

ROAD To SUCCESS

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A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

BALI CONSTRUCTION

This underground contractor
isn't afraid to face the challenges
of working in the LA metro area

See article inside . . .



Grant Wood,
Vice President

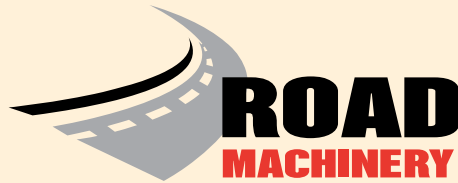
KOMATSU

A MESSAGE FROM THE PRESIDENT



Steve Branson

**Always looking
for ways to
improve your
bottom line**



Dear Valued Customer:

The construction season is fully upon us, and we at Road Machinery hope you're off to a good start. We're prepared to help in any way we can, whether it's equipment purchase or rental, parts or service.

We've said it many times: we're proud of the equipment manufacturers with which we associate ourselves. All are among the leaders in the construction and mining industries when it comes to production, efficiency and reliability.

For example, Komatsu continues to set the pace in hybrid machinery. It was the first — and still the only — manufacturer in production of a hybrid excavator. Before others even have their first such excavator on the market, Komatsu is introducing its second-generation model, the HB215LC-1.

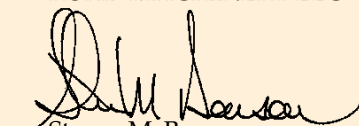
You've also heard a great deal in the past year about interim Tier 4 standards that went into effect January 1. Komatsu did more than just put in new, lower-emission engines. It added standard features that make its new models more efficient, allowing you to get the same or better production with less fuel, less soot and lower NOx emissions.

Komatsu is about more than just the machinery. It's always looking for ways to improve your bottom line with new technology, such as KOMTRAX, and has worked to make many new machines "plug-and-play." That means they're equipped so that all you have to do is bolt on your GPS system and activate it.

This issue of your *Road To Success* magazine has some informative articles that will give you insights into the new machines and technology Komatsu has to offer. As the economy continues to improve, and you begin to look for new equipment, we hope you'll consider these machines. Keep in mind, bonus depreciation and additional expensing are still available for tax savings in 2011.

As always, we're prepared to support the new machines, as well as any machinery in your current fleet. Contact one of our branch locations to learn how we can be of service to you.

Sincerely,
ROAD MACHINERY LLC



Steven M. Branson
President



ROAD MACHINERY

ROAD To SUCCESS

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KOMATSU

BALI CONSTRUCTION

Underground contractor isn't afraid to face the challenges of working in LA metro area

In the past few years, the Port of Los Angeles has made a significant effort to improve its facilities and the surrounding areas. Part of the work involves street improvements that include not only making the pavement smoother, but installing new underground utilities.

Because the projects are close to the ocean, the water table is high. With heavy traffic in the area, work space is at a premium. There's also a glut of older utility lines spread out in every direction. None of those challenges hinders South El Monte-based Bali Construction.

"We do lots of deep, nasty, complicated and unusual projects," said Bali Construction Vice President Grant Wood. "We're involved in many projects that other contractors shy away from. It's a specialty of ours."

Case in point, a recent street project that saw Bali Construction crews install more than 3,300 feet each of storm sewer and reclaimed water lines as part of the Harry Bridges Boulevard improvements. Working in tight quarters, Bali personnel installed 24-inch concrete and ductile iron pipe at depths from seven to 12 feet, as well as catch basins and storm drains.

"We dealt with traffic and had some significant dewatering issues, but probably the biggest challenge was working around existing utility lines," recalled Wood. "In a city this size there are lines everywhere, so it's nearly impossible to just dig and lay pipe in a straight line. We have to bend, dive down, go over and around."

Of course, not every Bali Construction project falls into the challenging category, but they all involve underground utility installation. That was the company's focus when Mike Brooks founded it in 1987, and it's never changed. Brooks is CEO, and Ted Polich is President of Bali Construction.

"We install sewer, storm, domestic and fire water and gas lines, primarily," Wood noted. "There's also a concrete side of the business, which constructs and pours specialty structures, such as manholes and lift stations. Often, that side of the business is working in conjunction with the pipe-installation side."

Experienced crews have significant know-how

Wood estimates that Bali Construction does about 75 percent of its work as a subcontractor and 25 percent as a general contractor with public works, industrial, commercial and residential projects all in

Grant Wood is Vice President of South El Monte, Calif.-based Bali Construction.





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Using a Komatsu PC270LC-8, a Bali Construction operator lowers ductile-iron water pipe into a trench on the Harry Bridges Boulevard improvements project near the Port of Los Angeles.

the mix. Recently, the company completed a nearly \$2 million concrete structure job as a subcontractor on the rebuilding of the Tom Bradley terminal at LAX airport.

During the course of several months, Bali Construction crews poured in place about 50 structures designed as part of a system to capture and store runoff. Each structure had 18-inch-thick walls with substantial rebar for added strength.

"They were designed to withstand heavy loads because airplanes are running over them almost constantly," explained Wood. "It was certainly, a challenging project, but we had every confidence that our guys would get the job done on time and budget, and they did. Through the years, Bali Construction has developed a reputation for quality, and that's a direct result of having professional, skilled workers who know how best to approach a project. It's helped us develop solid relationships with numerous repeat customers."

Wood was confident because the vast majority of Bali Construction's more than 100

Continued . . .



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Operator Robert Mayorga digs a trench in an alley with a Komatsu PC128UU tight-tail-swing excavator. "We're able to get the job done without worrying about the counterweight hitting an obstruction, and the offset boom allows the operator to get up very close to the dig," said Vice President Grant Wood.

Versatile equipment meets jobsite challenges

... continued



Javier Ortega,
Bali Construction
Foreman

employees bring a wealth of experience to each project. Bali Construction typically has about 15 jobs going at any one time, mainly in the Los Angeles metro area.

Komatsu excavators get the job done

In addition to a solid corps of employees, Bali Construction relies on dependable equipment, including two Komatsu PC128UU tight-tail-swing excavators. "Working in metro Los Angeles often puts us in confined spaces, such as a lane of traffic or an alleyway, and the PC128s are perfect machines for that," explained Wood. "We're able to get the job done without worrying about the counterweight hitting an obstruction, and the offset boom allows the operator to get up very close to the dig. We also equip the excavators with attachments, such as a compaction wheel, so their versatility is real plus, too."

