

UPDATE

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Featured in this issue:

ARCHER EXCAVATING

Whitefish firm helps construct exclusive, new subdivision/golf course in Powell County, Mont.

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Bruce Rianda,
General Superintendent

Featured in this issue:

JOHNNY CAT, INC.

How a part-time job led this firm to become one of southern Oregon's largest earthmoving contractors

See article inside...



John Holmes,
Founder/President

KOMATSU



Brian Sheridan

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Dear Equipment User:

Each year, Komatsu updates and improves its product line, upgrading designated models. But rarely, if ever, have there been as many changes as this year. The improvement affects virtually every product category and many of the most popular sizes.

Of course, one of the driving forces behind some of the changes is the EPA Tier 3 rule, which beginning this year, requires significantly lower emissions from off-road equipment between 175 hp and 750 hp. Because of that rule, Komatsu introduced a new engine (the ecot3) for all machines within that size range. But beyond the new engine, Komatsu took several additional steps to upgrade many machines, including new Dash-8 hydraulic excavators and Dash-6 wheel loaders.

In this issue of your Modern Machinery *UPDATE* magazine, you can read about the new PC200LC-8 and PC220LC-8, as well as the new WA500-6 and WA600-6. All these units represent the next generation of Komatsu machines, which emphasize improved fuel efficiency as well as power and performance enhancements.

Of course, at Modern Machinery, we're proud to carry such industry-leading products, but we know that's only part of the equation. Equally important, if not more important, is how we, as a distributor, support that product — and support you, our customer.

Be assured, we're committed to helping you keep downtime to a minimum and helping you reduce your equipment owning and operating costs. How? By adding field service technicians and improving their training; by boosting off-the-shelf parts availability; and by offering repair and maintenance programs, which over time, we're convinced will save you substantial money.

Product support improvements are an ongoing effort at Modern Machinery. We believe there's always room for improvement and we're determined to do even better when it comes to supporting our customers and our products.

If you have any comments or suggestions about what we're doing, how we're doing it, and how we can further improve — I'd be happy to hear from you.

Sincerely,
MODERN MACHINERY

Brian Sheridan
President



IN THIS ISSUE...

JOHNNY CAT, INC.

Located near Medford, Ore., this highly diversified contracting firm has grown rapidly in recent years.

ARCHER EXCAVATING

This Montana firm, which specializes in residential site work, is now doing its largest job ever at Rock Creek Ranch.

INDUSTRY MILESTONES

It's hard to imagine our nation without its Interstate Highway System, which will be 50 years old this summer. Here's a look at the past and predictions for the future needs of this impressive transportation system.

GUEST OPINION

Analyst Andy Fanter shares his thoughts on the construction industry and where it's headed in the coming year.

NEW PRODUCTS

Read all about the new Dash-8 excavators, which have more power, speed and reliability than previous counterparts, while offering significantly improved fuel economy.

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JOHNNY CAT, INC.

How a part-time job led this firm to become one of southern Oregon's largest earthmoving contractors



John Holmes,
Founder/President

When John Holmes bought a small, used bulldozer in 1989, all he wanted to do was clear some property he owned near Medford and plant a few trees on it. He certainly never envisioned becoming one of the largest earthmoving contractors in southern Oregon.

"I had a full-time job, but once people knew I had a dozer, they gave me the nickname 'Johnny Cat' and started calling me to do work for them," he recalled. "In 1990, while still working my other job, I went into business part-time as Johnny Cat. That continued until 1995, when I decided to quit my plant job, buy a dump truck and a backhoe to go along with my dozer, hire a couple of people, and do the contracting work full time."

It's a decision that Holmes has never regretted. Today, Johnny Cat, based in Jacksonville, Ore., is a full-service contracting firm that employs about 140 people and does equal amounts of public and private work. Jobs range from site development of large commercial properties and residential

subdivisions to state road building and municipal utility jobs.

"When it comes to earthmoving or site development, except for asphalt paving, we literally do it all," said Holmes. "We clear, grade, dig utilities, and even have our own rock pits and do our own crushing and hauling. We do our own concrete work and demolition work. We perform emergency work like clearing mudslides. We also make and sell our own topsoil and designer wood chips."

Growth spurt

Until 2001, Johnny Cat was still a fairly small company, employing fewer than a dozen people. A couple of factors contributed to the extraordinary growth that's occurred since then. One is Holmes' decision to acquire a rock pit (he now has five pits under the name Southern Oregon Rock). The other was in 2004 when he gained a partner, developer Cris Galpin.

"The rock pits give us access to a lot of raw material and make us much more self-sufficient," explained Holmes. "And, as for Cris, he's probably the biggest developer in this area. He's very well-known and well-respected. His financial infusion allowed us to get into highway work, which was a big step for us. His involvement also gives us a steady flow of development work. Cris is certainly a key to the rapid growth we've experienced the past two or three years."

In addition to Galpin, Holmes relies on a core group of employees at Johnny Cat. They include his wife Tara, who oversees all office activities, along with General Superintendent Bob Laduke; Project Managers Andy George and Jake Schmidt; Safety Director Curt Criten; and Shop Superintendent Evan Bowers.

This operator uses a Komatsu PC270LC-7 hydraulic excavator, one of Johnny Cat's three Komatsu PC270s, to load dirt at the Bella Vista Heights subdivision, under construction in Medford.





Foreman Dave Cox uses a Komatsu WA400 wheel loader to feed a crusher at High Banks Sand & Gravel, one of five pits Johnny Cat operates in southern Oregon.

