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A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

2014 No. 2, July

RYAN CONTRACTING

Solid work force helps Elko, Minn., firm complete projects successfully

See article inside . . .



Tom Ryan,
Owner

Mike Holasek,
Vice President

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Mike Sill II



Dear Valued Customer:

When the recession hit a few years ago, construction was one of the hardest hit industries. It's been a slow climb, but recently the industry has seen significant improvement, especially in housing. Construction employment continues to rise, and nonresidential markets are showing gains as well. We're optimistic that these trends will continue, and hopeful that Congress will pass legislation that continues to fund transportation infrastructure by the time the current highway bill expires in September.

Last year, Komatsu introduced the first intelligent dozer, which drew rave reviews. Because these models were so well received, Komatsu has significantly expanded its *intelligent Machine Control* family. In this issue of your *RMS Road Signs*, you can read about three new models that are available and provide good options for a variety of applications.

You can also read about the new PC88MR-10, the first Komatsu product to meet Tier 4 Final regulations. The PC88 remains a popular choice among those who use compact, tight-tail-swing excavators because it provides exceptional production and lift capacity in close quarters where larger machines are not an option.

In this issue's Industry Standards article, we will show you how Komatsu has met the stringent Tier 4 Final regulations on machines with 75-horsepower engines or more. As with Tier 4 Interim equipment, new Tier 4 Final products will also be covered by Komatsu CARE. Under the program, our technicians perform complimentary scheduled services for the first three years or 2,000 hours.

Of course, we can take care of all your service needs, including older-model Komatsu machines and equipment we carry from other manufacturers, as well as the competitive brands we don't. Remember, staying on top of maintenance keeps your equipment productive and provides maximum uptime during the busy construction season.

As always, if there's anything we can do for you, please call or stop by one of our locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.

Mike Sill II
President and CEO

Construction industry continues to improve



ROAD SIGNS

**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

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A SALUTE TO AN RMS CUSTOMER



RYAN CONTRACTING

Solid work force helps Elko, Minn., firm complete projects successfully



Tom Ryan,
Owner



Mike Holasek,
Vice President

Tom Ryan is a firm believer that a company is only as good as the people in it. Fortunately, he says he's had a lot of great employees at Ryan Contracting since opening the doors more than 23 years ago.

"Our employees are responsible for every bit of our success," said Owner Tom Ryan. "Through the years, Ryan Contracting has continued to have terrific personnel in both the office and in the field. It's their skill, talent and dedication that have really sustained this company. Our field employees' ability to consistently complete jobs with minimal supervisory management is certainly one of the keys to our continuation. As a result, we are able to keep our overhead to a minimum, which in turn enables us to be profitable in this very competitive market."

Currently, Ryan Contracting employs about 50 people. Many have been with the company long-term, including original employee Beth Tatge, now CFO/Corporate Secretary. Other key personnel include Vice President Mike Holasek and Superintendent Chris Schneider.

Headquartered in Elko, Minn., which is just south of the Twin Cities, Ryan Contracting performs grading, site utilities and street construction. In the past, the company's work load was heavily into private residential work, but now most of its jobs are state, county and municipal projects. "We specialize in highway and heavy construction projects with an emphasis on sanitary sewer, storm sewer and water main work," said Ryan.

A majority of Ryan Contracting's work is in the Twin Cities-metro area, but the company

The Ryan Contracting crew attended a safety meeting and service orientation at RMS' training center for the company's new PC490LC-10.





► VIDEO

Ryan Contracting uses Komatsu excavators, including four PC490LC-10 models, for mass excavation, digging utility trenches and setting pipe. "The performances of our older Komatsu models reinforced our decision to purchase the new PC490s," said Owner Tom Ryan. "We did test other brands for comparison, but again, Komatsu outshined the competition. The PC490 is well-balanced, has great power and cycles very fast."

works throughout much of the upper Midwest including Wisconsin, Iowa and the Dakotas, with substantial work in Fargo and West Fargo.

"We typically do about 15 to 20 projects per year, and my preference is to take jobs that we can complete in one work season because we have found those projects to be more profitable for us," said Ryan. "Our crews enjoy challenging jobs that push us. We are innovative in our approach and find the best and most cost-effective way to accomplish our projects."

Reliable, productive Komatsu excavators

For mass excavation and digging utility trenches, Ryan Contracting relies on Komatsu excavators, including four PC490LC-10 models. It also has a PC150, three PC400s, a PC750 and a PC800 for excavators, as well as one WA450-5 wheel loader.

"I worked for two other companies before starting my own business. Both had several pieces of Komatsu equipment, so I was very familiar with the brand," said Ryan. "I have owned other brands, but Komatsu excavators

are far-and-away my choice on all counts, including reliability, power, fuel economy and cost to own. Those issues factored into my decision to purchase Komatsu equipment for Ryan Contracting. Dollar-for-dollar, they're one of the best investments that I've ever made in construction equipment.

"We also own several older models, including some that are more than 12 years old and continue to be productive," he added. "For instance, we use our 12-year-old PC750 during mass excavation to top load 40-ton haul trucks. It's an amazing combination. The performances of our older Komatsu models reinforced our decision to purchase the new PC490s. We did test other brands for comparison, but again, Komatsu outshined the competition. The PC490 is well-balanced, has great power and cycles very fast."

Great service from RMS

Another reason Ryan decided to buy the PC490s was his track record with Road Machinery & Supplies, which handles scheduled services complimentary for the first three years or 2,000 hours under the Komatsu CARE program.

Continued . . .



Go online or scan this QR code using an app on your smart phone to watch video.

The present, future are bright for Ryan Contracting

... continued



Beth Tatge,
CFO/Corporate
Secretary

"That's a great value, and it helps reduce our maintenance costs," said Ryan. "Road Machinery contacts us to tell us when they're coming out for service. This program fits right in with the good service we've always received from Dave Johnson, Mike Sill and everyone else at RMS. They take great care of us, including providing training for our personnel."

Road Machinery & Supplies tracks the PC490s with Komatsu's KOMTRAX remote machine-monitoring system. Ryan Contracting also monitors its machines with KOMTRAX.

"It's a good tool for keeping up-to-date on hours, fuel usage, location and other valuable information," said Ryan. "It's also helpful in diagnosing and fixing something when an error code pops up, which happened on our PC800. Using KOMTRAX, RMS was able to see that code was related to a plugged fuel filter pre-screen. We changed the most visible fuel filter, but that didn't cure the problem.

They guided us through repairing the problem over the phone, which turned out to be a fuel filter pre-screen that we didn't know existed."

The right mix

Ryan believes he has a good mix of experienced and younger staff, making the present and the future bright for Ryan Contracting.

"We've had some turnover during the past few years, most of it coming from our older employees retiring," he said. "That paved the way for some of the younger guys to advance to the next level and take on new roles. That's an ideal situation; it's always been our plan to keep grooming younger employees so that they are ready to advance when the time comes."

As for Ryan himself, he says he has no plans to retire anytime soon. "I'm 58, which is the new 38, and I love coming to work every day. This is an amazing industry. It gives me a feeling of accomplishment, and I plan to keep doing it for many years to come." ■

(L-R) RMS Chief Operating Officer Dave Johnson met with Ryan Contracting's leadership team, including Superintendent Chris Schneider, Owner Tom Ryan, CFO/Corporate Secretary Beth Tatge and Vice President Mike Holasek.





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HANDS-ON EXPERIENCE

TRAINING NEW TECHNICIANS

Innovative program provides students direct experience working on Komatsu equipment

Komatsu, Road Machinery & Supplies, General Equipment & Supplies and North Dakota State College of Science (NDSCS) have teamed up to provide Komatsu-specific training and increase the number of service technicians at the dealerships. The college and the Komatsu distributors announced the new program – Diesel Technology-Komatsu – in May, and the first wave of students will begin classes at NDSCS's Wahpeton, N.D., campus during the fall semester.