For digging in more open areas, Bali Construction added a PC270LC-8 and

occasionally rents other Komatsu equipment. The company works with Road Machinery's Perris branch for rentals and sales, most recently with General Manager Jim Harrison and Account Manager David Crone. "Road Machinery has always been very good to work with, and has been there to help us whenever we need them," observed Wood.

Remaining in demand

Despite a down economy the past few years, Wood said Bali Construction has stayed busy. "There's actually a lot of work out there," said Wood. "The downturn has made the market more competitive, and it will probably stay that way for quite a while. In order to stand out, we have to ensure we can get the job done, whether it's a prime contract or as subcontractor. We're confident that because we're focused on delivering quality work — and our capability to fill the niche of completing the tough jobs — we'll continue to be able to do that, and remain in demand as a subcontractor." ■



David Crone,
Road Machinery
Account Manager

Bali Construction crews use the company's Komatsu PC270LC-8 and a rented PC300LC-7 to dig a trench on Harry Bridges Boulevard near the Port of Los Angeles, where the company installed more than 3,300 feet of underground utilities as part of a street-improvement project.



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INDUSTRY EXTRAVAGANZA

SUCCESSFUL CONEXPO

Construction industry's premier event draws record international crowd and associated events



Dave Grzelak, Komatsu America President and CEO, addresses the crowd at the company's opening day press conference.

Another successful CONEXPO/CONAGG has come and gone. It hosted a record-high 860 co-located events, such as the ICON Expo for the concrete products industry, and posted a new high number of international registrations, which made up 24 percent of the total number of event registrants.

More than 2,000 indoor and outdoor exhibits were available to attendees, many of whom spent the entire week checking out the latest in technology and equipment at the Las Vegas Convention Center. Manufacturers unveiled several new machine models, including ones that meet interim Tier 4 standards that went into effect Jan. 1.

Among them was Komatsu, which not only debuted interim Tier 4 machines, but its second-generation Hybrid excavator, the HB215-1. It improves upon the proven production

and fuel savings of its first-generation Hybrid PC200LC-8 which it replaces (see related article).

Komatsu's display was dominated by the introduction of interim Tier 4 machines with several of the more than 20 pieces on display fitting the new standards. Among them were interim Tier 4 excavators (PC240LC-10, PC360LC-10, PC490LC-10) and dozers (D65EX-17, D155AX-7) as well as a new wheel loader (WA380-7) and an HM300-3 articulated truck, all featured in one of the largest exhibit areas at the event. Also on display was an interim Tier 4 engine that allowed for an up-close view of the technology that went into making it.

One of the newly branded Komatsu forestry products was also unveiled at CONEXPO, the XT430 with a Komatsu processing head. The company recently announced its forestry machines will carry the Komatsu name, dropping the old Valmet brand. Komatsu also highlighted its forklift machinery, which is made at the company's Newberry, S.C., manufacturing facility.

Additional parts of Komatsu's 30,000-square-foot display area included a theater presentation that highlighted product features and service programs. It allowed attendees to stand on circular pods and choose from a menu of videos on several topics to watch. KOMTRAX technology, a parts and service counter, video game center and a company store with die-cast models and apparel were part of the exhibit.

Komatsu's exhibit space was in the North Hall, which featured earthmoving equipment that CONEXPO organizers had grouped together for easier navigation through the

Komatsu's 30,000-square-foot display area was one of the largest and featured several new interim Tier 4 machines as well as a new Hybrid excavator, the HB215-1.





A parts and service area was set up in Komatsu's display to highlight the company's support capabilities.



An interactive video display allowed attendees to stand on pods and select from a menu of topics about Komatsu.

expo. Other product concentration areas included lifting equipment, asphalt paving and production, aggregate processing and heavy-duty trucks and mixers. Sub-specialties such as engines, hydraulics, lubricants, tires and components had designated areas as well.

Technology, technology, technology

More than 100 educational seminars were available for similar categories, including Aggregates, Asphalt, Concrete, Construction Project Management, Equipment Maintenance and Safety, among others. Those not able to attend a seminar didn't necessarily miss out, as they could catch it using technology, such as LiveCasts and podcasts.

With technology playing an increasingly larger role in construction, CONEXPO set aside an exhibit area that displayed the latest construction-related software, hardware and peripherals, including GPS-based grading systems and machine management.

While new technology and equipment took center stage, there were familiar aspects to past CONEXPO events, including the International Forum and the Safety Zone, along with others. The triennial event will return to its familiar location at the Las Vegas Convention Center March 18-22, 2014. ■



Thousands attended CONEXPO at the Las Vegas Convention Center. One of the construction industry's premier events, it's held every three years.



Attendees could climb into machines, and Komatsu specialists were on hand to help answer any questions.



Instructor/Developer Bill Weidemann explains Komatsu's interim Tier 4 technology.

More chances to see the latest in equipment

If you're interested in seeing more new equipment and technology, there are several upcoming opportunities, including ICUEE. Held October 4-6 at the Kentucky Exposition Center in Louisville, it's considered the premier international demonstration exposition for the construction and utility industries.

Attendees not only see the latest in equipment, but have a chance to climb in and try it out. There will also be educational seminars, a fleet management pavilion and co-located events, such as the H2O-XPO and the iP Safety Conference and Expo.

MinExpo will return to the Las Vegas Convention Center September 24-26, 2012. Held every four years, it's the most comprehensive exposition dedicated to the mining industry. More than 38,000 visitors from more than 100 countries are expected to attend. ■

MISPLACED PRIORITIES?

AED says administration's transportation funding should focus more on highways and roadways

This article is from the Associated Equipment Distributors, a trade association representing companies in the distribution, rental and support of equipment. Its members account for more than \$15 billion of annual sales of construction equipment and related supplies and services in the U.S. and Canada.

In his 2012 fiscal-year budget, President Barack Obama proposed a six-year, \$556 billion surface transportation package. The amount represents a substantial increase in transportation funding and includes an immediate \$50 billion cash infusion to create jobs, a proposed national infrastructure bank and a heavy emphasis on expanding high-speed rail.

