes careful
planning

See article inside...




Street Supervisor Greg Gibbs
(left) and Street Superintendent
Kevin Mullaney

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LOPEZ CANYON LANDFILL

Los Angeles facility gives
back to the community
with power and mulch

See article inside...



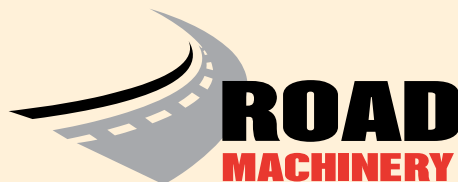
Dave Wilcox, Equipment Manager and
Superintendent I (left) and James Kurz,
Solid Waste Superintendent II

KOMATSU

A MESSAGE FROM THE PRESIDENT



Dennis G. Romanson



Dear Equipment User:

A new year always brings with it a sense of anticipation and hope. So it is with 2008.

Last year marked the first nationwide downturn in overall construction since 1993. Despite that, a tremendous amount of work was still done. When you stop to consider the phenomenal runup that occurred in the previous 14 years, a small decline still leaves the annual total at a very high level, one that can be viewed as more of a correction than a cause for concern. And much of that downturn can be attributed to the housing slowdown in a handful of states.

As for 2008, forecasts vary as to what the year will bring. Some are predicting another small decline while others believe the construction economy will rebound. At Road Machinery LLC, we're determined to help make it a successful year for you and your company.

Komatsu will be coming out with many new models designed specifically to improve performance and lessen fuel consumption. Komatsu's goal is to produce machines that are demonstrably superior to competitive units. If you're in the market for a new piece of equipment, we invite you to demo a Komatsu machine and discover the difference for yourself.

Meanwhile, all of us at RML are committed to providing you with the parts and service support you need to keep your machines productive and reliable throughout the year. As always, if there's anything you need, don't hesitate to contact us. Our sales, parts and service personnel at all of our branches are here to help you in any way we can.

Sincerely,
ROAD MACHINERY LLC

Dennis G. Romanson
President



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NEW PRODUCTS

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CRUSHING PRODUCTS

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PRODUCT NEWS

Not sure whether a compact track or skid steer loader is best for your operation? This product overview and comparison chart provides the answers you need to get the right equipment.

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A SALUTE TO A CUSTOMER

CITY OF FLAGSTAFF

Keeping a handle on the maintenance needs of a busy city takes careful planning

Keeping up with the needs of a bustling city of 62,000 provides few slow days for the nearly 30 employees who make up the city of Flagstaff's maintenance staff.

"People outside of Arizona often think it's sunny and warm year-round," said Maintenance Leadworker Greg Gibbs. "Up here in northern Arizona, we get snow; so in the winter our work load increases that much more. There's always something that needs attention."

The need for attention has increased nearly twofold since Gibbs began working for the city of Flagstaff 25 years ago.

"We've almost doubled the number of lane miles that we have to maintain since I started working here," he noted. "We're up to about 620 miles that have to be taken care of routinely. That involves everything from snow removal to patching roadway to guardrail maintenance. We're also sweeping the streets daily, and maintaining about 26 miles of unimproved roads by blading and providing dust control."

The list goes on

But the list doesn't stop there. In addition to keeping the roads in tip-top shape, crews keep

up with other projects that keep the city running smoothly. Those include cleaning culverts and storm drains; small concrete projects, such as replacing sidewalks; traffic sign and signal maintenance; and maintenance of a city cemetery.

In addition, the city of Flagstaff keeps materials stockpiled at a location on the edge of town for use on road bases and shoulders and has a cinder pit outside of town, which it uses to mix with dirt for various purposes.

"All that responsibility forces us to be good planners and schedulers," said Street Superintendent Kevin Mullaney. "Our staff is split up into crews that handle specific tasks, but we're also flexible enough that if we need to pull them off a particular job for something else, we can do it. The employees here are really top-of-the-line. They care about how the city looks, and they're dedicated to keeping it looking nice."

Operators' first choice

A big help in their efforts is the use of equipment that's up to the challenge. Recent additions to the city's fleet include two Komatsu WA320-5 wheel loaders purchased from Road Machinery LLC with the help of Governmental Account Manager Mike Dastic.

"With as much work as we do, it's imperative that we have machines that don't cost us in downtime, and we've always been able to count on those Komatsu loaders to start and stay running," said Mullaney. "Our operators love them. We have competitive brands as well, but whenever there's a choice of which loaders they want to run, the operators will always take the Komatsus first."

Minimal downtime is only the beginning of the list of advantages the 166-horsepower

Maintenance Leadworker Greg Gibbs (left) and Street Superintendent Kevin Mullaney oversee maintenance for the city of Flagstaff.





Using one of the city of Flagstaff's two WA320-5 wheel loaders, an operator moves materials at the city's materials stockpile location. "In our operations, having one machine that can perform in a variety of applications and maintain its power and quickness is excellent," said Maintenance Leadworker Greg Gibbs.

machines offer, according to Mullaney and Gibbs.

"In our operations, having one machine that can perform in a variety of applications and maintain its power and quickness is excellent," said Gibbs. "We use them for everything from snow removal to putting material through a screen at the stockpile location. We have never had a problem with them not handling the job we ask them to do.

"Another benefit is maneuverability," he added. "They're the perfect size for getting into tight places where a larger machine isn't feasible, such as downtown alleys or navigating around a cul-de-sac during snow removal."

The new WA320s replaced two older Komatsu wheel loaders the city had used for many years. Dastic worked with the city to ensure its ownership costs were kept down throughout the life of the machinery.

"When we replaced those older machines, we put a bid out for new ones," said Mullaney. "Everyone came in at about the same price, but no one could beat Road Machinery's service. Mike and RML worked with us on a seven-year, guaranteed maintenance package that will ensure our costs stay low for nonscheduled repair work, if needed. That, plus our history with Komatsu, gave us a lot of confidence in our buying decision."



(L-R) Maintenance Leadworker Greg Gibbs and Street Superintendent Kevin Mullaney worked with RML Governmental Account Manager Mike Dastic to purchase two WA320-5 wheel loaders. "When we replaced two older machines, we put a bid out for new ones," said Mullaney. "Everyone came in at about the same price, but no one could beat Road Machinery's service."

Keeping up with the growth

Maintaining that confidence is important because the city of Flagstaff's work will never cease. In fact, it looks as though it could very well increase.