The two-year Diesel Technology-Komatsu program combines classroom and hands-on laboratory instruction, as well as internships at the dealerships. Through the program, students receive state-of-the-art technical training on Komatsu equipment, including classes on engines and fuel systems, powertrains and undercarriage, electrical/electronics and hydraulics. NDSCS is an AED (Associated Equipment Distributors) accredited college.

"We have a critical need for skilled technicians in our industry," said Mike Mencel, Road Machinery & Supplies Vice President of Product Support. "We see a very positive potential impact from this program. Graduates will have a firm grasp on Komatsu equipment, so when they come to work for RMS, they're ahead of the curve compared to someone completing a basic diesel technology program."

A tremendous opportunity

Graduates earn an Associate in Applied Science degree, and through scholarship assistance, may be reimbursed up to 90 percent of the costs associated with the program, such as tuition, fees and supplies.

"Graduates are virtually guaranteed a well-paying position, and after they come to work for RMS, we have reimbursement and repayment

programs," said Mencel. "We believe the NDSCS program is a great fit for RMS, and we hope to fill the classroom, labs and our shops with students as we help grow the next generation of service technicians. RMS offers advancement opportunities too, so graduates of this program could be in the field within a relatively short time and working their way toward a foreman or service manager's position."

"When we look at our most successful technicians, often it's those who came to RMS early in their career," added COO Dave Johnson. "The Diesel Technology-Komatsu program is a tool we can use to recruit and train those prospective future technicians and bring them on board. It's a tremendous opportunity for them and for us."

Prospective students can learn more about the Diesel Technology-Komatsu program by visiting www.ndscs.edu/komatsu or calling Enrollment Services in Wahpeton at 1-800-342-4325. ■



Students gather in front of a Komatsu wheel loader after the introduction of the new Diesel Technology-Komatsu program at North Dakota State College of Science (NDSCS). The program is a collaboration between Komatsu, NDSCS, Road Machinery & Supplies and other Komatsu distributors. RMS Vice President of Product Support Mike Mencel (inset, left) and COO Dave Johnson were also on hand.



INDUSTRY EXTRAVAGANZA

CONEXPO RECAP

Nearly 130,000 see latest innovations in construction equipment, technology at industry's premier event

CONEXPO-CON/AGG attracted nearly 130,000 visitors during its five-day run at the Las Vegas Convention Center, marking the second-largest attendance in the equipment exhibition's history. The number of attendees increased significantly compared to 2011, which was the last time the triennial event was held. Only CONEXPO 2008 had a larger number of people in attendance.

A record 31,000 international attendees came for the show, which also set a new mark for

Educational seminars gave attendees valuable information about best practices and technology that could make them more efficient, productive and profitable. Industry professionals, such as Komatsu's Jason Anetsberger, Product Manager, Intelligent Machine Control, conducted the sessions.

Komatsu personnel were available to answer visitors' questions.



exhibitor space and exhibitors. Indoor and outdoor displays totaled more than 2.3 million net square feet, with 2,000 exhibitors on hand. CONEXPO-CON/AGG was co-located with the International Fluid Power Exposition (IFPE), which added more than 161,000 square feet of exhibit space and 400 exhibitors.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum that's building in the industry," said IFPE Show Director Melissa Magestro. "We are industry-run shows that put industry needs first; these show numbers are a testament to the value that attendees, exhibitors and other stakeholders derive from participating in the event."

Komatsu had one of the largest display areas, showcasing 24 construction, forestry and forklift products that fit the theme of "Innovative, Intelligent, Integrated."

Komatsu displayed its family of *intelligent Machine Control* (iMC) dozers that feature integrated machine control technology. A dedicated theater presentation showed how iMC dozers provide automatic grading from rough-cut to finish grade without using traditional add-on masts and cables. User testimonials highlighted the advantages of iMC dozers, such as automatic blade control and reduced track slip for more efficient and effective dozing.

"We introduced our first iMC dozer about a year ago, and the feedback has been extremely positive," said Rich Smith, Vice President ICT Business Division and Product Marketing. "CONEXPO is a good place to introduce the newest *intelligent Machine Control* dozers, as well as our extensive list of other new products."

Komatsu also presented its new third-generation Hybrid HB215LC-2 excavator. In 2008,



Komatsu showcased 24 machines in its 40,000-square-foot exhibit space. It also had an iMC theater (right) and an area devoted to KOMTRAX, Komatsu CARE, parts and ReMarketing.

Komatsu introduced the first hybrid excavator and has since sold more than 2,500 worldwide.

"CONEXPO provides a tremendous opportunity for owners, operators and other construction personnel to see the latest in equipment and the technology that's driving the industry forward," said Rod Schrader, Komatsu Chairman and CEO. "CONEXPO allows us to show how Komatsu is refining machines to transform the workplace of the future."

Komatsu introduced several new Tier 4 Final products, including dozers (D155AX-8 and D65EX-18), excavators (PC490LC-11, PC240LC-11, PC88MR-10 and PC55MR) and an HM300 articulated dump truck. It also displayed a Tier 4 Final engine, so attendees could see the innovative way Komatsu meets emissions standards while providing greater machine efficiency. Komatsu's Tier 4 Final engine technology builds upon the strength of its proven Tier 4 Interim foundation, integrating Selective Catalytic Reduction (SCR) that further reduces NOx emissions.

Additional excavators, wheel loaders, an HD605-7 rigid dump truck, a PC390LL-10 track log loader and an FH45-1 hydrostatic forklift rounded out the displayed equipment. Presentations throughout the show; a large video screen with Komatsu information

Continued . . .



Komatsu displayed the technology behind its Tier 4 Final engines, including the selective catalytic reduction components (inset) that reduce emissions to near zero.



Go online or scan this QR code using an app on your smart phone to watch video.

Komatsu products: “Innovative, Intelligent, Integrated”

.. continued

CONEXPO Conversations



**Jeff Jordheim,
Co-Owner, East &
West Excavating,
Fargo, N.D.** “This is
my second CONEXPO.
I come to see the new
products and learn
from what's here.”



**Alan Wright, Vice
President, Clearwater
Utilities and ClearPave
Construction, Houston,
Texas.** “We wanted
to see the latest
equipment. We get
busy with our projects
in the field, and this
was a good time to
come out and spend
a day or two to see
what's new.”



**Shane McDonald,
Owner/President,
AGR Contracting,
Monroe, Wash.** “I've
learned a lot about
Komatsu's intelligent
Machine Control on
the dozers. We own a
mixed fleet, but this
iMC really sparks my
interest.”

and testimonials; a parts, Komatsu CARE, ReMarketing and KOMTRAX information area; and a merchandise store were all part of the company's 40,000-square-foot exhibit space.

More than 1,000 new products, services

CONEXPO organizers estimated that more than 1,000 new products and services were on display during the show. Among the new features was a Platinum Lot for asphalt production/paving, aggregate processing and drilling equipment, a Demolition & Recycling Exhibits Pavilion sponsored by the Construction Materials Recycling Association and a Technology & Construction Solutions Pavilion from the Associated General Contractors of America. The Power Transmission Distributors Association also had an exhibit pavilion for sensor manufacturers and product suppliers.

CONEXPO introduced a campaign aimed at raising awareness of the construction industry's accomplishments, publicizing the positive benefits of construction projects and how they can elevate the nation's quality of life. Many projects were nominated, and 50 were recognized during an Innovation Awards

Program and a special “Young Leaders in Construction” event.