The \$556 billion proposal is nearly double the \$285 billion package authorized in SAFETEA-LU, the last highway bill, which expired in September 2009. Legislation to establish a new, multi-year investment highway blueprint has languished in Congress for the past two years.

The call for such a substantial increase continues the administration's recent focus on transportation investment as a way to create jobs and ensure America's long-term economic competitiveness — even as it raises questions about misplaced priorities. The

president's proposal would allocate \$53 billion for high-speed rail and \$30 billion to establish a national infrastructure bank over the next six years. Yet the mainstay of our nation's transportation network, roads and highways, are largely neglected beyond vague promises of support.

Also conspicuously absent from the president's budget are new funding mechanisms. User fees, the most viable option for providing guaranteed, long-term funding for surface transportation, have been dismissed as a non-starter by the president. Instead, Obama's proposal seeks to find funds by consolidating highway programs and hoping for a congressional bipartisan funding mechanism.

In sum, the president's transportation budget document is long on rhetoric, short on the details, and, in some respects, appears divorced from the new political realities in Washington. For example, despite broad public support for smaller government, Obama has proposed spending increases without making tough choices to pay for them. And despite the fact that many Republicans oppose high-speed rail, the administration made it the centerpiece of its transportation program.

AED shares the administration's belief that substantial investments in surface transportation are needed to ensure our long-term economic competitiveness. However, we have a clear difference of opinion about priorities.

With all that said, keep in mind that this is just the first salvo in a long battle. The highway reauthorization story will continue to develop in the weeks ahead, as the House and Senate hold additional hearings and roll out their own proposals. Stay tuned. ■

The Associated Equipment Distributors (AED) says the president's proposal doesn't put enough emphasis on surface transportation, such as roadways and highways.



EXCLUSIVE TECHNOLOGY

NEXT-GENERATION HYBRID EXCAVATOR

Komatsu makes significant improvements to what remains the world's only hybrid excavator

Last year, Komatsu introduced the industry's first hybrid hydraulic excavator to the North American market. This year, it's releasing the HB215LC-1, an updated hybrid that features significant improvements over the original model.

"The original hybrid model is an excellent machine — a good digger that's approximately 25 percent more fuel-efficient than the traditional PC200," noted Komatsu Excavator Product Manager Armando Najera. "We learned a lot from our first hybrid model. We now have more than a million operating hours in the field with that original hybrid. The information we gained and the feedback we got from customers led to significant improvements in the second-generation HB215LC-1."

Key improvements include:

- A service valve to power hydraulic attachments;
- An enhanced monitor panel;
- Improved serviceability;
- A five-year/7,000-hour warranty on hybrid powertrain components.

The HB215LC-1 delivers fuel savings that average 25 percent compared to a similar-size, non-hybrid excavator. And, on jobs where there's lots of swinging, fuel savings can be much higher than that. It's also a huge step forward from an environmental standpoint, reducing CO₂ emissions by almost 17 tons annually (based on operating 1,500 hours per year) compared to a conventional PC200.

"The phrase 'win-win' is over-used, but in this case, it's exactly what users get," said Najera. "The new hybrid provides the same

performance with lower fuel costs and less environmental impact. As fuel costs continue to go up, the owning and operating costs of the HB215LC-1 become more and more favorable."

For more information on the Komatsu HB215LC-1, including an explanation of Komatsu hybrid technology, call your sales representative or our nearest branch location, or go to www.komatsuamerica.com/hybrid. ■



Armando Najera,
Komatsu Excavator
Product Manager

Brief Specs HB215LC-1 Hybrid Excavator

Operating Weight	Power	Bucket Capacity
47,530 pounds	139 hp	1.57 cu. yd.

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The HB215LC-1, Komatsu's second-generation hybrid hydraulic excavator, has a service valve to power attachments and is 25 percent more fuel-efficient than a similar-size conventional excavator.

TIER 4

From Komatsu—The Engine **Experts**



The new **Tier 4 engines** from Komatsu are designed and built by the experts who have set the standard for dependability, long life, low operating costs and fuel efficiency.

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High Performance

- Engine acceleration is noticeably faster due to Komatsu Variable Geometry Turbocharger
- Automatic emission controls maintain same performance levels during regeneration

Robust controls

- Hydraulic actuators provide trouble-free, precise control of Exhaust Gas Recirculation and Komatsu Variable Geometry Turbocharger

Low Maintenance Costs

- Identical drain intervals
- Only two new maintenance items: Closed Crankcase Ventilation and Komatsu Diesel Particulate Filter

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EQUIPMENT IMPROVEMENTS

TIER 4 EXCAVATORS

Added features help your bottom line while meeting new interim standards

Low emission standards don't have to equate to decreased production or efficiency. Komatsu proves that with its new PC240LC-10 and PC290LC-10 excavators, which feature interim Tier 4 engines that reduce particulate matter and NOx emissions while making you more profitable.

"Users won't sacrifice any production with these new machines," said Product Manager Doug Morris. "What they will see is better efficiency, with up to 10 percent less fuel consumption compared to the Tier 3 models they replace."

The PC240LC-10 replaces the PC220LC-8, while the PC290LC-10 takes the place of the PC270LC-8. Both new machines are powered by Komatsu's interim Tier 4 engine technology that features a Komatsu Diesel Particulate Filter (KDPF), Variable Geometry Turbocharger and Cooled Exhaust Gas Recirculation, among other technologies that reduce emissions and add efficiency. Both have increased horsepower and operating weight compared to previous models.

Komatsu didn't simply replace the engine and model numbers with the PC240LC-10 and PC290LC-10. The new excavators use advanced hydraulic-matching techniques to better optimize the engine and hydraulic performance.

"With low-speed matching, higher displacement pumps can deliver a higher flow amount at lower engine speeds," explained Morris. "In addition, the machine can adjust the engine speed based on the flow output for better efficiency."

Improved in several ways

Working modes on the new excavators are set through a new easier-to-use, high-definition, seven-inch monitor panel that also has a

new Eco Guidance feature, which provides operational information and advice for maximizing economy. It also keeps the operator aware of KDPF condition, as well as offering enhanced maintenance monitoring.

