



ROAD To SUCCESS

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A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

PIONEER LANDSCAPING MATERIALS

Arizona company continues to expand product and customer lists with unique offerings

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Dave Sawyers,
Vice President/
General Manager

SAVALA EQUIPMENT RENTALS

Third generation continues to build business by focusing on customer service

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(L-R) CEO Erin Oskorus, President Sean Savala, Vice President Aaron Dyer, Vice President of Sales Scott Damon and Dispatch Coordinator Rudy Arvizu

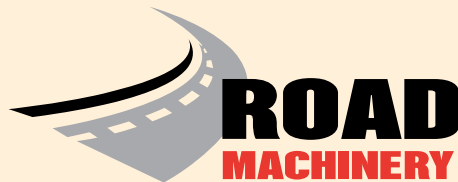
KOMATSU

A MESSAGE FROM THE PRESIDENT



Dennis G. Romanson

**Some positive
signs point
to economic
recovery**



Dear Equipment User:

The next several months will provide key insight into the construction industry's long-term outlook. We're hopeful that Congress will soon build on the economic stimulus package by passing a comprehensive highway bill and legislation that focuses on a long-term commitment to water and sewer infrastructure. Bills have been crafted on all counts, but put aside in favor of other measures.

With economists speaking of an end to the recession during this half of the year, we have hope the worst is over and we'll soon see a return of construction work and the workers who make projects happen. Some sectors, such as single-family housing, have stabilized and even risen.

As industry demands begin to rise, so will the need for equipment. Whether you buy or rent machinery, we at Road Machinery are here to help you. Remember, incentives in the economic stimulus package can potentially save you in taxes through bonus depreciation and additional expensing when you purchase. Contact your sales representative or one of our branch locations to learn more.

Of course, we believe we represent the best equipment manufacturers in the industry. Our Komatsu equipment is second-to-none, and this issue highlights why it's one of the world's leading manufacturers. Not only does it have construction and utility machines (see the articles inside on WA50-6 and WA150-6 wheel loaders and D375A-6 dozers), but it offers equipment that excels in specialty applications, such as waste handling. In this issue of your *Road to Success* magazine, you can see how Komatsu crafted its waste-handling machines to be technologically advanced, productive and efficient, just like their construction counterparts.

Please feel free to call on us whether you're looking for equipment or parts and service to back it up. We've got what you need.

Sincerely,
ROAD MACHINERY LLC



Dennis G. Romanson
President



ROAD MACHINERY

ROAD To SUCCESS

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KOMATSU

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PIONEER LANDSCAPING MATERIALS

Arizona company continues to expand product and customer lists with unique offerings



Dave Sawyers,
Vice President/
General Manager

Drive the loop highways around the Phoenix metro area and you'll see a massive amount of decorative landscaping rock. Look at the playing surface in the new Arizona Cardinals football stadium and notice a unique blend of turf materials. If you've ever hit out of a bunker at an area golf course, you may find it too to be a product out of the ordinary.

The common factor in all these products is that the need came from area developers looking for materials that stand out from common specifications. In all instances, they worked closely with Pioneer Landscaping Materials' Arizona operations to fulfill their orders.

"In terms of golf course and landscaping products, we're the largest supplier in the state," said Pioneer Landscaping Vice President and General Manager Dave Sawyers, who oversees Arizona operations that include eight quarries and 13 retail locations in the state. The company also does business in Colorado. "Golf course and landscaping are areas we specialize in, and we've

been able to thrive in a market that has seen many of our competitors come and go."

Other core products include various types and sizes of decorative rock, sand, gravel, soil and soil mixes, river rock, riprap, boulders, flagstone and other landscaping products. Pioneer Landscaping Materials also markets its own custom line of pavers and concrete block, manufactured at its plant in Buckeye, Ariz. Pioneer has 85 trucks in Arizona to deliver materials, or customers can stop in one of its retail locations to pick up what they need.

"Our yards in the Phoenix and Tucson areas are located for quick and convenient access," said Sawyers, who noted that the Arizona operations are strictly geared toward material supply. "While we work with quite a number of small and large construction companies, builders and developers, Pioneer also serves the private individual who may only need a small amount of material. In all instances, we'll work closely with them to find the right product in the right amount to meet their needs."

Committed to quality

That commitment has not changed since Pioneer Landscaping opened up its Arizona operations in 1984 with a handful of staff. It's grown to about 250 in the state, part of an overall staff of about 550 that make up the company's payroll. Pioneer is guided by owner and President Gary Schnurr. Joe Kraig oversees Colorado operations.

"One thing that stands is our commitment to customer satisfaction, and that goes from Gary all the way down to the newest employee," Sawyers emphasized. "Sure, we have a diverse list of products, but that doesn't do us any good

A Pioneer Landscaping Materials operator uses a Komatsu WA200PZ-6 parallel tool carrier with forks to move flagstone at one of the company's Phoenix-area retail yards.



if we make a promise and can't keep it. When we take an order, whether it's for a single load of mulch for a homeowner or thousands of tons of gravel for a road project, we're serious about meeting the obligation to have it there on time. Pioneer won't settle for anything less."

In order to do that, Pioneer Landscaping Materials relies not only on a dedicated staff, but late-model equipment that's productive, efficient and doesn't cost the company lost time in breakdowns. For nearly 20 years it's turned to Komatsu wheel loaders to service its quarries and material yards. Recent acquisitions, made with the help of Road Machinery, LLC Account Manager Wade Ritter, include new WA200PZ-6 and WA250PZ-6 parallel tool carrier models.

"Those size machines fit well in our material yards because their size allows for maneuverability in a relatively tight area, and they're good for loading any of our trucks or a customer's, including a pickup," said Sawyers, who noted that Pioneer uses larger Komatsu wheel loaders ranging from WA380s to WA500s in its quarries. "What really makes the loaders stand out is the hydrostatic transmission. It gives us the ability to inch up to a truck without putting stress on the braking system. That makes the brakes last longer and reduces our operating costs.

"The parallel tool carriers also reduce our costs with their versatility," he added. "In addition to loading trucks, we can put forks on for lifting pallets, and we even have specialty tools for lifting boulders. Having one machine that can do multiple tasks is an obvious savings over needing two or three machines to do the same work. In all applications, having an automatic reversible hydraulic fan is a nice feature. The wheel loaders give us power and productivity with low fuel consumption, so our operating costs stay low."

