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DIRT TALK

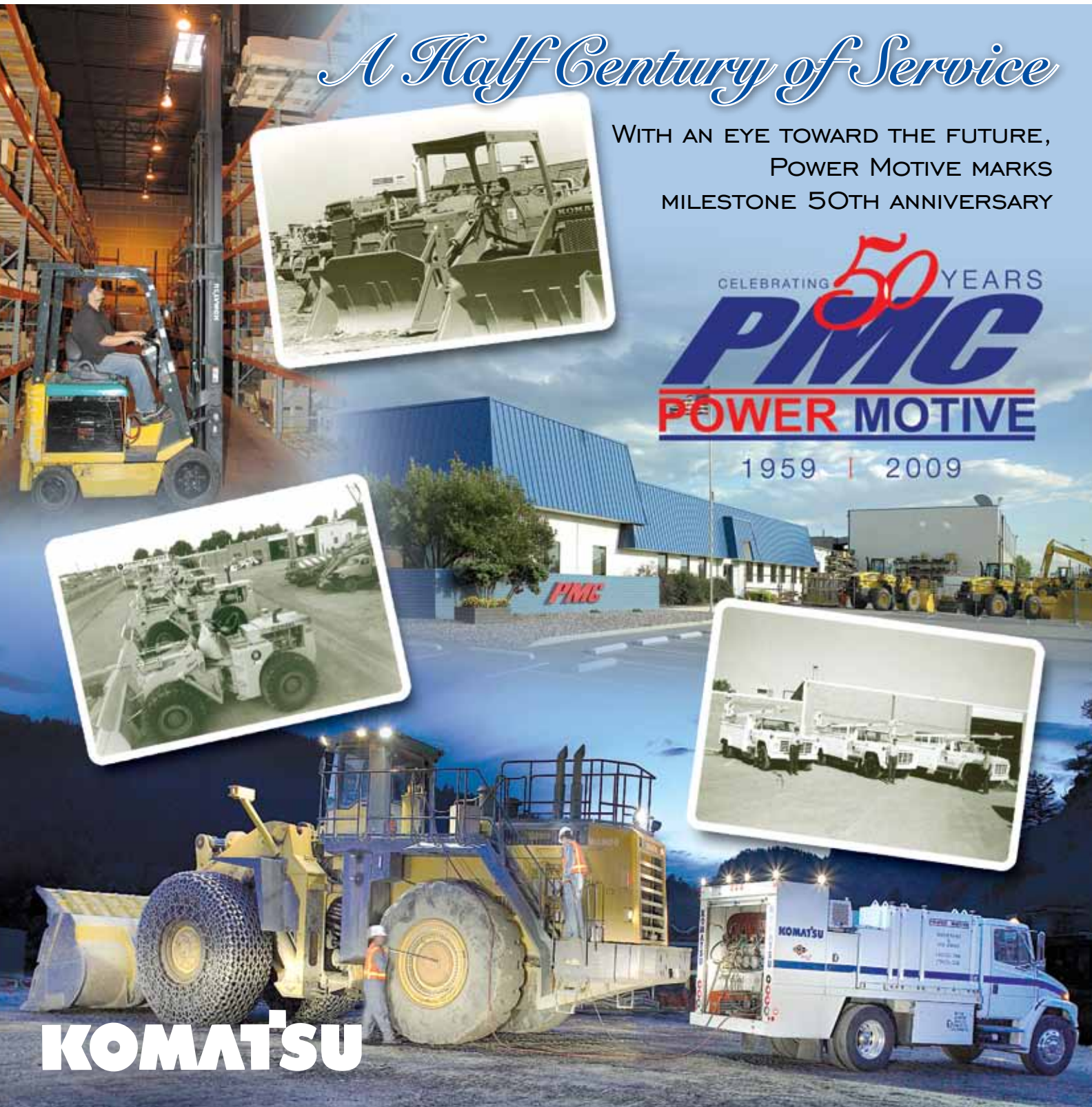
A PUBLICATION FOR AND ABOUT POWER MOTIVE CUSTOMERS • 2009 NO. 3

A Half Century of Service

WITH AN EYE TOWARD THE FUTURE,
POWER MOTIVE MARKS
MILESTONE 50TH ANNIVERSARY

CELEBRATING **50** YEARS
PMIC
POWER MOTIVE

1959 | 2009



KOMATSU

A MESSAGE FROM THE PRESIDENT



Bob Davis

**Signs of better
times ahead**



Dear Equipment User:

As you may know, Power Motive is marking its 50th anniversary this year (see article in this issue of *Dirt Talk*). It's a significant milestone and we're proud of it. But at Power Motive, we've always been much more focused on the future than the past, which is probably why we've been around for half a century.

Much of our focus for the last year or so has been the same as yours — trying to figure out the best business strategies to get through the recession. Finally, there's some reason for cautious optimism that the worst is behind us and that the construction industry will soon start to rebound.

One reason for optimism is the billions of dollars that have been approved for construction projects under the economic stimulus package, with some projects already underway. There are also signs the housing market is stabilizing, and economists predict economic growth during the latter half of the year.

Whether you're a government contractor or focus on private residential and commercial construction, this is good news. But how do you go about getting in on the action? For ideas that can help, read our article on tips to providing a winning bid.

If you're in the market for equipment that will help keep your costs down, Komatsu has introduced several new efficient and productive products that can save you money. In this issue of *Dirt Talk*, find out about the PC200LC-8 HD Spec Arrangement and PC800 Super Digger, as well as two new wheel loader models. All could lower your per-yard costs, a savings that could be figured into your bid.

All of us at Power Motive are committed to providing the products, programs, parts and service that will help you be more efficient, productive and profitable. We hope you'll let us prove that to you as we move forward into our second 50 years.

Sincerely,
POWER MOTIVE

Bob Davis

Bob Davis, President



THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

IN THIS ISSUE

A HALF CENTURY OF SERVICE

Power Motive marks its milestone anniversary with an eye toward the future.

GUEST OPINION

Read what AGC Chief Economist Ken Simonson has to say about how stimulus-funded projects are helping boost construction employment.

MANAGING YOUR BUSINESS

Find out how to put together a winning bid that makes sense and makes money for your company.

NEW PRODUCTS

Large-capacity torque converters head the list of features that make Komatsu's new WA470-6 and WA480-6 wheel loaders more productive and efficient.

PRODUCT IMPROVEMENT

With more capacity and stability, Komatsu's new PC200LC-8 HD Spec Arrangement may be just the excavator you need for demanding applications such as demolition, scrap handling and land clearing.

PROFIT-PRODUCING IDEAS

Learn how to turn your excavator into more than a digging machine with Komatsu's Hydraulic Kit Program.

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MILESTONES

A HALF CENTURY OF SERVICE

With an eye toward the future, Power Motive marks milestone 50th anniversary



Bill Blount, CEO



Bob Davis,
President

According to the U.S. Census Bureau, Colorado is the third-fastest-growing state in the nation. More than 5 million people live in Colorado today, compared with only 1.7 million in 1959, which is the year that Ed Donahue started Power Motive Corporation.

Fifty years ago, Power Motive was a small Massey Ferguson agricultural equipment dealer, which made sense because much of the state at the time was rural. In 1967, as Colorado was developing and becoming more urban, Power Motive began selling construction equipment — originally carrying the Michigan line of wheel loaders and rubber-tire dozers.

