



# ROAD To SUCCESS

September • 2009 No. 2

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Featured in this issue:

## PETRA CONTRACTING

Buckeye, Ariz., underground company  
develops a long list of  
satisfied repeat customers

See article inside...



Keith Riefkohl,  
Owner/President



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## MAKING THE GRADE

Generosity of Northern California  
contractors saves Shasta College's  
heavy equipment program

See article inside...

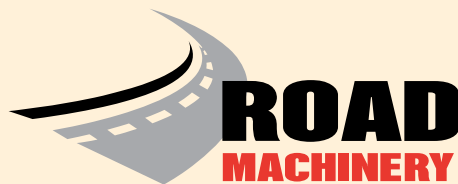


# KOMATSU

# A MESSAGE FROM THE PRESIDENT



Dennis G. Romanson



Dear Equipment User:

Everyone associated with our industry is hopeful that the American Reinvestment and Recovery Act that was passed several months ago will soon begin to stimulate the economy as it was intended to do. Billions of dollars have been allocated to rebuild our infrastructure, reduce energy consumption and fund new energy sources. All should eventually help put more businesses and individuals back to work.

Another critical component of the massive bill is the extension of the depreciation bonus and additional expensing, which were part of last year's stimulus plan. The depreciation bonus can be used on new equipment purchases, while additional expensing is good on new and used equipment alike. Both can save you in taxes. For additional information, contact your sales rep or one of our branch locations.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better do that, we've added a new page to your *Road to Success* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond.



Also new for readers is an online video feature. Look for the video icon in an article, then visit [www.videocpi.com](http://www.videocpi.com) to see Komatsu machinery in action.

We hope you take advantage of the other valuable information provided here about our quality equipment lines, featuring Komatsu. In this issue, you'll learn about the latest D275 dozer. If you're a truck user, check out the article on how liners can benefit your business.

At Road Machinery, we stand ready to help you maximize your productivity and profits. If there's anything we can do to help you, call us or stop by one of our locations.

Sincerely,  
ROAD MACHINERY LLC

Dennis G. Romanson  
President

**Helping  
to stimulate your  
business**



# ROAD MACHINERY

# ROAD To SUCCESS

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# KOMATSU

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# MAKING THE GRADE

## Generosity of Northern California contractors saves Shasta College's heavy equipment program

At the beginning of this year, the instructors in Shasta College's Equipment Operations and Maintenance courses weren't sure the nearly 20-year-old program would last past the spring semester. It wasn't for a lack of interest in the program, but because the school needed matching funds for a grant that brought considerable dollars to the program. Because the matching funds weren't there, it was on the chopping block.

"Obviously we didn't want to see the program cut," emphasized Heavy Equipment Instructor John Livingston, who's been a part of the program on and off for 16 years. "It's been a valuable tool for training students who want a career in the construction industry, whether it's as an equipment operator, a mechanic, a business owner or an engineer. There was an urgency to find a way to save the program."

Key members who helped in raising funds and awareness of Shasta College's Equipment Operations and Maintenance Program include (L-R) RML Territory Manager Ed James, Dean Joan Bosworth, AGC Education Board member Phil George, Adjunct Instructors John McCullah, Mike Mathews and Bruce Lawson, full-time Instructor John Livingston, Instructional Paraprofessional Chris Pope, Shasta College Foundation Director Scott Thompson and AGC District Manager Ty Hixson.

As news of the program's potential demise spread, Livingston and fellow instructors Bruce Lawson, Chris Pope and John McCullah contacted Shasta College Foundation Director Scott Thompson, who oversees fundraising at the Redding, Calif., school. "A local architect, Les Mellburg, contacted me and said he wanted to help," said Thompson. "He gave us a list of contractors he works with and respects, and we started calling them. The response was phenomenal, raising thousands in funding. Then we met Phil George, who's on the education board with the state Associated General Contractors (AGC). It committed to matching the funds raised. We were in business with a secure future."

That brought relief not only to the instructors, but to the nearly 80 students involved in Shasta College's Equipment Operations and Maintenance Program, a one-year certificate program that combines classroom time with a heavy dose of hands-on equipment operation designed to give students real-world experience and application. Courses include Career Planning and Leadership, Surveying for Equipment Operators, Project Construction and Watershed Restoration, as well as mathematics and two electives. It consists of 22 units, with students taking about half during each semester of the one-year program.

"We built our curriculum so that students are learning the industry standards, not only in how to operate equipment, but other skills such as how to fill out a work plan and application, read blueprints, stake and put together a bid, among other things," said Joan Bosworth, Dean of Natural Resources, Industry and Public Safety, who oversees the heavy equipment program. "Some other



colleges offer programs, but ours is the largest and most comprehensive in terms of heavy equipment emphasis. Many students stay after the one-year program to get certified in other areas related to heavy equipment, such as commercial truck driving or erosion control."

The program also raises funds by doing some outside projects that give students real-world application. But much of their hands-on training comes at Shasta College's eight-acre training area that features a variety of ground conditions. "In the beginning class, they simply learn safety and become familiar with moving dirt. The intermediate class focuses on actually putting soil to grade using stakes, and the advanced class shows how to put a plan together from start to finish. In addition to running equipment, they learn how to maintain it through everything from daily greasing to oil and filter changes," said Livingston. "It's meaningful experience they can take with them, whatever they plan to do in the future."

## New machines with advanced technology

Through the generosity of donors and grants, Shasta College has added another instructor and purchased new Komatsu equipment for students to use in practice and on outside jobs. Working primarily with Road Machinery, LLC Territory Manager Ed James and General Manager Jim Price, the college acquired a D65EX-15 dozer, a WA200-6 wheel loader and a GD655-3 motor grader, and is also considering the purchase of an excavator.

"When the program was started, the machinery was all donated, and during the summers, another instructor and I would do some contract work to generate funds for buying machinery," said Livingston. "This is the first time we've bought a package of new equipment, and we're very pleased with the Komatsus because students are learning on technologically advanced machines that they would encounter on a jobsite. As we were going through the bid process for the equipment, Road Machinery really stepped up with a nice competitive package. Because of its price, we were able to step up to larger sizes than we originally intended to buy. That helps out in numerous ways."



Teaching Assistant Matt Couch completed the one-year heavy equipment certification last year. "This gave me the knowledge and skills I need to run a variety of equipment. It's a good start to a career as an operator or whatever you want to do that involves heavy equipment."