Maintenance Supervisor Tom Dillmore and his staff of mechanics maintain the Komatsu wheel loaders with parts from Road Machinery. Even though Komatsu extended the service intervals, he still does oil and filter changes every 250 hours. "I have no doubt we could do the routine work at Komatsu's



Pioneer Landscaping Materials likes the versatility its Komatsu parallel tool carriers offer. This WA250PZ-6 has a quick coupler for fast attachment changes from its specialty attachment for carrying boulders to a bucket for load-and-carry applications.



recommended hours and the machines would be fine, but in the conditions we're in, I believe it's better to be ahead of that," said Dillmore. "Doing the work is easy because Komatsu designed the loaders for convenient access to the parts. It makes our job easier."

Both Sawyers and Dillmore said they're more than happy with the service Road Machinery supplies as well. "A dealer that backs up its products is important to us," said Sawyers. "Road Machinery and Wade have always been honest to deal with and have quickly taken care of any issue we've had. That reinforces our decision to continue buying Komatsu."

Poised for growth

While business has slowed due to the economic conditions, Sawyers sees it as an opportunity to put Pioneer Landscaping Materials in position to grow.

"We're looking beyond the current climate and poising ourselves to acquire other locations or build up the locations we have," said Sawyers. "The economic situation is what it is, but we see it in a positive light toward growth in the future." ■



Tom Dillmore,
Maintenance
Supervisor



SAVALA EQUIPMENT RENTALS

Third generation continues to build southern California business by focusing on customer service

In 1947, George Savala became the first generation of the family to work the construction market. He founded Savala Construction with an eye on paving the streets and highways that surround the greater Los Angeles area. Over time, his son Leonard came aboard and changed the direction of the company, focusing more toward underground work.

As the company grew, so did its equipment numbers. Seeing that they had a large fleet, and not always needing every piece on its projects, the Savalas began renting machines out. In 1978, Leonard decided it was time to form a separate company that's sole mission was to provide equipment for rent. With that in mind, he incorporated Savala Equipment Rentals.

(L-R) The Savala Equipment Rentals team includes CEO Erin Oskorus, President Sean Savala, Vice President Aaron Dyer, Vice President of Sales Scott Damon and Dispatch Coordinator Rudy Arvizu.

Today, Leonard stays involved with Savala Construction while his children run Savala Equipment Rentals from its locations in Irvine and Corona, which serve Los Angeles, Orange, Riverside, San Bernardino, Ventura and San Diego counties. Sean Savala is President and his sister Erin Oskorus is CEO. Leonard Savala Jr. is the company's Equipment Superintendent and sister Kelley Dyer works part time handling payroll. Kelley's husband, Aaron, is Vice President of Savala Equipment Rentals, and Scott Damon is Vice President of Sales.

"We rent only heavy construction equipment," said Sean. "We don't rent smaller items like saws, jackhammers and ladders. Our equipment is rented either 'operated' (with an operator) or 'bare' (without an operator). It's nearly an even split as to what our customers want. We have such excellent and experienced operators that clients often ask for specific guys."

"Situations pop up all the time where customers have one of their machines break down or they need an additional piece on the jobsite," said Erin. "In most cases, we're able to get them what they need in a relatively short period of time. We'll do all we can to meet their needs, and they recognize that by repeatedly using us. Savala Equipment Rentals' top priority is customer service and equipment maintenance. When we make a commitment, we honor it."

"That goes beyond just renting a piece of equipment," added Sean. "We also back it up. If a customer has a problem with a machine, we'll take care of it no matter what time of day or day of the week. If a customer's working, we're available. We have a great service team."





(L-R) Savala Equipment Rentals President Sean Savala and CEO Erin Oskorus work with Road Machinery's Terry Ransier. "Terry and Road Machinery believe in quality customer service. They've always responded to our needs quickly," said Sean.

Wide range of equipment

The fleet includes everything from small skid loaders to large excavators and wheel loaders. To go along with the equipment rentals, Savala Equipment Rentals has a large supply of attachments, such as breakers, compaction wheels, pulverizers and hydraulic thumbs.

"Adding to our list of equipment and attachments is both a reaction to what we see in the marketplace and recommendations from our customers," said Erin. "We also rent based on their needs, whether it's a one-day job or for several weeks or months. Our customers appreciate that flexibility."

Savala Equipment Rentals has kept up-to-date with a fleet that meets national Tier 3 and stringent California emissions standards. Among its nearly 100 pieces are 20 Komatsu excavators and wheel loaders purchased from Road Machinery, LLC with the help of Terry Ransier. Its most recent acquisitions were PC228USLC and PC308USLC-3 tight-tail-swing excavators and a 71,000-plus-pound WA500-6 wheel loader.

"The PC228 is a huge hit with our customers because it has the power and stability of a large machine," said Erin. "Our customers often have jobs where there is little room to work. The PC228 can get into tight areas or work in a traffic lane without the worry of the back end swinging around and hitting something."

"At the other end of the spectrum, so to speak, we purchased the WA500-6 because its size fits our customers who need a bigger machine that's versatile enough to load materials and move railroad tracks," added Sean. "At the same time, it's fuel-efficient and meets emission standards, so they get a combination that keeps their operating costs down."



Recent acquisitions include a Komatsu PC228USLC tight-tail-swing excavator. "The PC228 is a huge hit with our customers," said Erin Oskorus, Savala Equipment Rentals' CEO. "It can get into tight areas or work in a traffic lane without the worry of the back end swinging around and hitting something."



Savala Equipment Rentals recently added a Komatsu WA500-6 to its fleet for customers who need a larger wheel loader.

Additional pieces of Komatsu equipment offered by Savala Equipment Rentals include late-model WA380 and WA450 loaders as well as PC300 and PC400 excavators. The company handles maintenance with parts and filters from Road Machinery. "We call Road Machinery as needed for additional service work," said Sean. "Terry and Road Machinery believe in quality customer service. They've always responded to our needs quickly."

Always ready to serve

The recent economic conditions have slowed business, but Sean and Erin don't expect that to last.