"I rely heavily on that group, but everybody who works here is extremely important, and we try to let them know that," noted Holmes. "We're getting rather large, but I consider it like a big family. All our people are representatives of our company and they represent us well. We try to show our appreciation by paying them well, treating them with respect, and providing a full slate of benefits."

Award-winning job

In the past few years, since the company has taken off, Johnny Cat has been involved in many signature projects throughout southern Oregon. Among the most challenging was an award-winning job for the Oregon DOT, which the company completed in 2004 in Jacksonville.

"It was about a mile and a half of total road reconstruction right through downtown Jacksonville, which is a historically sensitive community," Holmes pointed out. "There were numerous restrictions and we had state archeologists on site at all times as we uncovered pioneer artifacts. I'd say that's probably the most difficult job we've done, but it was very gratifying. The state was so pleased with our work, they named it one of the projects of the year."

Holmes also cited a recent fast-track job to clear and rebuild a section of Highway 101 on the Oregon coast near Port Orford as an example of the company's abilities.

"A section of the highway was washed out in a mudslide. To rebuild it would typically take about six to eight months, but the state wanted it finished in two months, in time for the Memorial Day weekend. We're talking about 100,000 yards of dirt that we had to clear and 180,000-tons of rock that we had to bring in to build up the roadbed. We were the only company willing to bid the job. We completed it early and earned a substantial bonus."



Johnny Cat has 11 Komatsu excavators, including this PC200LC-7, at work on a total street reconstruction job in Talent, Oregon. "In my opinion, Komatsu excavators are clear industry leaders," said President John Holmes. "They're fast, reliable and more productive than anything else we've ever tried."



In addition to the state work, Holmes also points with pride to a couple of subdivisions, Vista Point and Eagle Point, for which the company has done the site work.

"Our growth has been nothing short of stunning and still amazes me," admitted Holmes. "We used to do jobs in the range of \$5,000 to \$10,000. Now, we're capable of doing three or four jobs, each of which could be worth \$3 million to \$5 million, all at the same time. It's all very humbling and gratifying."

Fast and reliable equipment

In order to do jobs of that size in a productive, cost-efficient manner, Johnny Cat has a large fleet of Komatsu equipment from Modern Machinery in Eugene.

"I still have the first Komatsu excavator I bought a dozen years ago and it's still out on the job for me every day," said Holmes. "In recent years, as we've grown, we've added many pieces of new equipment, most of it from

Continued . . .

This Johnny Cat operator uses a Komatsu WA320-5 hydrostatic wheel loader to clear debris at the Bella Vista Heights job. "Our operators love the Komatsu hydrostatic wheel loaders," said Holmes.

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Johnny Cat emphasizes customer service

... continued

Komatsu and Modern. We now have a total of 11 Komatsu excavators (ranging from a PC120 through a PC300), three new Komatsu wheel loaders (WA400, WA380 and WA320) and two dozers (D61 and D41).

"Bottom line, Komatsu equipment works for us better than anything else," he added. "Personally, as a former dozer operator, I like the Komatsu dozers for their tight turning radius, and for slope work, they're awesome. Our operators love the hydrostatic wheel loaders. And in my opinion, Komatsu excavators are clear industry leaders. They're reliable and they're fast. I rented another brand a few months ago and before long, my operator was begging me to get him back on a Komatsu. His productivity was down because he couldn't load trucks as fast and he was upset about it."

Holmes says he's also sold on the service he gets from Modern Machinery.

"I have a lot of faith in my salesman Dave Esgate. I know he's going to work hard to get

me what I need, and I know he's going to be fair in the pricing. I finance everything through Komatsu Financial, which is extremely easy to work with and has the best rates going. Modern has a PSSR (John Hamlin) who comes down every week and stocks us with the common wear parts we're apt to need. Service-wise, we do our own maintenance and most of the repairs, but frankly, the equipment is so good, we have very few breakdowns."

"Johnny Cat is a tremendous success story and we're very pleased that John Holmes has given Modern Machinery the opportunity to be a part of his success," noted Modern President Brian Sheridan. "We appreciate the faith he's shown in us and look forward to working with him in the years to come."

More growth potential

Holmes says never in his wildest dreams did he expect Johnny Cat to do \$25 million worth of business in a year — but that's where he is in 2006.

"Things really came together. Much of it I credit to good timing and a strong regional economy. But in our favor, we do excellent work; we get it done on time or early; and we always try to treat everybody right. We emphasize customer service and that counts for a lot. We have tremendous repeat business and the vast majority of our private work is charged on a time and materials basis. That means our clients trust us and know we're not going to overcharge them."

As for this year, Holmes says he wouldn't mind a slow-growth to no-growth period for a little while. "I think we're always going to have the potential for growth, but we've gotten so big so fast that I wouldn't mind leveling off for a while, just to catch our breath and ensure that we're still doing the same things that got us here."

Despite having become the second-largest contractor in southern Ore., Holmes remains very much of a hands-on owner. "I dispatch all 42 of our trucks every day and still operate equipment as needed. I'm very proud of what we've accomplished, but the most important thing to me is, and always will be, our reputation. As long as we keep our customers happy, I'll be happy." ■

This Komatsu D61 dozer is being used to push large rock and concrete chunks out of the way at the High Banks sand and gravel pit. "As a former dozer operator, I appreciate the tight turning radius of Komatsu dozers and think they're awesome for slope work," said Holmes.



John Holmes says he's always been treated fairly by Modern Machinery and Sales Representative Dave Esgate.





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Modern Machinery is now a distributor for Atlas Copco drilling equipment in Oregon and Washington as well as Montana and northern Idaho.