## A good career start

Livingston said the new machinery is only one of many benefits the Equipment Operations and Maintenance Program offers students. That's why the college is looking at possible expansion of the program going forward, turning it into a two-year, full associate degree. For students such as Matt Couch, who earned his one-year certificate in 2008 and is working as a teaching assistant, that sounds like a great plan.

"I had a little experience running an excavator for a construction company before I took the program, but I really didn't understand what I was doing, to be honest," said Couch. "This gave me the knowledge and skills I need to run a variety of equipment. It's a good start to a career as an operator or whatever you want to do that involves heavy equipment."

"We've found that the students who come from Shasta's program are well-prepared for a career in operating heavy equipment," said the AGC's George. "Many have been adopted into the local operating engineers apprenticeship program. It's helped provide an influx of readily available operators, something that's always in demand." ■

Students in the Heavy Equipment program get hands-on experience in running machinery on all types of ground at Shasta College's training site in Redding, Calif., including using a Komatsu D65EX-15 dozer on slopes.



# PETRA CONTRACTING

## Buckeye, Ariz., underground company develops a long list of satisfied repeat customers



Keith Riefkohl,  
Owner/President

Fourteen years ago, Keith Riefkohl started his own underground utility company at the urging of a Phoenix-area developer. Working for another company that was doing a job for the developer at the time, Riefkohl was approached to do the underground work.

"That wasn't something that the company I worked for did," recalled Riefkohl, Owner and President of Petra Contracting. His wife, Cammy, is Vice President/Secretary of the Buckeye, Ariz.-based company. "But I had a background in underground work, so I listened to the developer and decided to strike out on my own. I started with just a few guys I called a crew."

Riefkohl and his crew's first job entailed putting in all underground utilities for the developer at the 1,100-lot Wildflower Ranch subdivision, a seven-phase project that was spread over four years. He also took on the

responsibility of general contractor for the entire site-work package, subbing out the earthwork and paving. He's since helped the developer put in more than 4,000 lots at various projects throughout the Phoenix metro area, where the bulk of Petra Contracting's work is located.

"It's been a real source of pride for us that we've maintained that relationship from the start," stated Riefkohl. "Within six months of starting, we picked up work with another developer and it's snowballed to the point where the bulk of our work has been done with repeat customers who trust us to get their work done on time and budget. Right now, we have four pipe crews and two concrete crews that do bridge and other associated work. We're willing to take on entire earthwork packages as a general, which is our preference, but we sub out the mass excavation and paving portions of the job."

### Integrity-driven staff

In addition to working with private developers, Petra Contracting also works on hard-bid governmental projects. That versatility has kept the company busy. Recent projects include street and highway improvements near Phoenix, for example, work associated with the widening of Highway 85 near Buckeye, which entails dirt work for feeder roads and infrastructure.

The ability to complete all types of projects on time and budget has been a hallmark for the company, said Riefkohl. He credits that to a staff of about 60 employees, many of whom have been with him for nearly the entire Petra Contracting existence. Longtime and key staff members include Estimator/Project

A Petra Contracting operator moves dirt with a Komatsu PC220LC-8 excavator as part of the Highway 85 expansion project near Phoenix.



Managers Jewell Turner and Keith Baldwin, Concrete Superintendent Dan Schlueter, Pipe Superintendent Eric Keene, Foremen Phil Camp, Aaron Baldwin and Albert Quinones, Structural Superintendent Roy Esquivel and Mechanic Perry Cook.

"We have a group that's honest and integrity-driven," said Riefkohl. "Many of them followed me from the other company when I went out on my own. I've worked hard to build the business, but they deserve equal credit for their focus on quality work. It's as much their achievement as it is my own that Petra Contracting has a good reputation."

## Komatsu becomes excavator of choice

Riefkohl also acknowledges Road Machinery, LLC for helping keep Petra Contracting humming with quality machinery and service to back it up. Petra Contracting has bought miscellaneous equipment from RML in the past, and more recently, began purchasing and renting Komatsu excavators.

"We were fairly loyal to another brand, but a couple of years ago we wanted to buy some of those machines and they weren't available," explained Riefkohl, who purchased Komatsu PC200LC-8 and PC220LC-8 machines. "We'd rented some Komatsus from RML in the past, so we called them up and asked what they could do for us. They worked with us to purchase five excavators, and we couldn't be happier. The Komatsus are stronger, and at the same time more fuel-efficient than our other brand. They also come with some features, such as KOMTRAX, that aren't standard on other brands. Komatsu is definitely our brand of choice now."

Riefkohl works with RML Account Manager Dan Kaercher and Product Support Representative Dave Pittman, and recently rented a PC600LC-8 for the Highway 85 expansion project.

"We handle the routine services with parts we buy from Road Machinery, and if more technical or warranty work is needed, we call on Dan, Dave and the staff at RML," noted Riefkohl. "They've always responded to our



A Petra Contracting operator lifts a trench box with a PC600LC-8 the company recently rented from Road Machinery, LLC. "The Komatsus are stronger, and at the same time more fuel-efficient than our other brand," said Owner/President Keith Riefkohl. "They also come with some features, such as KOMTRAX, that aren't standard on other brands. Komatsu is definitely our brand of choice now."



RML Product Support Representative Dave Pittman (left) works with Petra Contracting Owner/President Keith Riefkohl. "We handle the routine services with parts we buy from Road Machinery, and if more technical or warranty work is needed, we call on RML. They've always responded to our needs quickly, because they understand how costly downtime is to us," said Riefkohl.

needs quickly, because they understand how costly downtime is to us."

## History of quality work

Riefkohl is considering making the PC600LC-8 a permanent part of his fleet, but hasn't made the commitment because of the slow construction economy. But while other contractors have seen an increase in idle time in the current economic climate, Petra Contracting has not had to scale back much.

"We still have a good bit of work ahead of us," said Riefkohl. "We owe that not only to being diversified in working on private and governmental jobs, but to our reputation for quality work. Much of what we're doing with the Highway 85 expansion is preconstruction done through the developer who encouraged me to go into business for myself. In a way, that's a testament to the quality of work we did on that first job because he's continued to call us back." ■



Phil Camp,  
Foreman



Dan Schlueter,  
Superintendent





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## GUEST OPINION

# SAVING JOBS

## AGC economist says stimulus-funded projects are helping boost construction employment

Construction companies nationwide are reporting that the stimulus bill is making it possible to hire new workers, according to information gathered by the Associated General Contractors of America (AGC). The early information provides the first glimpse into how federally funded infrastructure and construction projects can help improve the overall economic outlook, the association added.

“Early reports indicate that the infrastructure piece of stimulus is beginning to do exactly what was intended, put construction workers back on the job,” said Ken Simonson, Chief Economist for the AGC. “As a recent employment report shows, however, construction is still one of the hardest-hit industries in terms of job losses.”