"We've been through downturns before, but we've put ourselves in a position to weather the storm," said Sean. "Construction companies use rental as a way to augment their fleet during strong times and as a way to put off buying new equipment when things are slow. We're ready to serve them no matter what the conditions are." ■



Leonard Savala Jr.,
Equipment
Superintendent



Darren Downing,
Mechanic



Bill Fasoli,
Master Mechanic

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GUEST OPINION

URGENT ACTION NEEDED

ARTBA economist says passing a new surface transportation bill equals second stimulus

A recent article on the American Road & Transportation Builders Association (ARTBA) Web site says delaying passage of a new, six-year federal surface transportation program investment bill could derail the entire stimulus effort to use infrastructure investment to create new jobs.

That's according to ARTBA Vice President for Economics and Research William R. Buechner, Ph.D., the nation's leading transportation construction industry economist. He addressed the issue at a media briefing in Washington where he said stimulus investment will be undercut without near-term action on the federal highway/transit bill. Buechner also said that inaction could have unintended consequences for the economy.

"We learned the hard way over the period 2001 through 2005 that uncertainty about long-term federal investment in state and local highway and transit programs, combined with a national recession and state budget problems, leads to an overall stagnated transportation construction market. Absent congressional action on a long-term surface transportation investment bill this year, the conditions are again lined up to kill job growth in the construction sector and related industries."

The current surface transportation program authorization, SAFETEA-LU, expired on Sept. 30. Buechner says the June 2009 "Fiscal Survey of the States," conducted by the National Governors Association and the National Association of State Budget Officers, documents the funding problems now facing state transportation departments nationwide. The survey found nearly half of the states have already, or plan to, cut back on their own funding for transportation programs this year or next.

"The only bright spot in the in the transportation construction market this year is the additional federal funding made available to the states and local governments through the American Recovery and Reinvestment Act," Buechner says. "Unfortunately, due to state budget challenges, the stimulus funds are allowing some states to simply maintain their 2008 activity level. In other states, stimulus dollars, at best, are serving to make overall state transportation program cuts less severe."

Buechner said a multiyear investment is essential now. The House Transportation & Infrastructure Committee has proposed legislation that would authorize a \$500 billion federal investment in roads, bridges, transit systems and high-speed rail during the next six years. Buechner says more than a half million jobs would be supported annually with such a plan.

"If Congress is looking for a second stimulus, they need look no further than the highway/transit/high-speed rail program authorization. There is no other bill under development or consideration in the Congress that would stimulate anywhere near the same job growth." ■



William Buechner,
VP for Economics
and Research

ARTBA's William Buechner said delaying a new surface transportation bill could derail the economic stimulus' effort to use infrastructure investment to create new jobs.



PUSHING THE ACCELERATOR

Construction industry groups urge Congress to speed up passage of new highway bill

Recent reports pointing to motor vehicle crashes and the cost of congestion on the nation's highways underscore what many see as the need for a significant and critical investment in a new surface transportation bill. And proponents of a new bill want it soon, as the current highway funding mechanism expired Sept. 30.

A new highway safety report shows that poor road conditions are the single most lethal contributing factor to motor vehicle crashes, contributing to more than 22,000 highway fatalities each year. That equates to about 53 percent of all deaths on roadways, outnumbering speeding, alcohol or nonuse of seatbelts. According to the study, these crashes cost the country more than \$200 billion each year.

A second study said the cost of congestion topped \$87 billion in 2007, but dropped last year due in part to the recession. The study showed the total amount of wasted fuel was more than 2.6 billion gallons and wasted time totaled 4.2 billion hours. A report from researchers who conducted the study said they expect congestion to increase as the economy rebounds.

Construction industry groups are pointing to the studies as well as other data to push for new comprehensive legislation to replace the current surface transportation bill known as SAFETEA-LU. Passed in 2005, SAFETEA-LU provided more than \$240 billion dollars and was tied to the Highway Trust Fund, which doles out money for transportation projects.

Funding in SAFETEA-LU ran out before its four-year term, and Congress had to pass emergency measures to inject nearly \$15 billion over the past year to keep the Highway Trust Fund afloat. The last such measure was passed in August, at about the same time the House Transportation and Infrastructure Committee proposed a reauthorization of SAFETEA-LU that would invest \$500 billion over the next six years for roads, transit and high-speed rail.

Sooner, rather than later

No action has been taken on the proposed legislation, titled The Surface Transportation Authorization Act of 2009 (STAA). Instead, Transportation Secretary Ray LaHood called for an extension of SAFETEA-LU of up to 18 months, with funding during the interim coming from the current gas tax and a transfer of money from the general fund into the Highway Trust Fund.

The idea behind the extension is to give representatives time to hammer out a bill that would address not only how much money the legislation would need, but how to pay for it as more fuel-efficient cars and public transportation have already and will continue to reduce tax revenues.

Construction industry organizations are pushing for a new bill sooner. So is Rep. James Oberstar, D-Minn., who along with colleague John Mica, R-Fla., introduced the six-year STAA reauthorization legislation.

The most recent federal highway bill, SAFETEA-LU expired Sept. 30, and discussion of a new bill has been tabled. Construction industry groups are calling for a new bill soon.





"In the past, during these periods of multiple short-term extensions of programs, state departments of transportation have slowed investment because of the uncertainty regarding the long-term projects until enactment of the reauthorization act," said Oberstar. "In this time of severe economic recession, the effects of any slowed investment could offset much of the benefits of the increased transportation investment provided under the American Recovery and Reinvestment Act (ARRA)."

Under the ARRA, also known as the stimulus plan, \$27.5 billion was included for highways and bridges as part of an overall \$80 billion infrastructure package. Further legislation this year through the omnibus appropriations bill added another \$40 billion for highway construction in fiscal 2009. These monies are in addition to funds transferred as part of any extension of SAFETEA-LU.

Organization calls for long-term infusion

While all these funding mechanisms will help continue construction projects in the near term, proponents say a long-term view is necessary. Nearly all agree that updating the nation's surface roads and other infrastructure must be accelerated and longlasting.

The National Surface Transportation Infrastructure Financing Commission, a congressional group, recently said that due to underfunding, "Our surface transportation system has deteriorated to such a degree that our safety, economic competitiveness and quality of

life are at risk." It says an infrastructure funding gap between what's available and what's needed will be nearly \$400 billion between 2010 and 2015 and will grow to more than \$2 trillion by 2035 unless dramatic steps are taken to find significant sources of revenue to update infrastructure.

