

# DIRT TALK

A PUBLICATION FOR AND ABOUT POWER MOTIVE CUSTOMERS • 2006 NO. 1

Featured in this issue:

## LISBON VALLEY MINING COMPANY

With tons of reserves available,  
Utah copper mining operation  
sees bright future ahead

See article inside...



General Manager Bob  
Washnock (left) and Vice  
President of Operations  
Mike Attaway

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Jay Baugher

**We can help you  
with any equipment  
and product support  
needs you may have  
in the upcoming year**



Dear Equipment User:

By all economic forecasts, 2006 promises to be another good year for the construction and mining industries (see related article inside). While the amount of growth may be slightly less than it's been the last two years, most forecasters — including the U.S. Commerce Department — foresee solid gains continuing.

At Power Motive, we're optimistic as well. Of course, we have no control over the amount of work that will be available to you, but we truly believe we can help you complete your jobs in the most cost-effective manner.

One reason we're confident is our longtime relationship with Komatsu, which is truly one of the giants of the equipment manufacturing industry. The manufacturer is introducing many new products this year, notably those with the new ecot3 engines. We hope you'll take the time to read the article on Komatsu's expanding product line in this issue of your *Dirt Talk* magazine. It explains Komatsu's philosophy to compete head-to-head against the other full-line manufacturer in essentially every type and size of machine, and demonstrates the company's commitment to be the best.

Beyond the new products we'll be featuring this year, we're also excited about our growing product support capabilities. At Power Motive, we understand the importance of uptime to you and your operation. In light of that, we're continuing to bolster our service and parts departments in an effort to speed repairs and help you keep your equipment running for the longest time at the lowest cost. We hope you'll give us the opportunity to show what we can do for you.

Please feel free to stop in at any of our branch locations, or give us a call if there's any way we can be of service. All of us at Power Motive are looking forward to meeting your equipment and support needs for 2006 and beyond.

Sincerely,  
POWER MOTIVE

A handwritten signature in black ink that reads 'Jay Baugher'.

Jay Baugher  
President





# DIRT TALK

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With tons of reserves available, this Utah copper mining operation sees a bright future ahead.

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Construction industry analyst Andy Fanter explains why he and other experts expect construction and related industries to continue growing in 2006.

### PRODUCT FOCUS

Whether it's construction, mining or logging, Komatsu is committed to providing a full product line to meet its customers' needs. Komatsu's Chairman and CEO Dave Grzelak explains what it means to be a full-line company.

### PRODUCT UPDATE

Here's a look at the utility machines Komatsu showcased at the last International Construction and Utility Equipment Exposition.

### KOMATSU & YOU

Ivor Hill, Vice President and General Manager of Komatsu America Utility Division, answers questions about the booming market for compact equipment and explains Komatsu's position in this equipment category.

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# LISBON VALLEY MINING COMPANY

## With tons of reserves available, Utah copper mining operation sees bright future ahead

The people at Lisbon Valley Mining Company in La Sal, Utah, are looking forward to a bright future. With a year of operation under their belts, the copper mining company is well on its way to harvesting materials that will become a part of everyday life.

"The copper we produce now will be used to make products that everyone uses: copper wire for electricity, car parts, homes, telephones and cell phones," said Mike Attaway, Vice President of Operations. "Copper is a basic part of our lives, and we're working hard to mine it and get it to market."

Lisbon Valley Mining Company is a subsidiary of Constellation Copper Corporation of Lakewood, Colo., which also has mining properties in Mexico. Lisbon Valley currently employs nearly 120, but that number will increase as the plant becomes fully operational, which the company expects by February of this year.

General Manager Bob Washnock (left) and Vice President of Operations Mike Attaway head up the team at Lisbon Valley Mining Company in La Sal, Utah. When fully operational, the mine will produce nearly 100 percent pure copper.

President/CEO Greg Hahn heads up the team, and key employees include General Manager Bob Washnock, Maintenance Superintendent Bob Frayser, Mine Manager Jim Brady, Process Plant Manager Lynn Holden and Environmental Engineer Lantz Indergard.

The company already has a payroll in excess of \$9 million, with most of the workers hired locally, according to Brady who oversees nearly half of the company's employees, including the engineering, geology and mining departments. "It's ideal having workers from the area," Brady emphasized. "Ultimately, it's the people who work here that will make us successful, and it's up to the management here to train them in safe and proper practices. We've assembled a very tight-knit group that works well together, with about 90 percent hired locally. That, along with the goods and services we use, will have a positive impact on the local economy. That's something we're very proud of."

### Years of reserves

Lisbon Valley is not the first to mine the site, which is located in east-central Utah, near the Colorado border. The site covers more than 6,000 acres with several years of reserves from which Lisbon Valley can extract the metal.

"Originally, the property was mined on a small scale in the early 1900s and a much larger scale in the 1960s and 1970s," Attaway explained. "We became interested in the property in 1993 and began the process of developing it to the point where we could mine it. We started construction in November of 2004, and most of the plant — such as the crushing and stacking circuits — has been running for quite some time. We'll be making cathode copper very soon."





Operator Josh Young uses Lisbon Valley's 1,560-horsepower Komatsu WA1200-3 wheel loader with a 26.2-yard bucket to load overburden and shot rock into one of the company's four Komatsu 730E rigid-frame haul trucks. "The WA1200 is smooth and has good visibility for loading," Young said. "It has good power and is quick. I can load the 200-ton Komatsu trucks in about 70

"Right now our reserves are around 350 million pounds of material," Attaway continued. "We expect to produce about 54 million pounds per year for the next six to seven years."

Lisbon Valley is already mining, crushing and stacking ore to prepare for extraction, a detailed and sometimes lengthy process. From the initial blasting to uncover the materials to final product takes about 15 weeks, according to Attaway. Once the ore is mined and processed, Lisbon Valley will be left with nearly 100 percent pure copper, which it will sell to manufacturers who will turn it into wiring, tubing and brass.

Current mining operations are centered around three locations on the property, with more locations to follow as the company's engineering plans play out.

"The entire site was mined out on paper by our engineers before we ever started working it," General Manager Bob Washnock said. "They staged it out in phases over the life of the property to maximize production. Our engineers designed the process plant based on the type of ore coming out. The results of their tests on the ore dictate what types of ore have to come out at certain times in the mine's life. We know where we have to go, when we have to be there and how to plan for overburden mining to have the ore exposed at the right time."

## Focus on reclamation

As Lisbon Valley harvests materials from the earth, it is wary of the impact its operations have. The company has numerous safeguards in place to minimize and prevent environmental impact. Environmental Engineer Lantz Indergard works with regulatory agencies to make sure the mine meets all environmental standards.

"Our aims are to mitigate impacts before they have a chance to grow," Attaway noted. "We have leach pad liners to prevent seepage of materials into ground water and dust control to prevent airborne products. Lisbon Valley is a zero-discharge facility, so we have to manage rainfall and keep it on the property. To do that, we have a series of drainage ditches that divert water away from our processing so we don't impact the ground water. That water, which falls in the process area, is reclaimed and put back into our system."

"Reclamation is a big part of the mining process," he continued. "You can't get a permit to mine without having an approved reclamation plan. One of our biggest efforts is reusing the topsoil that's stripped to get to the copper materials. Once we shut a phase down, we put the topsoil back and reseed it. In areas where we can start the reclamation process, we're doing it. It's the right thing to do."



Continued . . .



# Tough equipment overcomes production challenges

... continued



**Jim Brady,**  
Mine Manager



**Bob Frayser,**  
Maintenance  
Superintendent



**Kerry Shumway,**  
Mine General  
Foreman

## Choosing the right equipment

As the permitting process played out, the management team at Lisbon Valley began to plan for equipment. An engineering study helped determine the right size trucks, loaders, dozers and other equipment needed to maximize production. Armed with the proper information to make decisions, the team set out to compare brands, eventually choosing Komatsu machinery from Power Motive. Lisbon Valley worked with Power Motive Regional Manager Rod Smith and Grand Junction Branch Manager Matt Binder.