In 1970, Donahue went to work for Clark-Michigan and sold his interest in Power Motive to Andy Anderson. That was the same year Bill Blount made his way west from Alabama to attend the Colorado School of Mines.

Bill Blount's father, Houston, was one of the original founders of Blount Brothers Construction (builders of Cape Canaveral and the Superdome) and later served as Chairman of Vulcan Materials. From him, Bill learned about construction and equipment. After earning his master's degree from CSM, Bill joined Power Motive in 1972. In 1980, when Anderson retired, Blount bought his stock and became the third owner of Power Motive.

Numerous shareholders

Today, Blount is CEO of Power Motive. About a half dozen years ago, he made a key decision that he and others say has had a great and positive impact on the company. "That's when I began offering managers the opportunity to buy stock in Power Motive. Today, we have more than a dozen employee shareholders, including branch managers and service managers, as well as corporate personnel. As an employee-owned company, we have people at all different levels who are financially vested in making us successful. I believe it makes everybody more accountable and that we make better decisions because of it."

Bob Davis, who two years ago was appointed President when Jay Baugher retired, says the opportunity to have an ownership stake in the company is one of the reasons he came to Power Motive nine years ago as VP of Product Support.

"Stock ownership is a strong incentive and gives us more control over our destiny. The best thing is, it gets everybody focused on the same goal — taking care of the customer. Now, when an issue arises, it's not a sales issue, a parts issue or a service issue; it's a Power Motive issue. We know we're only

Power Motive, which this year marks its 50th anniversary, opened its doors on Vasquez Boulevard in Denver in 1959. In 1980, Power Motive moved across the street to its present location.



going to succeed as a team and that customer satisfaction is the key, therefore we're going to take the steps necessary to ensure that our customers are well-served."

"Certainly for the shareholders, and I think for all employees, this is not a nine-to-five job," added General Sales Manager Mac Blount. "We truly care about our customers and we want to keep them as customers, so we give everybody our best effort every time."

In addition to the Blounts and Davis, key Power Motive management personnel include Finance Manager Rick Lechman, General Service Manager John Thaden, General Parts Manager Darren Elkowich, Rental Manager Mike Norris, Used Equipment Manager Richard Hill, Utility Sales Manager Donnie Book, and Branch Managers Matt Binder, Jim Schmitt and Gary Klipp.

New branch locations coming

When Blount started in 1972, Power Motive consisted of about 20 employees and one location — Denver. Today, the company has about 135 employees and, in addition to Denver, has branches in Grand Junction (1991), Colorado Springs (1995) and Milliken (2005).

Such growth is a source of pride for Blount, but he says he's much more interested and excited about the company's present and future than he is about its past.

"Right now, the construction economy is difficult, but our plan is to continue growing. We've already purchased property for new branch locations in Trinidad and Durango, Colorado, and in Cheyenne, Wyoming. When the economy turns back up, we intend to open those branches to help us better meet the needs of equipment users throughout Colorado and southeastern Wyoming."

One of the original Komatsu dealers

Today, Power Motive's primary line is Komatsu. It's a product the company has carried since 1975, making Power Motive perhaps the oldest continuous Komatsu distributor in the U.S.

Continued...



1959 Ed Donahue founded Power Motive as agricultural equipment dealer in Denver

1967 Power Motive began selling construction equipment (Clark-Michigan line)

1970 Andy Anderson buys Power Motive from Donahue

1972 Bill Blount joins Power Motive as a sales rep



1975 Power Motive picks up Komatsu dozer line

1980 Blount buys Power Motive from Anderson, new Denver facility opens

1984 Power Motive becomes one of 13 original U.S. Komatsu distributors

1991 Grand Junction branch opens



1995 Colorado Springs branch opens

2002 Blount offers management personnel opportunity to buy stock in Power Motive

2005 Milliken branch opens

2007 Bob Davis succeeds Jay Baugher as President of Power Motive

2009 Power Motive celebrates 50 years of serving customers



Customer satisfaction is common goal

... continued



Mac Blount,
General Sales
Manager



John Thaden,
General Service
Manager



Darren Elkowich,
General Parts
Manager

"In 1975, the only products Komatsu sent to the U.S. were bulldozers," recalled Blount. "In 1984, the manufacturer started bringing over the rest of its line — wheel loaders, excavators, motor graders and trucks. There were 14 Clark-Michigan dealers at that time who carried Komatsu bulldozers and we all had to choose — Komatsu or Clark-Michigan. All but one of us chose Komatsu.

"We knew from having the bulldozers that Komatsu was an outstanding manufacturer whose quality was second-to-none. In addition, because it made a full line of construction and mining machines, we could not only meet more of the equipment needs of our existing customers, but we could also call on many new customers."

Prior to joining Power Motive, current President Bob Davis had extensive experience at the dealer level with what would generally be considered the other two of the big three equipment manufacturers. "I headed up product support at other dealerships so I saw all the after-sale problems. I can say without hesitation that Komatsu products are superior to its top competitors with lower cost of operation and fewer warranty issues by far."

Power Motive took on the full Komatsu line in 1984, becoming one of the original U.S. Komatsu distributors. "I can say without hesitation that Komatsu products are superior — lower cost of operation and fewer warranty issues by far," said President Bob Davis, who worked for other top-brand distributors before joining Power Motive.

Take it personally

No matter how well a product is engineered and manufactured, it's still going to require service, and eventually, repairs. Power Motive understands this and through the years, has taken steps to significantly improve customer support.

"Our service philosophy, in a nutshell, is this, 'Take it personally,'" said Blount. "A customer is not a number at Power Motive. Do what it takes to make him happy and do it quickly. There is no need to drag out any situation."

Davis agrees. "Before I got into product support at the dealer level, I was equipment manager for a mining company. I know firsthand what customers want, and I know what ticks them off. At Power Motive, our goal is to eliminate all points of conflict with the customer, and to do that sooner rather than later. At the end of the day, you wind up doing the same thing, so there's no need to let any issue linger unresolved."

As part of that emphasis on taking care of the customer quickly, Davis instituted what he calls the "12-hour rule" on service calls. "If a customer calls before noon, we have to be there that day. If he calls after noon, we have to be there no later than the next morning. We track that internally and if we can't meet that standard, we add service trucks. We instituted the "12-hour" rule because we understand that rapid service response is a key measure of customer satisfaction. Because of that policy, we're convinced we have the fastest service in the region."

"Bob's emphasis on product support has really paid off for us," agreed General Sales Manager Mac Blount. "We can have the greatest products in the world, which I think we do, but without proper customer support, it's meaningless. We've committed to providing the parts and service that our customers need. They see that and they appreciate it."

Treat the customer right

Both General Service Manager John Thaden and General Parts Manager Darren Elkowich understand and agree with the company's customer-first attitude toward support.





Thaden, who joined Power Motive in 1972, says customer service has always been a priority. "If a machine's down or not running right, the first thing we do is fix the problem so the customer is happy," he explained. "We can deal with any warranty or vendor issues later."

Elkowich says Power Motive and Komatsu have also taken steps to significantly improve parts availability. "Number one, Komatsu opened a regional parts warehouse in Denver to carry the slow-moving parts that we may need only a few times a year. Number two, we run parts trucks nightly from Denver to our other branches — and where we don't have a branch, we drop off parts at a lock-box near a customer's job or office. As a result, we're now at about 99 percent parts availability within 24 hours."