Atlas Copco Construction and Mining is the world's leading supplier of crawler drills and rock-drilling tools. Their recent acquisition of Ingersoll-Rand Drilling Solutions consolidates Modern Machinery as the dealer for these lines in a four-state area.

Already known for outstanding parts and service support of their Ingersoll-Rand line, Modern Machinery provides the same full support for Atlas Copco ROC series crawler drills, ECM series crawler drills, as well as Secoroc and Quantum DTH hammers and bits.

Call your local Modern Machinery representative to see the specs on the best. Remember, if you drill it, dig it, load it, or haul it, Modern Machinery has everything you need.

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ARCHER EXCAVATING

Whitefish firm helps construct exclusive, new subdivision/golf course in Powell County, Mont.

For many years, Montana and Idaho have been like magnets attracting the well-to-do. For the most part, these new residents are looking for beauty, peace and quiet, and a less hectic life — things the inter-mountain West have in abundance.

Soon, an exclusive, new western Montana property will be opening to these newcomers, as well as area residents looking for a new lifestyle. It's the Rock Creek Ranch subdivision, which will be sited on a small part of the massive 80,000-acre Rock Creek Cattle Company property near the Powell County town of Deer Lodge. Rock Creek Ranch will consist of about 200 single-family residences and townhouses, as well as a golf course, pro shop and fishing lodge.

Whitefish-based Archer Excavating, which is doing all the infrastructure work at the Ranch, started road-building activities at Rock Creek more than a year ago.

This water truck driver fills up from a self-erecting water tower at the scenic Rock Creek Ranch in western Montana, where Archer Excavating is at work developing an exclusive new subdivision.

"This is a major, multiyear effort for us," said Archer Excavating General Superintendent Bruce Rianda, who is in charge of the project. "We're building or expanding 27 miles of road and will do all the utility work. We expect to do a majority of the clearing and dirt work for the golf course. We also hope to dig most of the house sites. It's definitely a big job for us — the biggest we've ever had."

Residential specialists

Owned by Jim Archer, Archer Excavating made its name doing residential sites in and around Whitefish, particularly high-end houses built on steep terrain.

"Not everybody wants to work on a steep hillside with rock walls," acknowledged Rianda. "But we did many such jobs and really tried to make them stand out. The ability to do that type of difficult site work in an efficient manner and make the property really look good is something we're very proud of, and prior to our current work at Rock Creek, is probably what we're best known for."

"We also try to go a little above and beyond when we do a job," he added. "For example, we always sandbed our trenches. Number one, it protects the pipe in rocky soil, but it's also a big advantage even if rock isn't a problem. In the future, if somebody digs on one of our sites and hits sand in an area that's predominantly clay, they know there's something in the ground there so they're going to proceed carefully."

Archer Excavating employs about three dozen people, two dozen of whom are working at Rock Creek. Foreman Brock Ladenberg helps Rianda run the Rock Creek job.

"We've hired some new people, plus we have some old hands who came down here to



work,” noted Rianda. “We have an excellent team on site.”

Reliable equipment and quality service

In order to build or build up the roads, as well as do the other necessary site work, Archer Excavating has turned largely to Komatsu equipment from Modern Machinery in Missoula. The company’s equipment fleet includes half a dozen Komatsu hydraulic excavators (two new PC300s, a PC220, PC200, PC228 and PC138); two 30-ton Komatsu HM300 articulated trucks, with two more on order; and a Komatsu WA380-5 wheel loader.

“Komatsu equipment has worked very well for us through the years,” confirmed Rianda. “Like everybody, we want reliable machines, so when we turn the key in the morning, they start and they run all day. Our Komatsus do that.

“We’ve really been impressed with the HM300s,” he added. “Before we bought our first one, we demo’d it against two leading competitors. The Komatsu blew one out of the water in terms of fuel efficiency and outperformed the other in terms of production. We’re sold on the Komatsu ADTs and that’s why we have two now with two more on the way.”

Rianda says the service Archer gets from Modern Machinery is as important to him as the quality of the Komatsu equipment. “Our salesman Tom Wackler and everybody at Modern have been very responsive to our needs and we appreciate that.”

The feeling is mutual, says Modern President Brian Sheridan. “We’re very pleased that Jim and Bruce have put their faith in us and we’re committed to helping them in any way we can.”

Proud to be a part of it

The Rock Creek Ranch subdivision is certainly a high-profile project, both for western Montana and for Archer Excavating.

“We believe this is the type of project where we shine,” said Rianda. “We take a lot of pride in the finished product. How it looks is as important to us as it is to the owner. We expect this job will attract a great deal of attention. The golf course and/or individual home sites may



Archer Excavating has a large fleet of Komatsu equipment at work at Rock Creek including this WA380-5 wheel loader, which is helping to build 27 miles of road.



Two Komatsu HM300 articulated trucks are hauling dirt at the Rock Creek Ranch. “Before we bought the HM300, we demo’d it,” said Archer General Superintendent Bruce Rianda. “It significantly outperformed the two leading competitors.”



Archer Excavating General Superintendent Bruce Rianda often deals with Modern Machinery Sales Representative Tom Wackler. We demand good service and we get it from Modern,” said Rianda.

well be featured in magazines. We enjoy that kind of scrutiny and attention. We like it when people see our work.”