"They came to us and said they really wanted to work with us," Attaway recalled. "Power Motive has been a good partner with us right from the start. Power Motive and Komatsu put together an equipment package that was very attractive to us, helping us finance both new and used equipment. Plus, they offered excellent training from both the maintenance and operating sides. We were confident in their service and parts availability as well. That, plus Komatsu's solid reputation in the mining industry, helped make our decision quite easy."

Lisbon Valley purchased four 205-ton, 2,000-horsepower 730E haul trucks, two 148,382-pound D375A-5 dozers and a 1,560-horsepower WA1200-3 wheel loader equipped with a 26-yard bucket to making loading the trucks fast

and easy. It also purchased two Driltech drills from Power Motive.

"The size of our operation called for the 200-ton trucks," Maintenance Superintendent Bob Frayser noted. "They're just the right size. We could have gone with a larger truck, but it was unnecessary. If we went smaller it would have meant more trucks and manpower to keep up, which would have been more expensive. The trucks have done well. Once we determined the size of trucks we needed, then we had to match up the loader to them. The WA1200 fit the bill. It has superior breakout force and clearance for loading. It's a digging machine.

"We also based our dozer size on the amount of tonnage we expect to get," Frayser continued. "The D375 was the right size for maximum production. I believe everyone is happy with the equipment we've purchased from Power Motive.

"Right now the maintenance on the machines is a coordinated effort between Power Motive and us," he added. "We rely on their expertise and resources for repair work and some of the preventive maintenance. Power Motive usually has someone on site every day working with us to make sure everything is going as it should."

## Growth ahead

Frayser emphasized that it's important for the equipment to stand up to the challenges of working in a copper mine. Lisbon Valley works 20 hours a day, six days a week. Three crews run the operation with more personnel to be added in the near future. "In a year or two we'll need to produce additional tonnage," Attaway said. "We'll add a fourth crew and then work around the clock."


Lisbon Valley is also looking for future mining sites at other possible locations in the La Sal area. "We've had some additional discoveries on properties near here and we're starting the permitting process," Brady said.

"What we're hearing from analysts is that the copper market could be strong for many years to come. We believe we've put together a great team that, coupled with the quality of the mine and reserves we have, will allow us to capitalize on the market now and well into the future," Washnock said. ■

A Lisbon Valley operator uses one of the company's two Komatsu D375A-5 dozers to push materials at the company's copper mine in La Sal, Utah.







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# CONTINUED GROWTH!

## Analysts expect construction and related industries to move upward again in 2006

Economists can often look at the same set of data and come up with very different conclusions. But that's not the case with construction industry economists this year, as all of them forecast continued growth through 2006.

Of course, the amount of growth varies from minimal to robust. The biggest concerns, other than the possibility of natural or man-made disasters, center around the twin money

Some analysts see housing finally slowing down, although it's not a unanimous view. Even those who expect a slight decline note that the total number of new houses built in 2006 will still be the second-highest on record.

issues of inflation and higher interest rates. Some industry forecasters are concerned that the higher cost of construction materials will eat up much of this year's growth, and that higher interest rates may finally end housing's remarkable upward run (although the total number of houses to be built this year is, nonetheless, still expected to be the second highest in history).

A drop in residential construction is particularly significant because single-family and multifamily housing represent a very high percentage (about 57 percent last year, according to the U.S. Department of Commerce) of the nation's total construction activity.

While many forecasters, including the National Association of Home Builders, predict a housing decline this year — that's not a unanimous sentiment. The Commerce Department, for example, thinks a strong start to the housing market will carry it through this year to another record high, despite the higher interest rates. In fact, the Commerce Department is rather bullish all the way around, calling for a 6.0 percent increase in total construction in 2006 to a total construction put-in-place of more than \$1.2 trillion.

Almost all analysts see a good rise in nonresidential building this year, which includes commercial structures, as well as public works such as highways and bridges.

To help give more meaning to the numbers, we asked industry analyst Andy Fanter to interpret the data as it relates to contractors, loggers, miners and other equipment users across the country. Here are his findings.







The highway bill Congress passed last year will spur road-related construction activity.



## THE YEAR AHEAD

For the majority of us, 2005 was a great year, and those of us who paid attention to the business even made a little money along the way. This year should see more of the same, although it would certainly be nice if we could avoid a catastrophic hurricane season like the one we just experienced.

Since the hurricane season has ended, we have seen fuel prices move downward. Decreases in energy prices could bring down the price of concrete. Material prices are another issue. With the construction boom continuing through 2006, along with additional highway work, material prices will remain high.

I think we'll see long-term interest rates continue to inch upward. The Federal Reserve will also continue to raise interest rates on short-term money to protect against inflation. Prices are *not* going to be going down on machines, parts or labor — but inflation should stay close to 3 percent.

The U.S. economy is growing nicely and Europe is beginning to see some growth in economic activity as well. The Chinese economy will continue to grow, gobbling up huge amounts of everything.

### The housing situation

Yes, there is a housing bubble, but it is concentrated in the very hottest housing



Both mining and logging should do well in 2006, however, there will likely continue to be a shortage of some large equipment, so if you anticipate needing a mining machine or large truck, forecasters recommend ordering early.

markets, where speculation has occurred. Anybody who is speculating on housing in any of these red-hot areas, hoping to become rich through real estate, could be in for a shock. While a few may time their exit just right, I expect most of those speculators to become much poorer, but smarter. For most of us, the bigger housing-related problem is that when the bubble does burst in these overheated regions, it will make great headlines and cause some uncertainty in local markets throughout the country.

I look for rates for a 30-year mortgage to average around 6.5 percent, which, while higher than it has been, is still a historically

*Continued . . .*

*Andy Fanter is an industry analyst with Cyclast-Intercast, a sales forecasting firm that works with more than 65 equipment distributors and manufacturers throughout the U.S. He can be reached at [cafanter@aol.com](mailto:cafanter@aol.com) or by calling (316) 755-2648.*



# It looks like another good year

... continued

reasonable mortgage interest rate. Housing permits will be around the 2 million mark, down slightly from the 2.2 million seen in 2005.

Offsetting that somewhat is the fact that 2006 will be the third consecutive year of major growth in the nonresidential construction market. Nonresidential projects are all those structures such as shopping malls, box retail stores, restaurants, fire stations, medical facilities, hotels and all those other buildings which are not apartments or houses. Somewhat ironically, it's the housing growth and low interest rates, both of which are now going in the other direction, which have contributed to the boom in the nonresidential construction market.

For the small contractor who has always been deeply involved in housing, 2006 may be the year to expand into nonresidential work, as growth in the nonresidential market will likely be double digit while housing will level off or decline slightly in some areas.

Even if housing declines a bit, there will still be a very large number of houses and other structures built this year, so the logging industry should also fare pretty well.

## Mining and road building

Large machines for mining and big projects will remain in short supply throughout 2006. Manufacturers of mining equipment are running near capacity, and tire capacity in the world is at 100 percent. Even if the machine suppliers could make more equipment, they would have to come without tires. The good news is that commodity prices will remain at current levels all year long.

For those of you involved in road building, get ready for a busy season. The highway bill, which Congress has already passed and funded for the first three years, is going to make every governmental unit in the country hungry for new or improved highways. Most states are seeing significant tax revenue gains, so matching funds will be available in most areas. Typically, it takes state planners about six to nine months to gear up to spend the money that has become available.