"Along with the other new features, these excavators come with Level 4 KOMTRAX that has additional information compared to its predecessors. They have a whole host of other new features, including a new reach boom and arm on the PC290LC-10 that offer an additional one to two feet of working range," noted Morris. "The cabs are improved, and we made them easier and quicker to service and maintain. So, we went well beyond just adding a new engine in order to provide machines that are not only better for the environment, but better for the bottom line." ■



Doug Morris, Product Manager

Brief Specs on Interim Tier 4 Excavators			
Model	Operating Weight	Horsepower	Bucket Capacity
PC240LC-10	55,256 lbs.	177 hp	1.85 cu. yd.
PC290LC-10	66,756 lbs.	196 hp	2.13 cu. yd.

Komatsu's new interim Tier 4 excavators have low-speed matching, allowing users high flow even at low speeds. They are also more fuel-efficient without sacrificing productivity.



LOADERS

From Komatsu - The Loader Experts



Komatsu Wheel Loaders deliver high productivity, low fuel consumption, easy maintenance and superior operator comfort. The WA200PZ-6, WA250PZ-6 and WA320PZ-6 feature Komatsu's electronically controlled Hydrostatic Transmission (HST) with Komatsu's PZ (Parallel Z-bar) linkage.

- HST delivers high power, excellent response and low fuel consumption
- The PZ linkage provides parallel lift, high breakout force and high lift capacity
- Variable Traction Control with S-Mode reduces tire slippage
- Dynamic braking eases operation and extends wet-disc brake life

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NEW PRODUCTS

NEW D65-17 DOZERS

Komatsu's list of productive features doesn't stop with Interim Tier 4 engines

When Interim Tier 4 standards went into effect, Komatsu wasn't satisfied with simply putting a compliant engine into its new D65-17 dozers. While the three new models all meet the EPA interim Tier 4 requirements to reduce soot and NOx emissions, they have additional features that make them more efficient while maintaining productivity.

Last year, Komatsu rolled out its Tier 3 D65s that increased horsepower to 205, while lowering fuel consumption by as much as 10 percent compared to previous models. The new D65-17 models built upon that efficiency by lowering fuel consumption an additional 5 percent while maintaining horsepower with a new automatic transmission with lockup torque converter. It automatically transfers engine power to the transmission, offering greater powertrain efficiency.

"Users understand that new standards are inevitable, but they don't want them to affect performance or uptime," said Product Manager Bruce Boebel. "They can be confident the new Komatsu D65-17s will not only produce like previous models, but do it with less fuel consumption."

Operators can select from two gearshift modes — automatic and manual — to fit the appropriate application: automatic for general dozing offers a choice of four forward and reverse speeds, while manual for dozing and ripping rough ground offers three. The automatic transmission shifts to the optimal gear range based on working conditions and load.

An excellent combination

Komatsu's innovative SIGMA blade, which is designed keep more material to the center for 15-percent better productivity compared to a Semi-U, is available for the standard EX and

wide-track WX models. Customers can equip those models, as well as the low-ground-pressure PX, with a power angle tilt (PAT) blade, which can be adjusted six ways for added versatility and productivity. A new toggle switch allows the operator to easily angle the blade.

Komatsu also redesigned the joysticks for maximum control, offering a relaxed posture and superb fine control to minimize operator fatigue. A newly designed cab is larger, with an operator's seat that's three inches higher and four inches closer to the blade for excellent all-around visibility. A new seven-inch, high-resolution LCD monitor displays all machine information and is integrated with the interim Tier 4 technology.

"These dozers are at the top of the class, not only because of the new features, but also the proven systems we integrated," said Boebel. "The D65-17s are a great combination of new technology with the best of the previous models, and they're cleaner and greener." ■



Bruce Boebel,
Product Manager

Brief Specs of the Komatsu D65-17 Dozers

D65EX-17
44,355 lbs.
205 hp

D65PX-17
47,335 lb.
205 hp

D65WX-17
45,945 lbs.
205 hp



The new D65-17 dozers have several new features, including an automatic transmission with lockup torque converter that automatically transfers engine power to the transmission for greater powertrain efficiency.

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PEORIA MANUFACTURING OPERATIONS

Komatsu's mining-truck plant focuses on quality haulers that meet the toughest standards

Early this year, Komatsu's Peoria Manufacturing Operations (PMO) surpassed the 1,000-unit mark for production of its popular 930E electric mining truck. It's a major accomplishment, especially considering the massive size of the 320-ton haulers, which are approaching their 15th year on the market and have become the best-selling, ultra-class mining trucks in the world.

It's even more impressive considering that PMO produces more than the 930E at the Peoria facility. Each day, more than 600 employees do everything from design and engineering, to assembly of five truck models — the 200-ton 730E, the 240-ton 830E, the 280-ton 860E-1K, the 930E and the 360-ton 960E-1K — which are shipped to some of the world's largest mines.

Globally, the demand for these trucks continues to climb as coal, copper, gold and other types of mines ramp up production. In turn, Komatsu's PMO is looking to increase its capacity. Currently, the PMO produces one to one-and-one-half trucks per day. Soon, it plans to up that to two trucks per day. As part of the effort, it's in the process of expanding with a new 20,000-square-foot addition in the works.

"We've developed our processes to the point of being able to assemble a truck in about half the time we did a decade ago, and with demand up, that's very significant," said Jerry Potter, who oversees the process of putting the trucks together as Manager of Manufacturing Operations. "With the expansion, I'm confident we'll be able to meet our production goals."

In addition to expanding the facility, PMO is in the process of hiring new staff members to join an experienced team that's focused on quality, especially considering the mining trucks it produces frequently run 24 hours a

day, seven days a week and routinely rack up more than 100,000 hours during a lifetime.

"Next to safety, quality is our utmost priority," said Doug Springer, Manager Product Quality. "We have 14 inspectors who oversee everything but, technically, everyone in the assembly line is an inspector. Anyone who believes there's a potential quality issue can stop the manufacturing process until it's resolved. Our goal is always zero issues that would affect performance, reliability and longevity of Komatsu mining trucks."

Welding is critical

Springer notes that welding is one aspect that's especially critical during the fabrication of the truck frames, which are considered the backbones of the trucks. Three shifts a day with about 60 welders on each shift are used to put up to 1,000 pounds of welds into a truck. Each welder must meet exacting standards.

Continued . . .

One of the critical aspects of building a Komatsu mining truck is superior welding of the frame. Each weld is ultrasonically tested and thoroughly inspected before a frame moves into the assembly process.