"Certainly, we're going to continue to have plenty of work to do," said Gibbs. "That's the nature of the beast when trying to keep up with a growing city and the streets and other infrastructure that go along with it. What we have to do is continue to work hard to ensure we're prepared to keep up." ■



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A SALUTE TO A CUSTOMER

LOPEZ CANYON LANDFILL

Los Angeles facility gives back to the community with power and mulch

The old saying “It’s better to give than receive” proves true for Lopez Canyon Landfill, a nearly 400-acre site located in Lake View Terrace, a sprawling suburb on the northern edge of the Los Angeles metro area. Opened in 1975, the landfill received a myriad of refuse from the surrounding area for more than 20 years before being closed to waste disposal in 1996.

Now, in several ways, the landfill is giving back to residents of the city of Los Angeles, which operates the landfill. First, the landfill is extracting gas produced by the years of buried waste and using it as a power source. A generator system converts the gas to energy that can power nearly 6,000 homes.

“We’ve produced energy for a decade, and we’re a model for some of the other area landfills that are looking at our system,” said James Kurz, Solid Waste Superintendent II with the city of Los Angeles Department of

Public Works Bureau of Sanitation. He helps oversee maintenance at Lopez Canyon and five other city landfills.

Mulch and compost given away

Another way the Lopez Canyon Landfill gives back is by taking in yard trimmings and trees from throughout the San Fernando Valley and turning them into beneficial mulch. The majority of the mulch is hauled to various locations throughout the city of Los Angeles, where residents can get it for free.

“Residents can get as much mulch as they need, whenever they need it,” said Kurz. “There’s no shortage either, because we’re taking in 300 tons of yard trimmings every day. We clean it, grind it and make compost and mulch. Currently there are six sites where residents can pick up the mulch, and we’re hoping to expand on that. We also give some to area farmers who use it for moisture retention, dust control and a way to get nutrients back in the soil. It’s a fantastic program and a really beneficial use of the landfill now that refuse is no longer accepted.”

Efficient, versatile equipment is important

Because Lopez Canyon Landfill reduces methane gas emissions and recycles yard waste for mulch, it seems fitting that it chose a Komatsu PC200LC-8 excavator when it was looking for a new machine to play a range of roles in the varying operations at the landfill.

“The PC200LC-8 was attractive to us for several reasons, one of which was the Tier 3 engine, which reduces emissions without sacrificing power,” said Dave Wilcox, Equipment Supervisor and Acting

Equipment Manager and Superintendent I Dave Wilcox (left) and Solid Waste Superintendent II James Kurz oversee operations at the Lopez Canyon Landfill in Lake View Terrace, on the northern edge of Los Angeles. The former refuse facility turns yard waste and trees into compost and mulch.



Superintendent I. "We equipped it with a quick coupler so we can run a breaker, a thumb, a sheepsfoot wheel or an assortment of buckets with it. It also gives us some versatility because we can use it for digging, lifting and setting pipe and feeding the grinders, if necessary. Having one machine that can do all that efficiently helps keep our costs down."

Operator Jim Grijalva appreciates not only the power, but the comfort and technology the PC200LC-8 offers. "It's handled everything we've thrown at it without any problems at all," he said. "I really like the ease of operation. The monitor is a big plus because I can keep track of the temperatures, hydraulics and fuel usage. It's an all-around great machine."

Representatives of the landfill worked with Road Machinery Governmental Account Manager Mike Dastic in purchasing the machine. "Mike and Road Machinery were great through the entire bidding and purchasing process, making sure it was to our specifications and would meet our needs," said Wilcox. "Everyone we've dealt with at Road Machinery, including our Product Support Representative, Mike Gauthier, has taken good care of us."

Continuing to give back

An on-site Environmental Awareness Center provides information about environmental conservation for students and local residents. They learn about such topics as how the city has worked almost continually to reclaim the landfill since it quit taking refuse in 1996. The reclamation process includes adding more dirt on top of the cover that's already there and planting native vegetation, such as trees, shrubs and grass.

"Many people probably thought once the landfill quit taking refuse, it would just close and that would be the end of it," said Kurz. "Actually, we've expanded. We have about 80 people who work here and our equipment numbers are higher than they were when the landfill was actively taking in refuse. It's a great benefit to the community." ■



Operator Jim Grijalva uses a new Komatsu PC200LC-8 excavator to lift pipe at the Lopez Canyon Landfill. "The excavator has handled everything we've thrown at it without any problems at all," said Grijalva. "It's an all-around great machine."



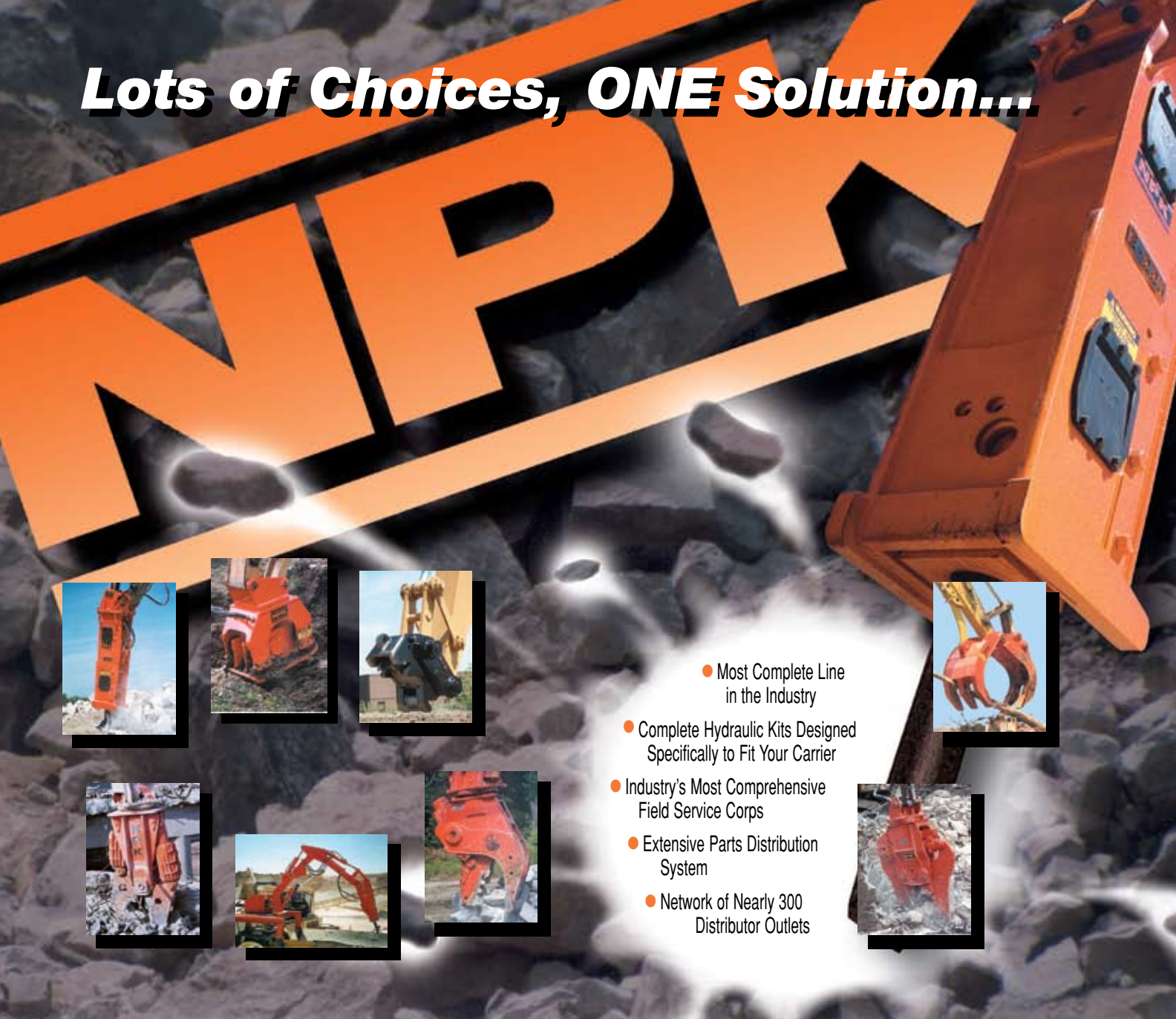
A truck leaves the gate of the Lopez Canyon Landfill site after hauling in a load of yard waste material that the landfill will turn into piles of mulch, such as the one in the picture. Currently, residents can get free mulch at six sites around the Los Angeles area.