One thing to consider, the availability of highway machines will decline throughout 2006. You should make plans early with your equipment distributor to ensure availability later in the year.

## Be aware of possible shortages

A couple of things that all contractors should probably look out for is a shortage of both labor and material. Shortfalls in either or both could present significant problems and impact your ability to get work done in a timely manner this year, so you should be careful about giving an owner a firm occupancy date.

A positive sign is that both architectural firms and developers are busy this year and that's a nationwide situation — not just regional hot spots. Coastal areas will see the most activity, but growth will also be good in the central part of the country.

In summation, 2006 should be another good year. Be aware of rising interest rates, rising costs of building materials and labor, and shortages in certain machines. If you plan well and work these cautions into your bids, it will be another profitable year. ■

U.S. Dept. Of Commerce Construction Forecast

	2004	2005 (estimate)	2006 (forecast)
Residential	\$570.0 billion	\$649.8 billion	\$689.6 billion
Nonresidential	\$457.8 billion	\$486.3 billion	\$515.1 billion

Commercial building activity is expected to be strong throughout 2006, helping to offset a possible slowdown in housing construction.







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# A FULL-LINE COMPANY

## Komatsu's continually expanding product line is part of a "commitment to compete"



Dave Grzelak,  
Chairman and CEO,  
Komatsu America

Back in the 1970s, when Komatsu America was formed and the equipment maker started selling small to mid-size dozers in the U.S., few people would have guessed that within a couple of decades it would be the second-largest manufacturer and supplier of construction, mining and utility equipment in North America. But thanks to a number of agreements and acquisitions, combined with an aggressive desire to compete and be the best, that is exactly what has happened.

"We are a 'full line' company," said Dave Grzelak, Komatsu America Chairman and CEO. "What does that mean? It means we don't limit ourselves to certain machines or certain size classes. Instead, we manufacture and sell a complete line of heavy equipment and compete head-to-head in virtually all categories and sizes. There's only one other equipment manufacturer in the world that can make the same claim."

Some other equipment makers, according to Grzelak, are essentially "short line" companies,

meaning they specialize in certain types of machines or certain sizes. Some may specialize in agricultural equipment and make only small construction units. Others go up into the construction size, but don't offer some types of machines, or perhaps stop well short of Komatsu's largest construction-size models. When you get into mining-size equipment, the field narrows even more.

"It's no accident that we compete across-the-board with the only other full-line company," said Grzelak. "We're committed to compete for two primary reasons. One, we think it's important for the equipment industry in general to have competition in all size classes and machine types because it prevents market domination and spurs product improvement. And two, we do it because in many instances, we believe we make state-of-the-art products that don't just compete with, but are demonstrably superior to those of our main competitor, as well as all the short-line companies."

### From smallest to largest

Today, Komatsu makes more than 100 machines ranging from compact units as small as a one-ton excavator and a 29-horsepower wheel loader, up to the largest dozer in the world, a 3,500-horsepower truck, and an excavator/mining shovel that weighs in at 770 tons. But perhaps the most important and significant aspect of those figures is that Komatsu also makes everything in between those extremes.

Komatsu utility equipment includes compact excavators, wheel loaders and a dozer, as well as backhoe loaders and skid steer loaders. The utility division also offers the unique Komatsu

An example of Komatsu's commitment to competing in all product lines and all class sizes is the 1,150-hp D575, the largest bulldozer in the world.





crawler carrier, which is essentially a track dump truck with a bed that rotates a full 360 degrees.

In construction-size machines, Komatsu makes hydraulic excavators, crawler dozers, wheel loaders, landfill dozers, material handlers, waste handlers, forestry machines, a wheel dozer, motor graders, articulated trucks, rigid-frame mechanical trucks (up to 69-ton capacity) and mobile crushers.

Komatsu mining equipment consists of excavators/shovels, dozers, wheel loaders, a motor grader, mechanical trucks (up to 164-ton capacity) and electric trucks (up to 330-ton capacity).

In certain machine categories, Komatsu probably has more sizes and models than any manufacturer. Take hydraulic excavators, for example. The company has nine utility models with less than 54 horsepower; 18 construction-size units (counting five tight-tail-swing and two wheel models) up to the 651-horsepower PC1250LC-7; and five mining excavators/shovels including the giant 4,020-horsepower PC8000. That's a breadth of offerings that no other manufacturer can match, and it doesn't even include Komatsu's excavator-based material handlers and log loaders.

## Specialty equipment and innovations

Material handlers and forestry machines, as well as the crawler carrier, are examples of specialty equipment that Komatsu has added in recent years. Other such products include waste-handling wheel loaders, landfill dozers and mobile crushers.

"We're always looking for innovations to make equipment better for the customer, whatever the job is," said Grzelak. "We spend up to \$400 million a year on research and development (R & D), all of it on new products designed to make our customers more productive and more cost effective."

An example of Komatsu product innovation is the tight-tail-swing excavator.

"When Komatsu came out with the first tight-tail-swing machine in the mid- to late '90s, the old PC128UU that was painted purple, people



As the excavator/articulated dump truck combination gained widespread acceptance in the last decade or so as a cost-effective method of moving dirt, Komatsu introduced a highly regarded line of articulated haulers.



A leader in tight-tail-swing excavators, Komatsu offers nine compact models and construction-size units, including the PC308USLC-3, the industry's largest tight-tail-swing machine.



Compact equipment, such as skid steer loaders (above left) and specialty equipment, such as logging machines through Komatsu Forest, are now part of the large Komatsu family of machines.

would stop at jobsites and stare at it," said Grzelak. "Today, tight-tail-swing machines are a staple of many contractors' fleets."

Through the years, Komatsu has continued to push the tight-tail-swing envelope. In 2003, the company introduced the PC308USLC-3, which is the largest tight-tail-swing model on the market today. In total, Komatsu produces five construction-size and nine utility-size excavators that use the tight-tail-swing design.

## Adding products

Also in recent years, Komatsu has added mainline products, such as articulated dump trucks.

*Continued . . .*

# Komatsu's full line provides customer options

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"In regard to articulated trucks, we weren't first in the marketplace, but in order to be a true full-line company, we knew we had to get into this important and growing segment," said Grzelak. "We spent a lot of time designing what we believed would be the best articulated truck and in 2001 we introduced it in the form of the HM400."

Today, Komatsu offers three artic models (30 ton, 35 ton and 40 ton).

Komatsu carried the same attitude into its utility line. "Again, we weren't the first, but because our customers were using utility-size machines, we believed we had to be in the business of supplying them," said Grzelak. "As the utility market has grown in the last decade or so, Komatsu has definitely grown with it and is continuing to grow with it."

In 2002, Komatsu opened a utility equipment manufacturing plant in Newberry, S.C., which today produces all the company's backhoes and skid steer loaders.

## More of the same in the future

As for the future, Komatsu intends to continue to be involved at all levels of the equipment industry — and to lead the way in many product categories.

As an example of the company's commitment to compete at the highest level, Grzelak points to the new Komatsu machines with ecot3 engines that are just now hitting the market. They're designed not only to meet the latest EPA requirements, but to also boost productivity. "We fully expect our machines with ecot3 engines to be industry leaders in terms of performance and fuel efficiency."

He also cites a truly groundbreaking development that the company expects to unveil in the not-too-distant future. "Through our subsidiary Modular Mining, we're on the verge of introducing autonomous (driverless) trucks to the mining marketplace. It's an exciting advancement that we think holds the promise of helping many mines significantly lower their costs, and may eventually be applicable at smaller jobsites as well."

Grzelak says pioneering such products is one of the main advantages of being a full-line company like Komatsu.

"The reason we make so many different products and invest so heavily in R & D is that it puts us on the industry's cutting edge. Something that's really important is that when we do make a significant discovery, it's often transferable throughout much of our product line, so all equipment users end up benefitting from it."