Industry organizations agree a long-term view is critical, not only to updating infrastructure, but to the people who will put it in place. "A six-year bill gives you the projected funding level a contractor needs to justify investments," said Brian Deery, Senior Director of the Highway and Transportation Building Division of the Associated General Contractors (AGC) in a recent Fleet Owner magazine article. "When you realize the least-expensive piece of equipment a highway contractor buys is around \$100,000, with some costing more than \$1 million, you need a stable outlook for business in order to pay for all of that."

Economic analysts seem to agree that a massive infusion of money into surface transportation and other infrastructure will pay huge dividends. According to Mark Zandi, Chief Economist at Moody's Economy.com, every dollar of infrastructure spending returns between \$1.50 and \$1.75 while creating jobs. Ken Simonson, Chief Economist at AGC is also calling for a bigger investment in highways and other infrastructure.

"These bills will deliver both short- and long-term benefits to the American public, while providing desperately needed jobs for construction workers in every state," said Simonson. ■

Construction industry groups want a significant investment in highway construction.

U.S. Reps. James Oberstar and John Mica introduced a six-year highway bill, but it has yet to be acted on.

INNOVATIVE PRODUCTS

PURPOSE-BUILT MACHINES

Komatsu's waste-handling equipment provides efficient production in tough applications

VYou already know Komatsu is a leading manufacturer of construction and mining equipment. But what you may not know is that Komatsu also makes similar equipment for the waste industry that's designed to be productive and efficient while standing up to the rigors of handling trash, scrap and recycling materials.

Like their construction and mining brethren, waste-specific wheel loaders and dozers feature unique hydraulics, powertrains, frames and components engineered by Komatsu. They're designed to work together for higher production and greater reliability in landfills, transfer stations, scrap yards and other tough applications.

Even in demanding environments, operators remain highly productive. That's because Komatsu waste-handling machines have spacious operator work platforms with controls designed for ease of operation even in rough conditions. Pressurized, low-noise and low-vibration ROPS/FOPS cabs keep the operator comfortable for better productivity throughout the day. Operator comfort is aided with a two-tier air-filtration system that cleans incoming and recirculated air to keep dust out.

Specifically made for waste transfer stations, Komatsu waste-handling wheel loaders feature guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals.

Because waste machines work in high-dust and high-debris applications, Komatsu beefed them up with additional guarding and other specific features to withstand the elements. All purpose-built loaders and dozers come with rugged guarding to protect components and the machine.

"Being productive and efficient in waste-handling applications is just as important as it is in construction and mining," said Mike Gidaspow, Product Manager Wheel Loaders. "That's why all of Komatsu's purpose-built machines come with features that stand up to the rigors of working in such conditions. Komatsu builds special standard features into its waste-handling loaders, such as fans that automatically reverse direction at a set interval to help keep coolers clean. This interval can be changed, or the operator can push a switch to reverse the fan, overriding the timer."

Komatsu powertrains help keep loader operating costs low

Komatsu's waste-handling wheel loaders were made specifically for waste transfer stations. To protect critical components, each machine — WA250-6, WA320-6, WA380-6, WA430-6 and WA470-6 — has guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals. Additional guarding protects headlights and taillights, the center hinge and the windshield.

On the WA380-6, WA430-6 and WA470-6, operators can select from two working modes: E mode for maximum fuel efficiency in general loading or P mode for maximum power in hard digging or hill climbing. A choice of two buckets, loading or pushing, to match the appropriate application is available as well. Each is made with high-strength steel, a spill guard that allows





excellent visibility and a visual bucket-level indicator. Both accept Komatsu standard bolt-on cutting edges and skid shoes.

"The WA250-6 and WA320-6 waste handlers have several features that further reduce owning and operating costs, specifically hydrostatic transmissions (HST) and variable traction control," noted Gidaspow. "HST allows high tractive effort for quick travel response and aggressive drive into the pile, while the full auto shift eliminates manual gear shifting and kick-down. Operators can control tractive effort to facilitate operation in soft and slippery conditions and eliminate excessive bucket penetration and reduce tire slippage during stockpiling and loading."

Dozers offer powerful push

Lockup torque converters and autoshift transmissions are part of the Komatsu landfill dozer package (D65EX-15SL, D85EX-15SL, D155AX-6SL and D275AX-5SL), which increases efficiency and saves fuel, according to Les Scott, Product Manager Dozers.

"That directly affects owning and operating costs, but only if the dozers can stand up to the challenge of constantly pushing materials that could potentially get into the machine and cause major damage," said Scott.

"That's why our landfill dozers are specially equipped with a chassis-seal package that closes gaps around the chassis where material could enter the engine compartment. We also have final-drive, pivot-shaft and idler-seal guards to help prevent debris from entering the oil-seal areas."

Komatsu protects exposed components with features such as trapezoidal track-shoe holes that minimize debris packing for extended track component life; front and rear striker bars that prevent debris from riding up the tracks and damaging fenders or the chassis; and an engine bottom guard with electric winch to simplify cleaning of the engine compartment.

Each dozer has a powerful engine to push mass amounts of material with the large-capacity blades equipped with trash racks. A landfill counterweight provides additional balance and stability. Scott noted that with a few modifications, landfill dozers could be adapted to work in wood chipping or other high-airborne-debris applications.

"The combination of the trash rack and additional counterweight keeps the tractor's center of gravity in the optimum location for pushing trash," explained Scott. "Operators appreciate that balance and how easy the dozers are to operate. They also like the visibility the machine offers, especially the area around the blade, because they can see the work area without straining."

Keeping maintenance on track

Komatsu engineered its waste machines for reduced maintenance downtime as well. Dozers and loaders have quick-opening doors that allow easy ground-level access to service points, including the radiator and fan for cleaning.

"All our machines come standard with KOMTRAX, so should a major issue arise, the

Lockup torque converters and autoshift transmissions in Komatsu's landfill dozers increase efficiency and save fuel. The dozers also come with additional guarding and other features that prevent debris from affecting performance.

Continued . . .

Unique Komatsu features make the difference

... continued

operator will see it immediately and can take corrective actions,” observed Scott, who noted that KOMTRAX will send an email alert to both the user and the distributor. “That helps reduce potential downtime, and KOMTRAX also

helps users better manage their machinery with information such as hours, machine utilization and maintenance schedules among other items. That’s just as beneficial in waste applications as it is in construction and mining.” ■

Komatsu introduces its Dash-8, purpose-built excavator for waste handling

Dusty, dirty environments create special challenges for heavy equipment, so building a machine to withstand such rigors while still being productive and efficient can be a tall order. Komatsu met the challenge head-on when it crafted its first excavator built specifically for handling waste materials, the PC200LC-8 Waste Spec Arrangement.