If all goes according to plan, it will be awhile before the Rock Creek Ranch subdivision is totally finished. “We could be here with our present level of work force for another three years or so,” observed Rianda. “There’s plenty of work to be done and we hope to be here for the duration. This is a signature project and we’re definitely proud to be a part of it.” ■

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INTERSTATE TURNS 50

Highway system was built with economy, defense and safety in mind



VYou'd be hard pressed to find someone in the United States who hasn't traveled on some of the more than 46,000 miles of Interstate highways that cover the entire country. In fact, with the Interstate Highway System turning 50 this summer, it's hard to imagine the country without it.

Officially known as the Dwight D. Eisenhower National System of Interstate and Defense Highways, the Interstate Highway System celebrated its Golden Anniversary June 29, 2006. The date marked 50 years to the day President Eisenhower signed the Federal-Aid Highway Act of 1956 into law, providing billions of dollars for the construction of new highways. The bill had passed the House of Representatives and Senate three days earlier.

An arduous trip across the country in 1919 formed President Eisenhower's opinion that the nation needed a highway system to move military and other vehicles quickly. Problems such as trucks needing to be pulled from muddy roads and ditches were a common occurrence on Eisenhower's journey from Washington, D.C., to San Francisco. (Photo courtesy of the National Archives.)



"The obsolescence of the nation's highways presents an appalling problem of waste, danger and death," Eisenhower said during his presidential campaign in 1952. "A network of modern roads is as necessary to defense as it is to our national economy and personal safety."

Economic benefits, traveler safety and national defense were all cornerstones of the plan to build a system of roads to improve transportation in the United States. Part of Eisenhower's presidential platform in 1952 called for funding a network of highways that would improve the flow of goods and services across the country, while providing safer routes for Americans to traverse while visiting relatives and friends across the country.

While economics and national defense were vital aspects of the highway bill, traveler safety was just as important. At the time the bill was signed into law, highway death rates were more than four times higher than they are today. According to the Federal Highway Administration (FHWA), the Interstate System has done much to make travel safer and more efficient. The FHWA claims the Interstate System is the safest road system in the country with a fatality rate of 0.8 compared to 1.46 for all roads in 2004 (numbers are based on fatalities per 100 million miles traveled). The national fatality rate in 1956 was 6.05.

According to the FHWA Web site, this improvement in safety is the result of many factors working together, including the shift of traffic onto the safer Interstate highways and technological advances in safety, such as wider shoulders; skid resistant pavements; better guardrails, signs and markings; clearer sight distances; and breakaway sign posts and utility poles.

Ike sees future in past experiences

It's a far cry from the less-than-ideal conditions Eisenhower faced as a lieutenant colonel in the Army in 1919, when he was assigned to a coast-to-coast motor transport train to move military vehicles from Washington, D.C., to San Francisco. The 62-day trip was fraught with rough, sometimes muddy roads, bridgeless river crossings and an agonizingly slow pace of 6 mph. In places where there were bridges, the heavy military vehicles often broke through the bridge decks, causing delays that limited the trip to an average of 58 miles per day.

The trip formed Eisenhower's opinion that the nation needed a highway system to move military and other vehicles quickly, but his vision wouldn't be realized until almost 40 years later when he became president. With the country facing hardships such as WWI, The Great Depression and WWII, the idea of funding a new highway system was put aside. Eisenhower spent time in Germany during WWII, and it was there that he further cemented his view of the need for better transportation in the United States.

Eisenhower saw the future of America's Interstate Highway System while moving military troops and equipment on Germany's Autobahn, and made the idea of better transportation in the United States part of his domestic agenda when he became president.

Debated project

Eisenhower considered the Federal-Aid Highway Act one of his crowning achievements during his tenure in office. Historians agree, even though there is debate as to its standing among the greatest construction projects of all time. It's been labeled as the greatest public works project in history and was voted the number three construction project of the 20th century by attendees at CONEXPO 1999, behind the Chunnel Tunnel and the Golden Gate Bridge and ahead of such achievements as the Hoover Dam and the Panama Canal.

It was chosen third from a list of more than 100 projects that included buildings, structures,



Workers pave part of Interstate 80 south of Gretna, Neb., in 1957. In 1974, Nebraska became the first state to complete its mainline Interstate system. (Photo courtesy of the Nebraska Department of Roads.)

roads and other large construction projects. Criteria included the impact or benefit to humanity, quality of work, economic impact, use of innovation and application of new technology, impact on and sensitivity to the environment and the influence on future projects.

Final cost estimates, done in 1991, put total construction of the Interstate Highway System at \$128.9 billion, with 90 percent of the funds coming from the federal government. The other 10 percent came from the states, who own, maintain and operate the Interstates that run through them. The only federally owned part of the Interstate Highway System is the Woodrow Wilson Bridge in Washington, D.C.

There's much debate about which state had the first Interstate highway. Three states — Missouri, Pennsylvania and Kansas — all claim to be number one. Which claim is the most legitimate depends on how you define being first.

Missouri was the first to award a contract under the law, doing so on August 2, 1956, just days after Eisenhower signed the act into law. It was for work on U.S. Route 66 which would become I-44. Missouri was also first to start construction after the act was passed, with work beginning on Route 40 (which would become I-70) on September 26, 1956.

On August 31 of that year, Kansas awarded a contract for concrete paving on a section of U.S. 40, which would also become part of I-70.

Continued . . .

New bill to rebuild, maintain nation's highways

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Construction was under way before the act, but the paving dollars were awarded after the Highway Act was signed. On November 14, Governor Fred Hall opened the new road in a ribbon-cutting ceremony where a sign was posted identifying it as the first project in the U.S. completed under the provisions of the new Federal-Aid Highway Act of 1956.