Record numbers for educational seminars

CONEXPO-CON/AGG sold a record 41,000 tickets for the educational program seminars, which consisted of 120 sessions that covered 10 targeted tracks, including aggregates, asphalt, concrete, crane and rigging, earthmoving and site development, equipment management and maintenance, business management best practices, work force development, recycling, and preservation and safety. IFPE offered half day “college-level courses,” and a new Fluid Power Seminar series.

“The enthusiasm and traffic on the show floor was just incredible,” said Megan Tanel, CONEXPO-CON/AGG Show Director. “Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales, to existing as well as new customers, that exceeded their expectations.”

CONEXPO-CON/AGG is slated to return to Las Vegas in 2017. Other upcoming shows include MINExpo, which runs September 26-28, 2016, at the Las Vegas Convention Center. ■

ReMarketing, Komatsu CARE, parts and other information was available within Komatsu's display area.





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PRODUCT NEWS

NEW COMPACT EQUIPMENT

Takeuchi introduces more powerful loaders, excavators with Tier 4 Final engines

Takeuchi unveiled six new machines at CONEXPO/CON-AGG 2014, including the TL8 compact track loader with a radial lift design that features a tipping load of 6,020 pounds. Powered by a 74.3-horsepower Tier 4 Final engine, the TL8 replaces the TL230.

Takeuchi increased the track width to 15 inches on the TL8, which is 3 inches more than its predecessor, and dropped the pounds per square inch (psi) 20 percent to 4.4 psi. At the same time, it increased the rated operating capacity 13 percent to 2,105 pounds. The TL8 has more than 9,000 pounds of traction force, 6,800 pounds of bucket breakout force and loader lift arm force of more than 6,700 pounds.

"We kept the industry-exclusive steel-to-steel contact pads in the undercarriage. We also positioned the drive motor further back than our competitors," said Takeuchi Regional Product Manager Dale Keller. "The position of the drive motor increases durability by putting less stress on the internal components of the track, while the steel-to-steel undercarriage will either kick-out or crush material that enters it, without damaging the top side of the track."

TW80 Series 2 Loader with high-flow hydraulics

Takeuchi upgraded its TW80 compact wheel loader with a Series 2 model, which has an 80-horsepower, Tier 4 Final engine that's water-cooled and includes improvements such as large, heavy-duty coolers, a self-adjusting serpentine belt and an electric fuel pump.

The TW80 Series 2 has an operating weight of 12,698 pounds, bucket breakout force of 15,287 pounds and tipping load of more than 10,000 pounds. It's equipped with high-flow

auxiliary hydraulics (up to 26 gallons per minute) for running a wide variety of attachments.

"We added size to the cylinders to give the TW80 Series 2 excellent breakout forces," said Keller. "Another new feature is road gear that allows the loader to move from site to site at up to 25 miles per hour. That's great on the jobsite, but also nice for snow removal where an operator may be moving short distances from one parking lot or driveway to another."

Continued ...

The TL8 compact track loader has a radial lift design that features a tipping load of 6,020 pounds. Takeuchi increased the track width to 15 inches on the TL8 and increased the rated operating capacity 13 percent to 2,105 pounds.



Dale Keller,
Regional Product
Manager

New models have greater flexibility, stability, efficiency

...continued

Further improvements include a spacious cab with updated gauges and switches, a large floorboard with improved pedals, a fully adjustable seat with armrests and better visibility.

New Tier 4 Final excavators include the 3,900-pound TB216 that replaces the TB016 and includes an updated profile and a retractable undercarriage. The 15-horsepower TB216 provides 4,250 pounds of bucket breakout force in an ultra-compact design.



Takeuchi's compact Series 2 TW80 wheel loader features an operating weight of 12,698 pounds, bucket breakout force of 15,287 pounds and a tipping load of more than 10,000 pounds. It's equipped with high-flow auxiliary hydraulics (up to 26 gallons per minute) for running a wide variety of attachments.



Increased operating weight

Takeuchi introduced four excavators with new Tier 4 Final engines and additional features that make them more productive and efficient than their predecessors. The smallest is the 3,900-pound TB216 that replaces the TB016 and includes an updated profile and a retractable undercarriage.

The 15-horsepower TB216 provides 4,250 pounds of bucket breakout force in an ultra-compact design, low ground pressure and retractable undercarriage, making it a powerful option for digging in tight quarters, such as next to a building, in backyards or other areas where obstructions could be an issue.

CONEXPO attendees saw the replacement for the TB235, the TB240 that increases digging force by nearly 15 percent and horsepower by about 8 percent. The 8,289-pound excavator's upgrades also include improved adjustable auxiliary flow, updated hydraulic controls and a large non-tilting cab that provides walk-around serviceability.

Larger models include an updated TB260 with an increased operating weight of 12,509 pounds and a redesign that improves visibility and service access. Takeuchi added a primary auxiliary that can be adjusted for high flow to go along with a proportional secondary.

"Having proportional auxiliary hydraulics as opposed to a momentary secondary is important for feathering," said Keller. "That same feature comes standard on the new TB290, which is probably our most popular size class."

The new 18,780-pound TB290 replaced the TB285 and has a 15-foot digging depth and nearly 25 feet of reach with a bucket breakout force of 16,568 pounds. Like the TB260, it has both Eco and Power working modes.

"Takeuchi introduced the world's first compact excavator and first compact track loader, and these new models build on that tradition with significant improvements for greater productivity, stability and efficiency," said Keller. "If customers want further information, they should contact their local Takeuchi distributor." ■



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BREAKING NEWS

K200+ CONE PLANT

Crushing efficiency is a hallmark of the KPI-JCI and Astec Mobile Screens cone plant

When it comes to crushers, only two things really matter – how quickly does it get material to size and is it cost efficient? The KPI-JCI and Astec Mobile Screens K200+ closed-circuit cone plant passes both tests with flying colors.

The K200+ is the smallest of four Kodiak Plus series cone plants from KPI-JCI and Astec Mobile Screens, which are designed to provide the most efficient crushing performance in the industry. At 200 horsepower, the K200+ is typically a secondary or tertiary crusher, although in the right setting, it can also serve as a primary crusher. When used with a 6' x 20' three-deck horizontal screen on a portable chassis, it is the ideal plant for a contractor who crushes at multiple locations, or to augment a stationary plant.

"For a crushing contractor, the biggest advantage of the K200+ is its overall efficiency," said Terry Cummings, Regional Sales Manager for KPI-JCI and Astec Mobile Screens. "It does a great job of sizing material properly on the first pass. For example, when set at 1-inch, we'll typically get about 80 percent of the material sized properly the first time through. Few competitors can consistently match that number. As a result, we get more product into the pay pile sooner and with less wear and tear on the crusher."

One of the keys to the K200+'s performance is its roller bearing design, whereas most other manufacturers use a bushing compressor.

"Our roller bearing design uses horsepower more efficiently, which significantly reduces overall operating expenses when compared to bushing-style crushers," said Cummings. "It also makes the K200+ more tolerant of climate and temperature fluctuations, which can be

very beneficial when it gets hot in the summer and cold in the winter."

Other key selling points of the K200+ are:

- Uptime. A 360-degree hydraulic-locking ring requires less maintenance than cylinders.
- Durability. Kodiak Plus crushers are the heaviest in their respective classes.
- Ease of use. A tramp iron relief system eliminates accumulator-related maintenance costs.

Cummings says ideal applications for the K200+ closed-circuit cone plant include sizing base material to 1½ inches or less and making aggregate product for an asphalt plant. ■



Terry Cummings,
Regional Sales Manager
for KPI-JCI and Astec
Mobile Screens

For more information on the K200+, or any of the Kodiak Plus series of cone plants, contact your sales representative or visit your nearest branch location.

