

DIRT TALK

A PUBLICATION FOR AND ABOUT POWER MOTIVE CUSTOMERS • 2008 NO. 2

Featured in this issue:

LOADOUT SERVICES, INC.

This Pennsylvania-based contractor has found its own niche in the Colorado coal industry

See article inside...

Vice President and Manager
Steve West (left) and Wash
Plant Manager Ty Hiatt

KOMATSU

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Equipment User:

The economic stimulus package that the President signed into law can have a significant impact on your business this year. The law states that companies buying new equipment in 2008 can depreciate an additional 50 percent of the cost in this year. If you elect to use it, the bonus depreciation can lower your 2008 tax bill. There are other benefits of the stimulus package, and you can get more detailed information in the Guest Opinion article in this issue of *Dirt Talk*.

You may want to consider using the bonus depreciation on purchases of new Komatsu equipment that offers benefits such as lower owning and operating costs. In the past several years, Komatsu has made tremendous improvements across its extensive machinery line, including the addition of ecot3 engines designed to meet Tier 3 standards for reduced emissions. Komatsu not only made reduced emissions standards a priority, but in the process, made its equipment more productive with better fuel economy.

It's that kind of commitment that makes us proud to represent Komatsu utility, construction and mining machines at Power Motive Corporation. Komatsu machines are among the most technologically advanced in the industry, and many include Komatsu's KOMTRAX remote equipment-monitoring and management system that helps you track your machine's performance and service schedules. If an error code appears, Komatsu alerts Power Motive and you right away so the issue can be diagnosed and fixed quickly. It also alerts you to upcoming routine service in advance, allowing you to schedule it at a convenient time. Komatsu was the first manufacturer to install such a monitoring and management tool as standard equipment.

Of course, we believe that service is important in keeping your machine running at maximum productivity throughout its entire life. That's why we make it a priority to have trained technicians who can service your Komatsu and competitive brands of equipment quickly and efficiently with little downtime. If you choose to do the work yourself, rest assured we have nearly every part you need on hand, and if we don't, in most cases we can have it the next morning.

At Power Motive, we stand ready to make your owning and operating costs as minimal as possible, and we'll be happy to work with you in any way we can to make that happen.

Sincerely,
POWER MOTIVE

Bob Davis

Bob Davis,
President



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



DIRT TALK



IN THIS ISSUE

LOADOUT SERVICES, INC.

Read about this Pennsylvania company that has developed a niche in the Colorado coal industry.

GUEST OPINION

Here's good news about a new depreciation bonus that can help you lower your tax bill this year. AED VP of Government Affairs Christian A. Klein explains how you can benefit.

NEW PRODUCTS

Just when you thought they couldn't get any better, Komatsu added an extensive list of features to its Dash-8 mid-size excavators to make them even more productive.

MORE PRODUCT NEWS

Find out how Komatsu's new PZ tool carriers with parallel Z-Bar linkage help users keep loads on the level.

UTILITY NEWS

A recent survey shows 93 percent of compact excavator owners say tight tail swing is a jobsite benefit. Learn why these units have taken off in popularity.

SERVING YOU BETTER

Learn all about the new emphasis that Power Motive has for utility equipment.

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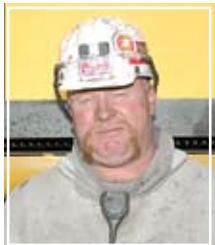
A SALUTE TO A CUSTOMER

LOADOUT SERVICES, INC.

This company's specialty is helping a Colorado coal mine control its loadout costs



Steve West,
Vice President and
Manager



Ty Hiatt,
Wash Plant Manager

When a coal mine contracts for the work provided by LoadOut Services, Inc., the operators know exactly what they're getting and how much it's going to cost. Therein lies the beauty and benefit of the company, said LoadOut Services Vice President and Manager Steve West.

LoadOut Services does business at a Bowie Resources coal mine near Paonia, which is in western Colorado, not far from Gunnison National Forest. The name LoadOut Services aptly describes the nature of its work — to provide contract loadout services and consulting to the coal industry in the operation and maintenance of train and truck loadout facilities. Initially hired strictly to operate the automated system that loads the trains with coal, LoadOut Services eventually extended its work into the prepping and washing of that coal.

West said there are distinct advantages for a coal mine to hand over those services to an

LoadOut Services Vice President and Manager Steve West said a good core group of employees has been critical to the company's success. Here, (L-R) West takes a break with co-workers Ty Hiatt, Cortney Carpenter, Justin Distel, Richard Martin, David McDaniel, Steve Kellerher, Dennis Tunget and Chris Nickolus.



outside company. "The biggest benefit is it's a known cost," he said. "They know what it will cost them per ton to do that work. Also, we take over many responsibilities as the contracted company, including hiring, firing or any regulatory issues. It becomes an aspect of the mining operation Bowie Resources doesn't have to worry about."

Growing responsibilities

LoadOut Services was launched in 2002 in Blairsville, Pa., by Owner and Founder Troy Dolan, who saw a need within the coal industry for expert, contract loadout services to help coal companies ease the burden of transportation costs. West was the company's first employee as plans were being put together to launch this service at the Paonia mine.

"We started off with four employees loading trains," West recalled. "Then in 2004, we took over operations at the wash plant, so we had to acquire equipment to handle the refuse. The refuse is the waste material that comes from washing the coal. The washing process is a way to separate the coal from the rock using gravity. We float the coal and sink the rock, and in the process, accumulate a certain amount of refuse. We take it to a refuse pile, which is a storage area. Then we have to compact it or stack it."