KOMTRAX and RAMPS

"On the support side, a couple of other interrelated things have happened that enable us to do a better job of keeping customers up and running," Thaden continued. "One is the KOMTRAX machine-monitoring system, which Komatsu installs on its new models as standard equipment and provides free communication. The other is increased acceptance of RAMPs (repair and maintenance programs), whereby customers contract with Power Motive for comprehensive equipment repair and maintenance services."

Komatsu started installing KOMTRAX on new models a few years ago and has continued to upgrade the system. Today, KOMTRAX (and its mining equivalent, the Vehicle

Health Monitoring System or VHMS) allows customers to get detailed machine performance information delivered to their office computers or laptops.

"KOMTRAX is amazing," asserted Blount. "Early generations provided the basics, such as machine location and service-meter readings. Now, an owner or equipment manager, as well as the distributor, can learn almost anything about a Komatsu machine including error codes, idle time and fuel consumption. Other equipment manufacturers have similar operating systems, but they charge a fee for installation or communication or both, whereas KOMTRAX is free."

"At Power Motive, we have a mining engineer on staff who tracks all the KOMTRAX/VHMS machines in our territory, monitoring up to 200 different functions," added Davis. "There are times we discover a problem even before an operator does and we'll inform the owner right away. We also try to use the reports proactively. If we notice something, say an operator who seems to be using the Power mode excessively, we'll let the owner or equipment manager know so he can check it out to see if the operator couldn't use the Economy mode more, which would save money. We believe in KOMTRAX because we've seen how it benefits customers."

"For technicians, KOMTRAX allows them to be more prepared when they arrive on a service call," observed Thaden. "By looking at the error codes, they already have a fairly good

Power Motive prides itself on the support it provides to customers. "We understand rapid service response is a key measure of customer satisfaction and we're convinced we have the fastest service in the region," said President Bob Davis.

Continued . . .

History of success supports future growth

... continued



(Above) Power Motive has a full-service shop for extensive repairs, as well as a large fleet of field service trucks and technicians.

(Right) Power Motive has an impressive 99 percent fill rate within 24 hours for replacement parts, thanks to its own aggressive stocking program and easy access to the Komatsu Regional Parts Depot in Denver.



In addition to its headquarters in Denver and branches in Grand Junction, Colorado Springs and Milliken, Power Motive's future plans include new locations in Trinidad and Durango, Colo., and Cheyenne, Wyo.



idea what the problem is and they've brought the parts they'll need to fix it. It speeds up the repair process and saves time and money for the customer."

Having such detailed machine information also allows Power Motive to confidently offer RAMP agreements, which can extend machine life, increase resale value and reduce the need for a contractor to employ his own mechanics.

"RAMP agreements have become almost the norm among our customers who buy a new Komatsu machine," said Blount. "The customer pays us a rate for each hour the machine is in use and we take care of virtually all the repairs and maintenance. With no need for mechanics, they reduce their labor costs, plus they know in advance what their repair and maintenance costs are going to be, so they can budget for it."

"With a RAMP, service is our responsibility, so it eliminates almost any question over who's accountable when a warranty issue arises," said Davis. "Because of all the benefits, RAMPs are becoming very popular. About 90 percent of customers who get a RAMP on one new machine will also get them on subsequent machine purchases."

Looking forward to next 50 years

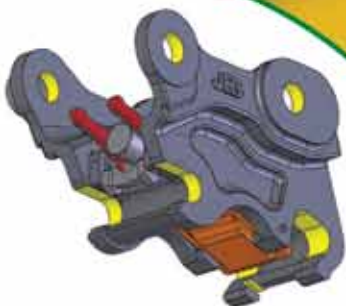
Having almost tripled in population in the past 50 years, Colorado's population growth shows no sign of abating. The State Demography Office projects Colorado will add about 3 million people during the next 25 years to reach a population of almost 8 million residents by 2035.

"Right now, our state, like the rest of the country, is experiencing an economic downturn," said Blount. "Nonetheless, people continue flocking to Colorado. That means eventually we're going to need more homes, more retail stores, more industry and more infrastructure to support the population gain.

"All of us at Power Motive believe we're well-positioned to be able to help our customers succeed once the economy does turn back up, and we hope to begin seeing signs of that soon," he added. "In the meantime, we'll look forward to the beginning of our next 50 years. We're truly honored to serve all our customers and meet their needs in any way we can." ■



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SAVING JOBS

AGC economist says stimulus-funded projects are helping boost construction employment

Construction companies nationwide are reporting that the stimulus bill is making it possible to hire new workers, according to information gathered by the Associated General Contractors of America (AGC). The early information provides the first glimpse into how federally funded infrastructure and construction projects can help improve the overall economic outlook, the association added.

“Early reports indicate that the infrastructure piece of stimulus is beginning to do exactly what was intended, put construction workers back on the job,” said Ken Simonson, Chief Economist for the AGC. “As a recent employment report shows, however, construction is still one of the hardest-hit industries in terms of job losses.”

Simonson said that as more and more stimulus-funded projects are awarded, a growing number of member companies are reporting adding new jobs or rehiring laid-off employees. He said, for example, that one company recently rehired 15 workers it laid off last year after receiving a stimulus-funded Interstate highway reconstruction contract. Another company hired new workers after winning a contract to build a new laboratory with stimulus funding provided by the U.S. Department of Energy, the economist noted. Meanwhile, yet another company has hired 30 new employees to help it complete recently awarded road construction projects funded by the stimulus.

Improving business environment

Simonson also pointed out that many contractors were canceling planned layoffs because of stimulus-funded work. Noting that an estimated 85 percent of construction

companies said they would cancel layoffs or add new employees with the stimulus, he said stimulus funds were improving a poor business environment for many firms.

“Without the stimulus, the jobs report would be much worse,” Simonson concluded. ■



Ken Simonson,
AGC Chief Economist

AGC Chief Economist Ken Simonson said stimulus-funded projects are helping maintain and create construction jobs, helping improve a poor business environment.



PUTTING TOGETHER A WINNING BID

Whether it's a stimulus job or a private project, here are tips for getting work and making money on it

The practical suggestions in this article are based on recommendations from a variety of construction industry sources.

Passage of the economic stimulus package (The American Recovery and Reinvestment Act) brought with it millions of dollars in governmental construction work that has either already begun, is in the bid process or will be put up for bid in the near future. A look at those projects that have already been bid and awarded indicates very competitive bids, many coming in well below engineers' estimates.

"The fact that these projects have come in well under what we thought they would, will allow us to award more projects, which means more jobs," said U.S. Transportation Secretary Ray LaHood in a recent conference call. If you're a government contractor, that's potentially good news as it means more chances to garner work.

Successful estimating and bidding require precise knowledge of both the job and your company's capabilities. In addition to studying plans, a visit to the site will often alert you to unforeseen problems or opportunities.



There are indications that work in other sectors may be turning around as well. So how do you get in on the action while it's heating up? Whether you're a seasoned veteran of the construction industry, or trying to establish yourself, one of the keys is putting together a winning bid or proposal that's the right price to get the job and make you money at the same time.

It's not an exact science, but there are certain steps to take to putting together a winning bid without leaving "money on the table." Chief among them is doing your due diligence to thoroughly understand the project before you even begin the bidding process. If it's not something you're interested in or have the skill for, why waste time on it? That time, which some experts say averages three to four weeks per bid, could be better spent estimating and putting together a bid for a project more suited to your firm's capabilities.

You probably find out about many projects by being invited to bid on them. Others you may discover in trade magazines, newspaper and other resources. You can request plans and give them a thorough look. You should have a good idea of whether it's a job for you or not. If not, return the plans, especially if you put a deposit on them, and turn your attention elsewhere.