Jerry Potter,
Manager of
Manufacturing
Operations



Doug Springer,
Manager Product
Quality



Quality components go into Komatsu trucks

... continued

"We do a lot of training for new hires, and we are constantly evaluating," said Theresa Kline, Superintendent of Welding. "We ultrasonically test welds to ensure they pass before a frame moves on for assembly."

Senior Welding Engineer Ed Spadoni added, "Proper welding is critical because if not done right, it affects the structural integrity of the truck, which in turn affects its life and function. Our mining customers work around the clock to meet production goals, so any extra bit of downtime is detrimental. We work with them to ensure we're meeting their strict standards."

Quality components

While welding is taking place on truck frames, truck components such as hoists, cylinders, rear and front suspension and brake systems are assembled. PMO produces its front

suspension systems in house, but works with suppliers for other components.

"The mines rely on us for quality equipment and that starts with quality components," said Mark Schatsiek, who recently moved into the position of Superintendent of Logistics after serving as Superintendent of Components for several years. "Just as the mines have exacting standards for us, we have stringent requirements that our vendors must meet. When a truck goes into production, we start by putting all the necessary components into a kit that's brought to the assembly area where our staff puts it together. We're running two shifts a day."

With those components and the frames ready, the rest of the truck heads to another assembly area where it really takes shape. During the course of a few days, the electrical assembly, cab, deck supports, fuel tanks, control cabinets, hydraulics and other related items come together into a final product.

"Once we have it all put together, we thoroughly test a truck for proper function," explained Mike Drew, Superintendent of Assembly. "Then we disassemble it because a truck is too large to ship as a unit. The pieces are put on railcars or trucks to be shipped to their destination." ■



Theresa Kline,
Superintendent
of Welding



Ed Spadoni,
Senior Welding
Engineer



Mark Schatsiek,
Superintendent
of Logistics



Mike Drew,
Superintendent
of Assembly

Once the frame meets PMO's stringent standards, the truck is moved to assembly where it takes shape with installation of the cab, electric assembly and control cabinet.



Quality components make up the truck, including the wet-disc brakes which are assembled at PMO.

A SUCCESS STORY

MACHINE MONITORING PAYS OFF

Clearing contractor relies on Komatsu excavators with KOMTRAX to maintain productivity

Because Jaski Inc. covers such a large territory, Owner Luc Tremblay says people often think the company is much larger than it is. Founded in 2001 as a forestry contractor — Tremblay now focuses on land clearing, mainly for power companies — Jaski, Inc.'s territory is about 300,000 square miles, but Tremblay has only five Komatsu PC78 and PC138 excavators equipped with brush cutters in his fleet.

"People see our machines on the side of the road clearing brush away from power lines or for better visibility on the roadways and assume we have about 200 machines," said Tremblay, who made the transition to land clearing and brush cutting about six years ago. "In truth, we're all over the place, covering such a large territory to ensure we take care of our customers. Our projects range anywhere from a few acres up to 100."

In most cases, Jaski has only one machine working on any given project. Despite hundreds of miles distance between jobs, Tremblay has confidence jobs will get done quickly and efficiently. Part of the reason is a group of experienced operators. The other is that those operators are using late-model Komatsu excavators equipped with KOMTRAX, Komatsu's remote machine-monitoring system.

"Obviously, there's no way I can get to every job, so I have to trust my operators and my equipment," said Tremblay. "Neither lets me down. The reliability of the Komatsu excavators has been a vital part of our success. The first one I bought was a PC78 because it had an extra hydraulic pump and offered continuous flow-on-demand to operate the brush cutter. I haven't looked at another brand since."

KOMTRAX a "must have"

Each time Tremblay buys a new Komatsu excavator, he works closely with his Komatsu distributor to equip the excavators for brush-cutter attachments. The distributor also tracks his Komatsu machines using KOMTRAX, as does Tremblay. The system comes standard and is free for the first five years on nearly every new Komatsu machine.

"It's a must-have for us," stated Tremblay. "KOMTRAX helps me track maintenance and stay up-to-date with it, which is vital to me. I can also track fuel consumption and per-hour production. Having that information allows me more accurate bidding compared to doing it manually. The combination of the Komatsu excavators and KOMTRAX has really helped make Jaski a more efficient, reliable and profitable company." ■

Komatsu's KOMTRAX system lets users track critical machine information, even in the most remote locations, from their computers. It's standard on nearly all new Komatsu equipment, and available as a retrofit for older machines.

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A WINNING COMBINATION

Komatsu dozers and Topcon 3D-MC² put you to grade in fewer passes

If you could be four times more productive with your dozer and potentially eliminate the need for an additional grading machine, would that be an advantage? It's possible when your Komatsu dozer is outfitted with Topcon's 3D-MC² machine-control system.

"Traditional finish grading without any machine-control system generally takes multiple passes at low speeds," said Komatsu Marketing Engineer Jason Anetsberger, noting that Komatsu worked closely with Topcon to optimize performance of Komatsu dozers with Topcon machine-control systems. "Standard 3D technology typically allows users to double their speeds compared to a manual dozer. The 3D-MC² system doubles the speed again."

The 3D-MC² system uses the same easy-to-use interface as previous Topcon 3D machine-control systems, according to Anetsberger. It allows operators to get to grade in even fewer passes, decreasing fuel usage and machine wear, while improving per-yard costs and profits.

"It's as easy to use as any previous system," noted Anetsberger. "Customers tell us that even the newest operators are able to grade nearly as well as skilled veterans of the 3D-MC² system. It works really well with our efficient dozers to cut the time it takes to reach grade. That's a huge advantage for their bottom line."

"Plug-and-play"

Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning all the user has to do is bolt the Topcon 3D-MC² system onto the machine, calibrate, and it's ready for use. The system uses Topcon's GX-60 control box, GPS+ antenna, MC-R3 receiver and a new 3D-MC² sensor, all paired with advanced

controlling software to provide position updates up to 100 times per second. The MC² sensor combines a gyro, compass and inertial sensor to measure the X, Y & Z position as well as the roll, pitch and acceleration of the dozer.

