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YEARS

2011 No. 3, SEPTEMBER

# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

## PC490LC-10

More horsepower, better performance, lower emissions are benefits of new interim Tier 4 excavator

See article inside . . .

Also inside...

RMS Adventure Tour 2011



## WA380-7

First interim Tier 4 wheel loader delivers load of productive features

See article inside . . .



**KOMATSU**®

# A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Leading the way  
with innovative  
machinery and  
technology**



Dear Valued Customer:

We know that when new engine emissions standards are introduced, the last thing on many of your minds is the research and technology that went into complying with those standards. Your concern likely is the performance of that new machine compared to your “old reliable” Komatsu equipment.

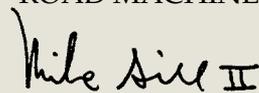
Rest assured, Komatsu and our other lines of quality manufacturers have it taken care of. While you might not be thinking about interim Tier 4 machines, this issue of your RMS *Road Signs* magazine has some good product- and service/ support-related articles that point out how our manufacturers met the standards without hurting, and in many cases improving, your bottom line when it comes to moving materials.

After all, that’s what it’s all about. You expect maximum performance and minimum downtime. That’s why Komatsu continues to take steps to ensure you meet your important scheduled maintenance intervals with machine features such as KOMTRAX. New interim Tier 4 machines have KOMTRAX 4.0, which monitors new components designed to reduce emissions.

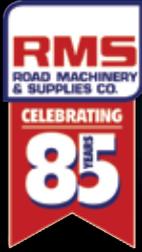
I encourage you to read the articles on KOMTRAX 4.0 and Komatsu CARE and some of the machines they apply to, including the new PC490LC-10 excavator and WA380-7 loader. I believe you’ll see why Komatsu is the leader in innovation.

As always, we’re here to help you in any way we can. Don’t hesitate to call us with any questions or concerns.

Sincerely,  
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II  
President and CEO



# ROAD SIGNS

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

**Mike Sill II,**  
President/CEO

## IN THIS ISSUE

### RMS ADVENTURE TOUR

A little rain didn't dampen the spirits of nearly 90 bikers who took to the road in northwest Iowa for the 2011 RMS Adventure Tour. Here's a recap of the event.

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Read more about AGC Chief Executive Officer Stephen Sandherr's caution to Congress on an executive order that would affect contractor contributions to political campaigns.

### PRODUCT IMPROVEMENT

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### PRODUCT ENHANCEMENT

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### KOMATSU & YOU

Mike Ueno, Komatsu Executive Vice President & Chief Technical Officer discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics.

### INDUSTRY FIRSTS

Introducing Komatsu CARE — an innovative new program that provides complimentary maintenance for Komatsu Tier 4 machines.

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Chief Operating Officer

**John Ruud,**  
VP Northern Operations

**Bill Holte,**  
Treasurer/CFO

**Ryan Higginbotham,**  
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# RMS ADVENTURE TOUR

## Riders trek from Spirit Lake, Iowa, to Yankton, S.D.; have chance to tour KPI factory



The “fire-up” dinner on Wednesday evening took place at the home of Shine Brothers Owner Toby Shine on the shore of Lake Okoboji near Spirit Lake, Iowa.

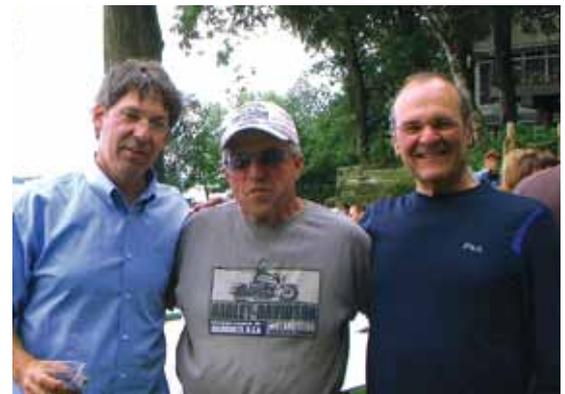


Guests enjoyed a Komatsu-sponsored catered dinner at Toby Shine’s home the evening before the Adventure Tour ride.

The annual Road Machinery & Supplies Adventure Tour moved to the northwestern part of Iowa this year and held an additional activity on the day after the motorcycle ride. This year’s event began, as always, with a “fire-up” dinner on Wednesday, July 13, the eve of the biking event.

Shine Brothers Owner Toby Shine and his wife, Sylvia, hosted the dinner at their home located on Lake Okoboji. A bus was provided to take riders to the dinner from the Super 8 motel in Spirit Lake, where the ride began on Thursday morning. Nearly 90 people riding more than 50 bikes participated in Adventure Tour 2011.

“It was very gracious of the Shines to open up their home for the evening, and they deserve a big thank you for that,” acknowledged RMS Iowa Sales Manager Larry Smith, who again organized the ride. “I also have to thank all the participants who took time out of their busy schedules



(L-R) Sioux City Compressed Steel’s Dave Bernstein, Alter’s Bob Rosencrants and Alliance Steel’s Larry Zweigbaum met at the Wednesday evening dinner.



Andy Wilken of Wilken and Sons Auto Wrecking and his wife, Sara, pose with their Harley Davidson Screaming Eagle.



After a two-hour rain delay, riders left the Spirit Lake motel on the first leg of the journey.