(L-R) Equipment Supervisor and Acting Superintendent I Dave Wilcox and Solid Waste Superintendent II James Kurz meet with Road Machinery Product Support Representative Mike Gauthier at the Lopez Canyon Landfill site.


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KOMATSU & YOU

"A GREAT TIME TO BE PRESIDENT"

Komatsu America Corp.'s new President views current construction economy as an opportunity

QUESTION: You became President of Komatsu America Corp. in April of 2007. Is this a good time to be President of Komatsu America?

ANSWER: Clearly, it's a more challenging market than we've seen for the last three or four years, primarily because of the housing slowdown. Exactly how challenging remains to be seen. We're predicting that overall construction equipment sales in North America in 2008 will be decreasing from 2007. Due to substantial growth for Komatsu in Asia, in particular in China, that means North American sales will account for about 20 percent of Komatsu Ltd.'s total sales, whereas in recent years, it was about 30 percent.

That said, I think it's a great time to be President of Komatsu America. Any manufacturer can sell equipment when demand is booming. But in a somewhat tighter market, you need to be a cut above. I believe Komatsu and its distributors are a cut above, and our present economic environment presents an excellent opportunity to prove that to our customers.

QUESTION: In your opinion, what makes Komatsu "a cut above" its competition?

ANSWER: Quality and reliability are the keys to everything we do as a manufacturer. Our mission is to supply high-performance and high-quality products and services to our customers. We believe we have the most productive and most efficient machines in the world. Our effort now is to improve our customer relationships. Of course, we have always tried to work with our customers to meet their needs, but this is a renewed point-of-emphasis for us this year.

QUESTION: How do you go about improving relationships with customers?



Hisashi "Jim" Shinozuka,
President/COO,
Komatsu America Corp.

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.

In April 2007, Hisashi "Jim" Shinozuka was appointed President and Chief Operating Officer of Komatsu America Corp.

Born and raised in Osaka, Japan, Jim earned a law degree from Waseda University in Tokyo. Upon graduation in 1978, he joined Komatsu, starting in production control at the Oyama factory where Komatsu engines are made.

Since that initial job, Jim has held many positions, with numerous postings around the world, including stops in Mexico, Istanbul and Miami. Immediately prior to becoming President of Komatsu America, Jim served as General Manager, Americas and European Business Division at Komatsu Ltd. global headquarters in Tokyo.

Upon accepting the position of Komatsu America President, Jim and his wife, Hiroko, moved to Chicago, home to Komatsu's North American headquarters. The Shinozukas have two children, a married daughter and a son who's attending university in Japan.

"I'm pleased and excited to be a part of Komatsu America Corp.," said Jim. "Chairman Dave Grzelak and I work together as a team to set policy, implement strategy and to constantly monitor the construction equipment industry and our place in it. It's my job to see that Komatsu America is always moving in the right direction, and that we're taking the necessary steps that will allow us to best serve our employees, our distributors, and most of all, our customers."

Continued . . .

KOMTRAX gives Komatsu the industry edge

... continued

ANSWER: We believe our KOMTRAX machine-monitoring system is tremendously beneficial for our customers and will go a long way toward cementing a relationship. The KOMTRAX system provides the customer with information, including location, service-meter readings and fuel efficiency reports. With the customer's approval, his Komatsu distributor also has access to the information and can use it to take care of basic maintenance services, track machine performance and offer advice regarding possible repairs or component replacements that will save money, lessen downtime and improve performance over the long term.

With KOMTRAX, Komatsu, our distributors and our customers are working together as

With the KOMTRAX machine-monitoring system, which is installed on virtually all Tier 3 Komatsu machines, contractors can track their equipment's performance from a laptop or office computer.



Komatsu America Corp. President Jim Shinozuka believes Komatsu's current product lineup is "the best it's ever been," and says the company's target is to have two-thirds of its products be "unique and unrivaled."



a team to improve machine performance, productivity and owning and operating costs. We see it as a win-win-win relationship that improves communication and benefits everybody.

QUESTION: Don't most manufacturers have a similar machine-monitoring system?

ANSWER: Many do offer such a system, but there are big differences between their systems and ours. For example, KOMTRAX is standard, factory-installed equipment on virtually all new Tier 3 machines. It's not just offered as an add-on from the dealer. That's because Komatsu doesn't view KOMTRAX as a commercial product to sell, but rather as a tool that enhances communications among the customer, distributor and Komatsu. As a result, Komatsu can offer a better fleet-management opportunity to our customers. With KOMTRAX, customers can expect higher productivity and lower cost per ton.

QUESTION: Other than KOMTRAX, what differentiates Komatsu equipment from the competition?

ANSWER: We commit substantial spending on research and development (R&D) to ensure that we remain an industry leader, in particular regarding technologies that make our machines more productive and more efficient. This R&D commitment enables us to continually release new and updated products.