“The PC200LC-8 Waste Spec Arrangement fills out our PC200 lineup,” said Product Manager Armando Najera. “We worked extensively with customers in that market to build a machine that will give them better production and lower their owning and operating costs by increasing maintenance intervals so the focus is on getting the job done, not servicing the machine.

“Komatsu focused on a longer radiator clean-out interval,” Najera emphasized. “As an example, depending on the airborne debris levels, a normal machine would need a radiator cleanout every couple of hours compared to a couple of days for the Waste Spec. Service intervals are extended too, so the machine’s uptime is higher. That equates to lower owning and operating costs.”

The PC200LC-8 Waste Spec Arrangement also includes several ways to keep dust and debris from becoming a limiting factor to production. An engine precleaner on the outside of the machine cleans the air before it reaches the filter. A screening package that includes a perforated side door and top screens increases cooling airflow to the radiator while minimizing the size of the airborne materials entering the engine compartment. The perforated hood area reduces air velocity passing through the screens to reduce debris sticking.

Komatsu further made sure the engine stays cool by adding a cooler package with side-by-side, wide-core coolers — radiator, hydraulic oil and charge air — to



Komatsu’s new PC200LC-8 Waste Spec Arrangement is built for the rigors of waste handling in transfer stations, landfills and construction and demolition debris applications. Features such as wide core coolers keep the machine temperature down for better production even in the most severe environments.

help keep air flowing. Combined with the screen package and a faster fan speed, the wide-core coolers keep the temperature in the normal operating range.

“Just like our standard, Heavy-Duty and Thumb Spec models, the Waste Spec has an efficient Tier 3 engine that’s powerful, yet reduces emissions and is fuel-efficient,” said Najera. “It also has a spacious cab that, thanks to the advanced levels of filtration, stays clean and comfortable. That makes a difference, whether the PC200LC-8 Waste Spec Arrangement is working in a traditional open-air landfill, inside in a waste transfer station where it can be very dusty and hot, or in a construction and demolition debris application. It has the goods to handle any of those situations and more.” ■



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NEW PRODUCTS

POWERFUL NEW DOZER

New Komatsu D375A-6 has most horsepower in small mining dozer class

With the introduction of the new D375A-6, Komatsu has the most powerful machine in the small mining dozer class. Why is that important? Because it's what mining customers wanted from the dozer.

“About three years ago, we started conducting extensive face-to-face surveys and interviews with mining customers throughout North America,” explained Rich Smith, Komatsu Product Manager-Mechanical Drive Equipment. “We went to all types of mines from Canada, Wyoming and Utah to Kentucky, West Virginia, Alabama and Texas — wherever companies were using dozers in the 70- to 80-ton class. We wanted to know what operators, equipment managers and

others thought of our D375A-5, and what they would do to improve it.”

Komatsu learned dozer users liked the D375A-5 for its reliability, durability and comfort — but they wanted more power and productivity. So Komatsu designers and engineers went back to the drawing board and came up with the new D375A-6, which has 14 percent more horsepower than the previous model (610 horsepower compared to 525 horsepower in the Dash-5 version),

Continued . . .



Rich Smith,
Komatsu Product
Manager



Jackie Haney,
Komatsu Product
Marketing Manager

Brief Specs on Komatsu D375A-6 Dozer			
Model	Net hp	Operating Weight	Blade Capacity
D375A-6	610 hp	157,940 lbs.	28.8 cu. yd.
D375A-5	525 hp	148,382 lbs.	28.8 cu. yd.



At the request of customers throughout North America, Komatsu designed and built the new D375A-6 with more horsepower than both the previous Komatsu model and the top competitive machine in the small mining dozer class.

D375A-6 delivers power and versatility

... continued

and 5 percent more horsepower than its top competitor.

"It's a bigger, stronger, more powerful machine — period," said Smith. "In addition to the horsepower boost, its operating weight is almost 158,000 pounds, about 6 percent heavier than the D375A-5. We also gave it new hydraulics, based on the same system that's in Komatsu's world-renowned hydraulic excavators, to reduce parasitic horsepower loss. We also changed the blade profile to improve digging, carrying capacity and dozing efficiency. The end result is a machine that's not only more powerful, but also more productive."

Mining specs and more

Beyond the power boost, new hydraulics and a more productive blade profile, the new D375A-6 has a number of other standard features that improve machine performance.

In addition to having 14 percent more horsepower, the new D375A-6 offers excellent visibility and numerous mining specs as standard features, all of which contribute to substantially greater productivity.



These include:

- A large (seven-inch), multifunction LCD color monitor with self-diagnostic functions;
- VHMS, Komatsu's Vehicle Health Monitoring System for remote machine condition and operation evaluation;
- Numerous mining specs — from high-mounted headlights and centralized grease points to fast fuel fill and a maintenance service center;
- An automatic engine and lockup torque converter for excellent fuel efficiency.

"We have both power and economy work modes on the D375A-6, along with an eco-gauge on the monitor which lets the operator know when the machine is working in the most fuel-efficient manner," pointed out Product Marketing Manager Jackie Haney. "For example, in a slot-dozing application or something similar, the operator will use the full power (P) mode. Even in P mode, the D375A-6 uses 3 percent less fuel than the top competitor. But in a lighter application, the operator can drop down to the economy (E) mode, which will use 8 percent less fuel than the other brand. With the high cost of fuel, the eco-gauge is a tool that can help save owners a lot of money."

Not only is the D375A-6 more powerful and more fuel-efficient than its top competitor, Komatsu says when pushing a load, it also has faster travel speeds and faster cycle times, which mean greater production.

"With all it brings to the table, we believe the D375A-6 is the most versatile mining dozer in the marketplace, capable of almost limitless applications, and in many ways is the future of the mining dozer," said Smith. "We hope anybody who's in the market for this size of dozer will try the D375A-6 and discover the Komatsu difference for themselves."

For more information on how the D375A-6 can improve your operating performance in mining, quarry or heavy construction applications, call your sales representative or our nearest branch location. You can also go to www.videocpi.com to see video of the dozer in action. ■





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CUSTOMWORKS

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PRODUCT IMPROVEMENT

NEW WA150-6 WHEEL LOADER

Improvements to 98-hp loader provide better productivity with increased fuel economy

If good things come in small packages, the new Komatsu WA150-6 wheel loader is proof that adage is true. Featuring increased loading power, performance, efficiency and operator comfort, the 98-horsepower loader is ideal for utility, construction and agricultural applications, among others.