"No matter how you look at it — either as four times faster production over a manual dozer or two times better than existing 3D technology — the 3D-MC² system improves efficiency and can have a significant, positive impact on the amount of materials you push and/or place," explained Anetsberger. "Because it's that much faster, in essence, the user is getting the production of two machines in one, and it may even replace the need for a motor grader." ■



Komatsu dozers equipped with Topcon's 3D-MC² machine-control system can help you get to grade up to four times faster compared to a manual dozer. Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning they are ready for the user to simply bolt on a Topcon system.



NEW FORESTRY SERIES

Upgraded features provide increased durability in XT models

Strength and durability are essential to production in the forest. That's why Komatsu designed its new XT series of feller/bunchers and harvesters with increased durability and added productivity features.

Komatsu's new models, the XT430-2, XT430L-2, XT445L-2 and XT450L-2, replace its former Valmet brand FX/FXL series. Leading the upgrades on the new XT series is an improved undercarriage that increases track system durability. Among the new features are roller guards extended to the front and back with better

track-shoe-support-plate clearance to reduce track-chain side loading on uneven ground.

Further upgrades include cutouts added to the track frame, which reduce debris packing and improve roller maintenance; better track drive sprockets with mud/snow relief to reduce packing; new, full-length track slider plates that provide a larger surface area for extended life; two additional bottom track rollers on the XT430L for better weight distribution and improved roller and track link life; and a 20-percent-increased idler recoil spring preload on the XT430L to maintain better track tension and positive sprocket engagement.

Komatsu also enhanced the swing systems with a swing drive that now runs in a sealed grease bath for better pinion lubrication. In addition, improved gears with better hardening provide longer life. An updated swing bearing with dowels and swing-machinery pilot hole provide better swing gear alignment and easy adjustment when servicing. An added grease fitting to the swing drive case helps extend bearing life.

The XT series — built at Komatsu's Chattanooga Manufacturing Operation — is designed for simpler servicing, including a relocated engine oil filter to make it easier to change and relocated swing-bearing lubrication points for easier access. ■

Forestry products will now bear the Komatsu name

Komatsu forestry products will now carry the Komatsu name after years of being branded as Valmet. The Komatsu forestry line consists of a wide range of products, including feller/bunchers, harvesters, forwarders and heads.

"With the strength of the Komatsu brand, we will provide excellent value and service support to our forestry customers and dealers," said Norio Kido, Executive Vice President, Forestry Products. "We understand our customers' needs, and our dedication to technical innovation, combined with Komatsu's industrial tradition, manufacturing technology and quality assurance, means we can deliver the best the forestry industry has to offer." ■



KOMATSU & YOU

BETTER DAYS AHEAD

Komatsu's Ed Powers sees continued growth and optimism in construction industry

QUESTION: As we all know, the construction industry has been hit hard the past several years. Where does it stand now?

ANSWER: Many have referred to the past few years as the "Great Recession," however, we're optimistic that recovery is in motion. Throughout our entire 2010 business year, the construction equipment market grew an average of 32 percent in North America, compared to 2009. Another key indicator, tracked monthly, is our North American hour utilization. Our 2010 per-month utilization, tracked through our 23,000 KOMTRAX-populated machines, exceeded 2009 and 2008. In some cases we are comparing the hours to an all-time market low in 2009, but it's positive and deals are being made. We're expecting the same level of recovery throughout 2011 and beyond.

In speaking with contractors at CONEXPO in March, the majority were very optimistic, indicating that business had been picking up steadily and asking, 'When can Komatsu deliver?' There remain some lagging indicators, such as our housing market and unemployment, but the worst is behind us. We can attribute a good portion of our 2010 recovery to Uncle Sam's tax incentives, such as the extension of the Depreciation Bonus, accompanied by Sec. 179. What's encouraging is that this incentive is extended through 2011 with even larger matching dollars.

QUESTION: Often, as recovery happens, businesses start buying equipment. As users begin adding to their fleets or replacing older machines, why should they choose Komatsu?

ANSWER: After the recent wake-up call this industry experienced the last three years, we've all become much more after-market cautious. Today, the customers' primary focus is their after-sales efficiencies, as well as their owning and operating costs. This creates a perfect opportunity

Continued...



Ed Powers, Vice President and General Manager, Construction Equipment Division

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.

After graduating from the State University of New York in 1988, Ed Powers started at Komatsu in the finance department, which included collections.

"The goal was always to find a way to help customers keep their machines. That may have meant restructuring a payment schedule or some other method that allowed the user, who may be behind, to continue using that machine until things turned around. During the economic downturn the past couple of years, Komatsu has kept the same philosophy with positive results."

April 2011 marks the start of Ed's 24th year with Komatsu, including the past three as Vice President and General Manager, Construction Equipment Division. His prior responsibilities included Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Region Manager of Rental Services, Deputy Regional Sales Manager and Finance Field Representative. During his career, he also earned his MBA at Keller Graduate School of Management in Chicago, Ill.

"I've had a very well-rounded experience throughout my career with Komatsu. This has helped me see the equipment industry from all perspectives, but primarily from the customer's point of view. Seeing things from customers' perspectives, and listening to their needs has made me a better decision-maker and emphasized the value of relationships."

Ed and his wife, Berta, will soon celebrate their fourth wedding anniversary and their daughter, Joselyn's, first birthday.

Komatsu technology leads the way

... continued

for Komatsu, as the world's most technically advanced manufacturer of earthmoving equipment, to step up, stop talking about it and prove that we manufacture the most reliable and lowest cost-per-hour products in the industry.

As most know, we don't spend a lot of money advertising our brand. We'd rather put those dollars into research, development and being the leader in innovation. As a result, we were the first to introduce a hybrid excavator, which has been shown to be as reliable and efficient as our traditional excavators, with 25-percent to 40-percent fuel savings. We are already rolling out our next generation of hybrid models before most OEM's even introduce their first.

When it comes to telematics, no other OEM has Komatsu's experience with remote asset management. With more than 200,000 machines reporting globally, Komatsu knows about a customer's technical problem before the operator does. Between Komatsu customers and our highly engaged dealer network, we are using KOMTRAX information to improve machine utilization and reduce owning and operating costs.

Komatsu's investment in research and development has given us another opportunity to show our strength as a leader. We are excited to be launching several interim Tier 4 products this year, with engines ranging from 175 to 750 horsepower. Once again, our engineers have not only met stringent governmental emissions regulations, but also improved machine

performance and fuel efficiency. As this industry continues to introduce Tier 4 technology, two key concerns lie in the marketplace — the cost of maintenance and its reliability.