LoadOut Services might also perform other tasks for the mine, like building drill sites and drill-pad roads. West estimates the mine averages 5 million to 5.5 million tons of coal per year, nearly all of which is sold to utility companies. That means LoadOut Services handles approximately 500,000 tons of refuse annually. To process that much material, LoadOut Services has increased its personnel to about 30 employees.



Operator Steve Kellerher uses a Komatsu PC600LC-7 to work the slopes on the refuse pile. "It's a workhorse," Kellerher said of the 133,000-pound excavator. "I can reach out and grab whatever I want and pull it out of the ground. It's a very good machine."

Equipment needs

As its responsibilities at the mine have increased, so has LoadOut Services' demand for productive equipment. To meet those needs, LoadOut Services relies heavily on Komatsu equipment acquired through Power Motive Corporation with assistance from Sales Representative Blake Shear. The company operates two Komatsu excavators (a PC600LC-7 and a PC220LC-7) and two Komatsu HM400-1 articulated trucks, plus rents other Komatsu equipment as needed.

West said his first Komatsu purchase was the PC220LC excavator in June of 2005. "We were looking for that size of track hoe and Power Motive and Komatsu were quick to respond," he recalled. "They had what we were looking for within days. The financing and everything came together and it's been a solid piece of equipment. The operators like it. All of the feedback has been good."

"It's quick and it's stable," added Operator Steve Kellerher. "The steering and everything are very tight. It's a productive machine."

LoadOut Services acquired its Komatsu PC600LC excavator and Komatsu HM400-1 haul trucks in October of 2006. "We had to move a lot of material quickly to open an area



LoadOut Services frequently rents Komatsu equipment, such as this WA380-7 wheel loader operated by Chris Nickolus. "It's smooth and it has good power," he said. "I like it."

to dump the large amount of refuse we were generating at the time," West explained. "That's the reason we needed the two haul trucks."

"Our PC600 has proven to be a good machine," added Wash Plant Manager Ty Hiatt. "It can really move the dirt. Our operators can get a lot done with that machine."

Continued...

PMC
POWER MOTIVE CORPORATION

RELIABLE EQUIPMENT
RESPONSIVE SERVICE

LoadOut seeks opportunities to expand

...continued

LoadOut Services operators were quick to agree. "It's a workhorse," said Kellerher. "I can reach out and grab whatever I want and pull it out of the ground. It's a good machine. It's so big that sometimes I feel like I'm digging slowly, but then I realize I'm moving five yards at a time. When you get to that size, it's all brute muscle."

When the equipment is in need of service, West said LoadOut Services has mechanics who can handle the minor issues. For more serious concerns, he said Power Motive has been responsive.

"They work with us," he said. "We want reliability and responsibility. We want people who are going to stand behind their

equipment. We've had issues, but Power Motive has been good about working through them with us."

"Can do" approach

It's the same level of service and support LoadOut Services provides its business partner at the mine. West said it's all part of a "can do" approach.

"I think we've shown we can take on these other jobs," West said. "The attitude of our company, from the top on down, is to do whatever it takes to get the job done. If there's a job that needs to be done, we can do it. The guys who work here all approach it the same way."

West said those employees have played a major role in the early success of the company. "The company is only as good as the people who work for it," West explained. "From the operators to the wash plant people to the train loadout people, it's a matter of getting good people in here and treating them right. We've got a really good core group of people right now."

West admits that the timing has also been beneficial for the coal industry. "Currently, there's a demand," he said. "The coal market provides better than 50 percent of the utility power right now, so the industry is doing very well with the energy crunch the way it is."

West hopes that leads to more opportunities for LoadOut Services. He said his company is pursuing opportunities to fill a similar role for other companies in other states.

"We've looked at a lot of different facilities and operations," West said. "It's got to be the right fit, something the company feels comfortable with and that has operating agreements similar to what we have here."

After six years, LoadOut Services has certainly found the right fit at the Paonia mine. "I think we're going to look more and more attractive to companies because we can provide a service at a fixed cost," West reiterated. "Companies know what they're getting. I think we have a lot of potential with the people we have working here, the potential in the coal market, and the services we provide." ■



(L-R) LoadOut Services Vice President and Manager Steve West and Wash Plant Manager Ty Hiatt can call on Power Motive Corporation Sales Rep Blake Shear for assistance with all of their equipment needs.

LoadOut Services' first Komatsu purchase was this PC220LC-7 excavator in June of 2005. Here, a LoadOut Services operator uses it for slope stabilization work.





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DEPRECIATION BONUS

Congress and the President have prescribed powerful medicine to stimulate the U.S. economy

On February 13, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. The goal: encourage business purchasing.

Under the new law, companies that buy equipment (and other eligible property) in 2008 can depreciate an additional 50 percent of the cost in the year. To be eligible for bonus depreciation, the equipment must be new and placed in service before January 1, 2009. The depreciation bonus is elective (you do not have to use it) and applies for both regular and alternative minimum tax purposes.

The ESA also significantly boosts Sec. 179 expensing limits for 2008. Companies can now expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179 (but can still use the depreciation bonus). Unlike the depreciation bonus, Sec. 179 expensing can be applied to both new and used equipment. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

Trimming this year's tax bill

By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term. But there is a catch: The more you depreciate now, the

less you will be able to depreciate later. In other words, your tax bill in future years will be slightly higher because you have less to deduct.