Get all the information you can

Most likely there will be a prebid meeting. If you believe you're going to bid, it's something you should attend. This will give you access to project owners, engineers, architects and other key players who can answer questions and explain any unusual circumstances that have to be taken into account when preparing your price.

Visit the proposed jobsite. While good information can be gleaned from a prebid and blueprints, they don't tell the whole story. The proposed site may include items that are not on the plans, such as refuse or other objects that may need to be removed to do the job. How far is it to the nearest quarry or material yard? How will you get materials to the site? These items can add to your costs of doing the job and should be factored into your final proposal.

At this point, if you're still planning to bid, it's time to start putting the package together. There are several factors to consider, including costs to mobilize and demobilize equipment, what machinery you'll need and the cost to run it, and how much manpower will be required. If you're bidding on a stimulus project, chances are, labor costs are covered under Davis-Bacon, also known as prevailing wage. This can add significant dollars to your cost per hour for employees.

Use your experience, double check

Another step in the process is to do the takeoff of the part(s) of the plan on which you expect to bid. This can be done in several ways, including the tried and true method of using a ruler and calculator. Most companies today have computer programs that will do highly accurate digital takeoffs. Programs can initially be expensive, but can save time and money in the long run. It's always a good idea to double check the work thoroughly for costly mistakes, and as you become more proficient in using the programs you'll be more comfortable with their accuracy, allowing for the small percentage the program may be off.

Many government plans already have estimated material lengths and quantities. Some may come on CD-ROM or other media formats you can plug into your computer. While they're helpful, it's always best to do takeoffs yourself, so that you identify any potential inaccuracies.

You'll also need to consider other technology and how it factors into the bid. If you use GPS-based systems in your equipment, it's



In the current economy where you're probably seeing more competitors submitting bids, a value-added service such as on-site crushing may allow you to be more cost-effective. By doing more for less, it will improve your odds, not just of winning the bid, but of making money on the job.

easy to plug the plans into whatever system you use and let the technology do the work. GPS systems have been proven to save time and material as they accurately put the site to grade or find the right elevation for a utility trench. The savings can be factored into your bid, helping you lower your price.

Experts point out other items often overlooked in putting together a bid. For example, many don't consider overhead, or the cost of doing business. Things such as office help and supplies, postage, utilities, upkeep of a building or office should be factored into your proposal in some way. Some calculate overhead as a percentage of wages, while other simply throw a number at it. Those items affect the bottom line, because they subtract from profit.

Finally, consider profit in your bid. After all, that's what you're in business for. There's no hard and fast rule for adding profit into a job. Some will try to make a certain dollar amount per day, while others may add a percentage to their base bid. Either way, as the job progresses, it's important to keep track of where you're at in relation to profit to ensure you're staying on target.

Once you're comfortable with your bid, be sure to double check it before submitting it. Be detailed. While the suggestions here are sensible, they are not comprehensive. Every job is different. But the more factors you consider, the better you'll be at putting together a winning bid. ■

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NEW PRODUCTS

NEW WHEEL LOADERS

Large-capacity torque converters head list of features that make WA470-6, WA480-6 productive and efficient

Komatsu grew its mid-size lineup of Tier 3-compliant wheel loaders with the addition of the WA470-6 and WA480-6 models, which feature large-capacity torque converters that provide excellent tractive effort, improved acceleration and improved climbing ability in a wide range of applications.

"The WA470-6 and WA480-6 are excellent in material handling; charging asphalt or concrete plants that use ramps to feed hoppers; general construction; load-and-carry and agricultural applications," said Rob Warden, Product Manager Wheel Loaders. "The large-capacity torque converters offer several benefits, including greater productivity in V-cycle loading applications; faster gear upshifting and ability to achieve higher gear ranges; and higher travel speed for load-and-carry or hopper feeding applications."

Those advantages offer increased production, while the large-capacity torque converters and Komatsu Tier 3 engines provide optimal power and efficiency for lower per-ton costs. Users can maximize power and efficiency by selecting from two operating modes. E mode provides maximum fuel efficiency for general loading, while P mode allows for maximum power in hard digging and hill climbing. An eco indicator informs the operator when the machine is maximizing fuel efficiency.

"Our studies show that these loaders increase production, while decreasing V-cycle times and fuel usage compared to previous models, no matter which mode is used," said Warden. "Those are major factors for choosing a WA470-6 or a WA480-6, but that's not the entire picture. We have other features that work to increase productivity and lower owning and operating costs."

Among them are spacious cabs designed to reduce operator fatigue and increase productivity. Wide, pillar-less, flat glass gives excellent visibility in all directions, and the viscous-mounted ROPS/FOPS structure offers low noise and vibration for better comfort. Air

Continued . . .



Rob Warden,
Product Manager
Wheel Loaders

Brief Specs on Komatsu WA470-6 and WA480-6 Wheel Loaders

Model	WA470-6	WA480-6
Net hp	272 hp	299 hp
Operating Weight	51,850-52,150 lbs.	55,920-56,340 lbs.
Bucket Capacity	5.0-6.8 cu. yd.	5.4-8.0 cu. yd.
Breakout Force	41,927-45,660 lbs.	42,490-51,930 lbs.

Large-capacity torque converters in the WA470-6 and WA480-6 loaders provide excellent tractive effort, improved acceleration and increased climbing ability in a wide range of applications.



For more information on the new WA470-6 and WA480-6 wheel loaders — and to see video of the machines in action — go to www.videocpi.com



Improvements make new models best value in size class

... continued

conditioning is located in the front of the cab so the operator has increased seat reclining and backward slide adjustment. The new Pressure Proportional Control (PPC) levers provide fingertip control for easy operation. The lever console can be adjusted, along with the large arm rest, to suit individual operator needs.

Easy operation, maintenance

Along with fingertip controls, operation is easier with the automatic transmission with Electronically Controlled Modulation Valve (ECMV). The automatic transmission selects the proper gear speed based on conditions such as travel and engine speed. The ECMV allows for smooth gear and direction changes. With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle. It automatically switches back to second in reverse. In addition, the kick-down switch activates the loader's Power mode when it's in first gear or Economy mode. It keeps the transmission in third or fourth gear when autoshift is selected.

Efficient operation and engines help keep costs down, and Komatsu added to that by building the WA470-6 and WA480-6 loaders with integrated production systems to create reliable machines with low maintenance costs and easy service access. Each is equipped with Komatsu's Equipment Management Monitoring System

(EMMS), which allows the operator to track machine function on an easy-to-read monitor. The standard automatic, reversible, hydraulic radiator fan allows the operator to quickly clean out the cooling system, either at a preset interval or instantly with the flip of a switch.

KOMTRAX comes standard


Equipment owners can further track machine performance and maintenance schedules with KOMTRAX, standard on both loaders. KOMTRAX offers information such as daily fuel consumption, working hours, hour meter, location, cautions and maintenance alerts using wireless technology. Users can log onto a secure Web site to find all the information they need to stay informed.

"There are a whole host of reasons for choosing a WA470-6 or a WA480-6," observed Warden. "They're efficient, productive and reliable in a wide range of applications, making them among the best value in their size class. Those who may have been using a WA450 or WA480 in the past, which the new models replace, will find that the new loaders will significantly outperform the previous models in terms of efficiency."