We believe right now our product lineup is the best in our history and we also think it's the best available. Our target during the next year or two is to have two-thirds of our product lineup be clearly and demonstrably superior to any competitive machine. The Japanese word for such equipment is "Dantotsu," which means it's unique and unrivaled.

QUESTION: Komatsu sometimes refers to itself as a "total solution provider." What does that mean?

ANSWER: It means we cover all the bases for our customers. We offer all types of machines and all sizes, from the smallest to the largest. It means that, in conjunction with our distributors, we're able to provide the parts and service support to keep that equipment up and running. And most of all, it means we're committed to helping our customers succeed, in any way we can. ■

GUEST OPINION

WATER FUNDING APPROVED

AGC praises Congress for overriding a presidential veto

The Associated General Contractors of America (AGC) applauds Congress for successfully overriding President Bush's veto of the Water Resources Development Act of 2007 (WRDA), which authorizes investing \$23 billion in civil-works projects administered by the U.S. Army Corps of Engineers.

"The veto override means that this nation will finally have the opportunity for new investments in improved flood control, increasing navigation capacity and ecosystem restoration," said AGC CEO Stephen E. Sandherr.

AGC played a central leadership role in the veto override and passage of the largest civil-works bill in the nation's history and hailed Congress for its willingness to stand up and recognize the need for investment in our nation's water resources.

"In order to maintain our economic competitiveness and national security, we must be willing to make the necessary investments in our critical infrastructure," Sandherr commented. "The seven-year gap in reauthorizing WRDA and the increasing need to invest in our nation's water resources account for the \$23.2 billion in project authorizations. The figure represents a small down payment toward covering the nation's staggering waterways investment gap."

WRDA contains several AGC-backed provisions to improve how the U.S. Army Corps of Engineers prioritizes projects and how they will be developed in the future.

Sandherr added, "Hurricane Katrina should be a lesson to us all: we must invest now or suffer the consequences later. These

are projects that will determine whether dams and levees are secure, whether water resources for this nation are available and whether we do important environmental restoration to mitigate the impacts of catastrophic storms." ■

Late last year, the House and Senate overrode President Bush's veto of the Water Resources Development Act (WRDA) of 2007. The vote to override was 361 for, 54 against and 17 not voting in the House, and 79 for, 14 against and 7 not voting in the Senate. Here are comments from the construction industry group Associated General Contractors of America (AGC) regarding the override vote.



Stephen Sandherr,
CEO, Associated
General Contractors

Beach restoration and other projects are among those funded following Congress's override of President Bush's veto of the Water Resources Development Act of 2007.

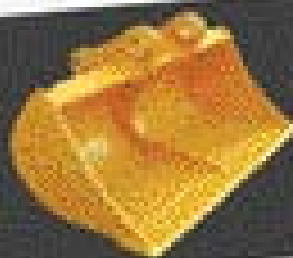


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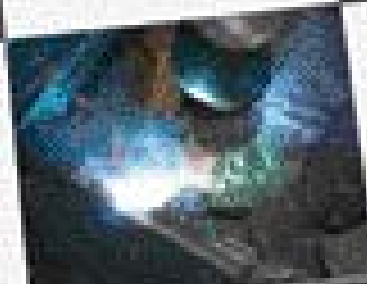
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NEW PRODUCTS

NEW SMALL WHEEL LOADERS

Variable traction control system gives Dash-6 models firmer footing

Improving on what was already a good thing is never easy, but Mike Gidaspow, Komatsu Product Marketing Manager for Wheel Loaders, says Komatsu did it with the launch of its new Dash-6 models of the WA200, WA250 and WA320 wheel loaders. The main reason: they now offer the advantage of variable traction control.

Variable traction control allows operators to fine-tune the machine to match ground conditions. The traction control switch reduces the tractive effort of the machine when traveling at low speed. Combined with torque proportioning differentials, or optional limited-slip differentials, the variable traction control provides several benefits.

"The WA200, WA250 and WA320 have long been trusted, versatile machines in road work, utility, agricultural and a host of other applications," noted Gidaspow. "With the enhancements we've made, such as variable traction control and Tier 3 engines, users are going to find them to be even more effective and productive."

Each loader has three variable traction control modes (A, B and C) that offer different levels of traction control. The A mode allows for 75 percent tractive effort, B provides 65 percent and C offers approximately 55 percent.

"The previous models had only one level of traction control, which was basically on or off. With the new WA200-6, WA250-6 and WA320-6, users get three," noted Gidaspow, who added that parallel tool carrier versions will be coming very soon. "The variable traction control offers an advantage when operating on soft ground where the tires are apt to slip. It eliminates excessive bucket penetration and reduces tire slippage during stockpile loading to improve the work efficiency."

"Komatsu's hydrostatic loaders have always had a great deal of pushing power, and these are no different," Gidaspow added. "Usually, that's good, but sometimes it can be too much power. In those instances, the tires tend to spin, so the power isn't going to the ground. With the variable traction control, the operator can reduce the pushing power and the spin. Reducing tire slippage will extend tire life, and with tire prices climbing, that will make a big difference in the bottom line."

S-mode, Max. traction

An S-mode is also standard, and provides optimum driving force for operation on



Mike Gidaspow,
Product Marketing
Manager Wheel Loaders

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders

Model	Net hp	Operating weight	Bucket Capacity	Breakout force
WA200-6	126 hp	23,160-23,457 lbs.	2.2-3.2 cu. yd.	18,298-23,038 lbs.
WA250-6	138 hp	25,441-25,904 lbs.	2.5-3.5 cu. yd.	24,250-30,535 lbs.
WA320-6	167 hp	31,590-32,070 lbs.	3.0-4.2 cu. yd.	24,870-33,380 lbs.

Komatsu's new small wheel loaders have variable traction control, which allows operators to fine-tune the machine to match ground conditions. Each loader has three variable traction control modes that offer different levels of traction control from 75 percent to 55 percent tractive effort.



New features offer efficiency, operator comfort

... continued

slippery road surfaces. "Many contractors also do snow removal in the winter, and the S-mode is well-suited for those conditions," said Gidaspow. "It changes the tractive effort curve to reduce slipping when traveling at a low speed."

A Max. traction switch is also standard and is located on the work equipment control lever, so it's easy for the operator to turn it on or off. When the traction control is on or S-mode is selected, pushing the Max. traction switch cancels the setting of the traction control temporarily and increases the tractive effort to full. Pushing the switch or changing from forward to reverse again automatically returns the tractive effort to its set value. That's useful for operations such as stockpile work, which requires temporary, large tractive effort.