Brief Specs on the KPI-JCI and Astec Mobile Screens K200+ Cone Plant

Model	Head Diameter	Operating Range	Horsepower	Total Weight
K200+	40 in.	800-950 rpm	200 hp	34,000 lbs.



The KPI-JCI and Astec Mobile Screens K200+ closed-circuit cone plant features a roller bearing design, which improves crushing efficiency. For example, set at 1-inch, it typically achieves about 80 percent of sizing on the first pass, which means more material in the pay pile sooner and less wear and tear on the crusher.



INNOVATIVE PRODUCTS

KOMATSU EXPANDS DOZER LINEUP

Three new *intelligent Machine Control* dozers provide automatic blade control from the first pass to the last



Peter Robson,
Director,
Intelligent
Machine Control

Komatsu introduced *intelligent Machine Control* (iMC) to the dozer market about a year ago with its innovative D61i-23 model that features fully automatic blade control from rough-cut to finish grade. It's now expanded the lineup with three new dozers – a D51i-22, a D39i-23 and a D37i-23.

All iMC dozers are available in longer track-on-ground standard EX and low-ground-pressure PX versions, which offer flotation and weight distribution options that best match user applications.

"These new dozers feature the same *intelligent Machine Control* technology that made the Komatsu D61i-23 such a success," said Peter Robson, Director, Intelligent Machine Control. "With the

Komatsu's original slant-nose-design dozer is now available in an *intelligent Machine Control* D51i-22 model, along with Tier 4 Interim D39i-23 and D37i-23 machines.

same slant-nose and cab-forward design, they provide excellent visibility to the blade and all around the machine for superior operator productivity. The simple operation, efficiency improvements and greater value reflect the quality that customers expect from Komatsu."

Like the D61i-23, the new iMC models feature fully automatic blade control from initial rough-cut to finish grade. As they travel around the jobsite, the dozers measure actual elevations, which provide accurate surface data. A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on cross-slope, whether the blade is angled or not. The iMC models are significantly more efficient compared to conventional aftermarket machine-control systems, depending on factors such as operation and conditions.

"During rough cut, if the system senses the blade has excess load, it automatically raises the blade to minimize track slip and maintain forward momentum," said Robson. "The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

Operators can select different dozing modes, which tailor the system response to the machine operation, and therefore, optimize performance. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

Eliminating the three Cs

Unlike traditional GPS systems, Komatsu's iMC dozers' machine control system components are factory-integrated,





Komatsu's *intelligent Machine Control* lineup now features four models, including the new D39PXi-23. All have integrated technology that provides automated grading from rough-cut to finish grading.

eliminating the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with monitor and a controller mounted inside the cab.

"The integrated system reduces maintenance costs as well as risk," said Robson. "Masts are not out on the blade and cables aren't dangling between the blade and the cab, so the chance of damage or theft is eliminated. Personnel don't have to spend time removing and reinstalling those components every day, which increases production. Finally, no one is climbing on the machine or blade to install and remove the mast and cables. We've eliminated the three Cs: cables, climbing and connections."

"We were excited to bring Komatsu's *intelligent Machine Control* technology to the market last year, and the overwhelmingly positive response from our customers

Brief Specs on Komatsu <i>intelligent Machine Control</i> dozers			
Model	Horsepower	Operating Weight	Blade Capacity
D37EXi-23	89 hp	18,872 lbs.	2.5-2.78 cu. yd.
D37PXi-23	89 hp	19,533 lbs.	2.5-2.78 cu. yd.
D39EXi-23	105 hp	20,922 lbs.	2.5-2.78 cu. yd.
D39PXi-23	105 hp	21,848 lbs.	2.5-2.78 cu. yd.
D51EXi-22	130 hp	27,381 lbs.	3.5-3.80 cu. yd.
D51PXi-22	130 hp	29,057 lbs.	3.5-3.80 cu. yd.
D61EXi-23	168 hp	39,441 lbs.	4.5-5.1 cu. yd.
D61PXi-23	168 hp	41,381 lbs.	4.5-5.1 cu. yd.

pushed us to quickly expand this family of crawler dozers," added Robson. "All of the intelligent dozers provide excellent and efficient production in residential, commercial, road building, landscaping and other applications. Customers just have to decide which size or sizes best fit their business." ■

Continued ...

iMC dozers eliminate cables, climbing and connections

.. continued

Customers impressed with innovative D61i-23

Komatsu took dozing to a new level when it introduced its first *intelligent Machine Control* (iMC) dozer, the D61i-23, about a year ago. Unlike traditional GPS add-on systems that are typically used for finish grading, the D61i-23 provides automatic dozing from rough-cut to final pass with an integrated system that eliminates masts and cables.

During rough dozing, the automatic blade control monitors the blade load and adjusts the blade elevation to minimize track slip for highly efficient dozing. Closer to finish grade, automatic blade control adjusts accordingly to provide finish-grade performance with high-level precision. The intelligent machines are significantly more efficient compared to machines using add-on control systems.

"It definitely saves us time," said Andy Smith, Operations Manager of Sellers Contracting Services, LLC. "The operator doesn't have to worry about how deep he's cutting. He's not moving his arm up and down trying to control the blade, because the machine does it all for him. From our experience, the accuracy has been dead-on. We've had projects where

surveyors check behind us on building pads and even roadways, and it's always been extremely accurate."

Aspen Construction rented a D61i-23 during a road reconstruction project that involved rough cutting heavy peat and placing about 76,000 tons of road base once subgrade preparation was done.

"It powered through the tough materials with minimal track slip, and did a perfect job during the finish portion of placing the road base," said Aspen Construction Estimator/Project Manager Ryan Blank. "It was an amazing machine. We loved it."

Todd Sattler, Superintendent of CL Trucking, likes the accurate grading and the integrated system.

"The biggest advantages with an integrated machine over a bolt-on application are: safety, because no one is climbing on a machine; cost savings, because we won't have broken wires or damaged parts; and time savings, because the time for setup, teardown and redesign on each jobsite is gone," said Sattler. "Now we're able to move the machines around, integrate them quickly to a new jobsite and change operators frequently without any production loss." ■



Komatsu introduced its *intelligent Machine Control* (iMC) dozer line with the D61i-23 about a year ago. It provides automatic blade control from rough-cut to final pass, with an integrated GPS system that eliminates masts and cables.

Innovative. Intelligent. Integrated.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23.
Automated dozing — 1st to last pass with finish grade performance.
Intelligent blade assistance minimizes track slip and improves efficiency.

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NEW PRODUCTS

NEW “BRIDGE” EXCAVATOR

Komatsu PC88MR-10 bridges the gap between compact- and construction-size machines



Rob Orlowski,
Product Manager,
Excavators

The curtain has dropped on Tier 4 Final, and Komatsu opened its show with a new PC88MR-10 excavator that provides power and production in both open-area and confined-space applications. It has a nearly 10-percent increase in operating weight compared to the previous model.

“Our PC88 remains popular because it is a productive, dependable and efficient machine in construction, utility and landscaping applications,” said Rob Orlowski, Product Manager, Excavators. “It’s a ‘bridge machine’

between compact and construction-size excavators. It works equally well digging close to a building or in a lane of traffic as it does digging a utility line or a foundation without obstructions. In a variety of applications, it maintains excellent lift capacity and stability.”

The PC88MR-10 provides a maximum digging depth of 15 feet, 2 inches and a maximum reach of 23 feet, 5 inches. A swing boom allows for work in confined spaces, letting the operator focus on tasks in the front with less worry about counterweight impacts.

Improved versatility and productivity

A new Operator Identification System records and reports key operating information, so owners and equipment managers can more easily track individual operator performance. Operators simply enter a personal ID into the 7-inch, high-resolution monitor that features enhanced capabilities such as an adjustable Auto Idle Shutdown function that helps reduce idle time and operating costs.

