



APRIL 2016

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MAGNEY CONSTRUCTION

Chanhasen, Minnesota,
company thrives in
water business,
thanks to planning
and experience



Mark Magney,
President

Gary Disch,
Vice President

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A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Good news
on the
transportation
front**



Dear Valued Customer:

After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your RMS Road Signs magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

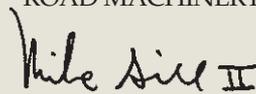
As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers two KDPF exchange filters on eligible equipment in the first five years, at suggested intervals of 4,500 and 9,000 hours. It also provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. An RMS technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,
ROAD MACHINERY & SUPPLIES CO.


Mike Sill II
President and CEO



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IN THIS ISSUE

MAGNEY CONSTRUCTION

This Chanhassen, Minnesota, company is thriving in its water business, thanks to planning and experience. Read more inside.

SPECIAL EVENT

Ride along with RMS customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

INDUSTRY OUTLOOK

Read about the \$305 billion Fixing America's Surface Transportation (FAST) Act, the first long-term highway, bridge and transit spending measure in more than a decade.

GUEST OPINION

Pete Ruane, ARTBA President and CEO, has mixed reactions to the FAST Act. Check out his outline of the legislation's positives and negatives.

NEW PRODUCT

Discover the enhancements of Komatsu's new WA600-8 wheel loader, which include a larger standard bucket and increased fuel efficiency.

CUSTOMER TESTIMONIAL

Find out why Robcor Contracting says it "wouldn't be doing dirt projects" if it wasn't for Komatsu *intelligent* Machine Control equipment.

SAVINGS BY DESIGN

Komatsu's Parallel Link Undercarriage System (PLUS) is now available on its D85-18 models. Learn more inside.

KOMATSU & YOU

Meet Ken Calvert, Director of Komatsu's new Business Solutions Group, and see how "tiny solutions" can solve big problems.

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MAGNEY CONSTRUCTION

Chanhassen, Minnesota, company thrives in water business, thanks to planning and experience



Mark Magney,
President

Most people don't pay close attention to the water that fills their glasses or flushes their toilets. Fortunately for those who live in the Twin Cities area, Magney Construction does.

"I think water is something that people take for granted," said President Mark Magney. "We don't. It's the focus of our company and something we take seriously."

Since 1994, Chanhassen, Minnesota-based Magney Construction has carved out a niche for itself in the water and wastewater construction industry, in which Mark has plenty of experience. He began working on water and wastewater projects when he joined his father's company after high school. He then went to work for a larger construction company in 1986 and continued in the industry for eight years. Finally, Mark decided to put his experience to the test and start his own business.

"I always knew that I eventually wanted to go out on my own," said Mark. "The company I was with was invited to bid on a landfill groundwater clean-up job, but passed on it. I asked if I could bid it on my own. I won the job and started my own company."

From there, Magney Construction continued to take on water-related projects, as well as construct commercial and industrial buildings. Magney has enjoyed considerable growth during the past 22 years – from its first year with one \$700,000 project, to approximately \$40 million in annual volume now. Eventually, the company narrowed its focus to specialize in water and wastewater.

"When we started, we tried to do all types of construction projects," said Vice President Gary Disch, who joined the company 18 years ago and had worked with Mark at the larger company. "We ended up in water and wastewater because there was less competition due to the specialized nature of the work. The risks were greater, but so were the rewards. We liked that."

Today, Gary estimates the company has 45 employees and works on about 16 projects a year, ranging in price from \$1 million to \$15 million. Magney Construction's project list includes water treatment plants, lift stations, wastewater treatment plants, well houses and water booster stations. Its typical clients are municipalities, local and state government agencies, and more recently, private industry.

Both Mark and Gary agree, the company has been successful because of its employees.

"Our employees are willing to do everything from pouring concrete, to operating an excavator," said Gary. "We look for highly motivated people who like challenges. To prevent our workers from getting bored by the same routine every day, we keep them very busy and constantly challenge them."

"It's a total team effort – everyone has an important role here," said Mark. "We try to create a culture where people want to be here, and I think we've been successful at that. We have a very high retention rate, so I think that means we are on to something."



Gary Disch,
Vice President



Magney Construction Superintendent Travis Huntley uses a Komatsu WA250PZ to move a pontoon boat, which a crew will use while pouring concrete inside a 45-foot-deep, 70-foot-wide lift station.

▶ VIDEO





▶ VIDEO

Operator Chad Howard uses a Komatsu PC360LC to load a truck at a Magney Construction lift station project in Chaska, Minnesota. "The PC360 has a comfortable cab, and the controls are nice and smooth," he said. "It's my favorite machine. It has the best power for its size. I've run a lot of other brands, but Komatsu always comes out on top."