"We think customers who use construction and utility-size equipment should take great comfort in the fact that the Komatsu that makes their PC200 excavators is the same Komatsu that makes these huge mining machines, including the largest dozer in the world. Why? Because there's a very high level of expectation from mining customers. The fact that we do business with them and are able to meet their equipment needs as well as their parts and service needs, we hope signals to contractors that we can do the same thing for them."

Don't look for Komatsu to change its philosophy any time soon. "We're absolutely committed to being a one-stop shop, where any and all equipment users can get whatever they need, under one roof. So yes, our intention is to continue to grow and expand our product line wherever necessary, to ensure that our customers will always have options." ■

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## PRODUCT UPDATE

# NEW MACHINES AT UTILITY EXPO

## Unique features of Komatsu machines are showcased at ICUEE

Equipment users wanting to see and demo the latest utility machines got the chance last fall at the International Construction and Utility Equipment Exposition (ICUEE) in Louisville, Ky. Held every two years, ICUEE is the show that features utility machines, many of which are available for demonstration as well as viewing.

The Komatsu display consisted of 13 utility machines, including a WA80-5 compact wheel loader, a D21P-8 compact dozer and a WB140-2N backhoe loader, as well as six different models of compact excavators and three skid steer loaders.

Bob Lessner, Director of Product Marketing for Komatsu Utility, ran down some of the unique aspects of Komatsu utility equipment.

"We offer a power angle blade on both the PC35 and PC50 compact excavators and there's only one other manufacturer that does that. On the backhoe, our excavator-style controls are a well-accepted option that's so popular we're considering making it standard equipment. The WA80-5 features a tilt-forward operator compartment, which nobody else has. It also has a creeper gear to separate ground speed from engine rpm so you can get maximum hydraulic flow along with low travel speed. We're now also offering an air-conditioning option on our skid steer loaders."

### Track loader unveiled

As well as displaying many proven units, Komatsu used the ICUEE show to unveil its brand new CK30 track loader — an 84-horsepower machine that weighs 9,525 pounds.

*Continued . . .*



Komatsu had a large display at the International Construction and Utility Equipment Exposition (ICUEE) in Louisville, Ky., last fall. ICUEE is a biennial event that focuses on utility-size equipment and includes hands-on demonstrations.

At the ICUEE show, Komatsu unveiled its new CK30 track loader. It features a unique undercarriage design with an oscillating sub-frame that makes it much easier to climb curbs and other obstructions.





# New track loader unveiled at ICUEE

... continued



This attendee tried out the Komatsu PC35MR-2 compact hydraulic excavator at the ICUEE show.



The SK1020 skid steer loader (right) and WB140 backhoe loader (below) were two machines Komatsu had available for demonstration at the event.



"What separates the CK30 from the competition is the undercarriage," said Skid Steer Loader Product Manager Bob Beesley. "We used a unique design whereby the front idler and first roller are on a sub-frame that oscillates on the front of the track frame. It helps you climb over curbs and obstructions more easily.

"Also, our front idler is a three-way idler," he added. "That means you have the two outer shells of the front idler actually running on the rubber track itself. The result is that you're not putting pressure on the chain and therefore it will wear longer."

The other significant item, according to Beesley, is that the cleats or wear pads on the CK30 are offset (rather than evenly spaced on both sides) to reduce vibration and provide a much smoother ride. "We took a great deal of care to try to make this the smoothest running track loader on the market, which not only makes it more comfortable for the operator, but also considerably improves longevity."

Beesley says the advantages of a track loader compared to a skid steer are that it requires the same working space, does less damage to the ground, and provides greater traction so you can push and load more material. ■



Komatsu Skid Steer Loader Product Manager Bob Beesley shows these ICUEE attendees some of the inner workings of the new track loader.



# COMPACT EQUIPMENT GROWTH

## Komatsu makes strong gains in booming compact construction equipment market

**QUESTION:** What has happened to the compact construction equipment market in recent years?

**ANSWER:** It's been booming. In 2004, the compact market grew by 20 percent, followed by an additional 10 percent growth in 2005. More than 122,000 machines were sold in the U.S. last year, which made it about a \$4 billion business.

**QUESTION:** How does that compare with the construction equipment market?

**ANSWER:** The construction market has also exploded, but compact machines outsold construction machines more than two to one. In fact, there were more skid steer loaders alone sold last year than the total number of construction machines. Of course, construction-size equipment tends to cost a lot more, so the total dollars are higher on the construction side.

**QUESTION:** Where is the growth occurring in the compact construction equipment market?

**ANSWER:** Growth has been across the board, but one segment that's really taken off is the mini excavator, up more than 40 percent to about 22,000 units a year. Many people are turning to a mini excavator/skid steer loader combination in place of a backhoe loader because, for about the same price, they get two machines and a lot more versatility. Having said that, we know there's always going to be a place for the backhoe loader when you need to dig deeper or need more power, and in fact, backhoe sales have also continued to grow, although at a slower rate.

**QUESTION:** What about Komatsu specifically? How is it doing?

**ANSWER:** We got a late start in the compact equipment business, but we're working hard to catch and surpass our competitors. We now

*Continued . . .*



**Ivor Hill**  
Vice President and General Manager  
Komatsu America Utility Division

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

Ivor Hill was born and raised in England, but has lived and worked in the U.S. most of his adult life. He came here in 1987 with a mining equipment company and joined Komatsu in 2000. Today, he's Vice President and General Manager of Komatsu America's Utility Division, which is at the other end of the heavy equipment spectrum from mining machines.

"The two industries are very different, but also very similar," Hill noted. "Of course, a mining machine may be 100 times larger than a compact machine, but what they do — dig holes and move material — is basically the same. And while mining equipment can cost well into the millions of dollars versus perhaps as little as \$20,000 for a skid steer loader, the importance of that skid steer loader purchase is just as great, and maybe even greater, to the guy who's making the payments. At Komatsu, we understand the expectations and needs of both customers and act accordingly."

Under Hill's guidance, Komatsu is rapidly on its way to becoming the number-two supplier of compact construction equipment in the United States. "Just like in construction, we offer almost every type of compact machine and every size — and what we don't have, we soon will."

When he's not on the job or spending time with his family, the 50-year-old Hill's passion is soccer. "I play in two outdoor leagues and one indoor league," he explained. "I have a hard time finding enough people my age who play, so I often go against many players who are much younger. But just because I'm older, they don't cut me any slack. I'm sure it's because of my British background. They want to show me that the U.S. plays pretty good soccer too."

# Quality equipment and support spur growth

... continued

compete in 88 percent of the market. In other words, we have almost all the same machines and size classes that the other full-line companies have, and soon, we plan to be closer to 100 percent.

We didn't get into the business to be a bit player. We want to be one of the stars. In four years, we've gone from \$47 million in sales to more than \$200 million. In 2005 we increased our final deliveries by 33-percent versus year-to-date December 2004. Our goal is to be the number-two overall supplier of compact equipment, and number one in mini excavators, by 2007 — and we believe we're well on our way to accomplishing that.

**QUESTION: What do you consider to be Komatsu's strengths in compact construction equipment?**

ANSWER: Number one, it's the equipment itself. We make quality equipment that's reliable for the customer out on the job. Just as with our full-size machines, we believe our hydraulic system is superior, which is why we anticipate being number one in mini excavators in the near future. When you're digging around fiber optic lines and the like, you need complete control. On our skid steer loaders, two-speed control is standard. And on all our machines, we've emphasized comfort.

Beyond the equipment itself, it's the support we provide, which lowers machine owning and operating costs. For example, with Komatsu Financial, we can often provide a creative finance plan if that's helpful. Plus, we have a very strong distributor network to service the machines we sell — and certainly, not everybody who sells utility equipment can make the same claim.