Like Komatsu's other Dash-6 models (WA380 through WA480), the new WA200, WA250 and WA320 are powered by ecot3, Tier 3-compliant, turbocharged engines that reduce emissions without reducing power or fuel efficiency. Each model got a boost in horsepower and operating weight that helps increase tipping loads compared to its predecessor.

Also new is a hydraulically driven, auto-reversible fan. When the switch is in the automatic position, the fan intermittently revolves in reverse for two minutes every two

hours and can be easily reprogrammed for other cycles.

"The auto reverse fan works great in high-debris applications by keeping the radiator cleaner and reducing the amount of time the operator has to spend outside the machine cleaning it out," Gidaspow said. "It works automatically, but the operator can also manually reverse the fan if he feels it is necessary, depending on conditions."

An outstanding choice

Less time cleaning the radiator means more time in the cab, which is larger and more operator-friendly. Komatsu moved the air-conditioning system from the back to the front to allow more space for seat adjustment. An electronically controlled directional lever lets the operator change direction with the touch of a finger, without removing his hand from the steering wheel, which is on a tiltable steering column. A multifunction control lever, integrated with a forward and reverse switch, allows easy operation to reduce fatigue and increase controllability. An adjustable wrist rest is standard, as is a right-side control panel where the operator can control the speed range, maximum travel speed in first gear, tractive effort and reversible fan. Wide, pillarless, flat glass provides excellent front visibility.

The improved Equipment Management Monitoring System (EMMS) is mounted in front of the operator for easy viewing, so he can check gauges, warning lights and feature functions, such as action-code displays and replacement-time notices.

"Also standard is KOMTRAX, Komatsu's remote monitoring system which can send location and other valuable information about the machine to a secure Web site, where Komatsu and its distributors can track error codes and schedule maintenance," said Gidaspow. "Komatsu offers five years of free service, which is unprecedented in the industry. It's just another advantage that Komatsu offers on these new machines. Along with all the other features the WA200-6, WA250-6 and WA320-6 have to offer, they are outstanding choices for anyone who uses these size classes of wheel loaders." ■

Komatsu added its ecot3, Tier 3-compliant turbocharged engines to the new WA200-6, WA250-6 and WA320-6 wheel loaders for better fuel efficiency with lower emissions.





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CRUSHING PRODUCTS

THE NEW BR580JG-1

Komatsu's mobile jaw crusher offers greater production to crushing and recycling operations



Mike Vigil,
Product Manager,
Mobile Crushers

Komatsu's new BR580JG-1 mobile jaw crusher is suitable for a variety of applications, including quarry, demolition and highway construction where old pavement is crushed to make base material.

As more projects call for the recycling and reuse of existing materials, mobile crushers have become increasingly in demand. So has the need to crush more material faster, a task handled by Komatsu's new BR580JG-1, the largest in the Komatsu lineup of mobile crushers.

The BR580JG-1 (replacing the BR550JG) is powered by a fuel-efficient, water-cooled 345-horsepower Tier 3 engine that's suitable for a variety of applications, including quarry, demolition, and highway construction where old pavement is crushed to make base material. An electronically controlled common-rail fuel-injection system is EPA Tier 3-certified and provides low-noise operation that's fuel-efficient, powerful and productive.

Brief Specs on Komatsu BR580JG-1

Net Hp	Operating Wt.
345	108,000 to 112,440 lbs.

"These are on-site crushers designed to save the customer hauling, fuel and dumping costs," said Mike Vigil, Product Manager, Mobile Crushers. "The savings are potentially enormous; therefore, this segment of the market is growing rapidly. Komatsu designed the BR580JG to help users be more productive and efficient in their operations, not only by producing significant tonnage per hour, but through ease of setup and maintenance. It's mobile, so it can be up and running in a matter of minutes and adjusted quickly and easily to switch among materials."

"A powerful tool"

A large-capacity hopper is accessible from three sides for material loading. Depending on the size of material needed, the new BR580JG-1 jaw crusher uses an automatic discharge system that makes it easy to change the opening of the discharge port with a simple one-touch operation. The opening is adjustable from 2.2 to 7.9 inches OSS (Operating Side Setting). Sprinkler nozzles are standard at the jaw entry, discharge and main conveyor discharge to minimize dust.

Komatsu's BR580JG-1 has several special features, including the patented HydrauMind™ fully hydraulic drive system that delivers the right amount of oil through load-sensing and pressure-compensated valves, sensing overloads and automatically slowing the feeder down.

"We worked with crusher users to design the BR580JG-1 to not only be the largest in its size class, but to be the most efficient and cost-effective machine for their operations," said Vigil. "We believe this machine will be a powerful tool in the crushing and recycling industries and is a perfect complement for operations that want to add those services to their lists of capabilities." ■





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PRODUCT NEWS

WHEELS OR TRACKS?

What to consider before you buy a compact track or skid steer loader

Wheels or tracks?



Both compact track loaders (CTL) and rubber-tire skid steers (SSL) offer numerous advantages to help make your business efficient and productive. Use the chart below as a guide when consulting with your Komatsu sales professional about the purchase of a new or used CTL or SSL.

In Comparison

Komatsu Models	SK1020-5	CK30-1	SK1026-5	CK35-1
Machine Type	SSL	CTL	SSL	CTL
Rough Terrain		X		X
Poor Ground Conditions		X		X
Pavement	X		X	
Snow and Ice	X		X	
Materials Yard	X		X	
Hard Surface-Recycling	X		X	
Gradeability		X		X
Tight Turns-Spin Turns	X		X	
Flotation		X		X
Max Travel Speed	X		X	
Rated Operating Capacity/lbs.	2,000	2,485	2,650	2,755
Percent of Tipping Load	50	35	50	35
Tipping Load/lbs.	4,000	7,100	5,300	7,870

Brief Specs

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp

In the last five years, the market demand for Compact Track Loaders (CTL) has more than doubled in size, speaking volumes for the capability and versatility of these rubber-track machines. Because of this surge in sales, many in our industry speculated that the track machines would completely replace rubber-tire skid steer loaders (SSL). After gaining experience with both types of machines, owners and manufacturers have learned that each machine (SSL or CTL) has its place.

The skid steer loader is very agile and quick, making tight and spin turns easily. It operates well on solid or relatively dry soils and on hard and abrasive surfaces. Tires are considered a maintenance item and can be economically and quickly replaced when worn.

Compact rubber-track loaders excel not only on dirt, but in less-than-ideal traction conditions. The CTL can work effectively in wet, muddy and soft soil or where wheels can't go. The key to their success is the added flotation provided by the large surface area of the tracks riding over the ground. The long and wide track surface also allows CTLs to work on slopes where a wheeled machine would tip.