Unique project

Magney Construction's concentration on water and wastewater projects has coincided nicely with the Metropolitan (Met) Council's decision to consolidate wastewater systems and link them with larger, centralized treatment centers. The initiative began in the Twin Cities and has expanded outward to the suburbs.

"Right now, a lot of the smaller pump and treatment stations are being phased out, and the wastewater systems are being taken in by the Met Council to make things more efficient and meet environmental regulations," said Gary. "As a result, we've had a lot of projects that require us to renovate existing systems to accommodate the change, or build new ones entirely."

One of the more challenging projects associated with this consolidation is a current Magney Construction project in Chaska. The company is constructing the largest sunken lift station in the area. It will be used to pump wastewater to a main treatment plant about 10 miles away in Shakopee.

The two-year project began in the summer of 2015 and is located between the Minnesota River and a trout pond. It required a little bit of

everything from Magney Construction, even the use of a pontoon boat to pour concrete.

"When we started, the site was a plot of grass at the city's old wastewater treatment plant," said Gary. "One of the major challenges was constructing a structure 70 feet in diameter to a design depth of 45 feet below grade. To complicate matters, the water table was about 10 feet below grade. We poured the walls of the structure in 12-foot lifts. After each lift, we clammed out the soils inside the structure to 'sink' the cylinder into place. We repeated this sequence four times to reach the desired depth. We could sink each section about a foot per day, however, some days we only achieved an inch.

"When we reached elevation, we placed a 1,500-cubic-yard tremie seal, which is basically a 10-foot-thick plug, in the bottom of the structure," he added. "The tremie seal was placed under water by our crew, which was working from a pontoon boat within the structure. The water was pumped out after the concrete had reached design strength. Now we will construct dividing walls and install pumps and piping within the lift station."

Planning, experience pay off

The Chaska lift station is just one of Magney Construction's many jobs, but no two are the same.

Continued . . .

Magney Construction expects future growth

... continued



Peter Nordang,
Project Manager

"We don't get a lot of cookie-cutter projects," said Mark. "We have to be flexible in our bids and in our approach. I think that's what has made us successful on jobs like these."

Gary says the meticulous planning of Project Manager Peter Nordang has helped the company complete complicated jobs like the Chaska lift station.

That commitment to organization has done more than help the company win bids. Magney Construction recently completed a \$15 million water treatment plant for the City of Apple Valley and won an award for the design and quality of the structure.

The company has also renovated a number of facilities, and those projects carry a greater amount of unknown variables, which makes Magney Construction's experience and detailed approach even more valuable.

"The Wayzata lift station renovation that we recently completed is a project that changed in size and scope after we started," said Gary. "We had to tie into buried 20-inch-diameter pipes that were installed in the early 1970s. The existing pipes were severely corroded, and we ended up replacing about 1,000 feet of pipe. This dramatically increased the scope of the project. We had no way of anticipating the additional work that would be required for the project, but we adapted on the fly, and we were able to take care of it."

Komatsu equipment and RMS

Komatsu equipment from Road Machinery & Supplies Co. has been a staple for Magney Construction. The company has five Komatsu excavators ranging from a PC78MR to a PC360LC. It also has a WA250PZ wheel loader and rents machines as needed.

"We use our Komatsu excavators for more than just digging," said Gary. "We use them to install underground pipe, pour concrete, set concrete forms and to install large pieces of treatment plant equipment. Their versatility is incredible."

Magney Construction also calls on RMS and Sales Rep Phil Major for services such as Komatsu's remote machine-monitoring system, KOMTRAX; and Komatsu CARE, which provides complimentary maintenance on Tier 4 machines for three years or 2,000 hours.

"RMS and Phil have been great to work with," said Gary. "With Komatsu CARE, we have eliminated a lot of headaches and hassles. When we need service, we call, and RMS has a technician ready to come take care of it at a time that works for us. KOMTRAX has also been helpful in monitoring our machines."

"The thing I appreciate the most, though, is their customer service," he added. "If I call Phil, he answers the phone. If I have a question, he gets me an answer within minutes. It's comforting to know I don't have to waste a whole day waiting to get an answer."

What the future holds

Mark was confident that starting his own business was going to pay off, and he isn't surprised by the growth of the company during the past 20 years. He anticipates it will continue at a rate that reflects the market and company's projects.

"We had goals when we started; fortunately, we have met them," he said. "I don't expect to grow at 20 percent every year, but I think there is enough of a demand that we can keep expanding."

One area where Magney Construction will look to increase its presence is in private projects. The company has worked with local Coca-Cola and Bird's Eye Foods plants, and would like to do more of that work in the future.