**QUESTION: What new products is Komatsu Utility coming out with that you're excited about?**

ANSWER: The big news in the first quarter is the introduction of our first two Compact Track Loaders (CTL). CTLs are very popular among landscapers because they can do heavier work, work better in limited space, and cause less ground damage than traditional skid steer loaders.

Beyond the CTLs, we recently introduced two new, small mini excavators (PC18MR-2 and PC20MR-2); we have a whole new line of Dash-5 compact wheel loaders; and we'll also soon be introducing the new models of the backhoe loaders.

**QUESTION: What would people be most surprised to learn about the Komatsu Utility Division?**

ANSWER: Many people may know that we have a manufacturing facility in Newberry, South Carolina, where we make all our backhoe and skid steer loaders. What they probably don't realize is that it's also our Utility Division headquarters. The advantage is that all our decision-makers are right there where the machines are being manufactured, so when necessary, we're able to make decisions very quickly.

The other thing that might surprise some people is the large amount of money we invest in research and development. There's a copycat mentality in much of the construction equipment business. At Komatsu, certainly we keep an eye on what's going on elsewhere in the industry, but most of our efforts are internal — looking for ways to incorporate technology to improve our existing products and make them more cost effective. I'm not saying no other equipment manufacturer does that, but I would bet that few, if any, do it to the extent that we do — and I'm very pleased that, on the utility side, we get our fair share of that R & D investment. ■

Komatsu makes six different skid steer loader models, plus a new track loader. Two-speed control is standard on all Komatsu skid steer loaders.

Skid steer and backhoe loaders are made at Komatsu's Newberry Manufacturing Operation in South Carolina.

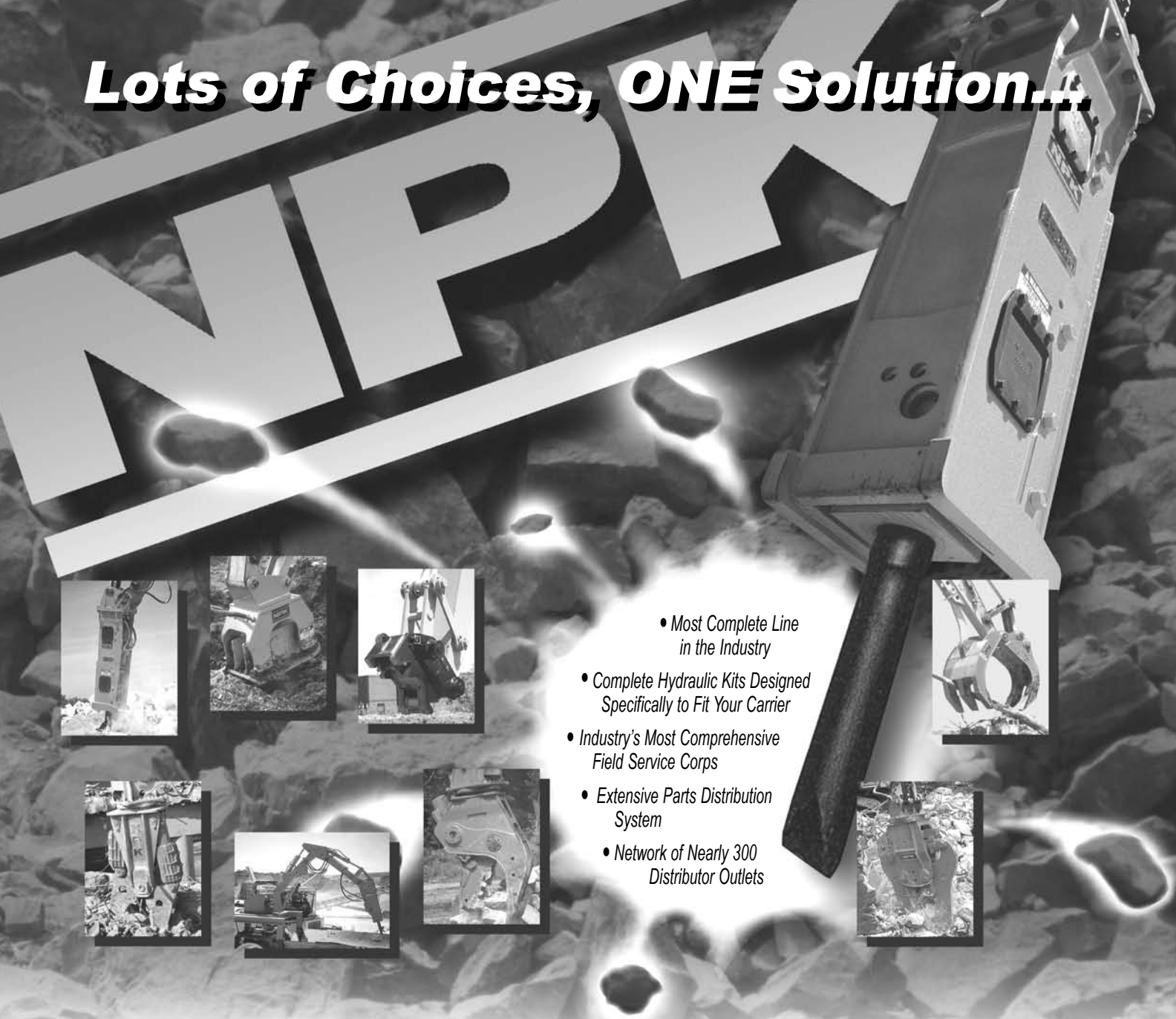


Mini hydraulic excavators are the fastest-growing segment of the utility equipment industry. Komatsu expects to be number one in this important machine group in the near future.





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# UNDERCARRIAGE REPLACEMENT

## Crawler owners discover the benefits of quality plus price-competitive OEM parts

*For more information on Komatsu OEM undercarriage, contact our parts department.*

If you own a crawler dozer, you know much of the operating cost associated with it centers around undercarriage repair and replacement. With that in mind, Komatsu has taken steps to make its original equipment manufacturer (OEM) undercarriage more affordable and more readily available.

"The Komatsu OEM undercarriage is specifically designed to provide maximum life and performance for Komatsu track machines," said Dick Schaefer, Komatsu America Senior Product Manager for Undercarriage. "That's why, when a Komatsu dozer user replaces the original undercarriage, we want him to use our OEM product rather than an 'off brand' from the secondary or 'will-

fit' market. It's the only way we can assure him that he's going to continue to get the same type of performance he got from the original."

### Two key issues

Schaefer says there are two key issues for people who buy what he refers to as "will-fit" undercarriage products. "One is that mixing and matching different undercarriage products could create a problem with consistency. The other key question is whether the quality of the 'will-fit' part is as good as the original equipment."

According to Schaefer, many dozer owners in the past have turned to "will-fit" undercarriage products in order to save a little money. "We think most dozer owners would prefer to buy OEM, so we studied our pricing structure and made our product more price competitive. At the same time, we increased our supply of undercarriage parts by expanding one of our manufacturing plants."

### Real value

Schaefer says the actions have caused Komatsu dozer owners to take notice, as evidenced by an almost 200 percent sales increase in the last couple of years. "That tells us our customers recognize that Komatsu OEM undercarriage products represent real value, and while they may still be able to find undercarriage parts that cost less, those 'will-fit' parts may not provide the longevity or productivity of OEM."

Another plus for Komatsu OEM undercarriage, according to Schaefer, is that Komatsu backs it with a three-year, 4,000-hour breakage and leakage warranty that is among the best in the industry. ■

Komatsu has increased its supply of OEM undercarriages while at the same time, making them more price competitive. Komatsu urges its equipment users to use the OEM product to get maximum undercarriage performance and longevity.