If history is any guide, the temporary capital investment incentives will boost equipment purchasing in the months ahead as savvy companies take advantage of the law to buy newer, more efficient, and more environmentally friendly equipment. Check with your tax professional to learn about making Sec. 179 and the depreciation bonus work for you. ■

Christian A. Klein is Vice President of Government Affairs and Washington counsel for the Associated Equipment Distributors. More information about the new capital investment incentives is available at <http://www.depreciationbonus.org>. This article is provided for informational purposes only and is not tax or legal advice.

The Economic Stimulus Act provides for temporary bonus depreciation on new equipment purchases in 2008, helping trim tax bills in the short term.



Christian A. Klein





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NEW PRODUCTS

"ADDED VALUE" EXCAVATORS

Komatsu's Dash-8 mid-size excavators have an extensive list of features to make you more productive

When a manufacturer introduces a new series of excavators, you expect to find a new feature or two when compared to previous machines. With Komatsu's new Dash-8 models of its popular PC300LC, PC300HD and PC400LC excavators, the list of new features is extensive, including the ability to get more done at a lower cost.

All three feature fuel-efficient, ecot3, Tier 3 engines. Those engines have high-pressure, common-rail fuel-injection systems designed to provide more productivity with less fuel and lower emissions. Each engine received a boost in horsepower and operating weight compared to its predecessor.

"It all adds up to a lower cost per yard to move dirt," said Doug Morris, Komatsu Product Marketing Manager. "Komatsu designed these machines to provide the user more for his money. Better fuel economy and improved performance are just a few of the significant upgrades that help lower the cost per yard for any contractor who has dirt to move. Whether they're into heavy highway work, commercial construction, underground utilities or all of the above, the PC300LC-8, PC300HD-8 and PC400LC-8 will help their bottom line."

Morris notes that one simple way to help maintain a healthy bottom line is to track machine performance and maintenance schedules. Komatsu makes it easy to do with its KOMTRAX machine-monitoring system that's standard on all new excavators and is free for five years. The KOMTRAX system sends operating information — such as machine utilization, fuel consumption and load factors, in addition to operating hours,

location, cautions and maintenance alerts — to a secure Web site via wireless technology.

"KOMTRAX increases machine availability, reduces the risk of theft, allows for remote diagnosis by the user's Komatsu distributor and provides operational information that's helpful in efficiency and productivity," Morris explained. "It's an excellent fleet-management tool."

In conjunction with KOMTRAX, all three machines have Komatsu's exclusive Equipment Management Monitoring System (EMMS). It performs three main functions and displays them on the monitor: all critical excavator systems, alerting and guiding



Doug Morris,
Komatsu Product
Marketing Manager

Continued . . .

Brief Specs on Komatsu PC300LC-8 and PC400LC-8

Model	Net hp	Operating Weight	Bucket Capacity
PC300LC-8	246 hp	77,093-79,152 lbs.	0.89-2.56 cu. yd.
PC300HD-8	246 hp	85,085-88,551 lbs.	0.89-2.56 cu. yd.
PC400LC-8	345 hp	97,148-103,834 lbs.	1.47-3.74 cu. yd.

Komatsu's new Dash-8 PC300LC, PC300HD and PC400LC offer more productivity with less fuel consumption for a lower per-yard cost.



Dash-8 mid-size excavators offer several advantages

...continued

the operator should an abnormality occur; preventive maintenance schedule; and error codes and troubleshooting assistance to help mechanics minimize downtime.

Five working modes match specific applications

Operators can keep track of machine performance with the large multicolor monitor that displays data in 10 languages. The monitor also displays the automatic air conditioner, machine maintenance tracking and the image from the standard, counterweight-mounted rearview camera. Using the monitor, the operator can also select the best operating mode for the most efficient use of the PC300LC-8, PC300HD-8 or PC400LC-8. Five modes — Power, Economy, Lifting, Breaker and Attachment — are available.

"Each mode is designed to match engine speed, pump flow and system pressure with the application, giving the operator the ability to match equipment performance with the job at hand," described Morris. "For example, the Power mode provides maximum production and power for faster cycle times during mass excavation. Breaker mode delivers one-way flow to the breaker, while Attachment mode will run two ways when using shears and thumbs. It's easy to select the right mode or adjust flow rates when operating attachments. Whatever mode is selected, the machine will deliver the right amount of hydraulic pressure to get the job done."

Komatsu's five working modes allow operators to easily match the machine with the applications they're performing, making it more efficient.

The monitor is located inside a more spacious cab that has a high-back operator seat for excellent support and comfort to reduce fatigue, so operators stay more productive longer. Multiposition, pressure-proportional control levers and armrests integrated with the console levers allow the operator to work comfortably while maintaining precise control.

The highly pressurized cab keeps dust from entering, while its rigid frame offers visibility and excellent sound absorption. A new cab damper mounting reduces noise and vibration levels.

"We kept the operator in mind when we designed the cabs for the PC300LC-8, PC300HD-8 and PC400LC-8," Morris noted. "We sought input from them about what would make their environment more conducive to productivity. Extensive studies show that an operator who is more comfortable will be more productive."

Designed to reduce downtime

Being more productive also means reducing downtime, and Komatsu's PC300LC-8, PC300HD-8 and PC400LC-8 do that in a variety of ways. Komatsu exclusively designed all major components, such as engine, hydraulic pumps, motors and control valves, for long-term durability and reliability. It's the same with booms and arms, which are highly resistant to bending and torsional stress, thanks to thick, high-tensile-strength steel, interior partition walls and large, one-piece castings. In addition, Komatsu-designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions.