Operators have six working modes to match hydraulic power to the job for even greater efficiency. Standard auxiliary flow can be changed to bidirectional for attachment flexibility, and a new enhanced attachment control lets users store up to 10 attachments in the monitor.

“We took what was already a great machine and made it even better with enhancements that can reduce owning and operating costs through increased efficiencies,” said Orlowski. “We believe individuals who need a compact excavator that provides powerful performance in a variety of tasks will find the PC88MR-10 a great fit for their businesses.” ■

Quick Specs on the Komatsu PC88MR-10

Model	Horsepower	Operating Weight	Digging depth
PC88MR-10	65.5 hp	18,739-19,290 lbs.	15 ft., 2 in.

Komatsu’s new Tier 4 Final PC88MR-10 provides powerful performance in both confined-space and open applications. The tight-tail-swing design works well on construction, landscaping, utility and other excavating jobs.



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MEASURING SUCCESS

VP: Building machines that help customers achieve their goals is what it's all about

QUESTION: Tier 4 Final implementation begins this year. How will you measure these machines' success?

ANSWER: The same way we have with all new tier-level products. First and foremost, that means the machines meet the environmental standards without sacrificing what customers have come to expect from Komatsu equipment: efficiency, production and reliability. Komatsu strives to design and manufacture machines that maintain or improve productivity with increased fuel efficiency at each new level. Our testing indicates the Tier 4 Final machines will continue that trend.

QUESTION: You went beyond the machine. Why?

ANSWER: New regulations bring trepidation to the customer because of the unknown that comes with them. The machines needed additional components and systems to reduce emissions, especially with Tier 4 Interim, which caused concern. To ease those concerns, we introduced Komatsu CARE, a program that provides complimentary scheduled maintenance for the first three years or 2,000 hours, along with two Komatsu diesel particulate filter changes in the first five years. We wanted customers to have every confidence that we stand behind the machines and our technology, plus make their lives easier. The response remains great, and we recently completed the 10,000th service interval under Komatsu CARE, which will continue with Tier 4 Final.

QUESTION: How did you know that customer concern was there?

ANSWER: Because one of our greatest strengths is listening to customers in the field.

Continued . . .



Rich Smith,
VP ICT Business Division
and Product Marketing

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

In May of 2013, Rich Smith became the Vice President ICT Business Division and Product Marketing for Komatsu's Construction Division. His responsibilities include planning and marketing new products and technologies such as *intelligent Machine Control* (iMC) products and KOMTRAX. He held a similar position in the Mining Division prior to his current role.

Smith is a Peoria, Ill., native and began his Komatsu career on the company's Peoria Manufacturing Operation's (PMO) shipping docks 24 years ago. Komatsu manufactures and ships mining products worldwide from PMO, and Smith gained a wide range of experience working both at and for the plant. He eventually moved into the field as a Technical Support Manager, Regional Service Manager and Field Service Manager, before moving into Product Marketing.

"I grew up in Komatsu; I ran forklifts and cranes, assembled machines and was a CNC machinist," Smith recalled. "From the factory floor, I moved into warranty and contract administration. While most of my career has been on the mining side, I worked with construction as well. Komatsu has allowed me to gain a very well-rounded background. I have been fortunate to have worked with knowledgeable people in a great company. Despite the differences between the two divisions, the desire for customer success remains the top priority of everyone at Komatsu."

Rich returned to school as an adult, while continuing to work full time, to complete a double major. "I believe it was important for me to finish what I started, as well as set an example that education remains valuable at any age," said Smith. "The opportunity to learn and work to personally improve at Komatsu is greatly appreciated."

Customers continue to drive new innovation, features

...continued



Komatsu Vice President ICT Business Division and Product Marketing Rich Smith says customers helped develop ideas such as its *intelligent Machine Control* dozers, which provide automated grading from rough-cut to finish grade.

The next evolution of hybrid technology is on the horizon, including the third-generation Hybrid HB215LC-2 excavator, according to Rich Smith.



How can we manufacture equipment that meets their needs if we don't communicate with them? That interaction is invaluable and has driven such initiatives as our KOMTRAX Mobile App, which brings critical machine data to a smart phone or other device. Customers are more mobile than ever, and they want that information at their fingertips. Much of the information that's part of the KOMTRAX Mobile App today came from customers' suggestions. The system has evolved from the basics, such as error codes and hours, to a comprehensive tool with idle times and operational characteristics.

Customers also helped to develop ideas such as our "i" or intelligent machines. While traditional aftermarket GPS grading systems are good, we saw room for improvement, including taking away the masts and cables that can get damaged and have to be taken down and put back up every day. The GPS systems are also designed only for automated finish grading, and customers wanted that benefit from start to finish without the costs associated with maintaining masts and cables. We delivered an integrated system that makes every pass count and works for even the most inexperienced operator. Then, we took it a step further and made sure the dozers have an optimal blade load with minimal track slip, so the added efficiency was built-in. The results and response have been phenomenal.

Again, Komatsu in cooperation with our Distributors, took it beyond the machine by adding Technology Solutions Experts. These highly trained individuals ensure customers get the most out of the intelligent machines, from initial set up to choosing the proper modes for maximum efficiency.

QUESTION: What's on the horizon?

ANSWER: Looking ahead, we see the next evolution in hybrid technology. We were the first to manufacture a hybrid excavator, and soon we'll introduce our third-generation machine. Our customers will continue to guide us – ultimately, we're in the customer success business. In order for them to be successful, we have to make machines that meet their standards. That's what it all comes down to. ■

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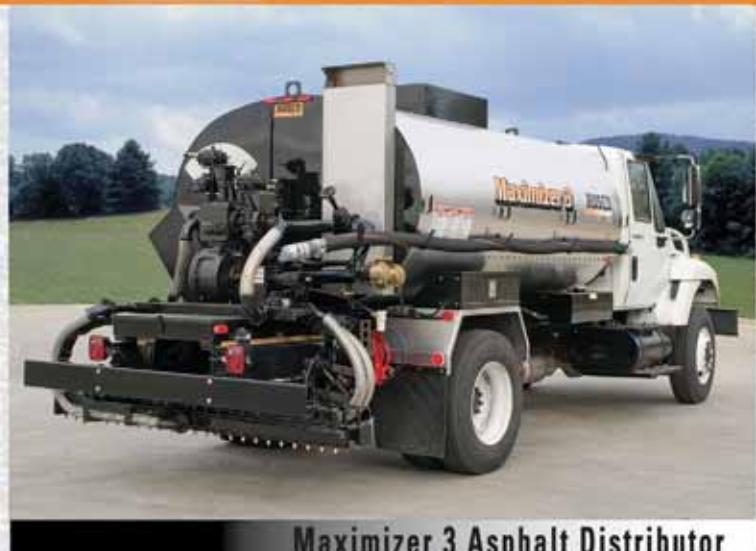
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INDUSTRY STANDARDS

TIER 4 FINAL IS HERE

New machines improve efficiency while maintaining Komatsu's strong work ethic

A little more than 20 years ago, the government introduced standards designed to reduce emissions through "tier" levels. Each tier brought a new step toward the ultimate goal of reducing particulate matter (soot) and oxides of nitrogen (NOx) to near zero. Tier 4 Final begins this year, and manufacturers are now producing the first wave of machines to meet this new standard.

"Komatsu met each tier-level challenge head-on; in fact, it met or exceeded the standards," said Bruce Boebel, Senior Product Manager, Tracked Products. "In most cases, Komatsu also improved power, production and fuel efficiency at every level."