How is Komatsu going to differentiate itself from the competition? We are so confident in our technology and our distributors' service capabilities that we are going to offer a three-year complimentary maintenance care package for all Tier 4 products. A key component to the servicing and reliability of our Tier 4 products will rely on KOMTRAX, which will help customers manage required maintenance and provide constant preventive support. That is peace of mind!

QUESTION: What else is Komatsu doing to benefit customers?

ANSWER: It's all about the relationship and the after-market support. You can't have one without the other. Komatsu's strongest asset is its dealer network, with more than 300 locations across North America. Of those, 70 percent have been in business for more than 50 years. As a manufacturer, our job is to provide our dealers with ongoing support, training and the tools they need to earn credibility and establish lasting relationships.

The key word is "earn." Today it's not only about premium parts and service, but preventive maintenance practices (KOMTRAX), financing, used equipment, resale value and overall value propositioning. It's not just about closing the deal, but knowing customers' short- and long-term aspirations and how Komatsu can assist in achieving those aspirations. The relationship doesn't end when the machine is delivered. Rather, it continues to grow.

Today's technically advanced products and our customers' level of sophistication require a team effort between the dealer and manufacturer. The quality of the OEM is reflected in its dealers, and our customers recognize and expect it. That is what differentiates a manufacturer — its dealers, the quality of their people, and their commitment to product support. I am confident that Komatsu offers those qualities, so now instead of simply asking customers for their business, we can ask for the opportunity to earn it.

The bottom line is — we can manufacture the most technically advanced machine in the world, but if we can't support it, it's worthless. ■

Komatsu's second-generation hybrid excavator, the HB215-1, was introduced at CONEXPO. In 2011, Komatsu will also introduce excavators, wheel loaders, articulated trucks and dozers that meet interim Tier 4 engine standards.



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SMOOTHER OPERATION

Road Machinery hosts Arizona paving seminar on best practices techniques



James Aberle,
Marketing Analyst

Road Machinery promoted best practices in the paving industry when it hosted about 100 people in its first paving seminar. The day-long event was held at the company's Gilbert store and drew in attendees from around the state.

"This was strictly a non-sales event," explained James Aberle, Road Machinery Marketing Analyst. "We wanted those who attended to walk away with some tips and techniques of the trade that will help them increase efficiency and provide a smoother mat. We spent a lot of time both in a classroom setting and going over particular equipment and how best to use it."

The classroom was RML's Gilbert facility shop, which was cleared out to make room for attendees from all sides of the paving industry. Paving contractors were on hand, as well as representatives from city, municipality and state governmental organizations that put paving projects out for bid.

Manufacturers' representatives were on hand to discuss how best to use Vögele and Hamm paving and compaction equipment, as well as competitive brands.

www.RMLRoadToSuccess.com



Speakers included representatives from two of the Wirtgen products lines that Road Machinery carries. Nars Singh, Manager of Commercial Support and Development for Vögele talked about paving techniques. Hamm's Vice President of Sales Richard Evans discussed compaction.

"Many of those who attended were Road Machinery customers, but there were many who use competitive equipment too," said Aberle. "The speakers not only addressed the best approach to a job using Vögele and Hamm equipment, but the other brands as well. Some of the topics included ways to lay down the best mat with different types of machines and how to get the best compaction. They also discussed topics such as paving against a cold edge or an unsupported edge. It was very broad in coverage."

Idea exchange

In addition to information from the manufacturers' representatives, contractors and governmental representatives offered ideas and first-hand accounts of tips and techniques they employ to get the smoothest ride possible.

"Those were some of the best parts of the day," said Aberle. "With nearly 100 people, there were many different perspectives. They brought out topics and issues that others may not have thought about before. It was good that attendees were willing to share their ideas and not view others as competitors."

In between classroom sessions, those in attendance got first-hand looks at some of the Vögele and Hamm equipment available through Road Machinery. The manufacturer's representatives used them for illustration purposes, showing attendees how they could be used in various applications.





In between classroom sessions, paving seminar attendees had a chance to step outside and see the Vögele and Hamm equipment Road Machinery carries.



A classroom was set up in the Gilbert Branch's shop where attendees and manufacturers' representatives discussed best paving practices. "With nearly 100 people, there were many different perspectives, and it was good to have attendees willing to share their ideas and not view others as competitors," said Road Machinery Marketing Analyst James Aberle.

Aberle noted that events such as this are a way for Road Machinery to help equipment users gain knowledge in how best to use equipment to their advantage for maximum production and profitability.

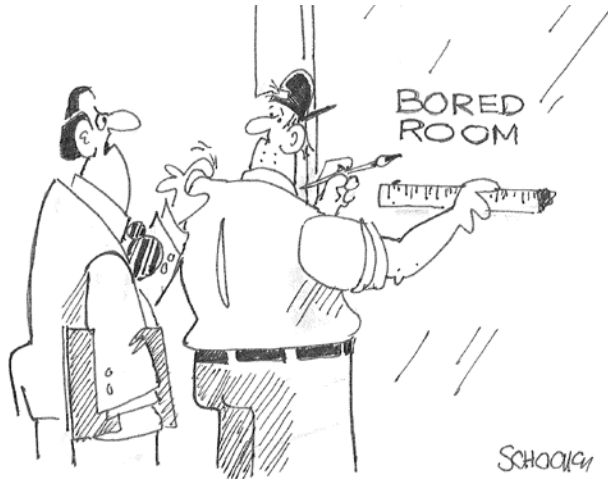
"We have a training department dedicated to helping customers and their operators increase efficiency," said Aberle. "We've offered that for Komatsu users for many years, both in the classroom and on site. We also offer safety training. This was our first paving seminar, and we're looking forward to hosting more in the future and bringing in additional speakers. The response to this was very good. It was definitely a success." ■



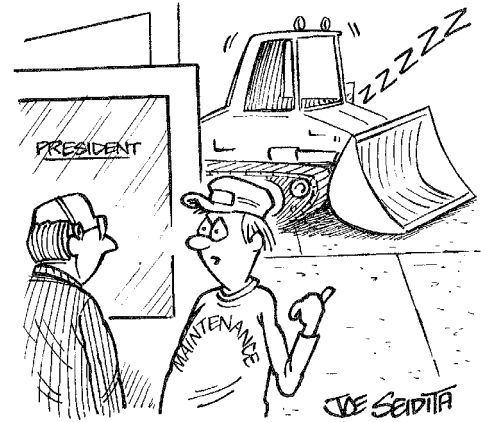
Attendees could climb on the Hamm and Vögele equipment in Road Machinery's Gilbert yard and check it out first-hand.