Komatsu made maintaining and servicing simpler with easy access to the radiator and hydraulic oil cooler, which are mounted side by side.

"Komatsu set out to design a machine that had all the advantages an owner and user need: speed, power, fuel efficiency, lower emissions and reduced downtime," said Morris. "We believe we achieved just that." ■



MORE PRODUCT NEWS

NEW PZ TOOL CARRIERS

Parallel Z-Bar linkage helps users keep loads on the level

Komatsu's new parallel tool carriers have all the latest features of its new Dash-6 wheel loaders — plus the added advantage of a Z-Bar linkage that offers parallel movements in both fork and bucket applications. Two models, WA200PZ-6 and WA250PZ-6, are available and replace previous PT machines.

"The parallel Z-Bar linkage gives these wheel loaders both parallel lift and good digging ability," said Mike Gidaspow, Product Marketing Manager Wheel Loaders. "It allows the bucket and forks to stay more level than regular wheel loaders, so operators don't have to continually adjust to keep the load from tipping forward. They are great for a variety of applications, including utility work and warehouses, where users want to keep a load even throughout the entire cycle."

"Users will also appreciate the PZ models for their excellent visibility throughout the cycle," he added. "For example, when using forks, the operator can see the end of the tines at all times. That makes it easier for him to see the load he's picking up, and helps him avoid bumping into objects. Added advantages of the parallel Z-Bar linkage include large tilt force at all heights, large dump angle at maximum boom height and a two-mode bucket leveler."

Similar advantages to Dash-6 wheel loaders

Both machines got a boost in horsepower compared to their predecessors and, like their Dash-6 wheel loader counterparts, are powered by high-torque, ecot3, Tier 3 engines that offer high performance with less fuel consumption and lower emissions. Electronically controlled hydrostatic transmissions provide quick travel response and aggressive drive into the pile. An

inchng pedal gives the operator simultaneous control of travel and equipment hydraulic speeds. The new variable traction control system with S-Mode allows the operator to adjust the tractive effort to the job conditions and reduce tire slippage.

"As with many of our new products, the PZ machines come standard with the KOMTRAX monitoring system that can be used to track machine location, error codes and other items that help owners and operators better track maintenance," said Gidaspow. "Users will find these machines among the most highly productive and efficient they've ever used." ■



Mike Gidaspow,
Product Marketing
Manager Wheel
Loaders

Brief Specs on Komatsu PZ Parallel Tool Carriers

Model	Net hp	Operating Weight	Bucket Capacity	Breakout Force
WA200PZ-6	126 hp	25,275-25,420 lbs.	2.5-2.75 cu.yd.	18,990-20,210 lbs.
WA250PZ-6	138 hp	26,808-27,778 lbs.	2.5-3.0 cu. yd.	24,250-26,490 lbs.



Komatsu's new PZ tool carriers feature parallel Z-Bar linkage that keeps loads level. They also offer excellent visibility so operators can see the end of the tines when using forks.





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UTILITY NEWS

COMPACT EXCAVATORS

The tale of the short tail

The terms short tail swing and zero tail swing are the current industry buzzwords related to compact excavators sold in North America.

Recently, a survey of 200 compact excavator owners yielded some interesting trends, with 93 percent saying that short tail swing was a jobsite benefit and 83 percent noting that they would purchase a short-tail-swing machine again. That's a powerful statement of where customer preference is headed, or should we say, has already gone?

Owners in the survey also rated short-tail machines as better than conventional machines in the areas of machine balance, stability, pushing power with the blade, stability on slopes and most importantly, the ability to work in tight spaces.

But, can these machines, with little or no tail overhang, perform like their conventional-tail-swing counterparts? That depends.

Komatsu Utility moved exclusively to short-tail-swing units with the introduction of its MR-2 series of machines in 2003. As Komatsu developed these machines, it recognized that owners in North America wanted greater stability and lift capacity in addition to the obvious benefit of tight-quarters work.

To address this customer desire, every Komatsu excavator is designed with extra counterweight in the tail section that enhances stability and machine balance. Not all manufacturers have addressed this performance area, so it is imperative to look deeply and demonstrate before purchasing a short-tail unit.

What else to look for

Other items to evaluate during the purchase decision process are a large, comfortable operator station with great visibility; a machine undercarriage that's designed like a large excavator; choice of track systems (Komatsu

offers its Road-Liner track, unique in the industry and designed for longer life on hard surfaces); low maintenance requirements; and easy-to-reach daily checks and maintenance points. Also be sure your dealer can offer a good selection of machine-matched buckets, a thumb and quick coupler. And, for the maximum in versatility, consider the option of a power-angle blade and what it can do for your operation. This feature is optional on Komatsu PC35, PC45 and PC50 excavators.

In summary, short-tail-swing machines are here to stay, and owners appreciate their ability to work productively in tight quarters. However, not all short-tail machines exhibit the same performance characteristics, so try before you buy. When you do, you'll see what a difference owning a Komatsu can make. ■

Komatsu's tight-tail-swing design gets into tight spaces, and has greater stability and lift capacity in response to customers' recommendations.



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A NEW FOCUS ON UTILITY PRODUCTS

Now more than ever, Power Motive Corporation is the place to go for utility equipment needs

Power Motive Corporation has made it easier than ever for its customers to get a productive machine from Komatsu's line of utility equipment.

Utility Sales Manager Donnie Book said Power Motive strengthened its commitment to the utility market in 2007. "We could get utility products before, but it wasn't as easy," Book explained. "Now, we're one of Komatsu's preferred dealers for utility, so we have easier access to the equipment. We've got all the financing programs and Komatsu has helped us get up and running with our utility line."