"Getting more private work will help us be more diversified and offer a new revenue stream," said Mark. "Water and wastewater are going to be our main focus, and population growth will keep that in demand. As long as we continue to provide quality services and keep good people working for us, I know we will be successful." ■

(L-R) Magney Construction President Mark Magney and Vice President Gary Disch rely on RMS Sales Rep Phil Major for their equipment and service needs. "RMS and Phil have been great to work with," said Gary.





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Discover more

KOMATSU DEMO DAYS

Event provides customers an opportunity to operate latest equipment



Bob Post,
Director of Marketing
Communications

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine



▶ VIDEO

Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.

Duane Kimmes of Park Construction (left) meets with RMS Sales Rep Phil Major after test-driving the Komatsu PC390 excavator at Demo Days in Cartersville, Georgia. "It was a nice, smooth, well-balanced machine," said Kimmes.



Among the recently introduced machines available for demonstration were WA380-8 and WA470-8 wheel loaders.



Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

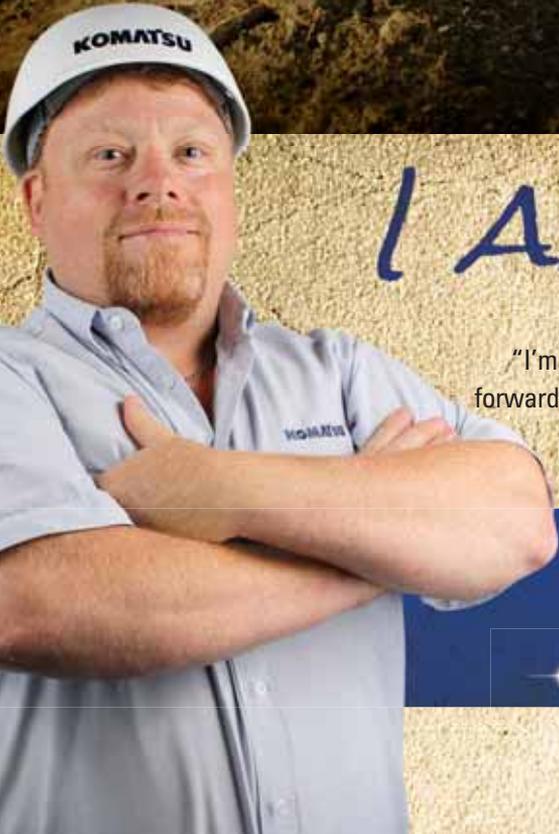
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TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic

Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term, stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

Continued . . .



The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

FAST Act designed to promote project delivery

... continued

“Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions,” said Mike Acott, President of the National Asphalt Pavement Association. “This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability.”

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.



award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

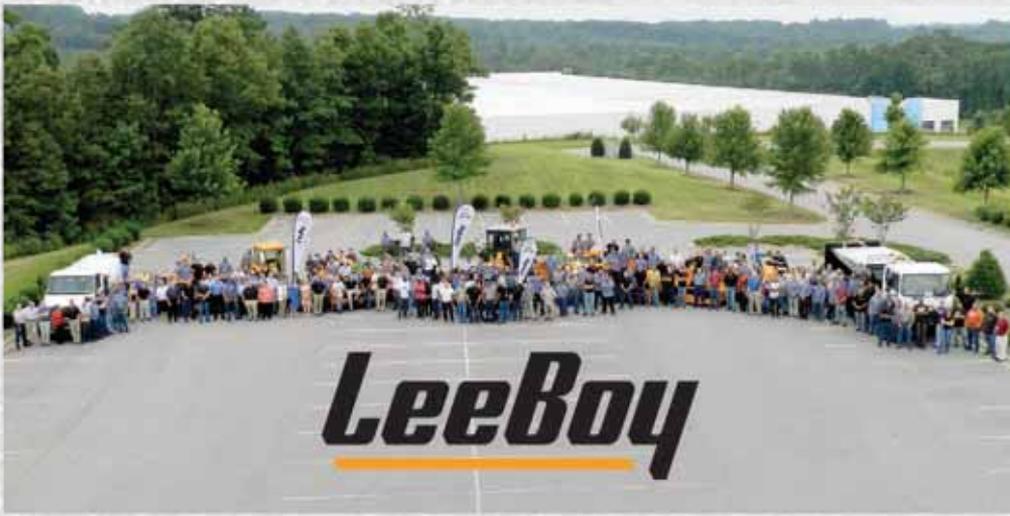
A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

“Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs,” said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, “It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible.”

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

“Congress and the Obama Administration again sidestepped a golden opportunity to put

Continued . . .