The biggest challenge came with the jump from Tier 3 to Tier 4 Interim, which required a 45-percent reduction in NOx and a 90-percent reduction in soot. It also required the use of ultra-low-sulfur diesel, emissions filters and Tier 4 specific engine oil. Tier 4 Final requires an additional 80-percent drop in NOx.

"Fluid neutral or better"

Komatsu is using a selective catalytic reduction (SCR) system and AdBlue®/DEF (diesel exhaust fluid), which is a mixture of urea and deionized water, to meet the Tier 4 Final regulations to reduce NOx on machines with 75-horsepower engines and above. The SCR system works by injecting AdBlue®/DEF into the exhaust stream as required. AdBlue®/DEF works with the heat of the exhaust and a catalyst to convert NOx into harmless nitrogen and water vapor that expels out of the exhaust pipe. The SCR system is located next to the Komatsu Diesel Particulate Filter, which Komatsu introduced in its construction machines during Tier 4 Interim.

Additional components include NOx and ammonia sensors, a mixing tube and a dosing nozzle.

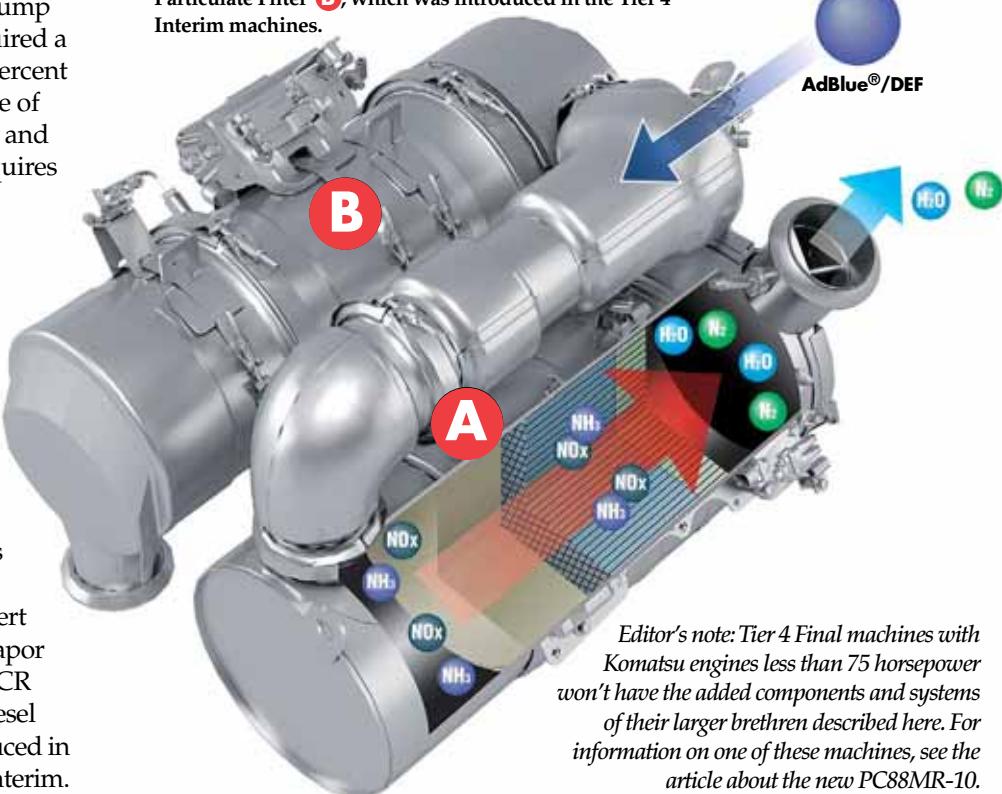
"SCR technology provides better fuel economy than previous models because it treats the exhaust gases outside the engine, uses less exhaust gas recirculation and employs advanced injection timing," said Boebel. "Reducing fuel

Continued ...



Bruce Boebel,
Senior Product Manager,
Tracked Products

The selective catalytic reduction (SCR) system **A** uses AdBlue®/DEF (diesel exhaust fluid) to turn emissions such as NOx into harmless water vapor and nitrogen. The SCR system is located next to the Komatsu Diesel Particulate Filter **B**, which was introduced in the Tier 4 Interim machines.



Editor's note: Tier 4 Final machines with Komatsu engines less than 75 horsepower won't have the added components and systems of their larger brethren described here. For information on one of these machines, see the article about the new PC88MR-10.

"The harder you work them, the better they perform"

.. continued

consumption becomes more significant when you consider that nearly every Tier 4 Final machine across almost all manufacturers requires the use of AdBlue®/DEF. In most cases, with Komatsu equipment, customers are going to use about 2 percent of AdBlue®/DEF compared to diesel fuel.

"When you factor in the fuel efficiency of Tier 4 Final machines, the 100 gallons of fuel burned would be at most 98 gallons," Boebel added. "So, even with two gallons of AdBlue®/DEF, we're 'fluid neutral or better,' which was our goal. In some models, fuel efficiency will be considerably better than neutral. And, since AdBlue®/DEF costs less than diesel fuel, overall fluid cost is reduced in all models."

AdBlue®/DEF tank added

Komatsu added an AdBlue®/DEF tank, along with a supply module that pumps AdBlue®/DEF into the SCR system. The tank is vented with a replaceable filter to reduce contamination. It also has sensors to show levels, temperature and fluid quality, as well as an intake suction screen. Komatsu sized the tanks to go a minimum of two fillings of the fuel tank.

"Customers should always use certified AdBlue®/DEF, which meets the ISO 22241 standard and is readily available throughout North America," said Boebel. "When filled, tanks leave about 10 to 15 percent air space for expansion, in case its fluid freezes. Komatsu

built the AdBlue®/DEF system so that the lines purge the

fluid back into the tank when a machine is shut down, to help prevent the lines from freezing. Our tank is coolant-line heated, so a completely frozen tank will flow in about 40 minutes, which is about half the time the EPA mandates.

"At the other extreme, high temperatures shorten the life of AdBlue®/DEF," he added, "So, we created an automatic bypass valve that turns off the heated coolant line."

Hard workers

A monitor on a Tier 4 Final machine shows the AdBlue®/DEF level and alerts users to inferior-quality fluid. Another new feature on Tier 4 Final equipment allows operators to input an identification number, so equipment managers can track specific users via KOMTRAX®.

"These new components are add-ons to the already-comprehensive list of items customers can track through KOMTRAX® on their computer or mobile devices," said Boebel. "As with our Tier 4 Interim equipment, Komatsu and our distributors monitor these new machines through KOMTRAX®, so certified technicians can perform complimentary scheduled service under the Komatsu CARE program. Tier 4 Final machines have a few added maintenance items, and the program has expanded coverage."

"With each tier level, Komatsu made improvements, and these machines are no exception," Boebel added. "The Interim level gave us a very solid foundation from which to work and build. We took those reliable, productive and efficient improvements and enhanced them. For instance, we reduced

the exhaust gas recirculation rate and advanced engine timing to provide more complete fuel burn and lower PM. In one example, we slightly tweaked the Komatsu Variable Geometry Turbocharger, providing even faster ramp-up speed and response."

"Like all our previous models, the new Tier 4 Final machines are made to work hard," he added. "In fact, the harder you work them, the better they perform." ■

Komatsu introduced several new Tier 4 Final machines at CONEXPO, including the HM300 articulated dump truck.



INDUSTRY NEWS

TIME GROWING SHORT

Current surface transportation bill expires, Highway Trust Fund to run dry this fall

Within months, the current surface transportation bill (MAP-21) will expire. Passed during the summer of 2012, the 27-month legislation funded highway, bridge and other transportation needs through September 30 of this year. Around the same time, the Highway Trust Fund will be depleted.