As part of this added focus to its utility line of equipment, Power Motive has specifically assigned several sales representatives to utility line sales. Rebecca Carrera covers the eastern half of Denver, Tony Beshara handles the western half of Denver. Their territories are divided by Interstate 25. In addition, David Kellerstrass covers utility sales out of Power Motive's Grand Junction branch. Customers in other areas can also purchase utility equipment through Power Motive's main-line sales representatives.

Productive, versatile equipment

Book said there's a great demand right now for utility-size equipment, which can be used for a variety of applications. "The skid steer is a very versatile piece of machinery," he noted. "We also have backhoes, compact excavators, crawler carriers, small dozers, compact wheel loaders and compact track loaders, so we cover a vast cross section of customers, from tree farms to landscapers to excavation contractors."

"Many people thought we were only in the business of providing heavy construction and mining equipment," Kellerstrass said. "Utility equipment provides another option and, so far, the response has been good."

Continued . . .



Tony Beshara,
Utility
Specialist,
Denver



Rebecca Carrera,
Utility
Specialist,
Denver



**David
Kellerstrass,**
Utility Specialist,
Grand Junction



Donnie Book,
Utility Sales Manager

"Compact track loaders are a very versatile piece of machinery," said Utility Sales Manager Donnie Book, here demonstrating the capabilities of the Komatsu CK30.



Komatsu utility line is “second-to-none”

...continued

In boosting its commitment to its utility product line, Power Motive benefits significantly by having a topnotch product to sell. The productivity and reliability associated with the Komatsu name assure customers that the equipment is held to a high standard of performance.

“Our utility products are very versatile due to the pattern control valves found on all the machinery,” Book said. “The operator can change control patterns with the simple flip of a lever.

“Our compact excavators are unique because they have road liners on them. There’s no worry about throwing the rubber tracks because the road liners are more stable. Also, the user doesn’t need two machines for a small job because the angle blade makes it possible to backfill and dig a ditch with the same machine, so that really cuts down on equipment costs. Plus, Komatsu’s KOMTRAX machine-monitoring system increases the safety net for an operation.”

“The Komatsu compact excavators — like Komatsu’s larger excavators — are second-to-none,” Beshara added. “They’re the top of the line and a great product.”

Superior service

In addition to the quality associated with Komatsu equipment, Power Motive also backs up those products with top-of-the-line service. “First and foremost our people stand behind our products,” Carrera emphasized. “Customers who are in a pinch can rest assured that we always answer our phones and we take care of customer needs.”

Book said he will continue getting the message out about what Power Motive offers those who are interested in utility equipment. “People are starting to know and like the Komatsu utility products and they like what Power Motive has to offer,” Book observed. “We’re doing everything we can right now to let people know we’re here and we’re interested in their business.” ■

The same productivity customers have come to expect in larger Komatsu excavators can be found in its utility line, like these Komatsu PC78MR-6 excavators.



KOMATSU & YOU

COMMITTED TO EXCELLENCE

Komatsu America Chairman/CEO outlines technology, product support goals to benefit customers

QUESTION: Construction is down somewhat from its record highs of the past few years. What is your outlook for the coming year?

ANSWER: The housing market has brought the construction industry down as a whole, and we believe housing will likely be down through much of this year. The government is responding with items such as the economic stimulus package, and the Federal Reserve has been lowering interest rates. We'll have to watch and see what effects those moves have on the construction economy. But it isn't all doom and gloom. There's still governmental spending projects for highway, and energy and infrastructure segments continue to be strong.

QUESTION: What about mining? What is Komatsu's place in the industry?

ANSWER: Mining is exceptionally strong, with emerging markets and higher prices for commodities, such as copper, fueling the growth. We expect that to continue for many years to come, as countries such as China and India continue to build their economies. Komatsu has always been a global leader in the mining industry and our expertise helps us maximize our opportunities in that market. We believe our Peoria plant is the best in the business for the manufacture of electric mining trucks. We have an incredible team of people there, who through research and development, have made Komatsu's electric mining trucks the most technologically advanced in the industry.

QUESTION: How will those advances in technology benefit equipment users?

ANSWER: Equipment users appreciate the technology going into new machines because it helps them with fleet management — items such as performance and maintenance. Our KOMTRAX machine-monitoring system,

Continued . . .



David W. Grzelak,
Chairman and CEO,
Komatsu America Corporation

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.

David Grzelak was appointed Chairman and CEO of Komatsu America Corp. in April of 2002 and has management responsibility of five Komatsu operations related to the construction, utility and mining industries.

He has held several management positions with Komatsu since joining the company in 1991 as Vice President of Sales, including Executive Vice President, President and COO, Chief Executive Officer, Chairman and CEO, Global Officer and Chairman and CEO of Komatsu Mining Systems.

"I've held many positions at Komatsu, but one thing that's never changed in this company is its commitment to quality, productive machinery," said Grzelak. "From top to bottom, Komatsu is very aware of the challenges contractors and mining companies face, and we're constantly working to make our machines the most advanced and efficient on the jobsite. Komatsu has long-range plans to ensure that continues to always be the case."

A 1971 graduate of Penn State University with a B.S. in Industrial Engineering, he added an MBA from Gannon University in Erie, Penn., his hometown. Both universities have honored him with distinguished achievement awards, and he was appointed to Penn State's Board of the Leonhard Center for the Enhancement of Engineering Education.