According to Mike Gidaspow, Komatsu Product Manager, Wheel Loaders, the WA150-6 has more horsepower than its predecessor, while offering better fuel economy and lower emissions.

In addition to the efficient, Tier 3-compliant engine, the WA150-6 incorporates a hydrostatic transmission (HST) that allocates only as much power as is needed for a given application while responding smoothly and quickly to varying job conditions. It automatically adjusts tractive effort so the operator gets quick travel response as well as aggressive drive into the pile.

The variable traction control function reduces tractive effort, virtually eliminating excessive bucket penetration and controlling tire slippage in wet and soft ground conditions. An S mode traction setting provides optimum driving force for operation on slippery surfaces, including snow removal on snow-covered surfaces. Having control over the loader's tractive effort helps the operator to be more productive and reduces tire wear.

"Komatsu gave the WA150-6 many of the standard upgrades it added to its other smaller construction wheel loaders — the WA200-6, WA250-6 and WA320-6," said Mike Gidaspow, Product Manager, Wheel Loaders. "It's an excellent fit for anyone needing a little more horsepower than our largest utility loaders. Similar to our other Dash-6 loaders, the WA150-6 is versatile, agile and offers efficiency without sacrificing power or production."

The operator also can easily see and control the load from the newly designed low-noise and low-vibration cab that has a wide pillarless windshield and a low-effort multifunction mono lever Pressure Proportion Control (PPC) system. The PPC system has a forward, neutral and reverse control switch for smooth and easy directional changes.

Lower maintenance costs

"Like all other new wheel loaders, the WA150-6 comes with the latest KOMTRAX technology that provides vital information such as fuel consumption, operating hours, working hours and alerts to help owners stay on top of maintenance schedules for maximum reliability and availability," said Gidaspow. "All these new features will help lower owning and operating costs and put more money in the owner's pocket." ■



Mike Gidaspow,
Product Manager,
Wheel Loaders

*For more information
about the WA150-6 wheel
loader, contact your sales
representative or your nearest
branch location, or visit
www.komatsuamerica.com.*

Brief Specs on Komatsu WA150-6 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity	Breakout Force
WA150-6	98 hp	17,262-17,450 lbs.	1.7-2.2 cu.yd.	14,400-17,600 lbs.

Komatsu's new WA150-6 offers benefits such as more horsepower, better productivity and increased fuel efficiency compared to its predecessor.



UTILITY PRODUCTS

"A GOOD FIT"

New Komatsu WA50-6 utility wheel loader offers big production features in small package



Robert Beesley,
Product Manager

Brief Specs on Komatsu WA50-6

Model
WA50-6

Net Horsepower
38.6 hp

Operating Weight
8,100-8,430 lbs.

Bucket Capacity
0.78 cu. yds.

There are times when smaller is better. That's the case with Komatsu's new WA50-6 wheel loader, which offers powerful versatility with a minimal footprint. It allows operators to work in tight quarters, such as small construction and landscaping projects where space is at a premium.

The WA50-6 also provides the production needed in open areas, such as backfilling a trench or stockpiling and loading materials in a small quarry, landscaping yard or other applications.

"Any contractor looking for a wheel loader that offers versatility in a variety of settings will find the WA50-6 a good fit," said Robert Beesley, Product Manager for Komatsu Utility Marketing Division. "Like all Komatsu products, it offers the benefits of high production with an efficient engine that helps lower the user's cost per yard."

Features include three-mode traction control that lets the operator choose the best one to fit the application. The P mode provides maximum rimpull for grading and excavating applications, while the N mode is for normal/moderate loading and carrying. The S mode virtually eliminates wheel slip for better performance in mud, snow and other soft or slick conditions.

To maximize productivity, the WA50-6 has an electric auto-leveler for the bucket and a floor-mounted inching pedal that allows operators to ease their way to a truck or trench. Rear-axle oscillation and a wraparound counterweight provide excellent stability and grading performance.

"Komatsu designed the WA50-6 for excellent operator visibility," noted Beesley. "The 'Delta Boom' loader design gives him a clear view of the work area, so even in tight quarters he can see obstructions and more easily avoid them."

A valuable tool

In addition to a better view, operators have a large walk-through work platform with an adjustable suspension seat. The WA50-6 has a standard two-post ROPS/FOPS canopy and offers an optional pillarless cab with front and rear glass.

"Like other new Komatsu products, it comes standard with KOMTRAX, so owners, operators and maintenance personnel can stay on top of scheduled maintenance and performance trends," said Beesley. "That, along with other productive features makes the WA50-6 a valuable tool for anyone who needs a small loader that can do a variety of jobs efficiently." ■

Komatsu's WA50-6 fits a variety of applications, including landscaping, small construction projects and small quarries.





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A BALANCING ACT

Komatsu VP of Parts says Komatsu is committed to efficiently supporting new and older machines



Frank Pagura,
Vice President
of Parts

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.

Frank Pagura has been Vice President of Parts at Komatsu since December 2005, after serving as Parts Planning and Coordination Manager, a position he took when he first joined Komatsu in 2004.

He grew up in Yonkers, N.Y., graduated from the U.S. Naval Academy and was an active-duty officer in the Navy for six years. Following his time in the service, Pagura worked for an offshore drilling equipment manufacturer. He was a manager in parts purchasing and parts planning with the company.

Pagura says putting an inventory of parts together to support the varied lines of Komatsu equipment available is a balancing act.

"On one hand, because Komatsu equipment is built to last, there are numerous older machines in the marketplace. On the other, Komatsu is always developing and designing new lines of equipment. On the parts side, we have to be able to support both. We do that by working closely with research and development, our distributors and our customers to ensure we have the parts necessary to fulfill customer needs efficiently."

Pagura does a balancing act with his time as well, devoting time outside of work to his family, which includes wife, Trina, and their daughters Aimee and Abigail.

QUESTION: What is Komatsu currently doing to ensure parts availability?