Pennsylvania says it's number one based on prior construction that would later become part of the Interstate system. Much of the Pennsylvania Turnpike, which opened from near Pittsburgh to near Harrisburg in 1940, would be incorporated into the Interstate system as time passed. If that counts, "The Granddaddy of the Pikes" would truly be the first.

Upgrades, funding on the way

No matter which state is correct, the Interstate Highway System has reached middle age and some say it's time for upgrades and an infusion of new monies to make sure it continues to meet the needs for which it was designed. A new highway bill signed into law in 2005 is the most recent Interstate funding mechanism. SAFETEA-LU, which stands for Safe, Accountable, Flexible and Efficient Transportation Equity Act — A Legacy for Users, authorized more than \$286 billion in

transportation-related spending. Of the \$286 billion, \$228 billion is earmarked for highways.

"As the Interstate System approaches 50, it's facing a 'mid-life crisis' that few outside the transportation industry and the public agencies that manage it seem to understand," said 2005 American Road & Transportation Builders Association (ARTBA) Chairman Rich Wagman in a recent article on the ARTBA Web site. Wagman is chairman and CEO of York, Pa.-based G.A. & F.C. Wagman, Inc. "Throughout the past 50 years, the Interstates have handled traffic volumes and weights that have dramatically exceeded the usage projections of those who developed and designed the plan in the 1940s and '50s. That beating — combined with the System's capacity shortcomings — has taken a great toll. There will be serious consequences for the nation if the capital investment and resource challenges that face the Interstate aren't fully understood and met."

The funds provided under SAFETEA-LU will help rebuild and maintain the Interstate Highway System as the country moves further into the 21st century and road use continues to increase. Currently, less than 1 percent of the nation's roads are Interstates, but they carry more than 24 percent of the country's travel, including more than 41 percent of all truck miles as goods and services are moved around the country faster and more efficiently than ever before.

The impact on the nation from Eisenhower's Interstate System has been profound as it's spread across the country, putting everyone within a few days drive of each other. It's spurred economic growth — estimates show the system has returned \$6 in economic productivity for every \$1 of construction — and reduced traffic fatalities dramatically. All were part of Eisenhower's vision for the future when he first proposed the Interstate Highway System more than 50 years ago.

In 1955, Eisenhower said of the future Interstate system, "Together, the united forces of our communication and transportation systems are dynamic elements in the very name we bear — United States. Without them, we should be a mere alliance of many separate parts." ■

A new highway bill passed in 2005 is designed to rebuild and maintain the country's transportation system, with a major portion of the monies earmarked for highways. Estimates show that the Interstate system has returned \$6 in economic productivity for every \$1 of construction cost and has reduced traffic fatalities dramatically.





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CONSTRUCTION OUTLOOK

Analyst says growth trend remains strong throughout the U.S.



Andy Fanter is an analyst with Cyclost-Intercast, a sales forecasting firm that works with more than 65 equipment distributors and manufacturers throughout the U.S.

Road building will be one of the lynchpins of this year's construction economy with spending expected to be up by about 14 percent.

The year 2006 is certainly looking to be another excellent year in the construction business. Despite many critics, the housing market continues to show strength. For the year, we should have about 2.2 million permits and two percent growth in housing. Some overheated regions will almost certainly see a slowdown, but even if there were a dramatic downturn in those areas, it would not have a major effect on the construction economy. It would not even significantly ease the shortage of machines or building materials in other areas of the U.S.

Rebuilding efforts in the Gulf Coast are finally getting under way. While New Orleans got much of the attention with 200,000 damaged or destroyed homes, the entire area east of New Orleans to the Florida Panhandle had over two million homes damaged or destroyed. What this means to contractors around the U.S. is that labor, machines and materials will be heading to the southeast parts of the U.S. in greater

quantities. This will put a strain on an already overburdened supply market.

The highway bill has been passed and actual construction on some projects will begin in the latter half of 2006 and throughout 2007. You will need to plan for material costs and availability carefully. Concrete remains in very short supply. With reconstruction in the South, rebar will also be in short supply. Energy costs continue to climb and this will affect the price of material transportation, machine fuel costs and the cost of plastics. Machines remain in short supply. On the average, I would expect highway spending to be up around 14 percent or more.

The growth in aggregate production in response to highway and nonresidential growth will be around 5 percent. The limiting factors in aggregates are the difficult permitting process and the lack of large equipment available to quarries. Quarry and mining work around the world is booming and manufacturers have been able to produce machines, but are still having difficulty with tire availability. Contractors should take exceptional care of their tires at this point of the economy. A damaged tire could take several days or longer to replace.

Nonresidential construction is continuing to boom. The majority of this growth is from box retail construction — in response to the growing housing market. Tax collections for states have been good for the past two years. There will be growth in the governmental construction market police substations, fire stations and sewer transfer stations. Expect nonresidential growth to be 15 percent or more in 2006.

In summary, there's a lot of work going on this year, but to ensure that you're able to make money doing that work, you'll need to plan well and be smart. ■





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411-1479

DASH-8 EXCAVATORS

Komatsu's newest generation of PC200 and PC220 excavators raises the bar on efficiency and productivity



Peter Robson,
Product Manager,
Hydraulic Excavators

As a contractor who prides himself on doing quality work quickly, you're probably always looking for more from your equipment. More power. More speed. More reliability.

Komatsu's new Dash-8 hydraulic excavators, including the popular PC200 and PC220 size classes, deliver on all those counts, while at the same time providing significantly improved fuel efficiency.

Like all new Komatsu excavators, both the PC200LC-8 and PC220LC-8 feature the new ecot3 engine, which significantly reduces emissions as well as improves fuel efficiency by about 10 percent. A quick-return arm circuit that improves cycle times boosts productivity.