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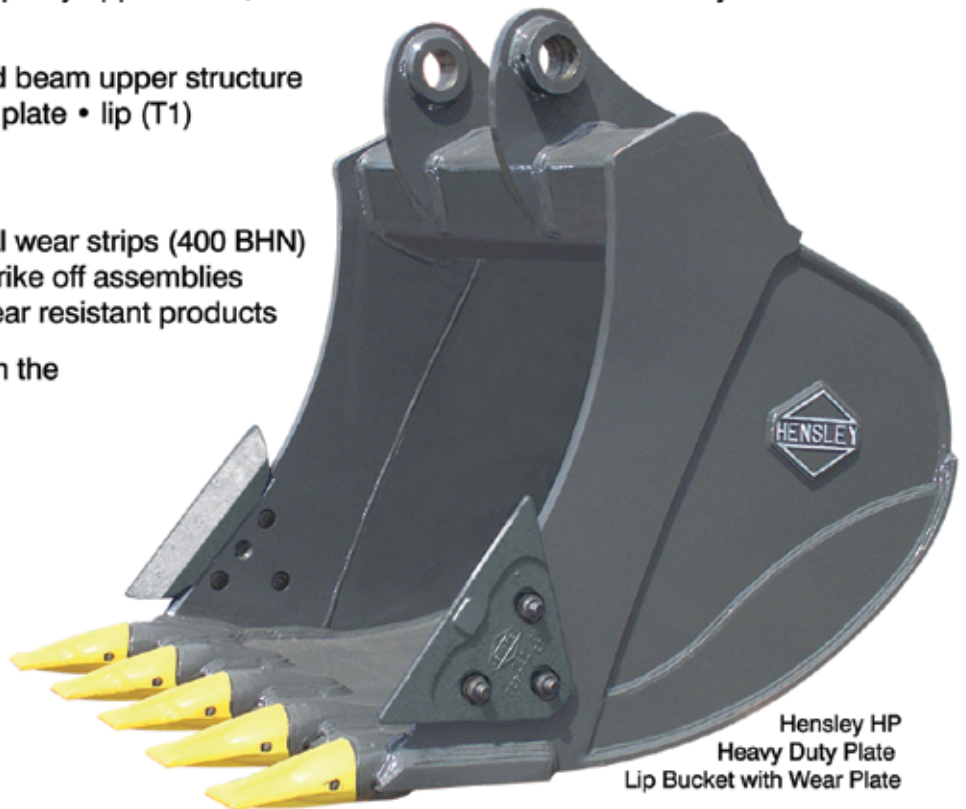
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AT YOUR SERVICE

# QUALITY USED MACHINES

## Power Motive expands fleet of used equipment by extending sales and purchasing areas

When a contractor is in the market for a piece of heavy equipment, he isn't always looking for a new machine. But that doesn't mean he doesn't want the best machine money can buy.

At Power Motive, contractors can find a large inventory of quality used machines to fit their needs. And if they can't find it in the yard, getting that right piece of equipment can be as easy as talking with Frank Einhorn or Richard Hill.

Frank is Manager of International and Domestic Sales and Purchasing for Power Motive, and Richard is the new Used Equipment Specialist.

Both men have years of experience in the heavy equipment industry, particularly in used equipment sales and purchasing, and are working to bring the best used equipment to Power Motive customers.

"We are actively growing this end of the business," said Frank. "Our customers are actually benefitting because we're expanding where we go for good, quality used equipment."

### Key is thorough inspection

The key to a quality used machine is a thorough inspection before offering the machine for sale, according to both men. That inspection includes the entire machine, said Frank.

"We inspect everything, from the amount of wear on the undercarriage of a track machine, to the engine and power train," he noted. "We don't cut corners to save a couple of dollars. When we're done, we're very confident the machine is something that both we and the customer can be proud of. We want the company to be known as the place to come to get just the machine you're looking for."

Richard came to Power Motive from another dealer in early October and says he has been impressed with the company's service technicians and the work they do.

"The work done in the shop at Power Motive and the level of attention the technicians put into the machines is outstanding," he remarked. "We also take the machines out and run them hard for a period of time to make sure they work properly. Not all dealers do that."

### From "as-is" to "almost as good as new"

Frank and Richard often bring in used machines from other dealers. This equipment comes to Power Motive in a wide range of conditions and is also carefully inspected before it is offered for sale.

"Some customers like a low-price, as-is machine and some want it fully guaranteed with low hours, which can still offer a good benefit compared to a brand-new machine," said

*Continued . . .*

Power Motive thoroughly inspects all machines before offering them for sale. "We inspect everything, from the amount of wear on the undercarriage of a track machine to the engine and power train," said Frank Einhorn, Manager of International and Domestic Sales and Purchasing. "When we're done, we're confident the machine is something that both we and the customer can be proud of."



Frank Einhorn,  
Manager of International  
and Domestic Sales and  
Purchasing



Richard Hill,  
Used Equipment  
Specialist



# Used equipment offers many advantages

... continued

Frank. "Right now, new equipment deliveries can be tight on many machines because there is so much demand. But we can often satisfy the customer's need with a quality used machine that fits the customer's specifications."

Power Motive is partnering with Komatsu ReMarketing to offer warranties on used Komatsu equipment based on year of manufacture, hours, and condition of the machine.

"When we inspect the machine, we certify its condition as an 'A' or a 'B' machine, and offer warranties accordingly," said Richard. "We can also offer financing on the certified machines with excellent rates that are better than any other manufacturer in the industry."

## Listing on the Web site

Power Motive lists used equipment on its Web site and updates the offerings regularly. If contractors are looking for particular machines, Power Motive encourages them to check with a Power Motive salesperson.

"We want customers to contact us and give us a try," said Richard. "Talk with your local sales rep, stop by the yard or call me or Frank and really take a look at the equipment. Power Motive is putting a great deal of its resources and investment into giving customers what they need in a timely fashion. Sometimes a late-model machine is a very good value for the customer, especially with the financing available. It's a good way to put a machine in the customer's yard."

Quality used machines, such as these backhoe loaders, are often an excellent value. Power Motive lists used equipment on its Web site at [www.powermotivecorp.com](http://www.powermotivecorp.com).

Richard pointed out that he and Frank will search for a particular machine for a customer if it isn't in Power Motive's fleet. However, they rarely buy from equipment auctions.

"I think many customers don't realize they could buy a used machine from us today at nearly the same price as one from an auction, while getting a warranty, low-interest financing and some history on the machine," he said. "We make every effort to find out the history of the machines we acquire. That protects our customers, and that's our job — to protect our customers from poor equipment."

Power Motive has recently added Ty Blount, an employee whose specific job is to buy used equipment from customers throughout Colorado. "We can help customers turn unneeded equipment into fast cash, while helping us make more equipment available to customers," said Frank. "Buying locally adds more value to customers than going farther away to buy a machine."

Frank and Richard are also considering expanding Power Motive's fleet of used machines to include mining equipment and larger machines, which some customers want. "If anyone in the state has a piece of equipment for sale, we are interested in talking about it, whether or not it's a big machine," said Frank.

## The bottom line — help customers

"The bottom line is that we want to help our customers," added Richard. "That's why we're expanding our used equipment offerings. If our focus is not on helping our customers succeed, then we're not going to succeed."

With more used equipment available from Power Motive and more sources to buy and sell that equipment, customers are the ones who will benefit, added Frank. "As we develop our contacts, we find places where we can resell the machines, both in and out of state," he said. "That helps give customers better trade-in prices because we have more places to sell the iron."