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to attend, as well as our volunteers and manufacturer sponsors who help make this possible.”

Komatsu sponsored the dinner on Wednesday evening, and Norco Attachments sponsored the bus. Other sponsors of the event included Genesis, KPI-JCI/Astec, Sennebogen, Broce Broom, Volvo and Felling Trailers. They provided funds for gas, snacks and the after party on Thursday evening.

Rain forced a two-hour delay in starting the ride on Thursday morning, but once it got rolling, participants left Spirit Lake, riding a modified route that took them to a stop in Merrill, Iowa. Next up was lunch at Stone Park in Sioux City.

Riders left Stone Park in the early afternoon for a couple of hours of riding that led to the final destination of Yankton, S.D. An after party was held that evening in Nebraska at

*Continued . . .*



(L-R) Craig Kluesner of Kluesner Construction, RMS Territory Manager Brad Johnson, Beth Kramer, her husband Pat Kramer of Kluesner Construction and Craig’s wife, Darlene, enjoy the festivities.



(L-R) Alecia Sleiter and her husband RMS Territory Manager John Sleiter sit with John and Becky Pemble of Pemble Digging and Drainage.



A gas stop in Merrill, Iowa, let riders fill up before heading on to Stone Park for lunch.



Ready for dinner are (L-R) Soil Solutions’ Kevin and Vicki Heck and Dale Ronfeldt.

# Three-state journey enjoyed by all

... continued



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Riders drove through western Iowa on the Adventure Tour which ran from Spirit Lake, Iowa, to Yankton, S.D.



Stone Park near Sioux City, Iowa, was the lunch stop before riders headed out for the final leg of the journey that took them to Yankton, S.D.

(L-R) Steve Epley of Western Engineering and his wife, Jean, met up with Kris Frueh and her husband RMS Territory Manager Bill Frueh at the after-ride party on Thursday.



Craig and Darlene Kluesner of Kluesner Construction rode a Honda Gold Wing.



the Nebraska Overlook, making it the third state that participants set their feet on during the more than 220-mile journey.

Added on to the event this year was an optional tour of the KPI factory on Friday morning in Yankton. Participants who wanted to could get a first-hand look at how the manufacturer's crushing equipment is made.

"As always, we had a great time," stated Smith. "We had a little rain that put a short damper on things, but we ended on a high note. We're already looking forward to the next one." ■



This year's Adventure Tour offered participants a tour of the KPI factory in Yankton, S.D., which produces KPI crushers.





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# BLURRING THE LINE

## AGC chief cautions executive order could punish contractors based on political views



Stephen Sandherr,  
AGC Chief  
Executive Officer

A draft executive order that would force government contractors to disclose all political contributions would make it too easy for political appointees to punish contractors for their political views or to coerce contributions from firms, officials with the Associated General Contractors of America warned in testimony submitted to Congress.

“The process outlined in the draft executive order would make it much easier for government officials to use the political activities of government contractors as a factor when awarding contracts,” noted Stephen E. Sandherr, the association’s Chief Executive Officer. His testimony was submitted to a hearing held jointly between the House Committee on Oversight and Government Reform and the Committee on Small Business. “This order actually introduces, instead of excludes, politics from government contracting.”

AGC Chief Executive Officer Stephen Sandherr says the President’s draft executive order requiring government contractors to disclose all political contributions creates a mechanism for enforcing a political litmus test and would undermine the credibility of the current federal procurement process.

Sandherr, who raised similar concerns in a letter he sent directly to President Obama, said that the proposed executive order, titled “Disclosure of Political Spending by Government Contractors,” is unnecessary. He noted that there is no evidence to indicate that political contributions are influencing the award of federal contracts. And he added that contractors are already required to disclose the vast majority of political spending.

While the ostensible purpose of the executive order is to ensure contracting decisions are based on merit and best value, Sandherr cautioned that it would actually, “create the mechanism for enforcing a political litmus test on government contractors rather than prohibit the consideration of political contributions.” He warned that the rule, once finalized, would actually undermine the credibility of the current federal procurement process.

Sandherr also questioned the political motives of the order, noting it does not apply to many special-interest groups that currently seek federal funding, grants or favorable regulatory and administrative rulings. The construction official noted, for example, that federal employee unions, which negotiate contracts worth many times the value of most government contracts, would not be required to disclose their political spending.

“The fact that the President seems unwilling to hold unions to the same standard as employers makes the intent of this draft order, at best, questionable,” Sandherr said. “This rule makes it look like the administration is more interested in punishing political opponents and propping up political allies than protecting public taxpayers.” ■



# 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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# WA380-7

## Komatsu's first interim Tier 4 wheel loader delivers a load of productive features



Mike Gidaspow  
Product Manager

Building a cleaner machine with reduced emissions was mandated by the EPA interim Tier 4 engine regulations that went into effect Jan. 1. The long list of other productive, efficient and operator-comfort features in the new WA380-7 wheel loader were all strictly Komatsu ingenuity.

“Although we kept many specifications the same between the WA380-6 and WA380-7, such as weight and bucket size, the WA380-7 has numerous improvements over its predecessor,” said Komatsu Product Manager Mike Gidaspow. “These include a completely redesigned powertrain and operator’s cab and improved hydraulic controls. Operators will instantly notice the difference when they sit in the cab or push the accelerator pedal.”