To see video of the machines, log onto www.videoapi.com. For more information on the WA470-6 and WA480-6 loaders, contact your sales representative, our nearest branch location or log onto www.komatsuamerica.com. ■

With the touch of a finger, the operator can control a kick-down switch to automatically downshift from second to first when beginning a digging cycle with the new WA470-6 and WA480-6. The machines will automatically switch back to second in reverse.





D155AX-6

100%

performance
(using 25% less fuel*)

KOMATSU®

Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

- Pushes larger loads
- Reduced operating costs
- Easier serviceability
- Improved operator comfort

Put the best the industry has to offer to work on your next job and discover your competitive edge.

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DASH-8 SERIES

100%_{LC}

(the LOGICAL CHOICE
for your next excavator)

KOMATSU®

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

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PRODUCT IMPROVEMENT

PC200LC-8 HD SPEC ARRANGEMENT

Heavy-duty arm, boom and bigger counterweight give more capacity and stability

A new Spec Arrangement is the latest improvement available for the Komatsu PC200LC-8 HD excavator. The arrangement was conceived to provide increased lifting capacity and stability, even in the toughest applications.

"The standard PC200LC-8 is among our most popular models because its size allows users to keep per-yard costs low with fast cycle times and low fuel consumption," explained Armando Najera, Product Manager, Excavators. "We built off of that to craft a PC200LC-8 Thumb Spec model by designing a unique, strengthened, revolving frame, applying additional counterweight and equipping it with a heavy-duty arm. The already powerful hydraulics also received an upgrade to include Soft Boom Control, which dampens boom movements, giving the PC200LC-8 Thumb Spec better dynamic stability."

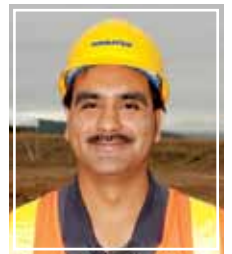
Najera says the Thumb Spec package provides excellent stability for not only thumb applications, but for all applications including dirt digging. "Having a sure-footed base allows the operator to confidently use the machine to its full potential, thereby maximizing productivity."

Building on the Thumb Spec, the PC200LC-8 HD Spec Arrangement also includes a heavy-duty boom, HD undercovers and factory piping. Those additional features increased the operating weight of the PC200LC-8 HD Spec Arrangement. The reinforced unique frame, one-piece castings and thicker steel plating make this a perfect machine for tough applications such as demolition, scrap handling and land clearing.

"Komatsu filled a niche with this machine," said Najera. "The standard model is great for general, all-around work, as is the Thumb Spec which added more lift capacity and stability for users who need the versatility of a machine that encompasses constant thumb work and heavy lifting."

"The PC200LC-8 HD is built for all of the above applications, but in tougher conditions and where a breaker or shear could be utilized 100 percent of the time."

Continued . . .



Armando Najera,
Product Manager

Komatsu PC200LC-8 Excavators			
Model	Horsepower	Operating Weight	Bucket Capacity
PC200LC-8 Base Machine	148 hp	46,643-47,260 lbs.	.66-1.57 cu. yd.
PC200LC-8 Thumb Spec	148 hp	51,199-51,815 lbs.	.66-1.57 cu. yd.
PC200LC-8 HD Spec Arrangement	148 hp	51,564-52,181 lbs.	.66-1.57 cu. yd.

The PC200LC-8 HD Spec Arrangement has a heavy-duty arm and boom, along with added counterweight for increased lifting capacity and stability as well as durability in demanding applications.



For more information on the PC200LC-8 HD Spec Arrangement excavator — and to see video of the machine in action — go to www.videocpi.com



KOMTRAX lowers excavator owning, operating costs

... continued

Like the standard model, the PC200LC-8 HD Spec Arrangement is powered by a 148-horsepower Tier 3 engine that offers low fuel consumption and emissions without sacrificing power or productivity. It has five working modes, including an economy mode that improves fuel consumption and an eco-gauge for energy-saving operations. P mode provides maximum production and power for faster cycle time, while the L (lifting) mode increases hydraulic pressure by 7 percent. B (breaker) mode provides optimum one-way flow, while the ATT (attachment) mode does the same for two-way flow.

Increased productivity

The operator can set all modes using the large LCD monitor, which also provides valuable machine information using Komatsu's EMMS (Equipment Management Monitoring System).

EMMS monitors engine oil level, coolant temperature, battery charge and abnormalities so the operator can spot potential troubles before they become major downtime issues. The PC200LC-8 HD Spec Arrangement also comes with KOMTRAX, Komatsu's remote machine-monitoring system that keeps track of machine location, error codes, cautions, maintenance items and more, and can be accessed via a secure Web site using wireless technology.

"KOMTRAX is invaluable in terms of providing owners and/or operators with information they can use to stay on top of scheduled maintenance and machine function," said Najera. "Among other features, Komatsu extended the replacement intervals of engine oil, engine oil filter and hydraulic filter so these machines don't have to be serviced as often. That lowers owning and operating costs." ■

Komatsu PC800LC-8 Super Digger offers increased digging power

Users of the PC800LC-8 know the machine offers great digging power and productivity, but Komatsu further enhanced that with its new PC800LC-8 Super Digger. Equipped with an 11-foot, 10-inch heavy-duty arm and an HD boom, the Super Digger has been proven to add 19 percent more arm digging force and an additional 9 percent bucket digging force compared to the standard configuration.

The Super Digger has a heavy-duty arm equipped with double-arm cylinders and a heavy-duty bucket cylinder, that work to increase the digging force, while maintaining the same working range and transportation dimensions as the standard machine. "Because the digging forces are substantially increased, the machine can break through difficult materials more easily," explained Doug Morris, Product Marketing Manager, Excavators. "Typically, when a mass excavator boom and arm are put on a machine, the working range is significantly decreased, but that's not the case with the Super Digger. It delivers the best of both worlds."

Additional advantages include an efficient 487-horsepower, Tier 3 engine that keeps fuel usage and emissions low while providing ample power, even in deep digs. Like the standard PC800LC-8, it's equipped with KOMTRAX, four working modes and a large, comfortable cab.

"The Super Digger helps keep per-yard costs low because it provides amenities that keep the operator productive, helps the user stay on top of maintenance scheduling and has exceptional digging power," said Morris. "It delivers that extra boost needed even in the toughest conditions."



The PC800LC-8 Super Digger provides additional digging force to break through difficult materials more easily. For more information and to see a video, visit www.videoapi.com.



HD605-7 & WA600-6

100% loaded
(with features that deliver results)

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When it comes to loading and hauling large amounts of material, speed and capacity mean productivity. But to turn that productivity into profitability, you have to consider maintenance, fuel efficiency and reliability. The Komatsu WA600-6 and HD605-7 fit this equation perfectly.

- Fuel-efficient, Tier-3 engines and optimized hydraulics deliver maximum work per gallon.
- Precise, responsive controls allow for faster cycle times.
- Advanced diagnostic technology simplifies maintenance and service.

When every minute—and every dollar—count toward your bottom line, rely on the rugged dependability of precision-engineered machines that are...

100% Komatsu.