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Creative funding key to FAST Act

... continued

the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

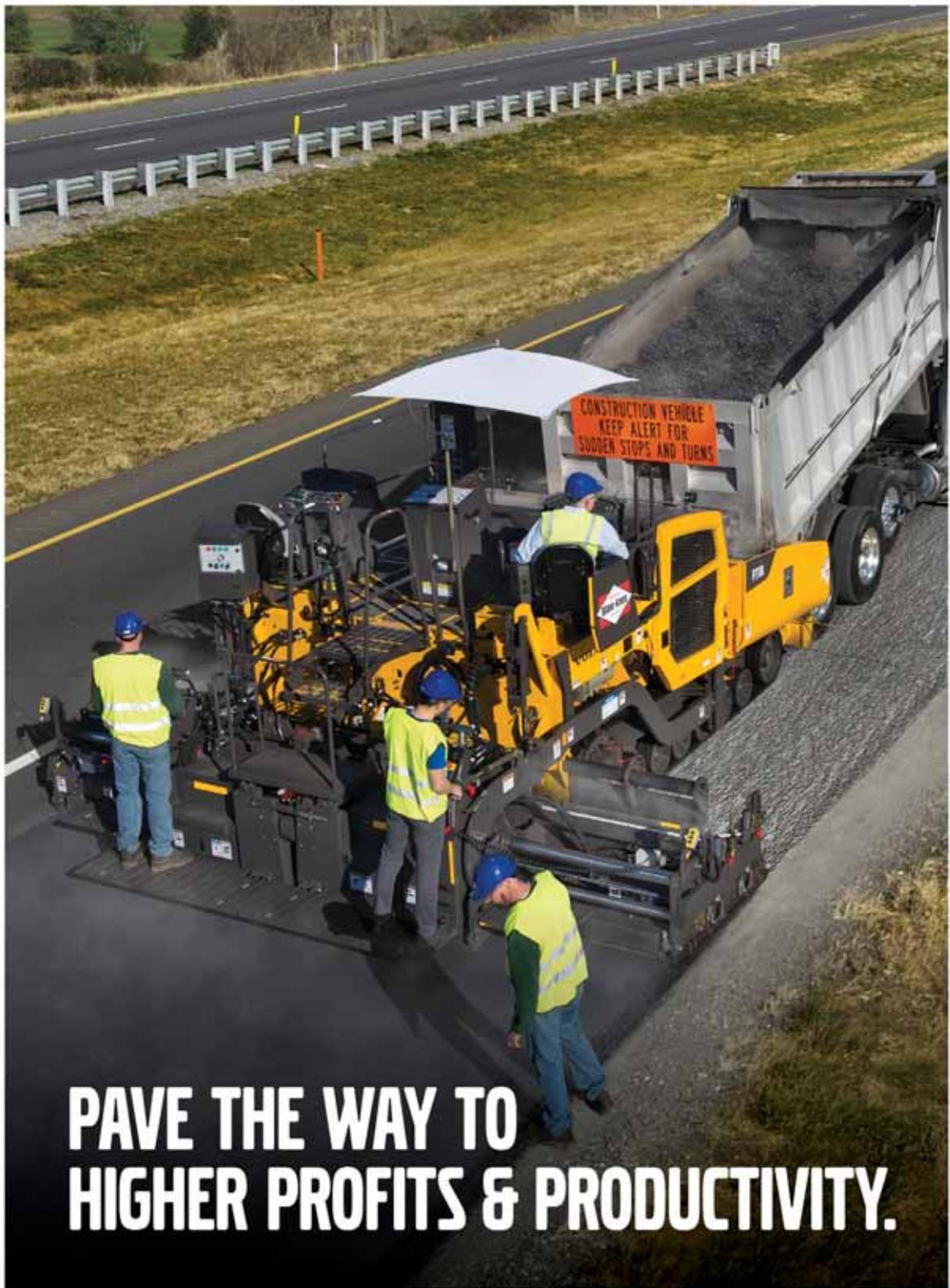
"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.





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MIXED REACTION

ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill



Pete Ruane,
President and CEO,
ARTBA

Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation's capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■

American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.



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PRODUCTION NUMBERS IMPROVED

New WA600-8 features larger standard bucket and increased fuel efficiency



Rob McMahon,
Komatsu Product
Marketing Manager

How do you measure enhanced performance? Komatsu’s new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu’s SmartLoader Logic with an enhanced lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

Komatsu’s new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

Quick Specs on Komatsu’s WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

* Load-and-carry configuration with additional counterweight

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

“With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications,” said Rob McMahon, Komatsu Product Marketing Manager. “Owners and operators consistently tell us they are impressed with the machine’s productivity and stability.”

Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat’s cast frame members increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

“Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections,” said McMahon. “Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8.” ■

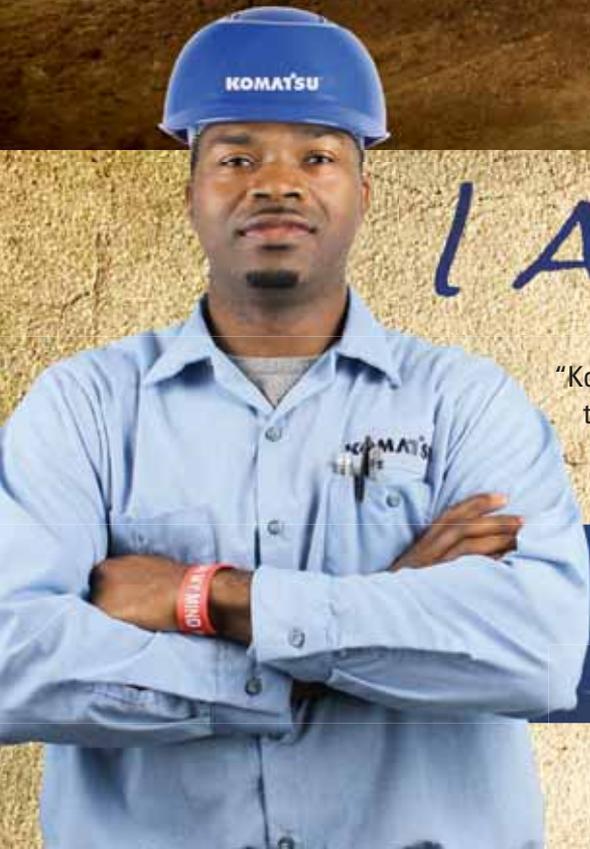
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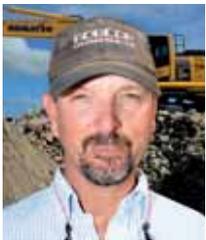
006



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INCREASED EFFICIENCY

If not for Komatsu iMC machines, Robcor Contracting 'wouldn't be doing dirt projects'



Rob Forman,
Vice President

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."

▶ VIDEO



Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run.

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■



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005



Discover More

PUTTING THE 'PLUS' IN DOZING

Komatsu expands innovative undercarriage design to its D85-18 models



Chuck Murawski,
Komatsu Product
Manager, Dozers

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear

Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/ quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.



life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



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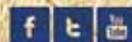
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002

TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use

Continued ...



Ken Calvert,
Director,
Business Solutions Group

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.

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

A resource for customers, manufacturers and distributors

... continued

a 30-ton machine 5 percent of the time. We would use this information to let the owner know that it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4

engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."



ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."



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ENSURE PROPER GREASING

Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhorst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



Scott Ruderman,
Komatsu Marketing
Engineer



Gabe Elmhorst,
Global Market
Specialist, Graco
Lubrication
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.



'REGENERATE' THE RIGHT WAY

Following proper procedures is imperative for Tier 4 equipment – here's how to do it



Matt Beinlich,
Deputy Director,
Business Solutions
Group, Products and
Services Division

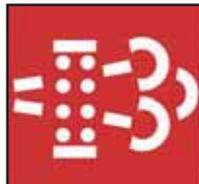
The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

“Regeneration falls into two categories – active and manual – and each involves

specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it’s imperative to park the machine in a safe location and initialize the proper idle procedure.

Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.



Idle correctly

“If for some reason the operator can’t work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative,” said Beinlich. “There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration.”

Proper idle includes:

- In tracked machines: All lock levers must be in the “lock” position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



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OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.



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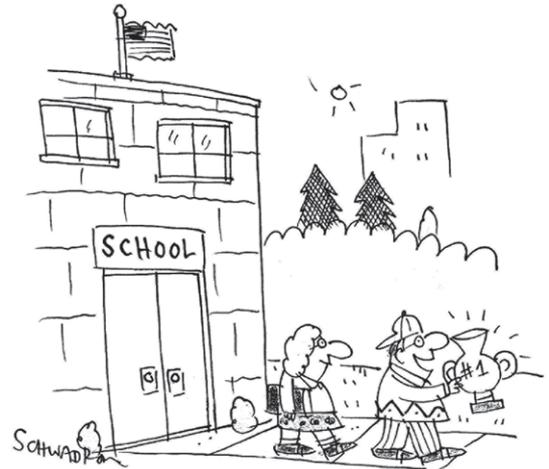
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"Spelling? No, I got the award for being the best Googler in my class."



"The GPS told me to' is no excuse."

Did you know...

- There are an average of 800 kernels on an ear of corn.
- In 2008, a New York City hot dog cart vendor paid \$600,000 for the exclusive right to operate outside of the Museum of Modern Art.
- Tug-of-war was an official Olympic event until 1920.
- Approximately 20,000 people are hired to play Santa Claus across the United States annually.
- The average elevator travels the distance equal to half the length of the equator each year.
- An alligator can go through 3,000 teeth in its lifetime.
- There are more English words beginning with the letter "S" than with any other letter.
- An estimated 100 million pounds of guacamole and 14,500 tons of chips were consumed during Super Bowl 49.
- There are approximately 165,000 cars produced every day.