"The Highway Trust Fund, which is perennially teetering on the edges, is still teetering on the edges," Transportation Secretary Anthony Foxx recently told the U.S. Conference of Mayors at its annual meeting. "We're currently on track today to go upside down before the fiscal year that we're in concludes. It's a serious problem, not only because of the math, but also what it does at the state and local levels."

Money for the Highway Trust Fund comes from the 18.4-cent federal gas tax, which has not risen since 1993. Cost of materials and other project expenses rose during that time, leading to funding shortfalls and borrowing from the general fund to make up the difference. MAP-21 provided about \$54 billion in annual spending for road projects, while the gas tax took in about \$35 billion. Transportation organizations continue to push lawmakers for new sources of funding, adding that \$54 billion is only enough to cover maintenance.

An October 2013 report from the transportation research group TRIP said 27 percent of the nation's major urban roads are substandard. An equal percentage of roads are mediocre, 15 percent are fair and 31 percent are good. The American Society of Civil Engineers (ASCE) graded America's roads a D as part of its 2013 Infrastructure Report Card. State, local and federal investment totals about \$91 billion annually. The Federal Highway Administration says it would take nearly double that, \$170 billion,

to make significant improvements. A similar scenario is needed for bridges (\$20.5 billion needed vs. \$12.8 billion currently). ASCE gave those a C+, noting that one in nine is structurally deficient.

U.S. Representative Earl Blumenauer, D-Ore., recently announced two bills aimed at trying to fill the gaps. One would raise the gas tax by 1.5 cents over a three-year period and index the future tax to inflation. He projects this would increase revenue by about \$170 billion after 10 years. A second bill proposes studying an alternative to the tax with pilot projects aimed at charging fees for vehicle-miles traveled. Other individuals and committees in both the House and Senate are studying funding means.

"We see signs of progress," Foxx told the Council, adding, "Part of what I hope we can do at the DOT is to help our country, help everyone, all of our stakeholders, think past our noses as we think about how this transportation system has to be built." ■

The current highway bill expires at the end of September, and the Highway Trust Fund is expected to go into the red around that time.

Transportation Secretary Anthony Foxx said he sees signs of progress toward legislation that would help.



KEEP ALL OPTIONS OPEN

Report highlights HTF shortfall, need to find alternative revenue streams



Christian Klein,
AED Vice President
of Governmental
Affairs

In February, the Congressional Budget Office (CBO) updated its biannual projections of the Highway Trust Fund (HTF) cash flow, estimating that the HTF will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014.

The CBO also said that HTF revenues (gas tax, diesel tax, etc.) will fall more than \$100 billion short of the amount needed just to keep annual highway investment at current levels (roughly \$40 billion) over the next six years.

The CBO analysis confirms the findings of last year's Associated Equipment Distributors (AED) study on the HTF. The 2013 study, which was commissioned by the association and conducted by researchers at William and Mary's Thomas Jefferson Program in Public Policy, found that the HTF deficit will amount to \$365.5 billion by 2035. The report also proposed bold solutions:

A Congressional Budget Office (CBO) projection estimates the Highway Trust Fund will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014. AED is encouraging lawmakers to keep options open regarding increased revenues and solid solutions to long-term HTF funding.

increasing the gas tax to 25 cents per gallon and indexing it for future inflation, which would raise \$167 billion more than current baseline spending requirements during the next two decades.

"The CBO report is no surprise," said AED Vice President of Government Affairs Christian Klein. "This is just another in a series of countless wake-up calls about the highway funding crisis. Unfortunately, lawmakers are continuing to hit the snooze button. That simply can't continue. There's too much at stake for the economy and the construction industry."

As the newest CBO numbers indicate, it is vital that our nation's leaders act now to maintain the HTF's solvency. House Transportation & Infrastructure Chairman Bill Shuster, R-Penn., stated he would not pursue a federal gas tax hike and would instead favor a vehicle-miles traveled (VMT) fee to support the federal highway program in the upcoming highway reauthorization debate.

A VMT fee has been studied at the state level, and most experts agree that the best long-term solution for the HTF is to tie revenue to road usage, not fuel consumption. But it is unclear how such a federal program would be structured given privacy concerns. Experts also point out that it would take considerable time to implement a VMT system and that money wouldn't start flowing in quickly enough to address the HTF's immediate needs.

AED commends Chairman Shuster for proposing options to ensure the HTF's long-term solvency and also believes all options must remain on the table to ensure our nation's transportation networks have the resources they need to create jobs, grow the economy and ensure America's competitiveness for generations to come. ■



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THE PEOPLE INSIDE

AARON SLOTA

Regional Rental Manager finds satisfaction in ensuring customers' needs are met

Aaron Slota likes to keep a particular quote in mind when he's working with Road Machinery & Supplies customers – "Satisfied customers keep coming back, and that builds growth."

"I believe that sums up my philosophy of customer service, and Road Machinery's view as well," said Slota, Regional Rental Manager, Southern Operations. "It's all about meeting customers' expectations, and we do that by having the best equipment and backing it up with first-class support."

Slota joined RMS last fall and serves customers in Iowa, eastern Nebraska and western Illinois. Based in Des Moines, his main focus is short- and long-term rentals of all types of equipment that RMS carries.

"As a company, we have an extensive fleet that includes earthmoving machinery, material handlers, cranes, rollers, pavers and crushing equipment," said Slota, who also handles used equipment sales. "What I find most satisfying is matching customers with the right piece or pieces of equipment that will best meet their needs so they're productive and profitable. That could be for a day, a week, a month or longer. We can suit most any situation."

A cost-effective alternative

Growing up, Slota was around equipment on his uncle's farm. While in college, he worked construction jobs during the summers. After spending time in the health screening industry out of college, he went to work for a rental company, and now he has nearly a decade of experience in the rental industry.

"I've always enjoyed construction and equipment, and I especially enjoy helping

customers and getting to know their businesses," said Slota. "I've found that in some cases renting equipment can be a more cost-effective alternative than buying. There are times when a customer will only need a unit for set period of time, and after that, the machine would likely be sitting idle. Renting ensures they have that piece of machinery during the time it's needed, without making a large capital investment. An added benefit to renting is that on shorter rentals, we cover the maintenance, which eliminates the service costs associated with owning the machine."

Slota enjoys hunting deer, goose and duck, playing golf and other sports and is an avid motorcyclist. He helped map-out the route for the upcoming RMS Adventure Tour in July. "I think it's a great route, and I'm really looking forward to it." ■



Aaron Slota is Regional Rental Manager, Southern Operations for RMS. He works with customers on short- and long-term rentals and handles used equipment sales in Iowa. "As a company, we have an extensive fleet. What I find most satisfying is matching customers with the right piece or pieces of equipment that will best meet their needs so they're productive and profitable."