Simonson said that as more and more stimulus-funded projects are awarded, a growing number of member companies are reporting adding new jobs or rehiring laid-off employees. He said, for example, that one company recently rehired 15 workers it laid off last year after receiving a stimulus-funded Interstate highway reconstruction contract. Another company hired new workers after winning a contract to build a new laboratory with stimulus funding provided by the U.S. Department of Energy, the economist noted. Meanwhile, yet another company has hired 30 new employees to help it complete recently awarded road construction projects funded by the stimulus.

### Improving business environment

Simonson also pointed out that many contractors were canceling planned layoffs because of stimulus-funded work. Noting that an estimated 85 percent of construction

companies said they would cancel layoffs or add new employees with the stimulus, he said stimulus funds were improving a poor business environment for many firms.

“Without the stimulus, the jobs report would be much worse,” Simonson concluded. ■



Ken Simonson,  
AGC Chief Economist

AGC Chief Economist Ken Simonson said stimulus-funded projects are helping maintain and create construction jobs, helping improve a poor business environment.



## MANAGING YOUR BUSINESS

# PUTTING TOGETHER A WINNING BID

**Whether it's a stimulus job or a private project, here are tips for getting work and making money on it**

*The practical suggestions in this article are based on recommendations from a variety of construction industry sources.*

Passage of the economic stimulus package (The American Recovery and Reinvestment Act) brought with it millions of dollars in governmental construction work that has either already begun, is in the bid process or will be put up for bid in the near future. A look at those projects that have already been bid and awarded indicates very competitive bids, many coming in well below engineers' estimates.

"The fact that these projects have come in well under what we thought they would, will allow us to award more projects, which means more jobs," said U.S. Transportation Secretary Ray LaHood in a recent conference call. If you're a government contractor, that's potentially good news as it means more chances to garner work.

Successful estimating and bidding require precise knowledge of both the job and your company's capabilities. In addition to studying plans, a visit to the site will often alert you to unforeseen problems or opportunities.



There are indications that work in other sectors may be turning around as well. So how do you get in on the action while it's heating up? Whether you're a seasoned veteran of the construction industry, or trying to establish yourself, one of the keys is putting together a winning bid or proposal that's the right price to get the job and make you money at the same time.

It's not an exact science, but there are certain steps to take to putting together a winning bid without leaving "money on the table." Chief among them is doing your due diligence to thoroughly understand the project before you even begin the bidding process. If it's not something you're interested in or have the skill for, why waste time on it? That time, which some experts say averages three to four weeks per bid, could be better spent estimating and putting together a bid for a project more suited to your firm's capabilities.

You probably find out about many projects by being invited to bid on them. Others you may discover in trade magazines, newspaper and other resources. You can request plans and give them a thorough look. You should have a good idea of whether it's a job for you or not. If not, return the plans, especially if you put a deposit on them, and turn your attention elsewhere.

### **Get all the information you can**

Most likely there will be a prebid meeting. If you believe you're going to bid, it's something you should attend. This will give you access to project owners, engineers, architects and other key players who can answer questions and explain any unusual circumstances that have to be taken into account when preparing your price.



Visit the proposed jobsite. While good information can be gleaned from a prebid and blueprints, they don't tell the whole story. The proposed site may include items that are not on the plans, such as refuse or other objects that may need to be removed to do the job. How far is it to the nearest quarry or material yard? How will you get materials to the site? These items can add to your costs of doing the job and should be factored into your final proposal.

At this point, if you're still planning to bid, it's time to start putting the package together. There are several factors to consider, including costs to mobilize and demobilize equipment, what machinery you'll need and the cost to run it, and how much manpower will be required. If you're bidding on a stimulus project, chances are, labor costs are covered under Davis-Bacon, also known as prevailing wage. This can add significant dollars to your cost per hour for employees.

### **Use your experience, double check**

Another step in the process is to do the takeoff of the part(s) of the plan on which you expect to bid. This can be done in several ways, including the tried and true method of using a ruler and calculator. Most companies today have computer programs that will do highly accurate digital takeoffs. Programs can initially be expensive, but can save time and money in the long run. It's always a good idea to double check the work thoroughly for costly mistakes, and as you become more proficient in using the programs you'll be more comfortable with their accuracy, allowing for the small percentage the program may be off.

Many government plans already have estimated material lengths and quantities. Some may come on CD-ROM or other media formats you can plug into your computer. While they're helpful, it's always best to do takeoffs yourself, so that you identify any potential inaccuracies.

You'll also need to consider other technology and how it factors into the bid. If you use GPS-based systems in your equipment, it's




**In the current economy where you're probably seeing more competitors submitting bids, a value-added service such as on-site crushing may allow you to be more cost-effective. By doing more for less, it will improve your odds, not just of winning the bid, but of making money on the job.**

easy to plug the plans into whatever system you use and let the technology do the work. GPS systems have been proven to save time and material as they accurately put the site to grade or find the right elevation for a utility trench. The savings can be factored into your bid, helping you lower your price.

Experts point out other items often overlooked in putting together a bid. For example, many don't consider overhead, or the cost of doing business. Things such as office help and supplies, postage, utilities, upkeep of a building or office should be factored into your proposal in some way. Some calculate overhead as a percentage of wages, while other simply throw a number at it. Those items affect the bottom line, because they subtract from profit.

Finally, consider profit in your bid. After all, that's what you're in business for. There's no hard and fast rule for adding profit into a job. Some will try to make a certain dollar amount per day, while others may add a percentage to their base bid. Either way, as the job progresses, it's important to keep track of where you're at in relation to profit to ensure you're staying on target.

Once you're comfortable with your bid, be sure to double check it before submitting it. Be detailed. While the suggestions here are sensible, they are not comprehensive. Every job is different. But the more factors you consider, the better you'll be at putting together a winning bid. ■



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## PRODUCT NEWS

# THE D275AX-5 "SIGMADOZER"

## Komatsu brings its innovative blade design to its 449-horsepower dozer

The efficiency and productivity of Komatsu's revolutionary Sigmadozer blade, first seen on the D155AX-6, is now available with the 449-horsepower D275AX-5 dozer.

"The design is very similar to the D155," said Komatsu Product Manager Les Scott. "Like the D155, it will automatically allow the D275AX-5 to push 15 percent more dirt compared to the standard semi-U blade. If you're moving dirt, the Sigmadozer should be your machine."