Compact track loaders are not as well-suited as skid steer loaders to applications that require tight turns (spin turns) or on abrasive surfaces. Although they will work effectively on abrasive surfaces, track wear will accelerate and new tracks cost about four times more than new tires.

"The best suggestion we can make to prospective purchasers is to clearly understand the strengths of the SSL versus the CTL, and have a clear picture of the machine's intended work environment before deciding which machine will be best suited for those purposes," said Bob Beesley, Komatsu Product Manager. ■



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INDUSTRY EVENT

UTILITY EQUIPMENT EXPO UPDATE

Attendees get a chance to demo machines and see Komatsu's offerings at ICUEE



John Facchinei,
Director, Product
Marketing,
Utility Division



David Caldwell,
Product Manager,
Compact Excavators



Jeff Aubrey,
Product Manager,
Backhoe Loaders

Getting a chance to see a wide variety of the latest in utility machinery is just one of the many advantages of attending the International Construction and Utility Equipment Exposition (ICUEE). Another is the ability to run some of the equipment and see how it compares side-by-side against the competition.

"This is really a unique opportunity for owners and operators to get in the seats and try machinery out; it's like no other equipment show," said John Facchinei, Director, Product Marketing of the Komatsu Utility Division. "If they like what they see, we have product managers on hand or they can go back and contact their local distributor to get more information. From our standpoint, it's a nice way for us to show the breadth of our product offerings in our utility lineup."

Komatsu's offering was one of the largest on display at the show, held in Louisville, Ky., featuring more than a dozen machines, including compact excavators, from the 1,960-pound PC09 to the 15,850-pound PC78US. Skid steers on display were the SK815

and SK1020, complemented by CK30 and CK35 compact track loaders. WB142-5, WB146-5 and WB146PS-5 backhoe loaders were available to run, as well as a WA100M wheel loader.

Unique features stand out

Product Manager for Compact Excavators David Caldwell listed some of the unique features of the excavators on display. "The PC35 and PC50 now have a four-way blade, which angles 25 degrees right and left and has up and down capabilities," Caldwell noted. "The biggest advantage is in backfilling. The operator doesn't have to reposition the machine as often, so it speeds up operation. It will be available on future models as well. Also, the tilt-up canopy on the PC27 and PC35 have been simplified. Users can now remove two bolts instead of six and tilt up the operator's platform only. In the past, users had to tilt up the ROPS structure as well. Now they have full access to the hydraulic components, the swing motor and the backside of the engine where the alternator and starter are located."

The WB146PS-5 (the PS stands for Power Shift) backhoe loader was also a key member of the Komatsu display. "What makes this machine unique is that it uses the left lever to shift, rather than using a shifter in the floor, so the operator doesn't have to take his hand off the wheel to switch gears," said Jeff Aubrey, Product Manager, Backhoe Loaders. "With a powershift machine, the operator can put it in second gear and use a trigger button on the loader lever to control between first and second. He can put it in first gear to charge a pile, then immediately kick into second to quickly get back to the truck for loading. He's getting more done in less time."

Komatsu's display area included a variety of machines such as compact track loaders, skid steer loaders, excavators and backhoe loaders.





David Caldwell, Product Manager for Compact Excavators, shows attendees some of the benefits of Komatsu excavators, such as the tilt-up canopy and four-way blade (shown above) on the PC50MR-2.



One of the benefits of ICUEE is the opportunity for attendees to demonstrate equipment, such as Komatsu's WB146-5 backhoe loader. Also available at the show was the WB146PS-5, which features power shift.

Accomplishing more in less time is also an advantage of the ICUEE show. "This show allows users to see a large number of machines in a short time without going from dealership to dealership and taking a lot of valuable time to test equipment," said Facchinei. "We're here to help them see how Komatsu stands out from the competition and what we have to offer in terms of productive equipment and the service and support to back it up." ■



ICUEE attendees had the chance to try the latest in utility equipment, including Komatsu's PC35MR-2 excavator.



Following heavy rains, Komatsu product managers demonstrated the benefits of Komatsu's skid steer and compact track loaders by moving dirt in the display area.

MANUFACTURING UPDATE

NEW PLANT

Hensley Industries' new foundry increases availability of ground-engaging tools for mining machines



Ralph Huebner,
Executive VP-Sales
and Marketing,
Hensley Industries



Paul Rudd,
General Manager-
Manufacturing,
Hensley Industries

Hensley Industries, part of Komatsu Ltd., officially inaugurated its new foundry in Dallas with a ribbon-cutting ceremony and tour of the facility last November. The new foundry will focus on ground-engaging tools for the mining industry and features a capacity of 1,300 tons of castings per month.

Ralph Huebner, Hensley's Executive Vice President for Sales and Marketing said there were two primary reasons the plant was needed. "Our products have gained worldwide acceptance, and with the explosion in the construction and mining industries in the past few years, this new foundry allows us to expand capacity and bring product to the market quickly."

With nearly 2,000 products, Hensley Industries has long been a leader in the manufacture of ground-engaging tools for earthmoving and mining equipment, including the KMAX tooth system, which features a reusable locking

mechanism for quick installation and removal. Hensley also has an attachment division that produces such products as buckets.

"This plant sets up Hensley as a major supplier of mining castings for Komatsu, and offers consistent high-quality supplies with efficiencies for cost control to keep the plant viable for a long time," noted Paul Rudd, General Manager-Manufacturing for Hensley, who helped design the new foundry.

"We're very proud of what we accomplished. We set out to build a very modern facility that was environmentally friendly and an asset to our neighbors. We've done that by investing in such items as a dust-collection system and noise suppression. We also recycle nearly 100 percent of the waste products produced during the manufacturing process. It's truly state-of-the-art."

Kunio Noji, President of Komatsu Ltd., addressed the crowd and helped cut the ribbon, which was held by several local schoolchildren at the 40,000-square-foot facility. Komatsu America President Jim Shinozuka and Komatsu Ltd. President Customer Support Mamoru Hironaka also were among the more than 200 people attending the event.

During his address, Komatsu Ltd. President Noji noted the reasons for the company's investment in the plant. "There were three reasons we chose to partner with Hensley to promote the growth of our companies," Noji said, "First, the people of Dallas are friendly and warm. Second, the people working in the Hensley factory have a high level of skill. Finally, Hensley has the ability to quickly respond to customer requirements, including development and design work. It has a history of quality products and service." ■

Komatsu Ltd. President Kunio Noji (below right) spoke before the ribbon-cutting ceremony that officially inaugurated the new Hensley Industries foundry that makes ground-engaging tools for mining machines (upper left). Hensley General Manager-Manufacturing Paul Rudd (lower left) gives attendees a tour of the new facility.