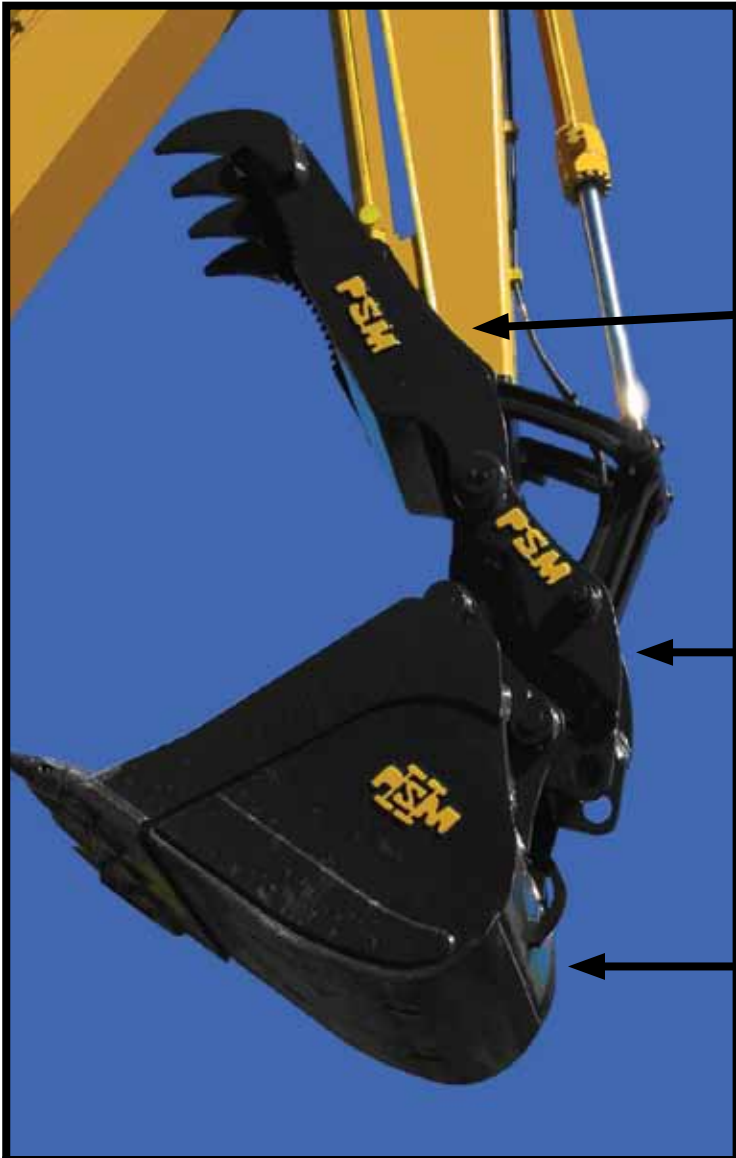
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"Pin Grabber Special"
Buckets—Rakes
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Colorado Springs, CO 80906

2600 Center Dr.
Milliken, CO 80543

ADDED VERSATILITY

Komatsu's Hydraulic Kit Program can turn your excavator into more than a digging machine

VYou already know Komatsu excavators are among the most powerful and efficient digging machines in the equipment industry. But any of its long list of excavator models can also be equipped to make you more versatile and profitable in a wide variety of other applications. The Hydraulic Kit Program, offered through Komatsu's Working Gear Group, makes it possible.

"A Hydraulic Kit will enable a contractor to use a machine to do much more than just dig," explained John Bagdonas, Product Marketing Manager Working Gear Group. "With the hydraulic kit, users can run breakers, thumbs, compaction plates, stump splitters, forestry processors and a whole host of other applications. More versatility means the contractor has more to offer his customers, which can lead to additional work and more profits."

Komatsu's Working Gear Group offers the hydraulic kits through a joint effort with HKX, Inc. Kits are specifically engineered for each Komatsu excavator model with special attention given to accurate hydraulic flow and pressure to enable maximum productivity.

The excavator owner can easily install kits on existing machines. Each kit comes complete with detailed instructions and all components and support needed for complete installation. This includes steel piping with mounting hardware, hoses, valving, adaptors and other necessary items. It also includes operator controls with solenoid valves, pilot hoses and all fittings necessary to control the auxiliary valve.

Potentially high return on investment

Customers can order new machines preplumbed with the kit already installed to

work with Komatsu machine technology. Users can set hydraulic flow and monitor it through the large LCD monitor panel found in the latest Komatsu excavator models. Online tools and preferred customer programs are also available.

"Whether you're buying a new machine or adapting a used one, it makes sense to install a hydraulic kit to increase the equipment's versatility and productivity," said Bagdonas. "The installation is relatively quick and simple and the return on investment could potentially be very high."

For more information on Komatsu's Hydraulic Kit Program, check with your sales representative or contact our nearest branch location. ■

The Komatsu Hydraulic Kit Program can add versatility to your excavator by allowing you to use a breaker, compaction plates, forestry processor or other attachments that can lead to more work and profits.



John Bagdonas,
Product Marketing
Manager Working
Gear Group



CUSTOMER RETENTION

Komatsu service team focuses on providing exceptional technology and value



Mike Tajima, Vice President of Service (left) and Ivor Hill, Vice President Service Operations

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

Mike Tajima became Komatsu's Vice President of Service in October of 2006 and has been with the company since 1970 when he joined out of high school. After graduating from Komatsu Technical College in 1973, he joined the Overseas Division as Service Manager in Saudi Arabia. He's also had overseas postings in Turkey and Russia.

"The old saying that service sells the next machine is not a cliché, it's something to strive for," said Mike. "That's our mission, and we're constantly working on ways to improve. We've added significant technological advances to our machines to help in those efforts, but it still goes back to the human element. Our technicians are highly skilled and trained, so customer downtime is minimized. That's one of our greatest strengths."

Ivor Hill recently moved into the position of Vice President Service Operations after about seven years as the Vice President and General Manager of Komatsu America Utility Division. He's been with Komatsu since 2000.

"No matter the job title, customer service is always a key element of the business," said Ivor. "Customers often judge a company based on how well they're treated after the sale. If they have a great experience, they're likely to continue that relationship. Komatsu's longstanding relationships with numerous companies show the value we place on being the leader in service in the construction industry."

QUESTION: What's Komatsu's current focus in regard to service?

MIKE: We've recently reshaped our service organization with a focus on more efficient use of our resources. Service is streamlined into a centralized technical support center at our headquarters in Rolling Meadows, Ill. The organization is split into two groups, one focused on mining and one focused on our North American construction operations. Both operations have what we call "flying engineers" who can be dispatched quickly to a customer's location to provide technical assistance and support as needed.

IVOR: Our mission is — and always has been — customer retention. We believe Komatsu has the highest-quality and most-efficient equipment in the marketplace. But no matter how good the equipment is, customers won't come back unless they're satisfied with the service after the sale. We're focused on ensuring they not only have a positive buying experience the first time, but that Komatsu is their first choice the next time they buy because we've given them more than they expect from a service standpoint.

QUESTION: How does Komatsu do that?

MIKE: It begins with the sale of a piece of equipment. Nearly every Komatsu machine comes standard with five years of free KOMTRAX or VHMS (Vehicle Health Monitoring System). These monitoring systems send critical machine information to our headquarters where we have a staff monitoring it 24 hours a day. If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue.

We know that if there is an issue, customers are going to contact their local distributors first. We're working with our distributors to have the most highly skilled and trained technicians in the industry. We've made a major investment in our training facility in Cartersville, Georgia, which offers classroom and hands-on training, and hosts our annual Komatsu Advanced Technician Competition. We've developed the Komatsu Learning Management System which provides online distance education and certification programs that technicians can tap into from the distributorship or their own home. We're also excited about our Technical Solutions System, which is a massive database of information where technicians can post their experiences working on a machine and find answers to questions they may have — similar to a "frequently asked questions" section on a Web site.