Scott said the new frontal design adopted for digging and rolling up at the center of the blade increases soil-holding capacity while simultaneously reducing sideway spillage. It also reduces digging resistance, producing a smoother flow of earth, enabling the dozing of larger quantities of soil with less power. With a blade capacity of 19.1 cubic yards, users can move significantly more material without increasing fuel consumption. The Sigmadozer uses a new blade-linkage system that holds the blade closer to the tractor for improved visibility, enhanced digging force, and reduced lateral sway of the blade.

"It's all due to the blade design and how it cuts the soil," Scott explained. "As it's going through the soil there's less resistance, so the tractor can actually push a little faster. That allows the dozer to pile more material in front of the blade and hold it there."

### Optimal productivity

The Sigmadozer's extra-low profile provides machine balance and a low center of gravity while the Hydrostatic Steering System (HSS) provides smooth, quick and powerful control in varying ground conditions. The K-Bogie undercarriage system improves traction and

component durability while the new track-link design reduces maintenance costs by making it easier to turn pins, with improved pin reuse.

Further adding to the productivity of the D275 are the very latest features in operator comfort, creating a quiet, comfortable environment where the operator can concentrate on the work at hand. The cab's new hexagonal design and large tinted glass windows provide excellent front, side and rear visibility.

"This is a good opportunity for us to once again step out in front of our competition," he said. "We have a dozer now that is, without question, more productive than anything else out there." ■



Les Scott,  
Product Manager



For more information on the D275AX-5 Sigmadozer — and to see video of the machine in action — go to [www.videocpi.com](http://www.videocpi.com)

Brief Specs on Komatsu D275 Sigmadozer			
Model	Operating Weight	Output	Blade Capacity
D275AX-5	113,600 lbs.	449 hp	19.1 cu. yd.

The D275AX-5 Sigmadozer pushes 15 percent more dirt than Komatsu's conventional model.



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## NEW PRODUCTS

# NEW WHEEL LOADERS

## Large-capacity torque converters head list of features that make WA470-6, WA480-6 productive and efficient

Komatsu grew its mid-size lineup of Tier 3-compliant wheel loaders with the addition of the WA470-6 and WA480-6 models, which feature large-capacity torque converters that provide excellent tractive effort, improved acceleration and improved climbing ability in a wide range of applications.

"The WA470-6 and WA480-6 are excellent in material handling; charging asphalt or concrete plants that use ramps to feed hoppers; general construction; load-and-carry and agricultural applications," said Rob Warden, Product Manager Wheel Loaders. "The large-capacity torque converters offer several benefits, including greater productivity in V-cycle loading applications; faster gear upshifting and ability to achieve higher gear ranges; and higher travel speed for load-and-carry or hopper feeding applications."

Those advantages offer increased production, while the large-capacity torque converters and Komatsu Tier 3 engines provide optimal power and efficiency for lower per-ton costs. Users can maximize power and efficiency by selecting from two operating modes. E mode provides maximum fuel efficiency for general loading, while P mode allows for maximum power in hard digging and hill climbing. An eco indicator informs the operator when the machine is maximizing fuel efficiency.

"Our studies show that these loaders increase production, while decreasing V-cycle times and fuel usage compared to previous models, no matter which mode is used," said Warden. "Those are major factors for choosing a WA470-6 or a WA480-6, but that's not the entire picture. We have other features that work to increase productivity and lower owning and operating costs."

Among them are spacious cabs designed to reduce operator fatigue and increase productivity. Wide, pillar-less, flat glass gives excellent visibility in all directions, and the viscous-mounted ROPS/FOPS structure offers low noise and vibration for better comfort. Air

*Continued . . .*



**Rob Warden,**  
Product Manager  
Wheel Loaders

### Brief Specs on Komatsu WA470-6 and WA480-6 Wheel Loaders

Model	WA470-6	WA480-6
Net hp	272 hp	299 hp
Operating Weight	51,850-52,150 lbs.	55,920-56,340 lbs.
Bucket Capacity	5.0-6.8 cu. yd.	5.4-8.0 cu. yd.
Breakout Force	41,927-45,660 lbs.	42,490-51,930 lbs.

Large-capacity torque converters in the WA470-6 and WA480-6 loaders provide excellent tractive effort, improved acceleration and increased climbing ability in a wide range of applications.



For more information on the new WA470-6 and WA480-6 wheel loaders — and to see video of the machines in action — go to [www.videocpi.com](http://www.videocpi.com)



# Improvements make new models best value in size class

... continued

conditioning is located in the front of the cab so the operator has increased seat reclining and backward slide adjustment. The new Pressure Proportional Control (PPC) levers provide fingertip control for easy operation. The lever console can be adjusted, along with the large arm rest, to suit individual operator needs.

## Easy operation, maintenance

Along with fingertip controls, operation is easier with the automatic transmission with Electronically Controlled Modulation Valve (ECMV). The automatic transmission selects the proper gear speed based on conditions such as travel and engine speed. The ECMV allows for smooth gear and direction changes. With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle. It automatically switches back to second in reverse. In addition, the kick-down switch activates the loader's Power mode when it's in first gear or Economy mode. It keeps the transmission in third or fourth gear when autoshift is selected.

Efficient operation and engines help keep costs down, and Komatsu added to that by building the WA470-6 and WA480-6 loaders with integrated production systems to create reliable machines with low maintenance costs and easy service access. Each is equipped with Komatsu's Equipment Management Monitoring System

(EMMS), which allows the operator to track machine function on an easy-to-read monitor. The standard automatic, reversible, hydraulic radiator fan allows the operator to quickly clean out the cooling system, either at a preset interval or instantly with the flip of a switch.

## KOMTRAX comes standard

Equipment owners can further track machine performance and maintenance schedules with KOMTRAX, standard on both loaders. KOMTRAX offers information such as daily fuel consumption, working hours, hour meter, location, cautions and maintenance alerts using wireless technology. Users can log onto a secure Web site to find all the information they need to stay informed.

"There are a whole host of reasons for choosing a WA470-6 or a WA480-6," observed Warden. "They're efficient, productive and reliable in a wide range of applications, making them among the best value in their size class. Those who may have been using a WA450 or WA480 in the past, which the new models replace, will find that the new loaders will significantly outperform the previous models in terms of efficiency."

To see video of the machines, log onto [www.videoapi.com](http://www.videoapi.com). For more information on the WA470-6 and WA480-6 loaders, contact your sales representative, our nearest branch location or log onto [www.komatsuamerica.com](http://www.komatsuamerica.com). ■

With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle with the new WA470-6 and WA480-6. The machines will automatically switch back to second in reverse.