Similar to other Komatsu interim Tier 4 machines, the WA380-7 uses an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. Together, they optimize performance, reduce emissions and fuel consumption and provide advanced diagnostics. Komatsu’s engines use a hydraulically actuated Komatsu Variable Geometry Turbocharger and an Exhaust Gas Recirculation valve for better precision and air management. A Komatsu Diesel Particulate Filter (KDPF) has an integrated design that doesn’t interfere with operation but keeps the operator aware of its status.

The WA380-7 features Komatsu’s SmartLoader Logic that provides optimal engine torque for the job required. Komatsu SmartLoader Logic helps save fuel by decreasing engine torque when the loader isn’t working hard, such as driving with an empty bucket. It functions automatically without interfering with operation, so it saves fuel without sacrificing production.

### Large-capacity torque converter standard

A newly designed, large-capacity torque converter with lock-up is standard. It improves acceleration and hill-climbing ability and provides a higher top speed. The lock-up function activates in second through fourth gears and gives the machine a maximum ground speed of 25 mph. The large-capacity torque converter increases tractive effort to improve V-cycle loading and delivers faster ground speeds in load-and-carry applications for increased production.

“Komatsu designed the large-capacity torque converter to perfectly mesh with the engine in this machine,” said Gidaspow. “The benefit is that it improves production with faster acceleration and higher speeds while reducing the amount of fuel that it burns. The improvements in production and fuel consumption are even more noticeable in load-and-carry situations with the standard lock-up function. It’s great when we can provide customers with a feature that gives them a noticeable improvement in production while reducing fuel consumption.”

### Redesigned cab for greater comfort

Komatsu completely redesigned the cab to be more comfortable, including lowering the front glass for increased visibility. Other improvements include a new dashboard, Electronic Pilot Control (EPC) levers and a F-N-R switch, which are part of a seat-mounted, right-hand console. An auxiliary input allows the operator to connect an MP3 player or other device, and two 12-volt ports are incorporated into the cab.

A new, high-resolution, seven-inch monitor features enhanced capabilities and allows the operator to easily modify settings for



#### Brief Specs on Interim Tier 4 Loader

Model	Operating Wt.	Horsepower	Bkt. Capacity	Breakout Force
WA380-7	39,830 lbs.	191 hp	4.3 cu. yds.*	35,495 lbs.

\*With a general-purpose bucket

Komatsu's totally redesigned WA380-7 wheel loader has an array of new features that make it more fuel-efficient and more productive.

functions such as auto idle shutdown or the auto-reversing fan. Operators can check operational records, including working hours and fuel consumption; monitor the KDPF; and check hours until the next maintenance intervals. The monitor also offers the operator the option of using the Eco Guidance function, which provides operational tips to reduce fuel consumption. A high-resolution, rearview camera is standard and is mounted to the right of the console for convenience.

"Komatsu worked to integrate many features into the cab to make things easier for the operator," added Gidaspow. "We now offer a function to automatically downshift all the way to first gear when the loader is digging. We also gave operators the ability to set the boom kick-out heights from inside the cab, so they can adjust them as the job requires.

"Because more customers are using a quick coupler, the new WA380-7 now gives the operator the ability to program in and save the return-to-dig settings for different attachments in the monitor panel," he continued. "That means when changing attachments, the operator just changes the setting and the return-to-dig will be set for the new attachment. The operator doesn't need to leave the cab at all."

#### Better serviceability

Komatsu's Equipment Management Monitoring System (EMMS) has enhanced diagnostic features that give the operator and technicians greater monitoring and troubleshooting capabilities. EMMS continuously monitors all critical systems and preventive maintenance and provides troubleshooting assistance to minimize diagnosis and repair time.

Komatsu designed the WA380-7 with easy access points to reduce downtime, so users save time in maintenance. The new loader has increased cooling capacity, wider cooling-fin spacing and a standard, auto-reversing fan to help keep the radiator clean.

"We improved the air flow and put in screens as standard, then made the cores wider," said Gidaspow. "That's great for high-debris applications. The stacked coolers open up and slide out for easier cleaning."

Gidaspow noted that this is the first of several new interim Tier 4 loaders to be introduced. "We're very excited about the new technology that's going into them, not only to meet the Tier 4 engine requirements, but also to improve productivity." ■

# PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## NEW INTERIM TIER 4 EXCAVATOR

### Komatsu's PC490LC-10 has more horsepower, better performance, lower emissions

When interim Tier 4 emissions standards were passed, the challenge for manufacturers was to build machines that lowered emissions but maintained productivity. Komatsu met and exceeded the challenge in its new PC490LC-10 excavator.

It all starts with the interim Tier 4 engine that not only reduces soot and NOx emissions with its Komatsu Diesel Particulate Filter (KDPF), but was designed for increased horsepower compared to its predecessor model (The PC490LC-10 takes the place of the PC450LC-8).

A leader in hydraulic technology, Komatsu also developed a hydraulically actuated Komatsu Variable Geometry Turbocharger (KVGT) and a cooled Exhaust Gas Recirculation (EGR) valve. "The hydraulic actuation delivers more power and precision, along with improved air management, resulting in longer component life," said Komatsu Product Manager Doug Morris. "Even though the engine is more efficient and reduces emissions, the operator won't notice a difference in performance of the machine compared to its predecessor."