He and his wife, Diane, have two children, Mike and Meghan, and a granddaughter. David is an avid golfer and an accomplished tennis player, a sport for which he is a certified United States Professional Teaching Association professional.

Chairman says Komatsu committed to R&D spending

.. continued

which comes standard on all new construction machinery, will help them do that easily. We're the only manufacturer in the industry that installs such a system as standard equipment on new machines and provides free communication for five years. Komatsu constantly monitors those machines and if an error code comes up, we'll immediately alert the dealer and the customer to the problem. They can work together on a quick resolution. Our mining trucks come with VHMS (Vehicle Health Monitoring Systems), which functions much the same way. It's another level of product support, and a great partnership between Komatsu, the distributor and the customer.

QUESTION: What other ways is Komatsu continuing its commitment to excellence in customer support?

ANSWER: We're one of the top equipment companies in the world, depending on the industry. As always, we're looking to improve. We're doing that in several ways, including spending a lot of time and money on research and development, much of which is partially

done by talking with equipment users to find out how Komatsu machinery can improve their business. They also expect that machinery to be backed up with excellent support, no matter where they work. So we're working to ensure consistent product support throughout our distributor network, including recertifying service technicians.

Part of any good customer support plan is having parts available on the shelf when a customer needs them. Our distributors have most common parts in stock, with additional parts on hand based on criteria such as what machines they have in the field. In most cases, they have parts available when the customer calls, or if not, they can have it by 7 a.m. the next day. They're able to do that because Komatsu has committed to having regional parts depots across North America. When distributors are missing a part and place an order, they know a truck will be coming to their store that night to meet their requirements.

QUESTION: Speaking of parts, Komatsu recently teamed with Hensley to build a new plant dedicated to ground-engaging tools. Will there be more of such investments in the future?

ANSWER: We'll always continue to invest in ways to make our equipment better. As I mentioned, we put a huge effort into research and development. Through that, we've developed numerous machines that are unique and unrivaled in the marketplace, and we're introducing new products each year that are more efficient and productive. Komatsu has always been at the forefront of equipment manufacturing. For instance, we were the first to offer zero-tail-swing excavators, which are commonplace in the market today. We're one of only two manufacturers that offer a full line of products in utility, construction and mining, all of which are recognized for their quality and reliability.

We also have developed great relationships with our suppliers, which help in the research and development of our products. And on the other end, we have great relationships with our distributors. We're working hand-in-hand with both to ensure that the quality, reliability, efficiency and productivity that's been a part of every product we make, continue to be there. ■



Komatsu America Chairman and CEO David Grzelak says even though the construction industry is down as a whole, mining continues to be strong.



Komatsu recently completed its tenth regional parts depot. The depots are strategically located to ensure parts are readily available to distributors and customers throughout North America, the next day in most cases.



Komatsu's KOMTRAX machine-monitoring system allows equipment users to track machine performance and maintenance items.



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PARTS NEWS

ECO-WHITE FILTERS

How Komatsu's latest hydraulic filters lower operating costs by trapping more contaminants longer

Komatsu constantly looks for ways to lower operating costs, increase efficiency and reliability and be environmentally responsible. It does that in part by using quality parts such as its Eco-White filters, designed to keep hydraulic systems on mid-size excavators cleaner and give components extended life.

"New Eco-White filters double the time until a filter change is necessary," noted Dan Brown, Komatsu Parts Marketing. "Older models that use paper and hybrid filters require filter changes every 250 hours. Eco-White filters push the fluid and filter changes out twice as far, which results in lower costs per hour."

Standard on Dash-8 PC200, PC300 and PC400 excavators, Eco-White filters are made completely of synthetic fibers. The layers of fiber increase the actual square footage of the filter — measured by the depth, number of bends and length of the filter — while the actual physical size of the filter is smaller than paper and hybrid (a combination of paper and fibers) filters on older machines.

"With its smaller size, the Eco-White filter can sit above the oil in the hydraulic tank," explained Brown. "The advantage is cleaner filter changes because the Eco-White filter retains the contaminants, keeping them from re-entering the hydraulic oil tank during removal. It also reduces spills during removal."

Traps contaminants more efficiently

Eco-White filters trap contamination more efficiently for a longer period of time. Every layer of fibers does a particular job. The outer layer traps larger contaminants while subsequent layers take care of smaller particles.

"With the Eco-White filter, you can extend component life, which lowers operating costs and puts more dollars in your pocket in the long run," said Brown. "Komatsu distributors offer kits so users can retrofit older machines to use the Eco-White filters, giving those machines the capability of extended filter changes as well." ■



Dan Brown,
Komatsu Parts
Marketing

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ADVANCED TECHNICIAN COMPETITION

Making good technicians better is the goal of this Komatsu training event

Many of the top heavy equipment technicians in the nation took part in the Komatsu Advanced Technician Competition (ATC) in February. The annual event takes place at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"The Advanced Technician Competition is designed to help Komatsu distributor technicians improve their troubleshooting and machine problem-solving skills," said ATC Director Wade Archer. "In doing that, we're making good technicians even better, which benefits the customer by reducing downtime and repair costs."

In the competition's 10 machine categories, technicians have one hour to troubleshoot a machine and diagnose two problems that have been preset by Komatsu trainers. They're judged not only on whether they correctly identify the issues, but also on how they get there. They're expected to demonstrate their ability to properly use all tools, including service manuals and computers. They're also evaluated based on their communication skills — that is, dealing effectively with the customer and asking the right questions of him.