# PRODUCT IMPROVEMENT

## PC200LC-8 HD SPEC ARRANGEMENT

Heavy-duty arm, boom and bigger counterweight give more capacity and stability

A new Spec Arrangement is the latest improvement available for the Komatsu PC200LC-8 HD excavator. The arrangement was conceived to provide increased lifting capacity and stability, even in the toughest applications.

“The standard PC200LC-8 is among our most popular models because its size allows users to keep per-yard costs low with fast cycle times and low fuel consumption,” explained Armando Najera, Product Manager, Excavators. “We built off of that to craft a PC200LC-8 Thumb Spec model by designing a unique, strengthened, revolving frame, applying additional counterweight and equipping it with a heavy-duty arm. The already powerful hydraulics also received an upgrade to include Soft Boom Control, which dampens boom movements, giving the PC200LC-8 Thumb Spec better dynamic stability.”

Najera says the Thumb Spec package provides excellent stability for not only thumb applications, but for all applications including dirt digging. “Having a sure-footed base allows the operator to confidently use the machine to its full potential, thereby maximizing productivity.”

Building on the Thumb Spec, the PC200LC-8 HD Spec Arrangement also includes a heavy-duty boom, HD undercovers and factory piping. Those additional features increased the operating weight of the PC200LC-8 HD Spec Arrangement. The reinforced unique frame, one-piece castings and thicker steel plating make this a perfect machine for tough applications such as demolition, scrap handling and land clearing.

“Komatsu filled a niche with this machine,” said Najera. “The standard model is great for general, all-around work, as is the Thumb Spec which added more lift capacity and stability for users who need the versatility of a machine that encompasses constant thumb work and heavy lifting.

“The PC200LC-8 HD is built for all of the above applications, but in tougher conditions and where a breaker or shear could be utilized 100 percent of the time.”

*Continued . . .*



Armando Najera,  
Product Manager

Komatsu PC200LC-8 Excavators			
Model	Horsepower	Operating Weight	Bucket Capacity
PC200LC-8 Base Machine	148 hp	46,643-47,260 lbs.	.66-1.57 cu. yd.
PC200LC-8 Thumb Spec	148 hp	51,199-51,815 lbs.	.66-1.57 cu. yd.
PC200LC-8 HD Spec Arrangement	148 hp	51,564-52,181 lbs.	.66-1.57 cu. yd.

The PC200LC-8 HD Spec Arrangement has a heavy-duty arm and boom, along with added counterweight for increased lifting capacity and stability as well as durability in demanding applications.



For more information on the PC200LC-8 HD Spec Arrangement excavator — and to see video of the machine in action — go to [www.videoapi.com](http://www.videoapi.com)



# KOMTRAX lowers excavator owning, operating costs

... continued

Like the standard model, the PC200LC-8 HD Spec Arrangement is powered by a 148-horsepower Tier 3 engine that offers low fuel consumption and emissions without sacrificing power or productivity. It has five working modes, including an economy mode that improves fuel consumption and an eco-gauge for energy-saving operations. P mode provides maximum production and power for faster cycle time, while the L (lifting) mode increases hydraulic pressure by 7 percent. B (breaker) mode provides optimum one-way flow, while the ATT (attachment) mode does the same for two-way flow.

## Increased productivity

The operator can set all modes using the large LCD monitor, which also provides valuable machine information using Komatsu's EMMS (Equipment Management Monitoring System).

EMMS monitors engine oil level, coolant temperature, battery charge and abnormalities so the operator can spot potential troubles before they become major downtime issues. The PC200LC-8 HD Spec Arrangement also comes with KOMTRAX, Komatsu's remote machine-monitoring system that keeps track of machine location, error codes, cautions, maintenance items and more, and can be accessed via a secure Web site using wireless technology.

"KOMTRAX is invaluable in terms of providing owners and/or operators with information they can use to stay on top of scheduled maintenance and machine function," said Najera. "Among other features, Komatsu extended the replacement intervals of engine oil, engine oil filter and hydraulic filter so these machines don't have to be serviced as often. That lowers owning and operating costs." ■

## Komatsu PC800LC-8 Super Digger offers increased digging power

Users of the PC800LC-8 know the machine offers great digging power and productivity, but Komatsu further enhanced that with its new PC800LC-8 Super Digger. Equipped with an 11-foot, 10-inch heavy-duty arm and an HD boom, the Super Digger has been proven to add 19 percent more arm digging force and an additional 9 percent bucket digging force compared to the standard configuration.

The Super Digger has a heavy-duty arm equipped with double-arm cylinders and a heavy-duty bucket cylinder, that work to increase the digging force, while maintaining the same working range and transportation dimensions as the standard machine. "Because the digging forces are substantially increased, the machine can break through difficult materials more easily," explained Doug Morris, Product Marketing Manager, Excavators. "Typically, when a mass excavator boom and arm are put on a machine, the working range is significantly decreased, but that's not the case with the Super Digger. It delivers the best of both worlds."

Additional advantages include an efficient 487-horsepower, Tier 3 engine that keeps fuel usage and emissions low while providing ample power, even in deep digs. Like the standard PC800LC-8, it's equipped with KOMTRAX, four working modes and a large, comfortable cab.

"The Super Digger helps keep per-yard costs low because it provides amenities that keep the operator productive, helps the user stay on top of maintenance scheduling and has exceptional digging power," said Morris. "It delivers that extra boost needed even in the toughest conditions."



The PC800LC-8 Super Digger provides additional digging force to break through difficult materials more easily. For more information and to see a video, visit [www.videoapi.com](http://www.videoapi.com).





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- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

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## PROFIT-PRODUCING IDEAS

# ADDED VERSATILITY

## Komatsu's Hydraulic Kit Program can turn your excavator into more than a digging machine

**V**You already know Komatsu excavators are among the most powerful and efficient digging machines in the equipment industry. But any of its long list of excavator models can also be equipped to make you more versatile and profitable in a wide variety of other applications. The Hydraulic Kit Program, offered through Komatsu's Working Gear Group, makes it possible.

"A Hydraulic Kit will enable a contractor to use a machine to do much more than just dig," explained John Bagdonas, Product Marketing Manager Working Gear Group. "With the hydraulic kit, users can run breakers, thumbs, compaction plates, stump splitters, forestry processors and a whole host of other applications. More versatility means the contractor has more to offer his customers, which can lead to additional work and more profits."

Komatsu's Working Gear Group offers the hydraulic kits through a joint effort with HKX, Inc. Kits are specifically engineered for each Komatsu excavator model with special attention given to accurate hydraulic flow and pressure to enable maximum productivity.