IVOR: This use of technology is an example of our proactive approach to service. We want to head issues off at the pass, so to speak. These monitoring systems have been in place for several years, so we've collected reams and reams of data that we can use in building better machinery. In addition, before customers even put the machine on a jobsite, we can show them how they can best utilize their Komatsu equipment under different operating conditions to optimize performance and fuel efficiency.

QUESTION: Where does customer input figure in?

IVOR: Throughout our entire process, we're always looking to improve. To do that, we have to have direct contact with customers who give us feedback on what we're doing well and constructive criticism on what we can improve upon. Many of our service initiatives have been driven by that feedback. Our customers work hard and don't always have the time to check on machine functionality, and certainly can't afford downtime associated with major issues. Our KOMTRAX and VHMS systems help in those areas. Customers always want to keep downtime to a minimum. With our technological advances, we've reduced downtime by being able to efficiently diagnose and fix problems based on error codes.

MIKE: Without that technology, downtime would be much longer. In the past, a technician



Komatsu personnel at the company's headquarters monitor critical machine information around the clock via KOMTRAX and VHMS. "If a machine has an error code, we know about it right away and contact the customer's local distributor, which can immediately dispatch a technician to diagnose and fix a potential problem before it becomes a major issue," said Vice President of Service Mike Tajima.



Komatsu service technicians are among the most highly trained in the equipment industry, receiving classroom and hands-on training from a variety of resources.



The annual Komatsu Advanced Technician Competition tests service personnel on their knowledge and ability to diagnose and fix potential equipment issues. It's one of many ways Komatsu puts a focus on quality, efficient service designed to minimize downtime.

would oftentimes respond to a service call and go in blind, so to speak. He'd spend time diagnosing a problem, and often have to return to the shop for parts to fix it. In addition to the technology we mentioned before, technicians now carry laptops that can access shop manuals for every new series of Komatsu machinery, and soon we'll have computerized manuals for machinery going back 20 years or more. If technicians are on the road and get a service call, they can look up the machine that's down and see what they need to fix it. If they need parts, they can swing into their distributor branch location and pick them up before going out on the jobsite. These are just a few examples that have grown out of listening to customers' input and implementing the necessary measures to ensure uptime and increased production. ■



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THE NEXT ROUND OF FUNDING

With SAFETEA-LU ending, Congress must debate new highway bill

The American Recovery and Reinvestment Act, also known as the stimulus package, authorized billions of dollars for highway construction, and billions more were appropriated under the omnibus spending bill later signed into law by President Obama. The monies pledged to those bills will eventually run out, as will funding from the 2005 SAFETEA-LU (Safe, Accountable, Flexible, Efficient Transportation Equity Act: a Legacy for Users), which was the prime source of revenue for the nation's surface transportation projects.

SAFETEA-LU, a \$287 billion funding mechanism, is slated to end September 30 of this year. Members of Congress are gearing up to pass new legislation that will fund transportation for several years, potentially even decades. Estimates show the next funding bill could substantially increase, perhaps double, what SAFETEA-LU provided.

The first step in that direction is the recently introduced Federal Surface Transportation and Planning Act of 2009. The act lays out a strategic, integrated plan that addresses the challenges to our national infrastructure and federal programs.

Lofty goals

Some of the major goals of the act are to:

- Reduce national per capita motor vehicle miles traveled annually;
- Reduce national motor-related fatalities by 50 percent by 2030;
- Reduce national surface transportation-generated carbon dioxide levels by 40 percent by 2030;
- Reduce annually national surface transportation delays per capita;

- Increase by 20 percent system-critical surface transportation assets that are in a state of good repair by 2030;
- Increase annually the total usage of public transportation, intercity passenger rail services, and non-motorized transportation.

"A national surface transportation policy for our country is long overdue," said Sen. Frank Lautenberg, D-N.J., Chairman of the Subcommittee on Surface Transportation. "This legislation will establish a national policy that improves safety, reduces congestion, creates jobs and protects our environment."

Funding for the next highway bill is up for debate. Currently, funds come from an 18.4-cent-per-gallon gas tax. One group, the National Association of County Engineers, has proposed a 7-percent increase in the fuel tax, while others suggest indexing the gas tax to inflation. Still other groups have pushed for a user-based fee that would tax drivers on the number of miles driven, something the Obama administration has said it opposes. ■

Long-term funding for future road projects will be taken up by Congress as it debates a new highway bill. The current funding mechanism (SAFETEA-LU) expires in September.



SIDE TRACKS

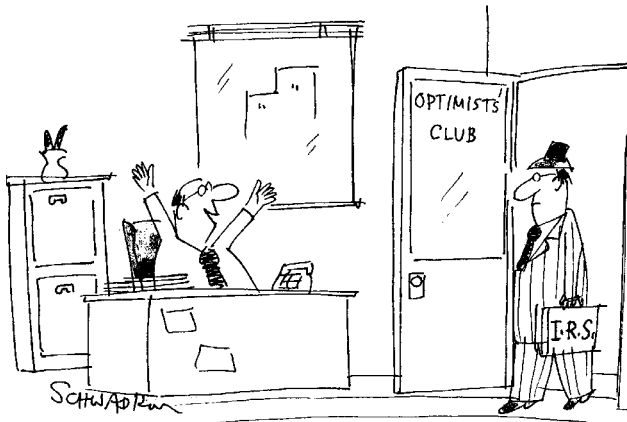
On the light side



"That should take care of the virus in your office computers."



"It isn't exactly my idea of a corner office."



"Ah! You must be here to give us a refund!"

Did you know...

- A watermelon is a vegetable not a fruit.
- 160 cars can drive side-by-side on the Monumental Axis in Brazil, the world's widest road.
- A dime has 118 ridges around the edge.
- A sneeze travels out your mouth at more than 100 m.p.h.
- Only one of the Seven Wonders of the World still survives: the Great Pyramid of Giza.
- The can opener was invented 48 years after cans were introduced.
- Major League Baseball teams use about 850,000 balls per season.
- In the US there are more TV sets than telephones.
- Traffic lights were used before the advent of the automobile.
- The length from your wrist to your elbow is approximately the same as the length of your foot.
- Domestic cats purr at about 26 cycles per second, the same frequency as an idling diesel engine.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. SIELED _____
2. RETSI _____
3. DOTEVRUCIP _____
4. SOTEBIJ _____
5. RCENHT _____
6. SOPWEHRERO _____

MORE INDUSTRY NEWS

ICUEE returns, teams up with NRWA for October event

ICUEE, the International Construction and Utility Equipment Exposition, returns to Louisville, Ky., October 6-8 at the Kentucky Exposition Center. Known as "The Demo Expo," ICUEE showcases the latest in equipment and technology for a wide range of businesses, such as general construction, utility installation and public works.

The event will run concurrently with the National Rural Water Association's H2O-XPO exhibition. "We are pleased to have the support of this prestigious industry group," said Megan Tanel, Association of Equipment Manufacturers Vice President and ICUEE Show Manager. "This co-location illustrates the value of association cooperation for the benefit of both our memberships."

With more than 1 million square feet of exhibition space, the biennial show will have displays from industry-leading manufacturers such as Komatsu. ICUEE allows visitors to not only see equipment but run it as well. The H2O-XPO adds another 60,000 square feet of exhibit space.

ICUEE's 2007 show drew about 18,000 visitors, and the organization expects that to increase this year. In addition to trying out equipment, visitors can choose from nearly 120 educational opportunities, more than double the number available at the last show. ■



ICUEE gives visitors a chance to try the latest in utility equipment. The 2009 show runs October 6-8 at the Kentucky Exposition Center in Louisville.