In addition to the hands-on portion of the contest, Komatsu also puts on educational seminars to further technicians' knowledge and skills.

"The technicians who come here tend to be the top ones at their distributorships," said Archer. "They're highly motivated and want to improve, and they like to compete to be the best. We think the pressure of the competition simulates what they experience on a jobsite, and we have no doubt that they leave here better able to meet the repair needs of equipment users."

Contest winners receive trophies and prizes, including cash awards of \$3,500 for first place, \$2,500 for second place and \$1,000 for third place. ■



**Wade Archer,
ATC Director**



At the ATC, top technicians from across the country compete against each other in a troubleshooting skills contest.

Komatsu training personnel (below) judge contestants based on their ability to properly use all information to reach the correct diagnoses in the shortest time.



MAKING GAINS

Nonresidential construction spending likely to continue to increase this year

Again in nonresidential construction employment in January is likely a sign of more spending in that area throughout 2008, according to Associated General Contractors (AGC) Chief Economist Ken Simonson. Simonson also suggests that the 3.5 percent gain in employment of architects and engineers since January of 2007 is another positive indicator.

Total construction employment fell in January, but those losses occurred in residential building and residential specialty trades, said Simonson in an AGC press release. He added that on the flip side, employment in the three nonresidential categories —

Recent data show that nonresidential construction is likely to post gains in several categories, according to AGC Chief Economist Ken Simonson.



nonresidential building, specialty trades, plus heavy and civil engineering — were up by 1,300.

"The reality is a good deal better for nonresidential construction employment than Bureau of Labor Statistics (BLS) indicated," said Simon. "Census figures for December show nonresidential construction spending jumped almost 16 percent from a year earlier, which could only have occurred with a sharp rise in employment. The 'missing' employees work for specialty-trades contractors, firms that entered the database as residential but are now busy installing wallboard, wiring and plumbing in schools, hotels and offices rather than houses."

"Residential spending in December fell 20 percent from a year before," he added. "That suggests residential employment probably fell by roughly 20 percent as well, or 600,000 jobs, not the 240,000 that BLS counted. If these 420,000 'residential' specialty-trades contractors were included in the nonresidential work force, nonresidential construction employment for the past year would show a hefty gain of about 8 percent. That would be consistent with the rise in nonresidential that the Census reported."

Growth in 15 of 16 categories

The Census numbers show mostly double-digit growth in 15 of 16 nonresidential categories, Simonson said.

"For 2008, I expect continued expansion in power, energy, communication, hospital and higher education construction, and a modest increase in the nonresidential total, before taking cost escalation into account." ■

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MORE INDUSTRY NEWS

Transportation commission calls for “new beginning”

Citing the nation’s transportation system as vital to economic growth, international competitiveness and social well-being, The National Surface Transportation Policy and Review Study Commission released a comprehensive plan to increase investment in U.S. roads. The plan, known as *Transportation for Tomorrow*, also recommends refocusing transportation programs in what it calls a “new beginning” to reform the nation’s current transportation programs.

The 12-member Commission, composed of industry professionals and chaired by USDOT Secretary Mary Peters, was created in 2005 to examine the condition and operation of the transportation system and to develop a plan and recommendations for now and the future. The group held fact-finding hearings in 10 cities across the U.S. They agreed that major overhauls of current transportation programs will be an essential part of the plan’s success.

Key recommendations in *Transportation for Tomorrow* include:

- making significant investment in surface transportation, including \$225 billion annually from federal, state, local and private sources for the next 50 years;
- accelerating the time between conception and delivery of major transportation projects to reduce costs;
- retaining a strong federal role in transportation;
- replacing more than 100 current transportation programs with 10 programs focused on the national interest; and
- creating a new National Surface Transportation Commission to perform principal planning and financial functions. ■

Representatives seek water infrastructure funding

Congressional representatives called on the Government Accountability Office (GAO) to study the nation’s water infrastructure needs. The representatives say studies show that there will be a \$300 billion to \$500 billion funding gap to cover what is needed in the next 20 years, according to an article in E&E Daily.

“Our water infrastructure needs have grown, while funding for clean water has been declining,” representatives wrote in the letter to the GAO Comptroller General asking him to look for ways to finance a Clean Water Trust Fund that provides at least \$10 billion annually to maintain and upgrade wastewater treatment and sewer collection systems. “Many wastewater treatment systems are nearing the end of their useful-design lives.”

Representatives asked the GAO to work with federal, state and local government agencies, as well as representatives of industry and publicly owned waterworks, according to the article.

“To guarantee consistent long-term funding for water infrastructure, we must identify a dedicated source of revenue that is both logical and sustainable,” said Representative James Oberstar, D-Minn., Chairman of the House Transportation and Infrastructure Committee. “We know it is possible, because we already have the Highway Trust Fund and Aviation Trust Fund. Once a sustainable funding source for water infrastructure investment is identified, I hope to take up legislation creating a new Clean Water Trust Fund in the next Congress.” ■



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"HALF AND HALF"

Dozer gives before and after look at a Komatsu Distributor Certified used machine



Lee Haak,
Director, ReMarketing



Attending CONEXPO means getting a chance to see the latest in equipment and technology. Komatsu's large display included that, but it also gave attendees a chance to see how a Distributor Certified used machine, available through Komatsu ReMarketing, could be a valuable addition to their fleet.

The 7,000-hour D61PX-12 dozer on display was a "half-and-half" machine. One side showed the dozer's condition when it was traded in, while the other showed how the Distributor Certified machine had been upgraded with a new undercarriage and hydraulic components, as well as new paint.