The excavator owner can easily install kits on existing machines. Each kit comes complete with detailed instructions and all components and support needed for complete installation. This includes steel piping with mounting hardware, hoses, valving, adaptors and other necessary items. It also includes operator controls with solenoid valves, pilot hoses and all fittings necessary to control the auxiliary valve.

### Potentially high return on investment

Customers can order new machines preplumbed with the kit already installed to

work with Komatsu machine technology. Users can set hydraulic flow and monitor it through the large LCD monitor panel found in the latest Komatsu excavator models. Online tools and preferred customer programs are also available.

"Whether you're buying a new machine or adapting a used one, it makes sense to install a hydraulic kit to increase the equipment's versatility and productivity," said Bagdonas. "The installation is relatively quick and simple and the return on investment could potentially be very high."

For more information on Komatsu's Hydraulic Kit Program, check with your sales representative or contact our nearest branch location. ■

The Komatsu Hydraulic Kit Program can add versatility to your excavator by allowing you to use a breaker, compaction plates, forestry processor or other attachments that can lead to more work and profits.



**John Bagdonas,**  
Product Marketing  
Manager Working  
Gear Group



# CUSTOMER RETENTION

## Komatsu service team focuses on providing exceptional technology and value



Mike Tajima, Vice President of Service (left) and Ivor Hill, Vice President Service Operations

*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.*

Mike Tajima became Komatsu's Vice President of Service in October of 2006 and has been with the company since 1970 when he joined out of high school. After graduating from Komatsu Technical College in 1973, he joined the Overseas Division as Service Manager in Saudi Arabia. He's also had overseas postings in Turkey and Russia.

"The old saying that service sells the next machine is not a cliché, it's something to strive for," said Mike. "That's our mission, and we're constantly working on ways to improve. We've added significant technological advances to our machines to help in those efforts, but it still goes back to the human element. Our technicians are highly skilled and trained, so customer downtime is minimized. That's one of our greatest strengths."

Ivor Hill recently moved into the position of Vice President Service Operations after about seven years as the Vice President and General Manager of Komatsu America Utility Division. He's been with Komatsu since 2000.

"No matter the job title, customer service is always a key element of the business," said Ivor. "Customers often judge a company based on how well they're treated after the sale. If they have a great experience, they're likely to continue that relationship. Komatsu's longstanding relationships with numerous companies show the value we place on being the leader in service in the construction industry."

**QUESTION:** What's Komatsu's current focus in regard to service?

**MIKE:** We've recently reshaped our service organization with a focus on more efficient use of our resources. Service is streamlined into a centralized technical support center at our headquarters in Rolling Meadows, Ill. The organization is split into two groups, one focused on mining and one focused on our North American construction operations. Both operations have what we call "flying engineers" who can be dispatched quickly to a customer's location to provide technical assistance and support as needed.

**IVOR:** Our mission is — and always has been — customer retention. We believe Komatsu has the highest-quality and most-efficient equipment in the marketplace. But no matter how good the equipment is, customers won't come back unless they're satisfied with the service after the sale. We're focused on ensuring they not only have a positive buying experience the first time, but that Komatsu is their first choice the next time they buy because we've given them more than they expect from a service standpoint.

**QUESTION:** How does Komatsu do that?

**MIKE:** It begins with the sale of a piece of equipment. Nearly every Komatsu machine comes standard with five years of free KOMTRAX or VHMS (Vehicle Health Monitoring System). These monitoring systems send critical machine information to our headquarters where we have a staff monitoring it 24 hours a day. If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue.



We know that if there is an issue, customers are going to contact their local distributors first. We're working with our distributors to have the most highly skilled and trained technicians in the industry. We've made a major investment in our training facility in Cartersville, Georgia, which offers classroom and hands-on training, and hosts our annual Komatsu Advanced Technician Competition. We've developed the Komatsu Learning Management System which provides online distance education and certification programs that technicians can tap into from the distributorship or their own home. We're also excited about our Technical Solutions System, which is a massive database of information where technicians can post their experiences working on a machine and find answers to questions they may have — similar to a "frequently asked questions" section on a Web site.

**IVOR:** This use of technology is an example of our proactive approach to service. We want to head issues off at the pass, so to speak. These monitoring systems have been in place for several years, so we've collected reams and reams of data that we can use in building better machinery. In addition, before customers even put the machine on a jobsite, we can show them how they can best utilize their Komatsu equipment under different operating conditions to optimize performance and fuel efficiency.

**QUESTION:** Where does customer input figure in?

**IVOR:** Throughout our entire process, we're always looking to improve. To do that, we have to have direct contact with customers who give us feedback on what we're doing well and constructive criticism on what we can improve upon. Many of our service initiatives have been driven by that feedback. Our customers work hard and don't always have the time to check on machine functionality, and certainly can't afford downtime associated with major issues. Our KOMTRAX and VHMS systems help in those areas. Customers always want to keep downtime to a minimum. With our technological advances, we've reduced downtime by being able to efficiently diagnose and fix problems based on error codes.

**MIKE:** Without that technology, downtime would be much longer. In the past, a technician



Komatsu personnel at the company's headquarters monitor critical machine information around the clock via KOMTRAX and VHMS. "If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue," said Vice President of Service Mike Tajima.



Komatsu service technicians are among the most highly trained in the equipment industry, receiving classroom and hands-on training from a variety of resources.



The annual Komatsu Advanced Technician Competition tests service personnel on their knowledge and ability to diagnose and fix potential equipment issues. It's one of many ways Komatsu puts a focus on quality, efficient service designed to minimize downtime.

would oftentimes respond to a service call and go in blind, so to speak. He'd spend time diagnosing a problem, and often have to return to the shop for parts to fix it. In addition to the technology we mentioned before, technicians now carry laptops that can access shop manuals for every new series of Komatsu machinery, and soon we'll have computerized manuals for machinery going back 20 years or more. If technicians are on the road and get a service call, they can look up the machine that's down and see what they need to fix it. If they need parts, they can swing into their distributor branch location and pick them up before going out on the jobsite. These are just a few examples that have grown out of listening to customers' input and implementing the necessary measures to ensure uptime and increased production. ■





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# THE NEXT ROUND OF FUNDING

## With SAFETEA-LU ending, Congress must debate new highway bill

The American Recovery and Reinvestment Act, also known as the stimulus package, authorized billions of dollars for highway construction, and billions more were appropriated under the omnibus spending bill later signed into law by President Obama. The monies pledged to those bills will eventually run out, as will funding from the 2005 SAFETEA-LU (Safe, Accountable, Flexible, Efficient Transportation Equity Act: a Legacy for Users), which was the prime source of revenue for the nation's surface transportation projects.