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

1. L I F L _ _ _ L
2. H P T C I _ _ T _ _
3. N U L E T N _ U _ _ _ _
4. A P R C S E R _ _ R _ _ _ R
5. F N I R K G C A F _ _ _ K _ _ _

MORE INDUSTRY NEWS

Four Komatsu machines make Construction Equipment's Top 100 list

Komatsu placed four machines on Construction Equipment's Top 100 for 2015, including the *intelligent* Machine Control (iMC) PC210LCi-10, the world's first

excavator to feature integrated GPS technology. The iMC D155AXi-8 dozer made the list as well. Also in the Top 100 were Komatsu's new D85-18 dozer and GD655-6 motor grader. ■

DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at www.rita.dot.gov/bts. ■



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BRIAN COOMER

New Service Manager intends to make customer service his top priority

Brian Coomer was looking for a new adventure. After nearly seven years at Cumberland Truck Equipment in Harrisburg, Pennsylvania, he decided to jump at the opportunity to become the new Service Manager at Road Machinery & Supplies Co. in Des Moines. After a little more than six months on the job, he is confident it was the right decision.

"The move has been great," said Coomer. "My wife, Linda, and I are both from Pennsylvania, but we wanted a new experience. When the chance came to move to Iowa and take this position, we packed up and headed out. We love it here."

Coomer brings a wealth of experience to his new position. He spent 16 years in construction before joining Cumberland, where he progressed from a shop foreman to a service manager and eventually became a manager for the company's 24/7 truck stop shop.

"The truck stop shop was my project," he said. "I took an empty building, painted it, set up the matrix and hired people. Eventually, I ended up running it and brought in some big customers."

The shop was a success thanks to his ability to build trust with both his employees and customers, something that has been his main focus since arriving in Des Moines.

"It's not my style to come in and say, 'this is how we're doing things; if you don't like it, then get out,'" said Coomer. "We're all in this together. I wanted to get to know the employees and see what they needed from me – whether it was tools, training or scheduling. After I had a good feeling for the staff and the garage, I got everyone on the same page with some of the changes I wanted to make."

Coomer has also been busy building relationships with customers.

"Customer service is my No. 1 priority," he said. "I want people to be confident that RMS is going to fix their equipment quickly and correctly. Communication is also important. I don't want anyone hanging in the wind, wondering what is going on with their equipment. I want to give them information as I get it. When customers call, I want them to feel like they are calling a friend, someone they look forward to talking to."

"I haven't met with every customer yet, but I'm planning to," he added. "All I ask for is an opportunity. Once I get that first chance with a customer, I think they'll be with us for life."

When he isn't in the shop, he and Linda are on a motorcycle exploring their new surroundings in the Midwest.

"There are so many places we want to see," he said. "We lived in Pennsylvania for so long that we've seen all the East Coast attractions. Now, we can jump on our bike and be in Nebraska, Minnesota or Kansas City. We're planning to go see Mt. Rushmore this summer. We love to travel, and I especially like traveling with Linda. If she's with me, then I don't have a curfew." ■



Road Machinery & Supplies Co. Service Manager Brian Coomer says customer service is his top priority. "I want people to be confident that RMS is going to fix their equipment quickly and correctly."



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\$69,500

2004 KOMATSU WA500-3,
16,100 hrs., s/n 52332



\$155,000

2007 KOMATSU D85EX-15E0,
7,259 hrs., s/n 11190



\$99,500

2012 KOMATSU WA320PZ-6,
5,496 hrs., s/n 71223

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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HYDRAULIC EXCAVATORS



2007	KOMATSU PC50MR-2	7394	4,100	\$28,000
2007	KOMATSU PC200LC-8	C60859	6,088	\$69,000
2006	KOMATSU PC300LC-7E0	A88200	6,843	\$78,500
2008	KOMATSU PC300LC-8	A90603	6,457	\$99,000
2008	KOMATSU PC300LC-8	A90629	8,400	\$99,500
2013	KOMATSU PC360LC-10	A32923	2,030	\$199,500
2006	KOMATSU PC400LC-6	A80282	24,420	\$42,000
2014	KOMATSU PC490LC-10	A40706	2,774	\$309,000
1999	KOMATSU PC600LC-6	10022	12,000	\$78,500
2005	KOMATSU PC750LC-7	20082	12,937	\$125,000
2014	KOMATSU PC800LC-8E0	65161	1,339	
2009	CASE CX210B	DAC21K5N7SAH1290	2,500	\$89,000
2005	DEERE 330C LC	804226	6,804	\$114,500
1993	HITACHI EX-150-3	133-2878	6,950	\$17,300
2008	KOBELCO SK210 LC	Y009-U3924	4,220	\$64,500