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**2007 KOMATSU D85EX-15E0,
7,216 hrs., s/n 11190**



**2011 KOMATSU PC228USLC-8,
3,724 hrs., s/n 50137**

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
HYDRAULIC EXCAVATORS									
2006	HYUNDAI ROBEX 210 LC-7	1,054	N60614055	\$89,000	1971	LINK-BELT LS-318			21G1-302B
2006	HYUNDAI ROBEX 210 LC-7	3,194	N60614388	\$136,500	2013	SANY SCC8100	715		12CC01030210
2008	HYUNDAI ROBEX 250 LC-7A	1,059	N70410143	\$199,500	2013	SANY SRC840	13,040		13RC00351276
2006	HYUNDAI ROBEX 320 LC-7	4,621	N90110519	\$118,500	2013	SANY SRC865XL	148		13RC00550018
2006	HYUNDAI ROBEX 360 LC-7	2,664	NA0110786	\$92,800	2013	SANY SRC885			S1RC00750760
2007	HYUNDAI ROBEX 450 LC-7A	2,810	NB0310053	\$232,840					
2007	HYUNDAI ROBEX 450 LC-7A	1,760	NB0310100	\$167,000					
2004	KOMATSU PC160LC-7	6,873	K40228	\$79,800					
2005	KOMATSU PC160LC-7KA	3,709	K40465	\$97,600					
1995	KOMATSU PC200LC-6	9,962	A81340	\$39,000					
2007	KOMATSU PC200LC-8	6,082	C60859	\$203,300					
2007	KOMATSU PC200LC-8	3,349	A88389	\$131,500					
2013	KOMATSU PC210LC-10	1,390	A10055	\$147,000					
2011	KOMATSU PC228USLC-8	3,724	50137	\$138,000					
2007	KOMATSU PC300HD-7E0	10,100	A86053	\$93,500					
2006	KOMATSU PC300LC-7E0	5,275	A88112	\$155,000					
2003	KOMATSU PC308USLC-3	12,878	20010	\$65,000					
2010	KOMATSU PC350LC-8	3,300	A10082	\$264,400					
2013	KOMATSU PC360LC-10	1,518	A32874	\$249,000					
2013	KOMATSU PC360LC-10	1,540	A32923	\$249,000					
2000	KOMATSU PC400LC-6LK	17,685	A84007	\$69,000	1987	INGERSOLL-RAND SPF48	5,427	60775	\$12,500
2006	KOMATSU PC600LC-8	8,782	30016	\$166,500	2008	VOLVO SD116F	815	199269	\$85,500
WHEEL LOADERS									
2006	CATERPILLAR 930G	6,070	2143	\$85,000	2006	INGERSOLL-RAND DD112HF	1,331	188950	\$79,500
2006	HYUNDAI HL740-7	4,081	LF0110660	\$77,550	2005	INGERSOLL-RAND DD118HF	1,771	185186	\$49,750
2005	HYUNDAI HL757-7	1,990	46402025	\$86,300	2010	VOLVO DD138HF	1,278	275235	\$124,500
2005	KOMATSU WA250-5	7,841	70708	\$59,500	2008	VOLVO DD14S	221	198082	\$24,500
2003	KOMATSU WA500-3	13,600	A71200	\$120,000	2009	VOLVO SD45D	81	201052	\$53,800
1999	KOMATSU WA500-3L	18,868	A70525	\$95,000	1996	WACKER RD880V	3,900		\$4,500
2012	KOMATSU WA600-6	2,569			1986	BARBER-GREENE BG225	12,000	BG225X142	\$19,500
					1997	BLAW-KNOX PF5510	12,000	551019-11	\$39,899
					1980	GOMACO GP2500			\$35,000
						GOMACO GT6300	3,231	MC10649-01	\$15,000

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Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	S/N	Price
SCRAP PROCESSING/DEMOLITION								
2001	KOMATSU PC300LC-6	20,017	A84652	\$54,800	2003	EMPIRE 24" bkt., fits Komatsu PC35		\$2,620
2002	KOMATSU PC400LC-6	8,470	A85208	\$129,000	1996	JRB 7.5 CY rock bkt., fits Komatsu WA600-3		\$11,000
GRAPPLES/HAMMERS/ BREAKERS								
	802A grapple that fits Komatsu PC400-size machines, 5-4 tines			\$14,000		JRB 90D1548 fits Komatsu WA120	801-79108	\$1,250
2011	GENSCO PRO1/5-60 grapple, fits Komatsu PC160LC	13283		\$13,900		KOMATSU 21" bkt. w/teeth, side cutters, fits Komatsu PC78		
2008	ROTOBEC PC025B-RGP252 Clam shell style	935568		\$9,500	2006	KOMATSU 24" bkt., fits Komatsu PC50		\$1,960
	ATLAS COPCO Two mounts avail for PC78 or PC95				2007	KOMATSU 3.7 CY stock pile, fits Komatsu WA320-5	a/004107-KMX5069	\$6,405
2000	SURESTRIKE 6000 works on excavator or loader	6001		\$75,500	2009	KOMATSU 4.0 CY GP bkt. w/BOE, fits Komatsu WA380-5	2273	\$7,350
AGGREGATE EQUIPMENT								
2008	KPI FT4240 Crusher		408429-408432	\$389,000	2007	LEMAC 72" bkt. fits Hyundai Robex 450 LC	K0737	\$13,700
2010	KPI FT5260 Crusher		410124-410126	\$399,000		Pins, 1 3/8" width, center to center 8", 5 3/4" ear spread		
	BARBER-GREENE Pugmill		70600758A4	\$48,000		ENTEK 90 CY 36" bkt., fits Deere 160	12528	\$3,500
2009	KPI FT3620CC Screen		93101	\$179,000	1996	HENSLEY 7.5 CY rock bkt. w/straight edge, fits Komatsu WA600-3		\$12,100
FORK LIFTS & BOOM LIFTS								
2002	CROWN Fork Lift	NA	30WRTT152	\$9,450	1994	NPK compactor, fits Komatsu PC300 and PC350	07991	\$7,380
1982	HYSTER H250H Fork Lift	NA	C007-2597Z	\$29,500	2006	JRB quick coupler, fits Hyundai HL740	1105-170857.1	\$4,100
2008	SKY TRAK 10054 Telescopic Fork Lift	2,186	160034184	\$82,500	2007	EMPIRE new, pin-on forks, 3"x8"x 84" tines		\$8,500
2001	SNORKEL TB60 Boom Lift	2,860	JA01095	\$19,500	2007	EMPIRE 84" forks, fits Komatsu WA380-5, WA380		\$8,135
SWEEPERS/BROOM EQUIPMENT								
2000	BROCE RJ350	3,967	25402	\$16,500	2006	PEMBERTON 60" forks, 80" carriage, fits Hyundai HL740		\$4,900
2002	BROCE RJ350	3,025	402024	\$21,000	2007	PEMBERTON 60" forks, 80" carriage, fits Hyundai HL740	UF239960507	\$5,150
2002	BROCE RJ350	2,018	402025	\$22,000	2007	KINSHOFER new grapple w/HPX rotating drive	RG09834	\$5,900
2002	BROCE RJ350	1,980		\$22,000	2007	KINSHOFER A08HPX-50 clamshell grapple w/hyd. rotation	SG03778	\$9,500
TRAILERS								
2013	LOAD KING 2060 42-3 42' bottom-dump trailer			\$52,500	2004	BLAX KNOX new genset, fits Blaw-Knox PF5510	551030-83	\$4,500
1993	ROGERS tag trailer, 19'4" deck w/beaver tail			\$5,500	2007	KOMATSU 4CD01-Q ripper w/1 shank, fits Komatsu D51-22	B10028	\$8,500
ATTACHMENTS/COMPONENTS								
2009	KOMATSU arm w/PSM thumb		A87053 (arm)	\$10,500	2013	GENESIS GDR3	310125	\$96,500
2005	BLAW KNOX truck hitch for Blaw Knox paver			\$3,500	2010	GENESIS GMP90	94113	\$45,000
2002	EMPIRE sand bkt., fits Komatsu PC600LC-7		315694	\$5,000	2013	GENESIS GVP15	15032	\$75,630
					2003	GENESIS GXP300	30034	\$45,000
					2013	GENESIS GXP300R	300528R	\$116,800
					2003	GENESIS GXP500R	500306R	\$70,000
					2010	GENESIS GXP660R	600478R	\$199,500
					2011	GENESIS GXP660R	600-533R	\$202,500
					2013	GENESIS GXT445	4451004	\$157,620
					2012	GENESIS GXT665R	6651011	\$227,800
					2003	LABOUNTY MSD3000	500306	\$70,000
					2009	PSM 300 thumb	08677601	\$10,500

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