SAFETEA-LU, a \$287 billion funding mechanism, is slated to end September 30 of this year. Members of Congress are gearing up to pass new legislation that will fund transportation for several years, potentially even decades. Estimates show the next funding bill could substantially increase, perhaps double, what SAFETEA-LU provided.

The first step in that direction is the recently introduced Federal Surface Transportation and Planning Act of 2009. The act lays out a strategic, integrated plan that addresses the challenges to our national infrastructure and federal programs.

### Lofty goals

Some of the major goals of the act are to:

- Reduce national per capita motor vehicle miles traveled annually;
- Reduce national motor-related fatalities by 50 percent by 2030;
- Reduce national surface transportation-generated carbon dioxide levels by 40 percent by 2030;
- Reduce annually national surface transportation delays per capita;

- Increase by 20 percent system-critical surface transportation assets that are in a state of good repair by 2030;
- Increase annually the total usage of public transportation, intercity passenger rail services, and non-motorized transportation.

"A national surface transportation policy for our country is long overdue," said Sen. Frank Lautenberg, D-N.J., Chairman of the Subcommittee on Surface Transportation. "This legislation will establish a national policy that improves safety, reduces congestion, creates jobs and protects our environment."

Funding for the next highway bill is up for debate. Currently, funds come from an 18.4-cent-per-gallon gas tax. One group, the National Association of County Engineers, has proposed a 7-percent increase in the fuel tax, while others suggest indexing the gas tax to inflation. Still other groups have pushed for a user-based fee that would tax drivers on the number of miles driven, something the Obama administration has said it opposes. ■

Long-term funding for future road projects will be taken up by Congress as it debates a new highway bill. The current funding mechanism (SAFETEA-LU) expires in September.



**SERVING YOU BETTER**

# IMPROVED SERVICE

## Road Machinery's Gilbert, Ariz., facility offers customers several advantages



David Weston,  
General Manager

Road Machinery opened its new facility in the southwestern Phoenix suburb of Gilbert, Ariz., last fall and recently put the finishing touches to the nine-plus-acre site that offers the company and its construction customers noticeable improvements compared to the former downtown Phoenix location. Chief among them were additional space for Road Machinery to keep its construction inventory and more room to service and repair equipment.

"We simply outgrew the old facility," said General Manager David Weston, who oversees sales, parts and service at the new store. "The new location has several advantages for customers. There's less street traffic and easier access than our previous downtown Phoenix location. We also consolidated our sales, parts and service areas so customers can access each at the same site. This new location offers our construction equipment customers a one-stop shop for all their needs."

Weston added that the Gilbert location is

more convenient for dropping off and picking up a machine. Customers can find the store by exiting Route 60 at Mesa Drive and following Mesa Drive south to San Pedro. Turning east on San Pedro will bring them right to Road Machinery's large yard with ample space to turn a truck around.

"There's no more fighting downtown traffic, so access is better and faster," said Weston, who noted that Road Machinery added a new loading dock among numerous improvements at the branch. "When customers bring in machines, they'll find that this facility is much more conducive to working on their equipment. We have eight deep bays that can house two machines each — compared to just two small bays at the old location — as well as two 10-ton overhead cranes. Everything is enclosed, so there's very little work that would need to be done in the outside elements."

### **A substantial investment**

In addition to much more shop space, the Gilbert facility includes a wash rack and a machining area. A large parts inventory area is attached to the shop, so customers can stop by and pick up items for doing their own service work or repairs. Just a few steps away from that building are the sales and administrative offices, which include a conference room.

In total, nearly 40 employees serve customers out of the Gilbert facility, which occupies a former equipment company location in the heart of the Phoenix suburb. Weston pointed out that the facility provided useful space, but needed extensive work to bring it up to Road Machinery standards.

"We've made a substantial investment in building this location up by cleaning up the

Road Machinery's new Gilbert facility is a one-stop shop for construction equipment sales, service and parts. Opened in October, the company has been working since then to refurbish and add on to it to better serve its construction customers.







The service shop includes a machining area where technicians can make components like new again.



Road Machinery added asphalt paving to much of the area surrounding its new Gilbert branch. S&S Paving did much of the work using Road Machinery's HAMM and Vögele paving products.

site and adding on to what was already here," said Weston. "Much of the work was done by S&S Paving, which used Road Machinery's Vögele and Hamm paving products. Old concrete was crushed on site with a Komatsu mobile crusher and re-used in the loading dock and shop area. "

## **Downtown remains dedicated to engine rebuilds**

Weston noted that although Road Machinery moved its construction equipment operations to Gilbert, it will keep the downtown location to use for engine rebuilds and work on larger mining machines, including wheel motor remanufacturing.

"By separating the construction side from the large mining machinery, we're able to better serve customers in both industries," said Weston. "We've devoted more space to each so it's an all-around better fit for everyone." ■



This aerial photo, submitted by Alan Otto of Otto Trucking, shows the new Gilbert branch, located on San Pedro, just off Mesa Road. With close access to Route 60, it provides convenience to get in and out, and gives Road Machinery more space for inventory, shop work, parts, and sales and administrative offices.



The shop area features eight deep service bays that can each accommodate two machines at once, as well as two 10-ton overhead cranes.



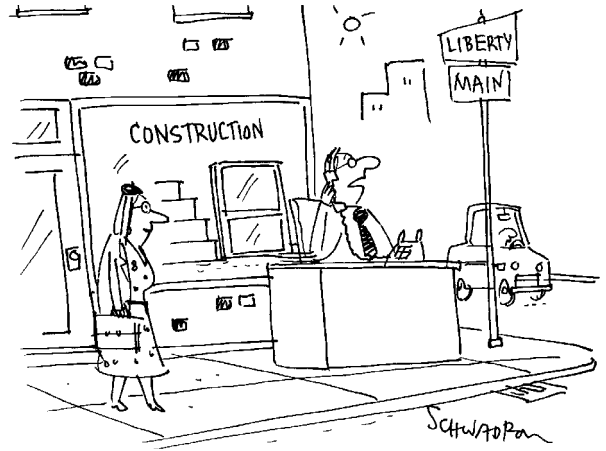
The new Gilbert facility has a wash rack where employees can clean a machine before maintenance work begins.