COMPACTORS/PAVERS



1979	BLAW-KNOX PF120H	0850-018	1,174	\$7,500
2012	BLAW-KNOX RW35A	RW35A-88330	183	\$64,500
2013	DYNAPAC F1000T	717US2008	320	\$249,500
2012	DYNAPAC F1000W	716US7852	79	\$187,000
1999	GILCREST PROPAVER 413	26162	608	\$2,500
2013	LEEBOY 8616	91825	839	\$139,500
2012	LEEBOY 8515B	8515T-86120	1,607	\$84,500
	TK EQUIPMENT TK12	1YKCO2230DM043518		\$2,850
2010	VOLVO MW500	22949	550	\$99,500
2006	DYNAPAC CA121PDB	60311412	1,345	\$57,500
2008	STONE PDB54	252007350	644	\$19,000
2006	VOLVO SD45F	191345		\$35,000
2013	BLAW-KNOX PTC15	B88321	304	\$59,000
2014	DYNAPAC CC722	1000326K0A012913	190	\$245,300
2003	INGERSOLL-RAND DD28	31773		\$11,500
2008	VOLVO SD25D	196927	260	\$35,000
2005	WACKER RD15	5548311	276	\$16,500

CRANES



2014	GROVE YB7725	322116	770	\$346,900
2013	SANY SCC8100	12CC01030210	1,555	\$639,500
1991	GROVE RT990	75818	708	\$179,500
2013	SANY SRC840	13RC00351276	2,275	\$219,500
2014	SANY SRC840	14RC00350825	15	\$268,000
2014	SANY SRC840	14RC00351931	71	\$282,000
2014	SANY SRC865XL	14RC00550822	20	\$412,500
2016	SANY SRC865XL	14RC00551385	16	\$412,500
2013	SANY SRC885		452	
2014	SANY SRC885	13RC00752580	11	\$519,000

WHEEL LOADERS



2013	KOMATSU WA320-7	80250	476	\$143,000
2015	KOMATSU WA320-7	A36283	394	\$175,000
2012	KOMATSU WA320PZ-6	71223	5,496	\$99,500
2004	KOMATSU WA500-3	52332	16,100	\$69,500
2011	DEERE 544K	1DW544KZAB0635796	14,395	\$59,900
2006	HYUNDAI HL740-7	LF0110660	5,060	\$49,500
2008	WACKER NEUSON 850	346040264	2,945	\$29,900

AGGREGATE EQUIPMENT

2013	KPI CS3055	412516-412518	0	\$551,000
2001	SVEDALA 1312	121383	4,700	\$289,500
2009	KPI FT3620CC	93101	4,571	\$149,000
2015	KPI-JCI 1830PH	414372-414374	0	\$336,000

SCRAP PROCESSING/DEMOLITION

2005	DEERE 330C LC	804226	6,804	\$114,500
2012	SENNEBOGEN 825M	825.0.1801	169	\$371,500
2012	SENNEBOGEN 835M	835.0.2009	1,564	\$399,500

CRAWLER DOZERS



2013	KOMATSU D155AX-7	90084	3,249	\$349,500
	KOMATSU D39PX-21A	1137	6,900	\$25,850
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
	KOMATSU D61PX-15	B40493	7,505	\$65,000
2011	KOMATSU D65EX-16	26860365	8,795	\$97,000
2009	KOMATSU D65WX-15E0	69097	5,738	\$125,000
2012	KOMATSU D65WX-17	1137	3,291	\$184,500
2007	KOMATSU D85EX-15E0	11190	7,259	\$155,000
2006	DEERE 700J	T0700JX127623	11,721	\$69,500

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\$125,000

2009 KOMATSU D65WX-15E0,
5,738 hrs., s/n 69097



\$143,000

2013 KOMATSU WA320-7,
476 hrs., s/n 80250



\$289,500

2001 SVEDALA 1312,
4,700 hrs., s/n 121383

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Price
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FORK LIFTS & BOOM LIFTS

2001	INGERSOLL-RAND VR1056 fork lift	167984	10,040	\$29,500
2014	PETTIBONE EXTENDO 1530 fork lift	EX10428-14	227	\$156,500
2014	PETTIBONE T944 fork lift	EX10435-14	559	\$117,500
2007	SKY TRAK 10054 fork lift	160031923	3,947	\$42,500
2007	JLG 600S boom lift	300111702	4,246	\$29,500
2007	JLG 600S boom lift	300111768	4,139	\$29,500