Studies show construction among "greenest" of all industries

Analysis shows that the construction industry is one of the "greenest" in the United States. An Associated General Contractors (AGC) of America study showed the industry accounted for less than 1 percent of manmade greenhouse gas emissions in 2007, and new Environmental Protection Agency data showed the same.

Stephen E. Sandherr, CEO of AGC said the industry recycles more than others, reusing nearly 98 percent of structural steel, 65 percent of reinforcement steel and 80 percent of asphalt. In addition, lower-emission engines implemented in this decade have cut more

than 75 million tons of carbon dioxide each year.

"These data show that we aren't just constructing cleaner projects, we're building a cleaner construction industry," said Sandherr. "As good as our accomplishments are, we can do even better."

He noted that contractors are further cutting emissions by turning equipment off instead of idling, maintaining their equipment, using equipment that is properly sized for the specific job and finding local sources for building materials to cut shipping costs. ■



Please send us your questions & comments...

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to DirtTalkEditor@constpub.com

QUESTIONS & COMMENTS

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: *When will Tier 4 emission standards go into effect?*

ANSWER: Actually, Tier 4 regulations started in 2008 and will be phased in for non-road diesel engines through 2015. The EPA's goal is to reduce particulate matter and nitrous oxide emissions by 90 percent. Engines 25 horsepower and less had to meet Tier 4 standards beginning last year. The next set of requirements comes in 2011 when engines between 175 and 750 horsepower must meet the requirement, followed by 75- to 175-horsepower models.

Of course, manufacturers are encouraged to meet Tier 4 standards as quickly as possible. Similar to Tier 3 emission standards, Komatsu is already working to make sure it can deliver EPA-compliant machines as Tier 4 requirements are phased in.

QUESTION: *Can I run biodiesel in my Komatsu equipment?*

ANSWER: We urge extreme caution when considering biodiesel. Komatsu certifies its engines based on using prescribed EPA fuels; therefore, it does not certify any other fuels. It's the user's responsibility to use the correct fuel as recommended by Komatsu and allowed by the EPA or other local regulatory

agencies. Despite EPA specifications and standards, we believe the quality of available biodiesel remains inconsistent.

If you're thinking about using biodiesel, make sure you're only considering B5 to B20 blends. If you plan to use biodiesel in a Komatsu machine, it's imperative that the biodiesel is high-quality and meets or exceeds the specifications we've outlined. For more detailed information, visit Komatsu's Web site at www.komatsuamerica.com, and click on the press release tab.

COMMENTS & REPLIES

COMMENT: Although it wasn't big enough, it does look as though the stimulus package is doing some good. Moving forward, we hope that continues to be the case.

REPLY: You're right, stimulus money has been flowing into states for a couple months, and industry experts and contractors alike say jobs have been saved and created. Transportation Secretary Ray LaHood recently said highway and transit sectors have made the most progress. Even more encouraging is that future additional funds will go to these sectors under the stimulus package as well as a new highway bill to replace the current one (SAFETEA-LU) that expires in September. ■

For more information, contact:

Richard Hill, (303) 355-5900 or **Frank Einhorn** (303) 674-1348
 rhill@powermotivecorp.com feinhorn@powermotivecorp.com
 800-627-0087 • fax (303) 388-9328



2005 Komatsu HD465-7, 5,618 smr., #C003341.....\$286,500

2002 Komatsu D155AX-5, 5,110 smr., #C001818.....\$199,662

Komatsu D61, cab, A/C, PAT blade, MS ripper, suspension seat, track guards, #C003919.....POR

Excavators

1998 Komatsu PC27R-8, 2,995 smr., #C003875	\$7,950
2003 Komatsu PC138USLC-2, 5,539 smr., #C002027	\$57,500
2002 Komatsu PC200LC-7, 5,063 smr., #C003503	\$72,300
2006 Komatsu PC200LC-8, 4,146 smr., #C002854	\$80,000
2006 Komatsu PC200LC-8, 3,399 smr., #C002853	\$88,000
2006 Komatsu PC200LC-8, 2,108 smr., #C003571	\$99,000
2003 Komatsu PC220LC-7, 3,785 smr., #C000917	\$98,750
2004 Komatsu PC228USLC-3, 5,083 smr., #C003177	\$69,412
2005 Deere 230GLC, 4,900 smr., #C003916	\$65,000
2004 Komatsu PC300LC-7, 7,249 smr., #C002624	\$88,332
2004 Komatsu PC300LC-7L, 6,783 smr., #C000458	\$95,422
2006 Komatsu PC300LC-7EO, 4,685 smr., #C003697	\$126,000
2007 Komatsu PC300LC-7EO, 3,010 smr., #C003780	\$139,000
1999 Komatsu PC400LC-6, 12,019 smr., #5706	\$58,667
2004 Komatsu PC400LC-7, 6,229 smr., #C000871	\$110,500
2004 Komatsu PC400LC-7, 5,348 smr., #9462	\$110,500
2004 Komatsu PC400LC-7, 6,882 smr., #C001969	\$121,600
2005 Komatsu PC400LC-7, 5,910 smr., #C002608	\$132,800
2004 Komatsu PC400LC-7, 6,612 smr., #C001266	\$122,000
2000 Komatsu PC600LC-6, 8,596 smr., #C003490	\$133,500

Trucks

2005 Komatsu HD465-7, 5,618 smr., #C003341	\$286,500
1993 Komatsu 330M, 100-ton	\$72,500
1993 Komatsu 330M, 100-ton	\$72,500

Dozers

2002 Komatsu D39EX-21A, 4,300 smr., #C003920	\$49,000
2001 Komatsu D61EX-12, 6,600 smr., #C003919	\$68,000
2002 Komatsu D155AX-5, 5,110 smr., #C001818	\$199,662

Skid Steer

2005 Komatsu SK820-5N, 1,258 smr., #C003338	\$13,200
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Wheel Loaders

1993 Komatsu WA180-1, 4,653 smr., #C003774	\$21,200
2007 Komatsu WA200-5, 2,871 smr., #C003646	\$77,500
2007 Komatsu WA250-5L, 561 smr., #C003821	\$98,000
2005 Komatsu WA320-5L, 3,035 smr., #C003291	\$88,500
2004 Komatsu WA380-5L, 7,584 smr., #C002659	\$89,500
2006 Komatsu WA380-5L, 4,798 smr., #C003781	\$121,300
2006 Komatsu WA380-5L, 4,706 smr., #C003133	\$110,500
2006 Komatsu WA380-5L, 4,172 smr., #C003134	\$117,000
2006 Komatsu WA380-5L, 1,444 smr., #C002557	\$148,407
2006 Komatsu WA380-5L, 5,115 smr., #C003588	\$110,500
1999 Komatsu WA500-3LK, 1,433 smr., #C000112	\$122,300
2004 Komatsu WA500-3, 9,200 smr., #C003576	\$132,300
1999 Cat 980G, 20,188 smr., #C003529	\$79,000
2005 Deere 744J, 3,000 smr., #C003594	\$150,000

Motor Grader

2004 Komatsu GD 655-3C, 2,634 smr., #C002556	\$132,800
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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	\$38,900
2002 IR SD77F-TF, 1,461 smr., #C002766	\$43,400

Track Loader

2008 Cat 963D, 431 smr., #C003900	\$212,000
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