What they will notice is the added horsepower and operating weight in the PC490LC-10. "In addition, the PC490LC-10 has 10-percent more lift capacity and greater lateral stability," noted Morris. "To account for that, it has a larger, strengthened undercarriage, including bigger links, rollers, shoes, idlers and center frame, all of which add weight to the machine. A reinforced, revolving frame and larger-capacity swing bearing provide further strength."

#### Exclusively Komatsu

All major components of the excavators are exclusively Komatsu, including the engine, hydraulic pumps, motors and valves, which work in an integrated design with the closed-center, load-sensing hydraulic system. That integration makes the machines more efficient.

The improved hydraulic system in the new PC490LC-10 includes larger-capacity pumps, in addition to variable speed matching, which adjusts engine speed to hydraulic pump output and allows the engine to operate at the most efficient rpm.

"Komatsu users have come to expect a high level of production, and they won't be disappointed with this new model," asserted Morris. "In fact, they'll see better production in some applications with up to 5-percent lower fuel consumption, which reduces operating costs." ■



Doug Morris,  
Product Manager

#### Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC490LC-10 Fixed Gauge	106,792 lbs.	359 hp	1.47 - 4.15 cu. yd.
PC490LC-10 Variable Gauge	109,100 lbs.	359 hp	1.47 - 4.15 cu. yd.

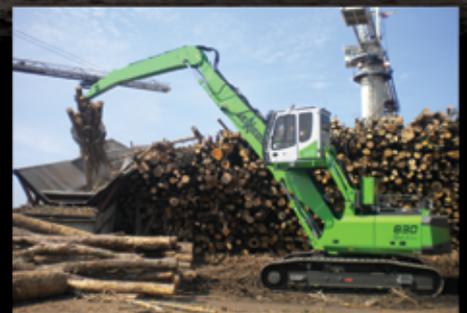
Komatsu's new interim Tier 4 PC490LC-10 has nearly 4-percent more horsepower and operating weight compared to its predecessor model. It also has increased lift capacity and greater lateral stability.



830 M-T

The SENNEBOGEN 830 M-T is an 84,900 lb. log-handler with an undercarriage specially engineered for towing heavy loads behind.

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# TRACKING TIER 4

## New KOMTRAX version helps machine owners comply with emissions standards

With interim Tier 4 regulations came new componentry that users must monitor to comply with emissions standards. Komatsu made that easy with its new KOMTRAX 4.0 machine-monitoring system, geared specifically for interim Tier 4 machines.

“In addition to the valuable information our previous KOMTRAX systems provide, 4.0 monitors specific elements of the interim Tier 4 standards, taking the guesswork out of compliance,” said Rizwan Mirza, Manager KOMTRAX. “For example, the EPA mandates that users clean the diesel particulate filter every 4,500 hours. KOMTRAX 4.0 tracks usage and lets users know how close they are to that interval.”

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO<sub>2</sub>. While the machine is in normal use, the KDPF regenerates — it’s chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO<sub>2</sub>, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

“That information is invaluable to owners because it directly correlates to how the machine is being used,” pointed out Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. “During normal operations, the heat generated by the engine does all the work. The operator won’t even know regeneration is happening. However, if the machine is idling too much, there won’t be enough heat to cause the regeneration, and the operator will have to perform manual regeneration.

“KOMTRAX records that for the owner so he can point out to operators that they

need to shut the machine down when not operating,” he added. “Other new features track maintenance for technologies such as the closed-crank ventilation filter and the Komatsu Variable Geometry Turbocharger, as well as the exhaust gas recirculation cooler.”

### Still standard and free

Mirza points out that KOMTRAX 4.0 comes standard on new interim Tier 4 machines and is free. “We remain at the forefront of machine monitoring technology, and currently have KOMTRAX on about a quarter million units worldwide, vastly more than any other manufacturer,” he said. “We offer one of the most valuable and proactive systems that’s proven to reduce maintenance costs and downtime.” ■

Komatsu’s new interim Tier 4 machines feature KOMTRAX 4.0, which monitors maintenance of new components.



Rizwan Mirza,  
Manager,  
KOMTRAX,  
ICT Construction  
Business Division



Goran Zeravica,  
Distributor  
Operations  
Development  
Manager, Machine  
Support Programs



# NEXT DAY PARTS

From Komatsu - The Parts Experts



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## SEAMLESS INTEGRATION

### Mike Ueno discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics

**QUESTION:** Interim Tier 4 standards went into effect this year for many machines. How far in advance did Komatsu start working on them?

**ANSWER:** You could say from the time the regulations were announced, which was a few years ago. But realistically, we've been working toward this for about 20 years. The first regulations, Tier 1, were announced in the early 1990s. Of course, Tier 2 and Tier 3 followed. In each instance, we've been ahead of the curve. We are always working on ways to lower emissions and improve our machines at the same time.

**QUESTION:** Does that mean you're already working on the final Tier 4 standards which go into effect in 2014?

**ANSWER:** Absolutely. In fact, we've completed the research phase and are already looking at the development phase.

**QUESTION:** What sets Komatsu apart from other manufacturers in terms of Tier 4 technology?

**ANSWER:** We believe it's integration. As I walked around CONEXPO earlier this year, I noticed that the manufacturers all use basically the same technology such as a diesel particulate filter (DPF) to reduce emissions. But, if you look at Komatsu in detail, we are very proud of the way our Tier 4 technology works seamlessly with our already efficient engines and harmonized hydraulics technology. Both are technologies Komatsu developed in-house.