OFF-HIGHWAY TRUCKS

2005	KOMATSU HM400-1	1298	5,795	\$125,000
2014	KOMATSU HM400-3	3483	2,726	\$377,000
2014	KOMATSU HM400-3	3611	2,827	\$369,500
2014	KOMATSU HM400-3	3577	2,871	\$369,500
2014	KOMATSU HM400-3	3579	2,949	\$369,500
2014	KOMATSU HM400-3	3566	2,929	\$369,500
2014	KOMATSU HM400-3	3501	2,936	\$369,500
2015	KOMATSU HM400-3	3627	2,728	\$399,000

MISCELLANEOUS

2005	GORMAN-RUPP 1/2 A2-E2 pump	1315582	0	\$1,785
2010	GORMAN-RUPP 1/2 A2-E2 pump	1457383	0	\$1,270
2011	WACKER LTNGL light tower	29586	1,058	\$5,750
2014	WACKER LTNGL light tower	20227329	550	\$7,250
2014	WACKER LTNGL light tower	20227325	1,241	\$6,450
2012	LOAD KING Dump Trailers - Bottom	28482		\$46,900
2006	TRAIL KING Lowboy trailers, 9' wide (from outsides of tires) x 24' long, 14' gooseneck	1TKJ054466B066539		\$55,000
1983	W-W TRAILERS Utility/light-duty trailers (up to 7,500 lbs.), flat			\$2,750
1983	TRAIL KING Tag trailers	1YKC02230DM043518		\$2,850

ATTACHMENTS

2005	BLAW-KNOX	N/A		\$3,500
2013	ROTOBEC CSB100HD Clamshell bucket	637223		\$24,500
2007	LEMAC GP bucket	K0737		\$13,700
1996	JRB GP bucket	A51006		\$12,100
2002	EMPIR GP bucket	E5770		\$1,690
2013	PEMBERTON GP bucket	GPB-5107-6.0-0413		\$14,500

ATTACHMENTS continued...

2008	GP bucket	1107021		\$610
2011	EMPIRE GP bucket	E702-11		\$25,000
2009	KOMATSU 423-70-32200 GP bucket	2273		\$7,350
	ENTEK GP bucket	12528		\$1,850
	GAR-BRO 483R Bucket	04631E		\$3,250
1996	HENSLEY Rock Bucket	A51006		\$12,100
2007	NPK C8C Compactor	1N5879		\$14,950
	CENTRAL FABRICATORS Quick coupler	CF114398		\$250
	QUADCO QFH22B Feller-buncher saw head	QFH22B753		\$35,000
2007	PEMBERTON Fork	UF239960507		\$5,150
	ROCKLAND Fork	R52369		\$7,500
2006	PEMBERTON Fork	UF2037600905		\$4,310
2012	GRABTEC GP grapple	21977		\$12,900
2012	SENNEBOGEN OP4S Orange peel grapple	442089		\$31,600
2011	GENSCO PR01/5-60 Scrap/salvage grapple	13283		\$13,900
2000	SURESTRIKE 6000 Hydraulic hammer/breaker	6001		\$51,800
2008	ATLAS COPCO Hydraulic hammer/breaker	KAL02324		\$14,675
	SURESTRIKE 6000 Hydraulic hammer/breaker			\$6,000
2013	NPK Hydraulic hammer/breaker	MRN43924		\$600
2005	NPK E203 Hydraulic hammer/breaker	82073		\$8,500
2008	STANLEY DH1500 Hydraulic hammer/breaker	112608001		\$6,700
2004	BLAW-KNOX GENSET	551030-83		\$4,500
2012	GENESIS LXP300 Concrete shears	320187		\$194,500
2011	GENESIS LXP400 Concrete shears	420121R		\$119,000
2012	GENESIS LXP400 Concrete shears	420125R		\$159,000
2013	GENESIS GXP300R Steel shears	300528R		\$116,800
2010	GENESIS GVP15 Steel shears	15005		\$59,000
2010	GENESIS LXP300 Steel shears	320157		\$109,000
2003	GENESIS GXP300 Steel shears	30034		\$45,000
2013	GENESIS GXP300R Steel shears	300464R		\$79,000
2013	GENESIS GXT445 Steel shears	4451004		\$139,500
2011	GENESIS GXP660R Steel shears	600-533R		\$185,000
	LABOUNTY MSD100 Steel shears	100509		\$65,000
2007	INGERSOLL-RAND Shell kit			\$13,500
2007	INGERSOLL-RAND Shell kit	A194178		\$10,500

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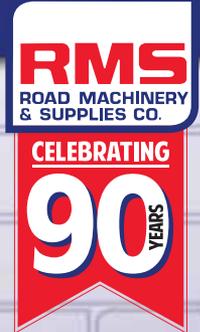
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