It all adds up to a win-win situation for Power Motive customers, he added. "I can assure our customers and equipment users in neighboring states and beyond, that if they need to buy a quality used piece of construction equipment backed by a quality dealer, they should call Power Motive." ■







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# CALL-BEFORE-YOU-DIG UPDATE

## New nationwide, three-digit, one-call number will be 8-1-1



Bob Kipp,  
President, Common  
Ground Alliance

For many years, excavation contractors and anyone else who digs in the ground have been required to phone a local One-Call Center before starting the excavation. The purpose of the call is to get information on the location of buried utilities and thereby ensure a safe and trouble-free dig for the excavation crew as well as the general public.

While the vast majority of excavation contractors make the call, there are still some who don't.

"There are about 400,000 excavation incidents each year resulting in substantial damage to facilities and about 50 fatalities," said Paul Preketes, Board Chairman of the Common

Ground Alliance (CGA), a broad coalition of groups including excavators, utilities, regulators, engineers, insurance companies and other industry stakeholders. "When companies or individuals plan to dig, the first thing they must do is contact a One-Call Center."

But one of the problems with the current one-call system has been that there is no single, centralized, nationwide, easy-to-remember number to call. Rather, there are different numbers in each state and many municipalities — and they are regular ten-digit numbers including area code.

### Simple, convenient, new number

The Pipeline Safety Improvement Act of 2002 mandated that a three-digit, pre-dig, one-call number be established, but didn't set a time frame for it. The CGA has been urging the Federal Communications Commission to adopt such an easy-to-use nationwide number sooner rather than later. Last year, the FCC did just that by establishing 8-1-1 as the national one-call number.

"We commend the FCC," said CGA President Bob Kipp. "This simple, convenient number will encourage safe excavation, protecting the nation's vital energy and telecommunications infrastructure and those living nearby. The next step is to get the number online as expeditiously as possible and make it as familiar as 9-1-1."

According to FCC rules, 8-1-1 must be fully operational on wireless, wireline and pay phone systems nationwide by April 2007.

For more information on the Call-Before-You-Dig program, contact the Common Ground Alliance at [www.commongroundalliance.com](http://www.commongroundalliance.com) or call (703) 836-1709. ■

Before any excavation, you're required to contact a local One-Call Center to determine the location of existing underground utilities. The Federal Communications Commission has established 8-1-1 as the single, nationwide three-digit, one-call number, effective April 2007.





## DISTRIBUTOR CERTIFIED USED EQUIPMENT

# RELIABLE USED EQUIPMENT

## How Komatsu Distributor Certified machines help eliminate the risks of buying used

In 2002, Dan Kramer started an excavation company, Kramer Excavating, in his hometown of Pleasant Hill, Mo. The company, with a work force of about a dozen people, specializes in moving dirt for commercial developments and residential subdivisions in the Kansas City area.

Like all earthmoving contractors, Kramer needs productive and reliable equipment to get his jobs done quickly and cost effectively. For a number of pieces, he has turned to Komatsu Distributor Certified used equipment from his local Komatsu distributor.

Komatsu Distributor Certified used machines are thoroughly inspected and rated based on specific criteria including age, hours, component wear and appearance. Special finance rates and extended warranties are also available on many Distributor Certified machines.

"We need machines that we can count on, day-in and day-out," said Kramer, who currently owns a Komatsu Distributor Certified PC220LC-6 hydraulic excavator. "The PC220, as well as previous Distributor Certified machines we've owned, including a D65 dozer and a WB140 backhoe loader, meets our productivity and reliability requirements at a price we can afford. Best of all, because it comes from my Komatsu dealer, I know it's going to work like it's supposed to, or they're going to make it right."

### Peace of mind

In fact, Kramer says he did have an issue with an early Distributor Certified machine he owned. "My Komatsu distributor had a

replacement unit at our jobsite the next day. That kind of support and backing is crucial to me."

Whereas some equipment owners buy used machines at auction because they think they're getting the best bargains there, Kramer says "peace of mind" is worth much more to him. "I'm sure it's possible to get a good machine at a good price at auction. But I've seen people really get burned. In the vast majority of cases, I believe there's probably a reason a machine was sent to auction rather than traded in. I avoid auctions because I don't want to be the unsuspecting buyer who learns that reason too late. To me, a Komatsu Distributor Certified machine delivers excellent cost savings and a safety net as well." ■



*For more information on Komatsu Distributor Certified used machines, talk to your sales representative or call or visit our nearest branch location.*

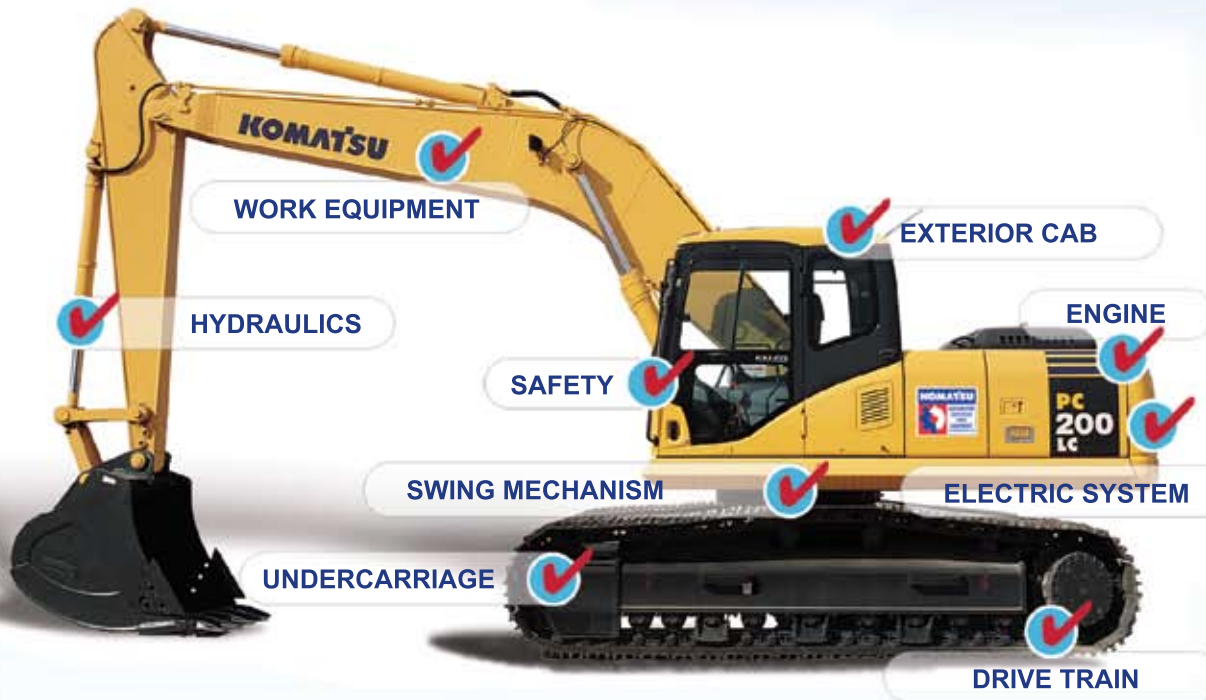


Dan Kramer prefers Komatsu Distributor Certified used equipment like this PC220 hydraulic excavator to other used equipment because of the support and backup he knows he's going to get from his Komatsu distributor.



# KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

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*If it can be measured,  
we measure it!*

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If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

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## USED EQUIPMENT

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 (303) 355-5900  
 fax (303) 388-9328

email: feinhorn@powermotivecorp.com



1999 Komatsu PC200LC-6, EN5739-U, 5,447 smr. ....\$73,500



2004 Komatsu D61EX, EN10687-U, 2,360 smr. ....\$167,000



1994 Komatsu WA500, EN9967-U, 4,500 hrs. since rebuild.....\$94,500

### Dozers

2000 Komatsu D41E-6, EN 6819-U, 2,233 smr. ....	Call
2000 Komatsu D155AX, EN10088-U, 6,276 smr. ....	\$247,000
2000 Komatsu D155AX-5, EN 10921-U, 4,731 smr. ....	\$283,000
2000 Caterpillar D5CXL, EN10984-U, 3,225 smr. ....	\$72,000
1999 Dresser TD12C LT, EN 5729-U, 2,729 smr. ....	\$61,500

### Excavators

1999 Komatsu PC27R-8, EN10167-U, 1,955 smr. ....	\$20,500
1996 Komatsu PC60, EN 9427-U, 4,288 smr. ....	\$31,000
1997 Komatsu PC95-1TH, EN7678-U, 2,652 smr. ....	\$61,500
2000 Komatsu PC100-6H, EN6608-U, 2,127 smr. ....	\$61,500
2000 Komatsu PC128US-2, EN9949-U, 2,801 smr. ....	\$73,000
2003 Komatsu PC130-6, EN8566-U, 1,220 smr. ....	\$82,000
2000 Komatsu PC138US-2, EN10892-U, 1,730 smr. ....	\$77,500
1998 Komatsu PC150LC-6, EN10115-U, 4,139 smr. ....	\$77,500
1996 Komatsu PC200LC, EN9888-U, 3 smr. ....	\$51,000
1998 Komatsu PC200LC, EN10616-U, 5,537 smr. ....	\$80,000
1999 Komatsu PC200LC-6, EN10518-U, 4,253 smr. ....	\$92,500
2000 Komatsu PC200LC-6, EN10051-U, 2,793 smr. ....	\$178,000
2000 Komatsu PC200LC-6LE, EN9953-U, 7,378 smr. ....	\$69,500
2003 Komatsu PC200-7, EN10054-U, 2,047 smr. ....	\$123,000
1999 Komatsu PC200LC-6LE, EN6408-U, 7,176 smr. ....	\$73,000
2001 Komatsu PC220LC-6, EN10297-U, 4,728 smr. ....	\$94,000
2000 Komatsu PC220LC-6, EN6670-U, 6,108 smr. ....	\$83,500
1999 Komatsu PC220LC-6LE, EN9793-U, 5,642 smr. ....	\$84,500
2001 Komatsu PC228US-3, EN10882-U, 3,442 smr. ....	\$104,500
2003 Komatsu PC228US-3, EN10052-U, 2,211 smr. ....	\$115,000
2000 Komatsu PC228USLC-2, EN9293-U, 4,511 smr. ....	\$66,500
2003 Komatsu PC228USLC-3, EN8485-U, 773 smr. ....	Call
2000 Komatsu PC270LC-6L, EN7088, 5 smr. ....	\$94,000
2003 Komatsu PC270LC-7L, EN9958-U, 3,238 smr. ....	\$195,500
1998 Komatsu PC300LC-6, EN5445-U, 11,215 smr. ....	\$83,500
1996 Komatsu PC300LC-6, EN7320-U, 10,018 smr. ....	\$71,500
1999 Komatsu PC300LC-6, EN9950-U, 5,936 smr. ....	\$141,500
1997 Komatsu PC300LC-6, EN4401-U, 6,640 smr. ....	\$83,500
2004 Komatsu PC300LC-7, EN10362-U, 1,493 smr. ....	\$220,000
1996 Komatsu PC400LC-6, EN2916-U, 2,669 smr. ....	Call
2000 Komatsu PC400LC-6, EN10257-U, 5,520 smr. ....	\$209,500
2001 Komatsu PC400LC-6, EN10258-U, 4,526 smr. ....	\$220,000
2002 Komatsu PC400LC-6, EN8059, 6,922 smr. ....	\$199,000
2000 Komatsu PC400LC-6LK, EN6745, 3 smr. ....	Call
2000 Komatsu PC400LC-6LK, EN84131, 10,047 smr. ....	\$126,500
2001 Caterpillar 320CL, EN10985-U, 3,910 smr. ....	\$125,500
2000 Caterpillar 345B II, EN11030-U, 7,316 smr. ....	\$188,500
2004 Caterpillar 345BL II, EN10811-U, 3,067 smr. ....	\$314,500
1999 Bobcat 341, EN10339-U, 1,975 smr. ....	\$24,500
1997 Bobcat X331, EN10770-U, 5,660 smr. ....	\$15,500

### Wheel Loaders

1996 Komatsu WA180-1, EN10432-U, 9,277 smr. ....	\$44,000
1995 Komatsu WA180-1, EN10431-U, 7,823 smr. ....	\$46,000
1999 Komatsu WA180-3PT, EN10314-U, 4,467 smr. ....	\$56,500
1995 Komatsu WA250-1, EN806-U, 17,379 smr. ....	\$35,500
1998 Komatsu WA250-3, EN10004-U, 4,136 smr. ....	\$71,500
1999 Komatsu WA250-3, EN9983-U, 2,731 smr. ....	\$79,000
2000 Komatsu WA250-3MC, EN6753-U, 6,665 smr. ....	\$73,000
2002 Komatsu WA250-3MC, EN7721-U, 5,572 smr. ....	\$86,000
1998 Komatsu WA250-3PT, EN5031-U, 4,999 smr. ....	\$81,000
2000 Komatsu WA320-3, EN7597-U, 6,562 smr. ....	\$82,000
1997 Komatsu WA320-3, EN4467-U, 9,333 smr. ....	\$73,000
1999 Komatsu WA320-3MC, EN5658-U, 4,957 smr. ....	\$73,000
2000 Komatsu WA320-3MC, EN6945-U, 8,037 smr. ....	\$78,000
1998 Komatsu WA380-3, EN5061-U, 2 smr. ....	Call
1996 Komatsu WA380-3, EN3882-U, 6,426 smr. ....	\$82,000
1998 Komatsu WA450-3, EN4858-U, 7,246 smr. ....	\$115,500
1988 Komatsu WA500-1, EN10263-U, 2,973 smr. ....	\$67,000
1999 Komatsu WA500-3, EN10124-U, 10,651 smr. ....	\$125,500
1989 Komatsu WA600-1, EN10241-U, 13,500 smr. <b>REBUILT</b> .....	\$136,000
1989 Caterpillar IT28, EN 11139-U, 8,409 smr. ....	Call
2003 Caterpillar 966G, EN10917-U, 2,668 smr. ....	\$283,000
1983 Dresser 510, EN9635-U, 5,032 smr. ....	\$17,000
1973 Fiatallis 545B, EN11047-U, NA smr. ....	\$14,500

### Backhoe Loader

2004 Komatsu WB150PS-2N/1C, EN9210-U, 749 smr. ....	\$62,500
1988 Ford 755B, EN10941-U, 7,151 smr. ....	\$16,500
1990 Ford 755B, EN10942-U, NA smr. ....	\$20,500

### Crusher

2000 Komatsu BR350, EN9418-U, 4,692 smr. ....	\$209,500
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### Skid Steer

1996 Bobcat 753C, EN10768-U, 8,709 smr. ....	\$9,000
2001 Bobcat 873, EN10767-U, 2,237 smr. ....	\$20,000
2002 Gehl SL4835, EN9421-U, 1,612 smr. ....	\$17,000

### Compaction

1995 Caterpillar 815B, EN10639-U, 6,168 smr. ....	\$174,500
1998 Rex 3-35C, EN10284-U, 1,027 smr. ....	\$146,500
1993 Rex 3-35, EN1528-U, 8,372 smr. ....	\$82,000
1992 Rex 3-35, EN2288-U, 5,785 smr. ....	\$92,500

### Sweeper

1981 Elgin Pelican, EN8755-U, 4,488 smr. ....	\$8,000
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