ANSWER: Several things, most notably working closely with our distributors and customers to know what machines are in the field and what needs to be on the shelves to support them. In the past several years, we've upped our parts presence in North America by building eight regional parts depots to complement our main hub in Ripley, Tenn. They're strategically located to get parts to our distributor shelves quickly and efficiently. We have dedicated and continuous nightly trucking routes between Ripley, our regional parts depots and our distributor locations. The system helps us have a nearly 99-percent fill rate on next-day delivery on most parts and emergency orders. Plus, our distributors always have common wear parts and filters in stock, with additional parts on hand based on the number of machines and models they have in their area.

Another way we're ensuring the right parts are in the right place is by working with our KOMTRAX remote machining-monitoring team. Nearly all new Komatsu machines have KOMTRAX as standard equipment, and that allows us to monitor those machines' hours and service intervals. It's given us valuable data that we can use to schedule shipments and have necessary parts to distributor locations ahead of time, often without them ever having to contact us. So, if customers want to do service work themselves, all they have to do is contact the branch or stop in and pick those parts up. It's very efficient.

QUESTION: How else is technology playing a role in parts?

ANSWER: With KOMTRAX, our monitoring team knows if an error code pops up on



Each of Komatsu's eight regional parts depots carries a vast inventory of common wear parts and filters, as well as other parts to fulfill emergency orders. That's helped Komatsu have a nearly 99-percent fill rate on next-day orders.

a machine right away — often before the user even knows about it — and alerts the distributor. The distributor's service department can then dispatch a technician to the site where the machine is located. Because we know the error code, the distributor can tell the technician what to look for, and if parts are needed, the technician can swing into the nearest branch and pick up the part if he doesn't already have it. That avoids having to go to the machine and diagnose it first before possibly returning to get parts to make the repair.

Most technicians already carry a laptop computer to use for diagnostics. Now, we're loading them with valuable information regarding repairs, including the parts manuals for all Komatsu machines. If something comes up in the field, the technician can look up the machine model on the computer. If parts are needed, he can check availability at the distributor, regional depot and main hub at Ripley, and order genuine OEM parts.

QUESTION: Why use genuine Komatsu OEM parts?

ANSWER: The customer has made a significant investment in his equipment, and doesn't want to jeopardize that. Komatsu machines are engineered to the highest quality with components made specifically for our machinery. While customers may be able to find less-expensive "gray-market" parts, they



Eight regional parts depots, such as this one in Las Vegas, are strategically located throughout North America to ensure parts get to Komatsu distributors and customers efficiently.



Using the KOMTRAX remote machine-monitoring system, Komatsu is able to track new machines in the field and take a proactive approach to ensuring parts are on distributor shelves when customers need them to make repairs and do routine services.

run the risk of those not fitting or performing properly in Komatsu equipment. While they may save a little money up front, it could cost them more in the long run in downtime and money due to a catastrophic failure. Using properly installed OEM components that are warranted by Komatsu gives users peace of mind in knowing they've further invested in Komatsu quality.

QUESTION: What are you doing from the parts side to prepare for future machinery needs?

ANSWER: While having new machinery is exciting, it would be far less appealing to the customer if the support for it wasn't in place. That's why from the beginning of development on all new Komatsu machinery, the parts division is involved. No machinery goes onto the market without us having the necessary components in place to back it up. The challenge is to not only stock up for new models, but also to continue to keep a supply on hand to support the numerous older Komatsu machines that continue to run well into the thousands of hours. It's a balancing act, but one we've become very adept at. ■

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SAFETY ECONOMICS

Ten-year data shows “collaborative approach” significantly lowers incident numbers

Recent data shows America’s construction industry is safer than ever, highlighted by a 47-percent drop in fatality rates nationwide since 1998. At that time, a federal construction safety program focusing on a “collaborative safety approach” was put in place.

Known as Collaborative Safety Management, the collaborative approach is designed to make *everyone* responsible for jobsite safety, with construction workers watching out for and addressing safety violations. It replaced old thinking, which had federal and state safety inspectors searching for violations.

Data used in the analysis came from the U.S. Bureau of Labor Statistics and reflected OSHA total case incidence rates for the construction industry; OSHA days away from work (lost workday) incidence rates for the construction industry; total number of fatalities for the construction industry; total construction spending; construction fatality rate per \$1 billion invested in construction; annual average employment for the construction industry; and construction fatality rate per 100,000 workers.

At an event to release the data, Associated General Contractors (AGC) representatives noted there were 1.7 fatalities for every billion dollars invested in construction in 1998. Today, that number is .9, a 47-percent drop. Relative to the size of the construction work force, the fatality rate dropped from 12.9 to 9.6 per 100,000 construction workers from 2000 to 2008, a 25-percent decline.

Dramatic safety improvement

Further analysis showed a 38-percent drop in recordable safety incidents. “The

collaborative safety approach represented a significant shift in federal oversight when it was first introduced,” said the AGC. “The approach creates incentives for companies to find and fix safety problems before incidents occur, while maintaining strong penalties for companies that let safety problems lag until someone is hurt.”

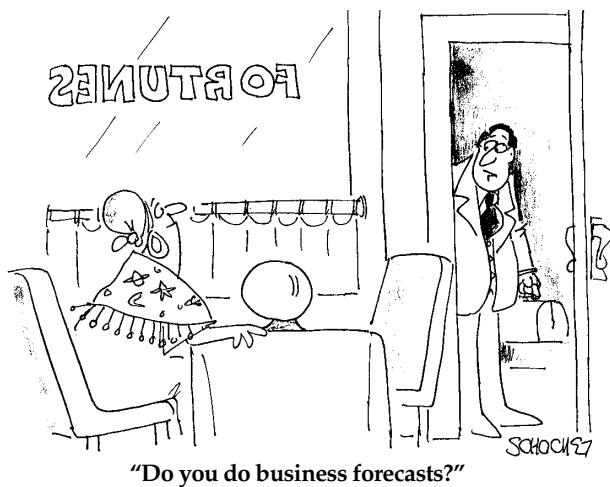
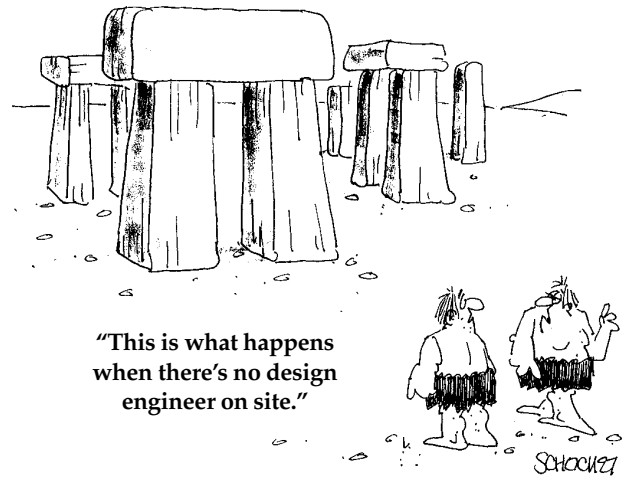
According to the AGC, while the value and size of the construction market grew significantly during the time data was collected, the number of construction fatalities declined from 1,171 in 1998 to less than 1,000 eight years later, a 17-percent drop. Additionally, the construction safety incidence rate fell from 8.8 per 100 to 5.4, while the rate of injured construction workers missing work declined 42 percent from 3.3 per 100 to 1.9. ■