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PRODUCT SUPPORT

IMPROVING AVAILABILITY

Komatsu speeds parts orders with the completion of eight regional depots

Komatsu, long an industry leader in parts availability, further strengthened its commitment to keeping owners' downtime to a minimum with the completion of eight regional parts depots. Located throughout the United States and Canada, the depots are designed to expedite parts orders.

The newest depot recently opened in Savannah, Ga. It joins a list that includes Pittsburgh, Las Vegas, Minneapolis, Denver and Portland in the U.S., and Vancouver and Toronto in Canada. In addition, Komatsu has a master parts distribution center in Ripley, Tenn.

"These regional parts depots combine to significantly increase our available warehouse space and improve our overall parts availability," said Frank Pagura, Vice President, North American Parts Operations. "They're strategically located so we can deliver parts to the distributor quickly and effectively. Our distributors already have a vast inventory of parts on hand, and these regional depots are one way to augment that."

The regional parts depots are part of a comprehensive three-tier approach to parts fulfillment:

- Komatsu will work closely with its distributors to monitor and improve local parts stocking and availability of "on-the-shelf inventory" at distributor locations. This will ensure Komatsu and its distributors optimize their "common parts" inventory to best meet customer needs.

- The eight regional parts depots add another layer of support to the parts network with dedicated and continuous nightly trucking routes between Komatsu's master

parts distribution center, the regional parts depots and distributor locations.

- Komatsu has improved the customer service, technical assistance and response teams as well as increased the inventory levels and parts availability at its master parts distribution center. This facility has 584,000 square feet of inventory space, operates 24 hours a day Monday through Friday (7 a.m. to 3 p.m. on Saturday), with call-in service available during all other hours and holidays. Customers always have 24-hour access to parts books and ordering at Komatsu's parts Web site, www.epartscentral.com

"The regional parts depots are definitely a milestone, but it goes a lot deeper than that," said Pagura. "This is the culmination of planning and restructuring to improve and strengthen our total parts availability and distributor and customer support at all levels." ■



Frank Pagura,
VP of North American
Parts Operations

Komatsu regional parts depots, like this one in Las Vegas, are strategically located to deliver parts to the distributor quickly and effectively.



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PRODUCT SUPPORT

BUILDING FOR THE FUTURE

Road Machinery adding new Hawthorne location, increasing the size of Perris branch

The coming of the new year is bringing big changes to Road Machinery's southern California operation, with expansion of the Perris facility and the opening of a new location near downtown Los Angeles.

At more than 20,000 square feet, the new Hawthorne location is just minutes off both Interstate 405 and Interstate 105, near Crenshaw and Imperial Highway. Road Machinery is modifying an existing facility into a branch location that will better serve customers in the downtown, north and west areas of Los Angeles.

Continued . . .



Greg Burgman,
Road Machinery
Product Support
Sales Manager



This photo shows the new Hawthorne location from Interstate 105. Road Machinery is modifying the facility to provide office, parts and service space.

Road Machinery's southern California operations are currently based out of the Perris branch, located in the Inland Empire. Expansion at the facility is underway, with new office, warehouse and sales space.

The customer entrance to the new Hawthorne location is just off Crenshaw Boulevard near downtown Los Angeles. The new facility is conveniently located just minutes off both the I-405 and I-105 freeways.



Expansions to provide better service for customers

... continued

"We did an extensive study of the market to find out where our customers and prospects are located, and we realized this was an area we needed to support," said Product Support Sales Manager Greg Burgman. "Our new

facility will have plenty of space to bring in and service machines, as well as a large outside yard for equipment. All we need to do is retrofit the facilities to our needs. It's a very convenient location, not only for our customers but many of our employees as well."

As the Hawthorne branch becomes fully functional, team members from the Perris branch will relocate to the new branch, including some of the 12 on-the-road service technicians, and product support and sales reps.

"The Hawthorne branch will alleviate extended response time for our service technicians," said Burgman. "Reducing the amount of travel time will reduce downtime and provide premium customer support for premium products."

A headquarters for southern California

Road Machinery is also working to improve its customer support in the Inland Empire by nearly doubling the size of the customer support area at the Perris branch. Burgman noted that the company is looking at the long-term future of its operations in southern California with an eye toward adding more locations.

In Perris, the added square footage includes a large parts warehouse that will increase available inventory for faster parts order fills. Road Machinery is adding office space and a conference area to the existing building and constructing a wash rack behind the current service area, which already features up to eight service bays.

"Our ultimate goal is to turn the Perris facility into the headquarters of Road Machinery's southern California operations. The improvements we're making there and the addition of the Hawthorne location reflect our ongoing commitment to customers in the area," said Burgman. "Both of the locations will carry the same premium Komatsu and other equipment that our customers have come to rely on. We look forward to serving their needs for premium products and premium customer support." ■



Currently, the shop area at the Perris branch also houses parts inventory, which will be moved into the new space being added early this year.

Twelve Road Machinery field service technicians operate out of the Perris location. Road Machinery plans to add more service techs in 2008.



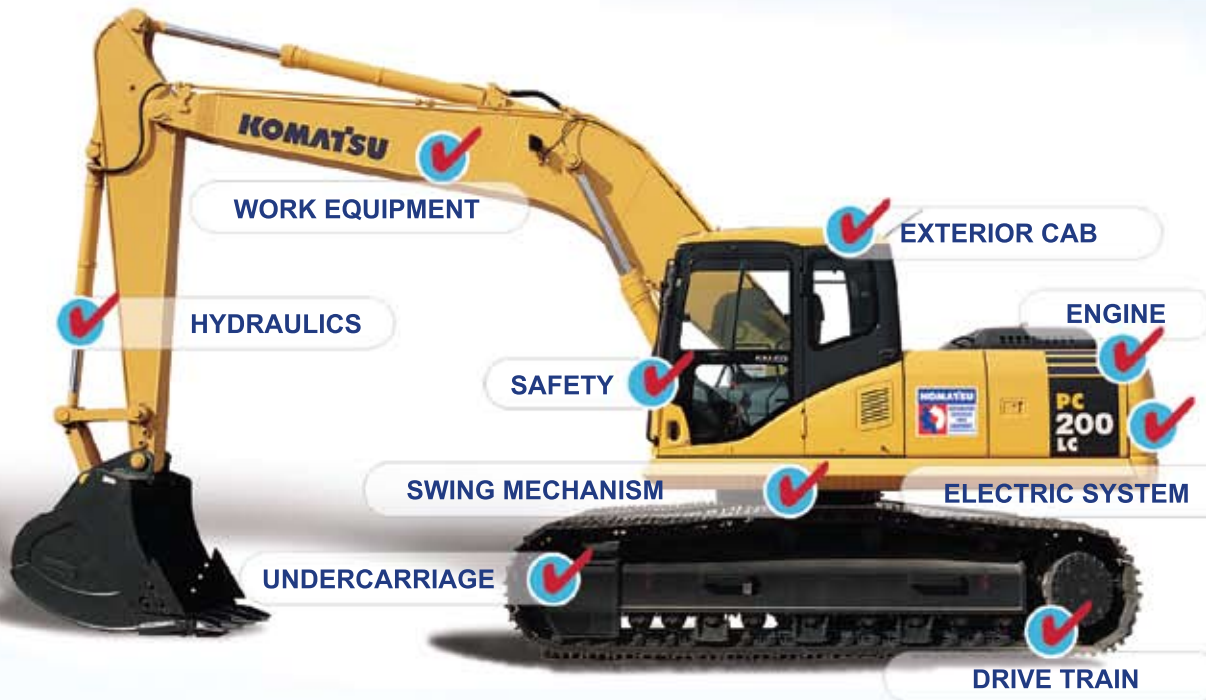
Construction is underway on the Perris branch expansion as workers install new underground lines in the current parking area. The facility will nearly double in size.