We're also integrating the IT technologies with our KOMTRAX system. As an example, the DPF is required to be cleaned every 4,500 hours. KOMTRAX monitors that and alerts

*Continued . . .*



**Mike Ueno**  
Executive Vice President  
& Chief Technical Officer

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.*

Mike Ueno knows Komatsu engines. He's had a hand in designing them for nearly three decades. Ueno joined Komatsu in 1984, working on designing 15-liter engines. He later helped develop 30-liter engines.

"I remember thinking we'd never be able to achieve the Tier 1 emissions standards when they came out in the early 1990s," said Ueno. "But we made it because of Komatsu's innovation as an engineering company. Now, here we are 20 years later, and Komatsu is leading the way in interim Tier 4 and hybrid technology. It's something I'm very proud to say I've been a part of."

In 2002, he was named Vice President of Industrial Power Alliance, a joint venture of Komatsu and Cummins, and three years later became President. In 2007, he became an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved being a plant manager.

This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as Peoria, Ill., where Komatsu produces mining equipment.

Mike and his wife, Tetsuko, have been married 23 years and have three children. He enjoys playing golf.

# Komatsu engineering — a step ahead

... continued

Komatsu Executive Vice President & Chief Technical Officer Mike Ueno says Komatsu's interim Tier 4 engines feature new technologies that meet new emissions standards without sacrificing productivity or fuel efficiency.



Integration of interim Tier 4 engine technology and hydraulics sets Komatsu apart, according to Mike Ueno. Integration of those technologies with Komatsu's KOMTRAX system helps owners and operators better track interim Tier 4 component maintenance, including the diesel particulate filter interval.

In addition to interim Tier 4 engine technology, Komatsu integrated several components and systems to work together on its new second-generation HB215LC-1 hybrid excavator. "We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class," said Mike Ueno.



the owner that the interval is approaching. It's a very proactive approach to maintenance, which we believe is essential to optimal machine function.

**QUESTION: How did Komatsu integrate those technologies?**

**ANSWER:** Komatsu has always been a strong engineering company that takes a total machine approach when building a new product. Our engine designers work closely with our hydraulic engineers, for example. They knew designing an interim Tier 4 machine was about more than reducing emissions. Customers are concerned about that, but they are equally concerned about how it affects performance and fuel economy. Through careful research and testing, we were able to integrate the engines and hydraulics to maintain or improve production, while in most cases making interim Tier 4 machines that are more fuel-efficient than their predecessors.

**QUESTION: Does integration apply to the hybrid excavator as well?**

**ANSWER:** Very much so. The hybrid has additional technologies, such as the ultra capacitor, a generator motor and a swing motor. We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class, depending on application. It also has additional KOMTRAX monitoring that shows the operator how energy is transferred from the components to the capacitor and back out for power usage.

**QUESTION: What does the future hold? Will there be a Tier 5, Tier 6?**

**ANSWER:** We believe there's movement in that direction, but further regulation likely won't come until after the final Tier 4 emissions standards are implemented. It is important for us to maintain a "challenging spirit" regarding the future regulations. We are not only looking closely at the on-highway truck regulations and technologies, but also at system-harmonizing technologies, such as engine, hydraulics and IT. Those are key to enabling us to succeed, even if forthcoming new regulations are put in place. ■



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## KOMATSU CARE

### Innovative program provides complimentary maintenance for Komatsu Tier 4 machines



Jake Tiongco,  
Senior Product  
Manager, Parts  
Division

Komatsu has announced an innovative program designed to help end users lower their cost of equipment ownership and increase their profitability. It's called Komatsu CARE and is included with all Komatsu interim Tier 4 machines. Key features of Komatsu CARE are:

- Complimentary scheduled maintenance for three years or 2,000 hours (whichever comes first);
- Maintenance performed by a trained Komatsu distributor technician.
- Komatsu genuine parts and fluids are used for each scheduled maintenance interval.

The innovative, new Komatsu CARE program provides Tier 4 machine owners with three-year/2,000-hour, complimentary maintenance.



"Komatsu CARE significantly reduces the overall cost of ownership of a Komatsu machine by covering the cost of maintenance for the first three years or 2,000 hours," said Jake Tiongco, Senior Product Manager, Parts Division. "One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user. Lower owning and operating costs will lead to more competitive quotes on jobs for our customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life."

#### Different — and better

Through the years, Komatsu has been a leader in designing machines and developing innovative parts and service programs that directly benefit equipment users. Examples include being the first equipment manufacturer to install a wireless machine-monitoring system as standard equipment with free communication (KOMTRAX), and coming out with the first hybrid construction machine (currently in its second generation as the HB215LC-1). And now, Komatsu CARE. ■



# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

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# COMPETITIVE EDGE

## KATC showcases troubleshooting skills of Komatsu service technicians

A key aspect of keeping your equipment in top shape is having a distributor that stands behind it with quality parts and service capabilities. Included in that is a knowledgeable service staff that can diagnose and resolve issues quickly, keeping your downtime to a minimum.