A collaborative safety approach makes everyone responsible for jobsite safety, with construction workers watching out for and addressing safety violations.



SIDE TRACKS

On the light side



Did you know...

- Pound for pound, the silk that is produced by spiders is stronger than steel.
- The United States is the top producer of cheese in the world, with Wisconsin and California leading the states in production.
- Ninety-nine percent of pumpkins sold in the United States are for the sole purpose of decoration.
- It takes 12 honeybees to make one teaspoon of honey.
- Thirty to 40 gallons of sugar maple sap must be boiled down to make just one gallon of maple syrup.
- Istanbul, Turkey is the only city in the world located on two continents.
- It takes approximately 12 years for Jupiter to orbit the sun.
- A person uses approximately fifty-seven sheets of toilet paper each day.
- The only king without a moustache in a deck of cards is the king of hearts.
- There is enough concrete in the Hoover Dam to pave a two lane highway from San Francisco to New York.

Brain Teasers

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

1. CHARULDISY _____
2. THOPRESIWF _____
3. STINOTCRUON _____
4. DURELIB _____
5. RONRCOTACST _____
6. KARTC _____

We 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



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

QUESTIONS & ANSWERS

QUESTION: *We've gained some jobs under the economic stimulus package, which means we'll soon be starting some equipment that's been sitting idle. Are there any special considerations?*

ANSWER: A thorough inspection before startup is highly recommended. One of the service technicians from Road Machinery can do it for you. They are thoroughly trained to inspect machinery and spot potential issues that can often be overlooked. In the long run, that can save you from a breakdown that could cost you much more in downtime. Before starting, ensure all fluids are filled and appropriate for your environment. For example, in winter, you may need special fluids designed for colder temperatures than you would in the spring or summer. Check connections and systems such as the undercarriage for wear. If there are issues, make sure they're resolved before putting the machine on the job.

QUESTION: *I'm in the market for new equipment. What's the best way to compare Komatsu with the competition?*

ANSWER: A simple way is to visit www.komatsuamerica.com. There you can click on our Competitive Comparison link, a new feature to Komatsu's Web site as of this

past summer, and see Komatsu machine information side-by-side with the competition. You'll find information such as horsepower, operating weight, bucket capacity and a whole host of other features. But don't go just by the charts. Visit the nearest Road Machinery location and learn about the machines first hand. Once you take in all the information, you'll see why we believe Komatsu is the best value in construction, utility, mining, and other types of specialty equipment.

COMMENTS & REPLIES

COMMENT: *Thanks for the article in the last issue about putting together a winning bid. I picked up some helpful tips and have already used them successfully.*

REPLY: We're glad to hear that. Many projects have been funded through the stimulus plan, and more are scheduled throughout the next year as the plan ramps up. Many of the projects have come in below engineers' estimates, and with the savings, additional projects will be funded. That means more opportunities to apply the tips. And we hope there are even more opportunities in the near future with passage of highway and infrastructure legislation. Those projects will benefit the industry and the overall economy while repairing and upgrading vital infrastructure. ■

MORE INDUSTRY NEWS

E-Verify now a requirement for federal contractors

Contractors and subcontractors working on federal projects are now required to certify the employment eligibility of their workers through the Department of Homeland Security's E-Verify System. The system checks immigration status of current and prospective employees.

E-Verify is an automated system where employers enter I-9 information that's checked against government database records to verify employment eligibility. Contractors have 30 days from federal contract award date to enroll

in the program and verify employment status of their workers and new hires. Free to use, businesses can log in at www.everify.com.

Opposed by several business groups, E-Verify was mandated under President George W. Bush last year, but the requirement was delayed as courts studied its legality. A U.S. district court upheld the system.

E-Verify applies only to federal contractors, but legislation has been proposed to expand it to all employers. ■

First renewable-energy projects awarded under stimulus act

Grants totaling nearly \$503 million were awarded to companies developing renewable-energy projects. The grants, designed to double the country's renewable energy production in the coming years, are the first from about \$3 billion set aside under the American Recovery and Reinvestment Act.

Companies developing renewable energy facilities that use biomass, solar and wind, among others, were awarded grants that will go toward the production of about 840 megawatts of electricity, a 3-percent increase in U.S. renewable energy.

"These grants will help America's businesses launch clean-energy projects, putting

Americans back to work in good construction and manufacturing jobs," said Energy Secretary Steven Chu in a recent Reuters article.

Twelve projects received grants as the first round of payments went out, and the Obama administration hopes the numbers will climb as it set a goal of doubling U.S. renewable energy production over the next three years.

"This renewable energy program will spur the manufacture and development of clean energy in urban and rural America, allowing us to protect the environment, create good jobs and revitalize our nation's economy," said Treasury Secretary Timothy Geitner in the Reuters article. ■

Web site highlights construction career opportunities for service members

A new Web site called Good to Go (www.areyoug2g.com) has been set up by the construction industry group Helmets to Hardhats to help military service members prepare for reentry into civilian life. Among the Web site's highlights are career opportunities in the construction field that veterans may be interested in.

Service members can use customizable checklists covering such items as employment, housing and goal setting for the future.

Additional information is available with an emphasis on steps military personnel can take to make the transition from military life smoother, as well as information for family members as they prepare for a returning vet. ■



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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	1,645	11166	\$98,000
2005	KOMATSU	PC200LC-7	1,592	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	1,157	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	512	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	3,482	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	5,808	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	1,932	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

DOZERS

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

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