## SIDE TRACKS

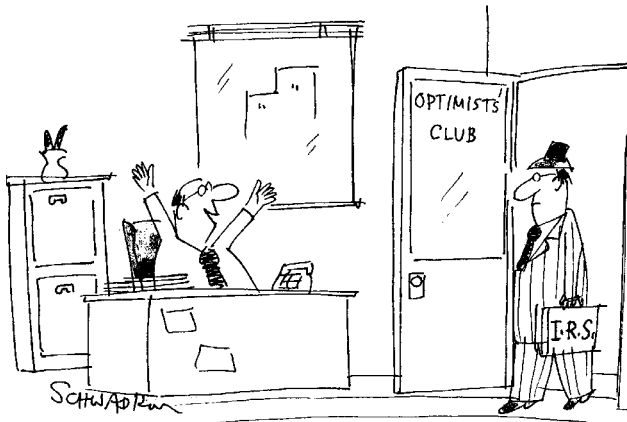
### On the light side



"That should take care of the virus in your office computers."



"It isn't exactly my idea of a corner office."



"Ah! You must be here to give us a refund!"

### Brain Teasers

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

1. SIELED \_\_\_\_\_
2. RETSI \_\_\_\_\_
3. DOTEVRUCIP \_\_\_\_\_
4. SOTEBIJ \_\_\_\_\_
5. RCENHT \_\_\_\_\_
6. SOPWEHRERO \_\_\_\_\_

### Did you know...

- A watermelon is a vegetable not a fruit.
- 160 cars can drive side-by-side on the Monumental Axis in Brazil, the world's widest road.
- A dime has 118 ridges around the edge.
- A sneeze travels out your mouth at more than 100 m.p.h.
- Only one of the Seven Wonders of the World still survives: the Great Pyramid of Giza.
- The can opener was invented 48 years after cans were introduced.
- Major League Baseball teams use about 850,000 balls per season.
- In the US there are more TV sets than telephones.
- Traffic lights were used before the advent of the automobile.
- The length from your wrist to your elbow is approximately the same as the length of your foot.
- Domestic cats purr at about 26 cycles per second, the same frequency as an idling diesel engine.



**W**e want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to [RoadToSuccessEditor@constpub.com](mailto:RoadToSuccessEditor@constpub.com)



*Please send us your questions & comments...*

**Here are the types of questions and comments we hope to receive:**

## **QUESTIONS & ANSWERS**

**QUESTION:** *When will Tier 4 emission standards go into effect?*

**ANSWER:** Actually, Tier 4 regulations started in 2008 and will be phased in for non-road diesel engines through 2015. The EPA's goal is to reduce particulate matter and nitrous oxide emissions by 90 percent. Engines 25 horsepower and less had to meet Tier 4 standards beginning last year. The next set of requirements comes in 2011 when engines between 175 and 750 horsepower must meet the requirement, followed by 75- to 175-horsepower models.

Of course, manufacturers are encouraged to meet Tier 4 standards as quickly as possible. Similar to Tier 3 emission standards, Komatsu is already working to make sure it can deliver EPA-compliant machines as Tier 4 requirements are phased in.

**QUESTION:** *Can I run biodiesel in my Komatsu equipment?*

**ANSWER:** We urge extreme caution when considering biodiesel. Komatsu certifies its engines based on using prescribed EPA fuels; therefore, it does not certify any other fuels. It's the user's responsibility to use the correct fuel as recommended by Komatsu and allowed by the EPA or other local regulatory

agencies. Despite EPA specifications and standards, we believe the quality of available biodiesel remains inconsistent.

If you're thinking about using biodiesel, make sure you're only considering B5 to B20 blends. If you plan to use biodiesel in a Komatsu machine, it's imperative that the biodiesel is high-quality and meets or exceeds the specifications we've outlined. For more detailed information, visit Komatsu's Web site at [www.komatsuamerica.com](http://www.komatsuamerica.com), and click on the press release tab.

## **COMMENTS & REPLIES**

**COMMENT:** Although it wasn't big enough, it does look as though the stimulus package is doing some good. Moving forward, we hope that continues to be the case.

**REPLY:** You're right, stimulus money has been flowing into states for a couple months, and industry experts and contractors alike say jobs have been saved and created. Transportation Secretary Ray LaHood recently said highway and transit sectors have made the most progress. Even more encouraging is that future additional funds will go to these sectors under the stimulus package as well as a new highway bill to replace the current one (SAFETEA-LU) that expires in September. ■



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### HYDRAULIC EXCAVATORS

YEAR	MAKE	MODEL	HRS	STK#	PRICE
2003	KOMATSU	PC120-6E0	2,253	12274	\$45,000
2000	KOMATSU	PC128UU-2	5,404	12157	\$49,000
2000	KOMATSU	PC128UU-2	5,257	12158	\$42,000
2006	KOMATSU	PC200-8	1,281	11167	\$99,000
2005	KOMATSU	PC200LC-7	1,556	11166	\$98,000
2005	KOMATSU	PC200LC-7	1,473	11172	\$115,000
2005	KOMATSU	PC200LC-7	1,499	11171	\$125,000
2005	KOMATSU	PC200LC-7	1,267	11170	\$115,000
2004	KOMATSU	PC200-7	1,117	11169	\$98,000
2004	KOMATSU	PC200-7	2,168	10864	\$99,000
2003	KOMATSU	PC228US-3	2,921	10865	\$75,000
2006	KOMATSU	PC300LC-7	507	11292	\$195,000
2005	KOMATSU	PC300LC-7	2,229	11163	\$125,000
2005	KOMATSU	PC300LC-7	2,066	11165	\$160,000
2005	KOMATSU	PC400LC-7	3,183	9883	\$205,000
2005	KOMATSU	PC400LC-7	3,341	11162	\$259,000
2005	KOMATSU	PC450LC-7	3,756	9593	\$175,000
2005	KOMATSU	PC750LC-7	2,939	9293	\$375,000

### WHEEL LOADERS

2005	KOMATSU	WA200PTL-5	5,774	12482	\$65,000
2006	KOMATSU	WA250-5L	2,504	12421	\$79,000
1997	KOMATSU	WA320-3L	11,000	12322	\$41,000
2006	KOMATSU	WA380-5	1,915	9790	\$115,000
2003	KOMATSU	WA380-5	5,521	10867	\$105,000
1998	KOMATSU	WA380-3	7,250	9569	\$85,000
2005	KOMATSU	WA500-3LK	7,128	12229	\$165,000
2005	KOMATSU	WA500-3LK	6,122	12249	\$165,000

### MISCELLANEOUS

2005	KOMATSU	D65EX-15	2,229	12479	\$145,000
2001	KOMATSU	D65E-12	3,233	12234	\$75,000

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