Komatsu puts its distributors' technicians to the test with its annual Komatsu Advanced Technician Competition (KATC). For the past few years, the competition has been held at Komatsu's Training and Demonstration Center in Cartersville, Ga., but a change in format brought the challenge directly to the distributor level.

"The format may have changed, but the goal of the competition didn't," said Angie Huggett, Interactive Media Developer/KATC Coordinator. "It's designed to test Komatsu technicians' ability to take the most direct and efficient route to solving an issue. That includes many factors, such as communicating with the customer or the customer's representative to find out what a machine's 'symptoms' are, when they started and how they may be affecting performance. We want to see the issue resolved as quickly as possible, so downtime is kept to a minimum."

In addition to taking the competition to distributor locations, another change involved the equipment used in the challenge. Past events had three or four types of machines — for example, excavators, trucks, dozers — while this year's focused solely on mid-size excavators. Contestants had a total of 60 minutes to troubleshoot and solve an issue on a machine that was predetermined by Komatsu personnel.

Each distributor registered up to two technicians in each of three concentrations:

Troubleshooting, Maintenance Recommendation and Mechanical Repair. Technicians were judged on how well they performed on items such as machine familiarization, safety, walk-around inspection, customer relations, work habits and appearance, time and adhering to Komatsu principles.

### Training pays off

In the Troubleshooting and Maintenance Recommendations categories, contestants were required only to diagnose the issue, while the Mechanical Repair category had them diagnose and fix it. The Troubleshooting machines were a new PC200LC-8 with KOMTRAX, and two used excavators.

"We're very proud of the way the technicians involved in the competition conducted themselves," said Huggett. "It reaffirmed that our focus on training and customer support pays off." ■



Angie Huggett,  
Interactive Media  
Developer/KATC  
Coordinator



A KATC judge from Komatsu checks over the repairs made to a PC200LC-8 by a contestant technician. The annual contest challenges Komatsu technicians from across the nation, testing their skills in troubleshooting, maintenance and repairs.

# RISING PRICES

## AGC says increases in material, diesel costs put contractors at risk

Forecasters expect steel use in the United States to grow to 90.5 million tons this year, a 13 percent increase compared to 2010. The increased use also comes with an increase in steel prices, which climbed 2 percent in late spring, and were up nearly 7 percent compared to the same time last year.

The costs rose faster than the Producer Price Index (PPI) for finished goods, which climbed 5.8 percent, according to the Associated General Contractors of America (AGC). The PPI for the construction industry inputs hit an annual rate of 6.9 percent in March, the highest measure of inflation in the industry since

Prices for construction materials such as ductile iron pipe continue to climb, and that puts contractors at risk as they are generally not able to pass that increased cost on. Diesel prices and other bottom-line items are up significantly as well.



2005. The PPI for inputs to construction is a weighted average of the prices of all materials used in construction, plus items consumed by contractors, such as diesel fuel.

AGC says that puts contractors at more risk, because at the same time material prices are going up, contractors are generally not able to pass on the increased costs. Association officials are urging federal officials to act on a series of recovery measures AGC outlined in March.

“Construction spending has sunk to 1999 levels, forcing contractors to keep bid prices down to win projects, despite huge price increases in key inputs,” said AGC Chief Economist Ken Simonson. “That steadily widening gulf threatens to put construction firms out of business and their employees out of work.”

Metal prices are not the only bottom-line items up sharply, according to Simonson. Diesel prices were up more than 11 percent in March, and more than 42 percent above the same time last year. Brass and copper were up 17 percent year-over-year, while steel prices were up 15 percent and aluminum 12 percent. At the same time, PPI for new office, industrial and warehouse construction was up 1 percent or less over the previous year, and highway construction bid prices plunged 22 percent between 2008 and 2010, according to a new Federal Highway Administration index.

“Shrinking demand for both publicly and privately financed construction is driving up the number of contractors bidding on projects and forcing contractors to hold the line on bid prices for all types of projects,” observed Simonson. ■

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## THE PEOPLE INSIDE

# JOHN McDONNELL

## Longtime RMS Paving Specialist now also handles foreman duties at Savage shop

For more than 15 years, John McDonnell has been the go-to guy at Road Machinery & Supplies' Savage headquarters when it comes to all things paving. As the Paving and Compaction Specialist, McDonnell handles field service on pavers, rollers and other asphalt-paving machinery.

In July, McDonnell added Shop Foreman of the Savage branch to his list of responsibilities. His new duties include overseeing technicians, ensuring that customers' machines are back up and running with minimal downtime. McDonnell notes that being the Paving and Compaction Specialist prepared him well for the added Shop Foreman duties.

"I spend much of my time in the field repairing and servicing machines, as well as working with customers on best practices for using their paving equipment," said McDonnell, who was hired in 1995 by RMS, right out of Dakota County Technical College. "It's critical to get them up and running as fast as possible. They don't buy a machine to sit idle. That's something I stress with our technicians."

McDonnell also emphasizes the importance of ongoing training, something he's done consistently throughout his career. In a decade and a half, he's seen many changes in paving equipment that have made them more efficient but also more technical when it comes to service.

"Pavers have become more operator-friendly through the years, which is a very good thing for the customer," observed McDonnell. "They're more computerized, which adds another level to service, and I see that trend continuing. It means constant training

to ensure we're up-to-date on the latest advances."