"In highly competitive size classes like the PC200 and PC220 (roughly 23 to 27 tons), we'd gone about as far as we could go in terms of weight and horsepower — the old 'bigger is better' mentality," said Peter Robson, Komatsu Product Manager for Hydraulic Excavators. "Don't get me wrong — the PC200LC-8 and PC220LC-8 are more productive than the Dash-7 models, primarily because of improved cycle times and other hydraulic improvements that give outstanding performance. But the efficiencies we've built into these new machines are at least as important as those performance enhancements."

Those efficiencies include using significantly less fuel (about 10 percent less) and putting out significantly fewer emissions than the Dash-7s. Combine that with impressive upgrades in information technology and operator comfort and you get a machine that delivers the ultimate for a contractor — high productivity and low-cost operation.

New engine/new monitor

The PC220LC-8 has 168 flywheel horsepower, the same as the PC220LC-7. The PC200LC-8 has 148 horsepower, up from 143 horsepower. Both units are powered by the newly developed, low-emission Komatsu SAA6D107E-1 engine that significantly reduces NOx emissions, which EPA Tier 3 regulations require.

Productivity enhancements include a new, quick-return circuit, which allows the arm to go out and return faster, improving cycle times.

Both units have five working modes. In addition to Power, Economy, Breaker and Lifting, there's also a new Attachment mode.

An operator simply presses a button to get the proper flow he needs for the work he's going to do. The modes, along with most other machine functions, are selected through a new seven-inch color monitor.

"The monitor is one of the biggest improvements in the new Dash-8 models," indicated Robson. "You match your machine to the job application through the monitor. You pick up maintenance codes and troubleshooting functions on the monitor. You control AC through the monitor. It's an impressive system that's very user-friendly."

Fuel-efficient operation

Yet another advancement on the monitor is an "eco-gauge," which serves as a guide to efficient operation. It provides the operator with instant feedback regarding the load he's putting on the machine and how that impacts fuel consumption. It also alerts the operator if he's idling for too long, which is another way fuel is wasted.

"We think the high cost of fuel is here to stay, so equipment owners will be looking for ways to cut back on fuel usage," predicted Robson. "The PC200LC-8 and PC220LC-8 are both about 10 percent more fuel efficient in Power mode. With the information the machine provides, the operator will be able to try some different things to further lower fuel consumption."

Both machines also come wired with the latest Komtrax technology. Komtrax is a wireless equipment monitoring system that can send detailed machine operating information back to the home office and/or to your Komatsu distributor. Komtrax information includes machine location, service meter readings, cautions, abnormality codes, load frequency and much more — all of which can be invaluable in helping you to reduce downtime and lower your owning and operating costs.

In addition to being Komtrax-ready, the PC220LC-8 and PC200LC-8 come with Komatsu's EMMS (Equipment Management Monitoring System), which stores trouble data,



Both the PC220LC-8 and PC200LC-8 have five working modes, including a new attachment mode. The units also feature a large, new color monitor with an "eco-gauge" to further improve fuel efficiency.

Brief Specs on the PC200LC-8 and PC220LC-8

Model	Output	Operating weight	Bucket capacity
PC200LC-8	148 hp	46,080 - 47,260 lbs.	.66-1.57 cu. yd.
PC220LC-8	168 hp	54,309 - 54,926 lbs.	.76-1.85 cu. yd.

displays abnormalities and notifies an operator when it's time to change oil and filters.

Comfort and safety

In addition to the new, large monitor, an operator will immediately notice and appreciate cab comfort features that include a high-back seat and an arm rest that moves with the console so the pilot control joystick is always where he wants and expects it to be.

Komatsu also designed the new cab with pipe-structured framework to improve operator protection in the event of a tip or rollover. Vibration inside the cab, and noise — both inside and out — has significantly decreased.

"Komatsu has always challenged themselves to set an industry standard with each new hydraulic excavator series introduction," said Robson. "From the legendary Dash-3 version of the 1980s right up through the Dash-7, we've led rather than followed. That's a trend we're confident we're continuing with the new Dash-8s." ■

For more information on how the Komatsu PC200LC-8 or PC220LC-8 can improve your operation, contact your sales representative or our nearest branch location.



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NEW WHEEL LOADERS

Increased production and lower fuel consumption are hallmarks of new Komatsu Dash-6 models

Equipment users are always looking for ways to boost production and/or reduce operating costs. Komatsu kept those goals in mind in designing its new Dash-6 wheel loader line. Currently available are the WA500-6 and WA600-6 wheel loaders, both of which are significantly larger and more powerful than the Dash-3 versions they replace in the Komatsu lineup. Both are also considerably more fuel-efficient than their predecessors.

The WA500-6 and WA600-6 are powered by Komatsu's new ecot3, Tier 3-compliant engine, which not only lowers emissions, but also decreases fuel consumption, and does so without sacrificing power. A Dual Mode Engine Power Select System lets the operator adjust the machine's performance by using either the "E Mode" for maximum fuel efficiency in general loading, or "P Mode" for powerful output in hard digging or hill-climbing applications.

"The most notable difference users will see in our new wheel loaders compared to previous models is a decrease in fuel consumption, with an increase in productivity being a close second," said Rob Warden, Product Manager, Wheel Loaders. "We've designed these machines to be highly efficient so users can get more work done in less time, while using less high-priced fuel. The result is more money in the pocket of the user."