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DISTRIBUTOR CERTIFIED

QUALITY USED EQUIPMENT

Komatsu Distributor Certified used machines add value to this Phoenix-based contractor's operations



When Rupert Lemons bought and began running Carson Construction in 1980, doing dirt work wasn't on his mind. The Phoenix-based business' sole focus was concrete construction, but it didn't take long for Lemons to add excavation work.

"We weren't satisfied with the quality of work we were getting from the people who were preparing the subgrade for us, so I decided we should do it ourselves," said Lemons, who serves as President of Carson Construction, while his wife, Kay, is Vice President. "In those early stages, we did smaller jobs, such as sidewalks and driveways for private residences, apartments and commercial properties. Once we

added the dirt work, our focus shifted to doing more large-scale municipal projects."

Carson Construction typically works as a general contractor that self performs everything on a job from mass excavation and building walls to paving and installing street lights. Like all contractors, Lemons looks for value in the equipment he uses to get the job done. That's why he turned to Road Machinery and Sales Representative Wade Ritter for Komatsu Distributor Certified used machines. His fleet of Komatsu Distributor Certified pieces includes three PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher he typically uses at his Ten X quarry site near Wickenburg, Ariz.

Owner and President Rupert Lemons of Phoenix-based Carson Construction has several Komatsu Distributor Certified used machines, including PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher. "They've performed exceptionally well — beyond our expectations. They're a great value," he said.



Carson Construction uses a Distributor Certified WA380-5 wheel loader in conjunction with its BR380JG mobile crusher at the Ten X quarry near Wickenburg, Ariz.



The right equipment decision

"Our first Distributor Certified machine was a PC400 excavator, which we used at the quarry to feed a crusher," Lemons noted. "It's a demanding application, but the machine never had a problem. That sold us on the value of the Distributor Certified machines and led us to buy the additional Komatsu pieces. I knew they had been inspected thoroughly and that they would have a good warranty. The low interest rates and financing through Komatsu Financial made them affordable.

"We've been proven right in our decision to buy the Komatsu Distributor Certified machines," he added. "They've performed exceptionally well — beyond our expectations. They're a great value. We do get into some rough conditions at the quarry and on some of our jobsites, but the excavators still have very good power to dig and they provide excellent cycle times. We expect that to be the case for some time to come. If we need additional equipment, Komatsu Distributor Certified used machines from Road Machinery will be a first option for us." ■



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YEAR	MAKE	MODEL	HRS	EQUIP#	PRICE
2006	KOMATSU	PC200-8	564	11167	\$125,000
2005	KOMATSU	PC200LC-7	886	11166	\$124,500
2005	KOMATSU	PC200LC-7	1,007	11172	\$131,000
2005	KOMATSU	PC200LC-7	1,017	11171	\$131,000
2005	KOMATSU	PC200LC-7	966	11170	\$129,500
2005	KOMATSU	PC200LC-7	704	10870	\$99,000
2005	KOMATSU	PC200LC-7	1,274	9592	\$118,000
2005	KOMATSU	PC200LC-7	1,869	9449	\$108,000
2005	KOMATSU	PC200LC-7	1,766	9448	\$95,000
2004	KOMATSU	PC200-7	1,222	11168	\$114,500
2004	KOMATSU	PC200-7	681	11169	\$114,500
2004	KOMATSU	PC200-7	2,168	10864	\$97,500
2003	KOMATSU	PC228US-3	2,511	10865	\$99,500
2006	KOMATSU	PC300LC-7	201	11292	\$225,000
2005	KOMATSU	PC300LC-7	1,394	11163	\$199,000
2005	KOMATSU	PC300LC-7	1,212	11165	\$209,000
2005	KOMATSU	PC300LC-7	1,573	10416	\$175,000
2004	KOMATSU	PC300LC-7	4,264	11837	\$147,500
2005	KOMATSU	PC400LC-7	3,131	9883	\$259,000
2005	KOMATSU	PC400LC-7	3,230	11162	\$282,500
2005	KOMATSU	PC450LC-7	2,867	9593	\$275,000
2005	KOMATSU	PC750LC-7	1,990	9293	\$499,000

WHEEL LOADERS

2004	KOMATSU	WA200PTL-5	7,603	11473	\$62,500
2006	KOMATSU	WA380-5	858	9790	\$165,000
2003	KOMATSU	WA380-5	4,922	10867	\$119,500
2003	KOMATSU	WA380-5	5,164	8584	\$110,000
1998	KOMATSU	WA380-3	7,243	9569	\$85,000
2006	KOMATSU	WA470-5	778	10023	\$219,000
2005	KOMATSU	WA470-5	1,201	9594	\$235,000
2005	KOMATSU	WA480-5	5,768	11776	\$169,000

MISCELLANEOUS

2006	KOMATSU	BR550JG-1	339	11380	\$555,000
2003	KOMATSU	GD655-3C	3,222	12200	\$119,500
2006	KOMATSU	D275AX-5EO	1,944	11685	\$465,000
2006	KOMATSU	D155AX-5	424	12187	\$375,000
2004	KOMATSU	D61EX-12	2,642	11997	\$109,500

Availability is constantly changing. Check with your Road Machinery salesman for your used equipment needs.

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