To stay up-to-date, McDonnell visits the Volvo Road Machinery factory for training on its paving and compaction lines. Volvo took on that type of equipment in an acquisition of Ingersoll-Rand which had previously acquired Blaw-Knox. McDonnell has seen the transition to Volvo first-hand, and he's been impressed.

"Volvo stands behind its machinery 110 percent," he stated. "For example, when it took on the Ingersoll-Rand line, there was a product out there that was generating quite a few customer complaints. Even though Volvo didn't design or build it, they made it right. That showed a lot of integrity."

McDonnell said he brings the same high level of service to customers when he works on a machine, noting his philosophy is to get the job done to customers' satisfaction while minimizing their downtime. "Road Machinery as a company has the same ideals, and I firmly believe that's why it has a strong tradition of satisfied customers," concluded McDonnell. ■

**RMS Paving and Compaction Specialist John McDonnell recently added Shop Foreman of the Savage branch to his list of responsibilities.**



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- The Bible has been translated into Klingon.
- The U.S. has more bagpipe bands than Scotland does.
- Peanuts are one of the ingredients in dynamite.
- Fortune cookies were actually invented in America, in 1918, by Charles Jung.
- Club Direct, a travel insurance company in Britain, provides insurance plans for protection from falling coconuts.

## 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.RMSRoadSigns.com](http://www.RMSRoadSigns.com)

1. TUPOTU \_\_\_\_\_
2. BAWRADR \_\_\_\_\_
3. ATRODARI \_\_\_\_\_
4. FCNITEFEI \_\_\_\_\_
5. RETIMIN \_\_\_\_\_
6. NITOVLANIT \_\_\_\_\_

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2003 Lull 944E-42 S/N 19939 ..... \$39,000



2003 LeeBoy 685B S/N 685526 ..... \$52,500

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2003	DEERE 450 LC	6,850	FF0450X090626	\$112,500
2004	DEERE 450C LC	6,100	CX091407	\$95,000
1997	DEERE 992E LC	15,000	007036	\$30,000
2006	HYUNDAI ROBEX 160 LC-7	2,380	N50110465	\$61,000
2006	HYUNDAI ROBEX 210 LC-7	802	N60614055	\$152,550
2006	HYUNDAI ROBEX 210 LC-7	1,955	N60614388	\$136,500
2000	HYUNDAI ROBEX 290 LC-3LR	4,889	903GA11143	\$35,000
2002	HYUNDAI ROBEX 290 LC-7	5,406	N80110246	\$52,500
2006	HYUNDAI ROBEX 320 LC-7	2,758	N90110519	\$118,500
2005	HYUNDAI ROBEX 360 LC-7	2,042	NA0110652	\$135,600
2004	HYUNDAI ROBEX 360 LC-7	5,037	NOA110157	\$89,500
2006	HYUNDAI ROBEX 450 LC-7	2,259	NB0310040	\$189,500
2006	HYUNDAI ROBEX 450 LC-7	3,011	NB0310039	\$189,500
2005	HYUNDAI ROBEX 450 LC-7	3,489	NB0110364	\$160,000
2006	HYUNDAI ROBEX 450 LC-7A	3,930	NB0310041	\$159,100
2006	KOMATSU PC138USLC-2	3,781	1868	\$87,500
2005	KOMATSU PC160LC-7E0	4,025	11008	\$92,200
2005	KOMATSU PC160LC-7KA	3,400	K40465	\$93,900
2005	KOMATSU PC228USLC-3	7,472	31344	\$79,500
2004	KOMATSU PC300LC-7	4,812	A85622	\$164,450
2007	KOMATSU PC300LC-7E0	3,455	A89064	\$193,250
2002	KOMATSU PC400LC-6	5,141	A85187	\$193,500
1997	KOMATSU PC400LC-6	9,308	A80257	\$87,500
2002	KOMATSU PC400LC-6LM	8,350	A85161	\$109,500
2007	KOMATSU PC400LC-7E0	4,300	60028	\$180,000
2004	KOMATSU PC400LC-7L	8,100	A86192	\$135,000
2008	KOMATSU PC400LC-8	2,026	A88273-	\$293,400
1999	KOMATSU PC750LC-6	10,370	10243	\$152,500
1998	LINK-BELT 5800Q	8,800	LE3176619	\$30,000
1978	LINK-BELT LS-5400	123,412	39G81170C	\$9,500
2008	CAT 305C CR mini (up to 12,000 lbs)	295	HJWJ03689	\$48,000

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2002	LEEBOY 635B	914		\$35,000
2003	LEEBOY 685B	1,025	685526	\$52,500

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2005	HYUNDAI HL740-7	3,650	LF0110478	\$65,000
2000	HYUNDAI HL750	1,889	E304FK11154	\$35,000
2005	HYUNDAI HL757-7	2,340	LD0110498	\$110,950
1998	HYUNDAI HL760	12,220	1404EC11053	\$29,000
2006	KOMATSU WA200PT-5L	2,713	68023	\$88,000
1991	KOMATSU WA380-1	15,359	W017-20951	\$38,750
1994	KOMATSU WA450-2	21,000	A25395-	\$39,500