Both loaders are suitable for a variety of functions, according to Warden. "The WA500-6 works well in sand-and-gravel operations, and as a loading machine for highway trucks. The WA600-6 is a significant upgrade from its predecessor and is ideal for small quarry applications. It will load a 70-ton haul truck, such as our Komatsu HD605, in five passes."

New components minimize waste

Standard on the loaders is a newly designed variable displacement piston pump that combines with Komatsu's Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. The new design prevents wasted hydraulic flow, which in turn provides better fuel economy.

"Our previous series used gear pumps, which always provided maximum flow," Warden explained. "The machine used what it needed and the rest was returned to the tank. The variable piston pump is an on-demand system, so it only delivers what is required. As a result, it



Rob Warden,
Product Manager,
Wheel Loaders

Continued . . .

Brief specs on WA500-6 and WA600-6

Model	Output	Operating weight	Bucket capacity
WA500-6	332 hp	74,010 lbs.	7.3 cu. yd.
WA600-6	502 hp	118,385 lbs.	8.4 cu. yd.

Komatsu's new WA600-6 has major changes from its predecessor, offering increased horsepower and operating weight, and a larger dump clearance. "It's ideal for small quarry applications," said Rob Warden, Product Manager, Wheel Loaders. "It will load a 70-ton haul truck, such as our Komatsu HD605, in five passes."



New loaders' performance markedly improved

... continued

For more information on the WA500-6 or WA600-6, call your sales representative or our nearest branch location.

Komatsu's new line of wheel loaders, including the WA500-6, was designed for maximum production and fuel economy. Komatsu's ecot3, Tier 3-compliant engines decrease emissions and fuel consumption without sacrificing power. Large-capacity lock-up torque converters provide production efficiency, reduced cycle times and optimum fuel savings.

uses less power and burns less fuel. Users could see up to a 15 percent reduction in fuel use."

Komatsu further enhanced fuel economy with its newly designed drive train featuring a large-capacity, lock-up torque converter that provides production efficiency, reduced cycle times and optimum fuel savings in load-and-carry or hill-climbing operations.

"These features — variable piston pumps and large-capacity torque converters — will become standard across the Komatsu wheel loader line over time," Warden noted. "Our aim is to standardize our line as much as possible so a customer with multiple machines on the same jobsite can go from one machine to another and not miss a beat."

Increased production

Several new features contribute to better production, according to Warden. For example, both machines have stronger loader frames and components, which extend machine life and lower repair and maintenance costs. Both units are also larger, have more horsepower and greater bucket capacity than their Dash-3 counterparts.

The WA500 went from 315 horsepower in the Dash-3 model to 332 horsepower in the new Dash-6 version. The machine's operating weight of 74,010 pounds is a jump of almost 10 percent.

"The WA500-6 is almost completely new compared to the Dash-3 model," Warden pointed out. "Not only is it larger with more horsepower, but we also added a larger torque converter to better match the engine. That provides more rim

pull, which allows the machine to climb virtually any ramp with the bucket loaded."

The WA600 underwent even more radical changes. Output increased from 450 horsepower in the Dash-3 model to 502 horsepower in the new WA600-6. Operating weight increased from less than 100,000 pounds to 118,385 pounds.

"The WA600-6 has major changes from its predecessor," Warden asserted. "It features a much larger dump clearance, going from 11'7" to 13'1", so it loads large trucks more easily. It comes standard with the long boom, but customers have the option of putting a short boom on the machine if they use it mostly for load-and-carry operations or charging a hopper."

Everyone knows a comfortable operator is a productive operator. So, operators will certainly appreciate the new Advanced Joystick Steering System (AJSS) in the new WA600-6 loader. It's a low-effort system in which the operator controls direction and gear-shifting functions with just the wrist and thumb. Users will also enjoy a roomier cab that provides up to 15 percent more space and 11 percent better visibility than previous models.

Raising the bar

The specs of the WA500-6 and WA600-6 speak for themselves — they generate markedly improved performance.

"Everyone who's used the WA500-6 and WA600-6 loaders has raved about the quickness, power and speed they offer," confirmed Warden. "We've done our own in-house studies, which show a remarkable improvement in production efficiency of 25 percent to 30 percent over the previous, Dash-3 generation of wheel loaders. As those numbers suggest, we definitely believe we've significantly raised the bar with the release of the Dash-6 models."

The WA500-6 and WA600-6 are the first Dash-6 units available to customers. Komatsu is in the process of releasing the rest of its Tier 3 mid-size wheel loaders, which will include the WA380, WA430, WA450 and WA480-6. The balance of the wheel loader product line is currently undergoing design changes to meet new emission standards. The new HST line of smaller wheel loaders being upgraded will be available in 2007. ■





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SKID STEER LOADERS

Six Models
Operating Capacity,
1,350 - 2,850 lbs.



CRAWLER CARRIERS

Two Models
Payload Capacity,
13,280 - 24,250 lbs.



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Operating Weight,
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Komatsu's MR Series excavators combine tight tail swing capabilities with great balance and stability for ultimate productivity. Two travel speeds allow fast transport at the job site. While HydrauMind™ Hydraulics deliver precise control through all levels of operation.

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KOMATSU FIELD DAYS

Las Vegas event gives equipment users the opportunity to operate full range of new products from manufacturer

The opportunity to operate a full range of new Komatsu products — combined with the excitement of Las Vegas — made the recent Komatsu Field Days event a memorable trip for many equipment users throughout North America.

Accompanied by their Komatsu distributors, more than 2,000 customers attended one of the 12 sessions from February 27 through March 23.