SIDE TRACKS

On the light side



"Hold it right there, Peterson!"



"I can't find anything wrong with it ... believe it or not ... I think the bulldozer is just 'dozing.'"



"Malcolm, must you bring your work home with you?"

Did you know...

- The average American motorist spends six months during his/her lifetime waiting for red lights to turn green.
- U.S. Interstate 80, the main coast-to-coast route across America, passes through 12 states. From east to west, they are New York, New Jersey, Pennsylvania, Ohio, Indiana, Illinois, Iowa, Nebraska, Wyoming, Utah, Nevada and California.
- Roller coasters are classified by the U.S. Patent Office as scenic railways. The classification was first used for roller coasters in 1886.
- Fort Knox is located on Bullion Boulevard.
- The longest street in the United States is in Los Angeles, where Figueroa Street runs for 30 miles.
- In 1901, Connecticut passed the first statewide automobile legislation in the U.S., setting a speed limit of 15 mph on country highways and 12 mph on highways within city limits.
- There are 6,000 windows and 1,575 steps in the 102-story Empire State Building.
- Teflon was placed between the steel framework and the copper skin of the restored Statue of Liberty to prevent corrosion.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RMLRoadToSuccess.com

1. NIRGADG _____
2. TIRLKOFF _____
3. SOSIMENI _____
4. HAFRIGETS _____
5. TIRFEL _____
6. NAEACMIH _____

NEWS & NOTES

Bills introduced to repeal withholding tax before it goes into effect

Efforts to repeal the 3-percent government contractor withholding tax are once again up for debate. Two bills have been introduced to repeal the tax that construction industry groups say will hurt small companies' cash flow and individuals doing business with the government.

The tax, which passed in 2006 and goes into effect in 2012, requires federal, state and local governmental entities whose annual expenditures exceed \$100 million to withhold 3

percent of all payments made to any individual or company that has provided goods or services to the government. The withholding amounts are sent to the Internal Revenue Service and credited against government contractors' future tax liability.

Industry groups say the law forces government contractors to make interest-free loans to the federal government. In some cases, the amount will exceed a business's profit margin. ■

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NEW PRODUCT OFFERINGS

TEREX FUCHS COMES TO RML

Material-handling equipment meets needs of scrap, port and recycling operations

For more information on Terex Fuchs products, contact your territory manager or one of our 14 branch locations.

Road Machinery now offers a full lineup of Terex Fuchs material-handling machines to customers throughout Arizona, California, New Mexico and western Texas. With 11 models built for scrap, portside and recycling applications, there's a machine to fit nearly any size operation.

"We decided to work with Terex because they have a good industry presence and offer quality products," said Road Machinery President and CEO Steve Branson. "Our customers' needs, relating to scrap and material-handling applications, are growing. The Terex Fuchs line helps us extend our

product offerings to better meet those growing needs without compromising the quality of the machines we sell."

Models range in size from the 41,888-pound MHL 320 (114 hp) to the 145,505-pound MHL 380 (273 hp), and include reaches from 30 to 68 feet. All offer four-point stabilizers that provide excellent stability during lifting operations. Elevating cabs allow operators high visibility during loading and unloading, including the ability to see into the backs of high trailers. When operators need to move, they can easily put the stabilizers up and drive to the next spot, as each model is rubber-tired for mobility.

Terex Fuchs material handlers offer versatility as well. They can be equipped to run Fuchs grapples, magnets, lift hooks and shears. With quick attachment on the heavy-duty booms and arms, switching is fast and easy.

Road Machinery offers financing options through Terex Financial Services, which provides a wide range of finance and leasing solutions, structured to meet your cash flow and budget. Terex Financial Services assists in all areas of asset management, from analysis of future equipment values through disposal of used equipment.

"We are pleased to welcome Road Machinery as a Terex Fuchs distributor," said Jim Robbins, Vice President and General Manager, Terex Construction Americas. "Road Machinery not only offers great products and service, but they go above and beyond by offering remanufacturing capabilities and operator safety training, all of which increase aftermarket value and support to customers." ■

Terex Fuchs material-handling machines are built for scrap, portside and recycling applications. They offer excellent lift capacities and visibility, as well versatility with the ability to run several attachments.





STOCK #EMD24



STOCK #EMD179



STOCK #EMD297



STOCK #EMD62



STOCK #EMD8



STOCK #EMD145

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YEAR	MAKE	MODEL	HRS	STK#	PRICE
2005	KOMATSU	PC200LC-7	1,996	EMD62	CALL FOR PRICING
2005	KOMATSU	PC200LC-7	2,221	EMD61	CALL FOR PRICING
2005	KOMATSU	PC200LC-7	1,283	EMD60	CALL FOR PRICING
2007	KOMATSU	PC220LC-8	2,437	EMD81	CALL FOR PRICING
2006	KOMATSU	PC300LC-7	842	EMD65	CALL FOR PRICING
2005	KOMATSU	PC308USLC-3	3,900	EMD5667	CALL FOR PRICING
2005	KOMATSU	PC400LC-7	3,731	EMD16	CALL FOR PRICING
2005	KOMATSU	PC400LC-7	4,148	EMD54	CALL FOR PRICING
2007	KOMATSU	PC400LC-7E0	2,540	EMD24	CALL FOR PRICING

WHEEL LOADERS

2007	KOMATSU	WA250L-5	1,274	EMD077	CALL FOR PRICING
2007	KOMATSU	WA320L-5	2,513	EMD088	CALL FOR PRICING
2007	KOMATSU	WA380	2,722	EMD303	CALL FOR PRICING
2007	KOMATSU	WA450-6	2,753	EMD64	CALL FOR PRICING
2006	KOMATSU	WA480-5L	4,214	EMD8	CALL FOR PRICING
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