## CRAWLER DOZERS



1988	CASE 850D LT	7,924	JAK0001778	\$18,750
1999	CAT D3C		5G500357	\$19,500
2005	DRESSTA TD15M	1,110	4950008P0033023	\$99,500
2005	KOMATSU D37E-21A	1,863	50561	\$45,000
2008	KOMATSU D51PX-22	1,192	B10963	\$122,000
2008	KOMATSU D51PX-22	2,900	B10712	\$118,000
2001	KOMATSU D61PX-12	5,575	B1617	\$97,500
2005	KOMATSU D65EX-15	11,871	67717	\$109,500
2006	KOMATSU D65PX-15	5,119	67738	\$153,000
2005	KOMATSU D65PX-15	3,297	67671	\$127,500

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2008 Komatsu PC400LC-8 S/N  
A88273- ..... \$293,400



2005 Komatsu D37E21-A S/N50561 ..  
..... \$45,000

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
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### CRANES



1974	GROVE TM180 all-terrain	4,850	30433	\$14,900
1999	BRODERSON IC80-3F carry deck	1,648	366876	\$42,500
1987	AMERICAN 5220 crawler/dragline		8702 AT3400	\$66,000
1977	MANITOWOC 4600 crawler/dragline		46379	\$395,000
1998	GROVE RT58D rough-terrain	8,720	86722	\$69,500
1973	P & H RT200 rough-terrain		36514	\$20,000
1988	TADANO TR400E rough-terrain	No hr. meter	540058	\$110,000
2005	POTAIN IGO 13 tower	13	98756	\$75,000
2005	POTAIN IGO 50 tower		400765	\$175,000

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2006	LULL 1044C-54	3,690	160023639	\$69,500
2005	LULL 1044C-54	4,361	PE4045T460291	\$52,500
2005	LULL 1044C-54	2,217	160012526	\$69,500
2005	LULL 1044C-54	4,665	160012154	P.O.R.
2006	LULL 644E-42	605	160017240	\$48,500
2006	LULL 644E-42	870	160020849	\$48,500
2006	LULL 944E-42	2,320	160023191	\$49,500
2005	LULL 944E-42	1,437	160013131	\$47,500
2004	LULL 944E-42	2,390	160003280	\$39,500
2004	LULL 944E-42	3,215	160003411	\$39,500
2003	LULL 944E-42		19939	\$39,000
2003	LULL 944E-42	2,769	19862	\$39,000
	PETTIBONE 636	8,977	415	\$12,500
	PETTIBONE D66A	6,723	7-736	\$12,500
2008	SKY TRAK 10042	1,102	0160037159	\$68,500
2005	SKY TRAK 8042	1,810	0160009047	\$37,500
	TEREX SS842	5,720	992312	\$15,900
2004	TEREX TH1056C	4,140	56288	\$29,500
2005	TEREX TH844	1,507	6314	\$33,500

### ROLLERS



2006	DYNAPAC CA121PDB padfoot roller		60311412	\$47,500
1997	IR SD115F padfoot roller	10,166	148400	\$29,500
1997	IR SD40F padfoot roller	2,285	148248	\$29,000
2000	CAT CB-224D smooth-drum roller	3,801	4ZW00648	\$12,000
2003	IR DD70HF smooth-drum roller	1,677	173998	\$48,500
2005	IR SD100D TF smooth-drum roller	1,347	52485	\$57,500
2002	IR SD100D TF smooth-drum roller	3,472	170186	\$45,000
2004	IR SD116 smooth-drum roller	2,048	175851	\$73,500
2006	IR SD25D smooth-drum roller	398	183141	\$37,300
1999	IR SD40D smooth-drum roller	1,498	161903	\$17,500
2007	IR SD45DF smooth-drum roller	180	193583	\$39,500
2004	IR SD45DF smooth-drum roller	1,037	180571	\$29,000
1999	IR SD70D smooth-drum roller	2,553	158562	\$25,000
1996	LEEBOY 300 smooth-drum roller		337	\$5,750
2000	STONE SD54 smooth-drum roller	2,851	332001196	P.O.R.
2007	VOLVO DD138HFA smooth-drum roller		193047	\$80,000
2006	WACKER RD11 smooth-drum roller	246	5647283	\$7,950
1999	WACKER RD25 smooth-drum roller	626	5053404	\$9,750

### PAVERS/COMPACTORS



2002	LEEBOY 8500 ELITE II LD paver	962	3040LD	\$42,500
	SOMERO COPPERHEAD XD2.0 paver		201330504	\$29,500
2005	BLAW-KNOX PF4410 paver	3,666	182876	\$105,000
1973	BROS LSPRM8A paver	898	4156	\$39,000
2005	LEEBOY 8816 paver	1,380	42660	\$94,500

### FORESTRY EQUIPMENT

2005	TIMBCO 415EX	7,820	TC-2705-111005	P.O.R.
2006	VALMET 840.2	8,739	211483	P.O.R.

### MISCELLANEOUS

1981	ONAN 600-KW generator set	1,045	4171	\$42,500
1985	LIEBHERR R972HD scrap/demolition	8,861	219-0814	\$47,500
2005	HYUNDAI HSL1200T skid steer	128	LR000621	\$25,000
2003	JLG 860SJ boom lift	4,088	0300072840	\$59,500

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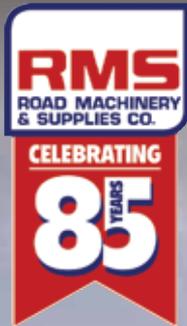
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