"This machine caught a lot of eyes because people weren't expecting something like this to be on display," said Lee Haak, Director, ReMarketing. "It went through an exhaustive checklist of items during the evaluation process to qualify it for Distributor Certified used status. By showing the 'half-and-half' machine, people get an up-close look at the value added by our distributors during the certification process."

"Our intention was to show how a Komatsu Distributor Certified used machine offers more than just a new paint job," he added. "We wanted them to understand that each used machine in our Distributor Certified fleet goes through a nearly 200-step evaluation process that checks the machine from stem to stern. Any item that can be measured on a machine is, and each component is brought into Komatsu specifications. We want the customer to know exactly what's been done to the machine before deciding to purchase it."

Subsidized financing, warranties

Haak noted that Komatsu has more than 750 certified evaluators at distributors throughout North America who evaluate dozers, excavators, wheel loaders and skid steers before they are put into the Distributor Certified used fleet. Komatsu's Distributor Certified used equipment offers subsidized financing, and factory warranties are available for most machines. Distributors have access to a nationwide database of certified machines, along with photos and an evaluation of each unit.

"These machines are a lower-risk alternative for the used equipment buyer who might otherwise buy one at auction without knowing anything about it or getting a warranty," Haak said. "Because they've been certified, they're eligible for warranties up to three years, depending on the model, hours and grade we give them. We'll work with customers to fit their needs with a machine and price they're comfortable with, and a warranty to match. When customers buy a Komatsu Distributor Certified used piece of equipment, they're getting the same backing from their distributor and Komatsu that they would on a new piece." ■



Komatsu's Distributor Certified used dozer at CONEXPO caught a lot of eyes. ReMarketing Director Lee Haak (center) gave them an up-close look at the machine's before and after conditions.



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2005 Komatsu WA380-5L, 5,908 smr., # C002660POR



2006 Komatsu GD655-3EO, 1,664 smr., # C002527POR

Excavators

2000 Komatsu PC128US-2TH, 3,199 smr., # 11342	POR
2002 Komatsu PC128US-2TH, 4,470 smr., # C002235	POR
2004 Komatsu PC138USLC, 5,241 smr., # C002658	POR
2003 Komatsu PC138USLC2, 5,391 smr., # C002027	POR
2006 Komatsu PC158USLC-2, 613 smr., # C002667	POR
2006 Komatsu PC200LC-8, 1,333 smr., # C002089	POR
2006 Komatsu PC200LC-8, 3,227 smr., # C002854	POR
2006 Komatsu PC200LC-8, 3,133 smr., # C002853	POR
2003 Komatsu PC220LC-7V, 3,707 smr., # C000917	POR
2005 Komatsu PC228USLC-3EO, 1,432 smr., # C002851	POR
2004 Komatsu PC300LC-7, 6,885 smr., # C002624	POR
2005 Komatsu PC300LC-7, 4,602 smr., # C002818	POR
2003 Komatsu PC300LC-7TH, 6,819 smr., # C002655	POR
2005 Komatsu PC300LC-7, 6,340 smr., # C002656	POR
1999 Komatsu PC400LC-6HH, 12,019 smr., # 5706	POR
2004 Komatsu PC400LC-7, 4,880 smr., # 9462	POR
2004 Komatsu PC400LC-7, 5,981 smr., # C000871	POR
2005 Komatsu PC400LC-7, 5,376 smr., # C002608	POR
2004 Komatsu PC400LC-7EO, 6,508 smr., # C001969	POR
2004 Komatsu PC400LC-7EO, 6,139 smr., # C001266	POR
2004 Komatsu PC400LC-7L, 6,149 smr., # C001970	POR
2001 CAT 320CL, 4,774 smr., # 10985	POR
2003 CAT 302.5 Mini, 1,341 smr., # C002617	POR
1999 Hitachi EX450LC-5, 13,064 smr., # C002642	POR

Wheel Loaders

1996 Komatsu WA250-1, 9,667 smr., # C002773	POR
2005 Komatsu WA320-5L, 3,605 smr., # C001978	POR
2005 Komatsu WA320-5L, 2,144 smr., # C001395	POR
2006 Komatsu WA320-5L, 1,039 smr., # C002387	POR
2004 Komatsu WA380-5, 6,808 smr., # C002659	POR
2005 Komatsu WA380-5L, 5,908 smr., # C002660	POR
2005 Komatsu WA380-5L, 5,009 smr., # C002688	POR
2005 Komatsu WA380-5L, 3,678 smr., # C002087	POR
2006 Komatsu WA380-5L, 1,089 smr., # C002557	POR
1999 Komatsu WA500-3LK, 1,000 smr., # C000112	POR
2001 CAT 938G, 11,517 smr., # C002427	POR

Skid Steers

2005 Komatsu SK815-5, 247 smr., # C000883	POR
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Dozers

2007 Komatsu D65EX-15EO, 557 smr., # C002852	POR
2007 John Deere 450J LT, 8 smr., # C002592	POR

Motor Graders

2004 Komatsu GD655-3C, 2,311 smr., # C002556	POR
2006 Komatsu GD655-3EO, 1,664 smr., # C002527	POR

Compaction

1990 CMI-Rex 3-35, 4,229 smr., # 1520	POR
1998 CMI-Rex 3-35C, 7,776 smr., # C001282	POR
2004 IR SD77DX, 1,715 smr., # C002692	POR
2002 IR SD77F-TF, 1,382 smr., # C002766	POR

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