This year's event, held for the second time in Las Vegas, included accommodations at the Rio All-Suite Hotel & Casino. Komatsu held a welcome reception at the hotel on the first night of each session. The following day, customers were transported to a quarry site where they had the opportunity to operate 45 Komatsu machines, including a host of new and upgraded models. The full range of construction and utility equipment encompassed hydraulic excavators, wheel loaders, dozers, motor graders, trucks, backhoe loaders, skid steer loaders, mobile crushers and a crawler carrier.

"What makes Field Days great is the chance for customers to operate our new products in a real-world working environment. It exposes them to all the advanced products, technology and services we offer," said Les Scott, Manager, Komatsu Working Gear Group. "Customers tell me the experience is very worthwhile."

Next generation of products

This year, Komatsu used Field Days to introduce many new products, such as six new excavator models, including the 180,000-pound-plus PC800LC-8, a new model that replaces the PC750LC-7. Komatsu also introduced its new series of Dash-6 wheel loaders, including the WA600-6, WA500-6 and WA380-6; the first new Dash-2 articulated dump truck, the HM300-2; the

new D155AX-6 SIGMA dozer; the new WB146-5 backhoe loader and many more new products.

"We enjoy showing customers our equipment capabilities through hands-on operation. It shows them how a particular product might fit into their operations back home," noted Scott. "We also hope they take home this message: if we can produce large machines such as our 1.5-million-pound PC8000 mining shovel, then we can certainly build smaller size-class machines that can operate in their businesses." ■



Les Scott, Manager,
Komatsu Working
Gear Group



Field Days participants watched machine demonstrations and features/benefits presentations from this shaded grandstand at the demo site.

Komatsu Field Days showcased a full range of equipment, including the new PC800LC-8 excavator (foreground) and articulated and rigid-frame trucks (at left), which participants could operate.



LeeBoy Paves the Way in Production and Value.



LeeBoy 8515 Asphalt Paver

*Increase productivity and reduce operating costs with LeeBoy's new **8515 Conveyor Asphalt Paver**. The 8515 incorporates big paver features into a heavy-duty, maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend Screed System, powerful 74-hp Hatz Silent Pack engine, dual operator controls and high-deck/low-deck configuration.*

The Leader in Paving and Road Maintenance Solutions

LeeBoy, the world's leading maker of asphalt pavers, has advanced the art of paving with the 8816 and 8515 asphalt pavers. These new paver models feature heavy-duty construction and the Legend Screed System for higher production and reliability. The right equipment plays a key role in the success of any road building project. Versatile LeeBoy pavers, rollers and motor grader give road builders unmatched value and performance.



400 Roller



1000D Paver



LeeBoy 8816 Asphalt Paver

*LeeBoy's **8816 Asphalt Paver** is a 25,000-pound, 130-horsepower, track-mounted paver designed for road and large commercial applications. The 8816 features a newly designed heavy-duty heated and vibrating Legend Screed System and patented under-auger cut-off plates.*

Contact Modern Machinery for Details.

LeeBoy

MODERN
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NEW, ADVANCED KOMTRAX™

Upgraded wireless equipment monitoring system is now standard on most new KOMATSU Tier 3 machines

Would you like to know the exact location of each machine in your equipment fleet? Would you like to know precisely how each piece of equipment is being used? And would you like to get that information when you need it?

Now, you can get that kind of information, and much more, with Komatsu's new, next-generation KOMTRAX wireless equipment monitoring system. KOMTRAX uses satellite technology to relay vital machine information back to the office computer or laptop of the owner or equipment manager, as well as to the local Komatsu distributor, if the customer authorizes it.

Komatsu first introduced KOMTRAX several years ago as an option buyers could have installed on Komatsu equipment. That first generation provided three basic pieces of information — machine location; service meter readings; and daily hours of operation.

In comparison, the new KOMTRAX is standard equipment on almost all new Komatsu machines and reports on all aspects of machine operation. In addition to location, meter readings and daily operation, available information from the new, advanced KOMTRAX includes: *

- Cautions,
- Error codes,
- Load frequencies,
- Notification of maintenance,
- Average hourly fuel consumption,
- Fuel level and water temperature readings,
- Geofencing and engine lock (theft prevention),
- Monthly and annual reports.

** Features are dependent on machine model.*

Next best thing to being there

For an owner or equipment manager, KOMTRAX is like being right inside the cab with the operator.

"You no longer have to wonder where a machine is or what it's doing," said Ken Calvert, Director, KOMTRAX Support Group, Komatsu America Corp. "You no longer have to wonder how an operator is operating or whether a machine is making you money. With KOMTRAX, you know what's going on, any time of the day or night."

In an age where information is power, KOMTRAX is one of the most powerful tools an equipment user can ever have.

"KOMTRAX helps an owner be proactive with his business," said Calvert. "He can make decisions based on accurate, up-to-date information from a system that's easy to use. Bottom line, it's going to help business owners or managers reduce downtime, lower operating costs and manage a fleet more efficiently."



Ken Calvert, Director,
KOMTRAX Support
Group, Komatsu
America Corp.

Continued . . .



Detailed, easy-to-use machine information is right at your fingertips, anytime of the day or night, with the new KOMTRAX wireless equipment monitoring system.

New KOMTRAX cuts costs and downtime

... continued



Komatsu is installing its new, advanced KOMTRAX system on nearly all new machines with Tier 3 engines. The new wireless equipment monitoring system is a powerful tool that helps users reduce operating costs and downtime.

In addition to all the ways KOMTRAX can benefit a company by keeping equipment up and running, it also maintains a complete and accurate record of a machine's life history, which can significantly increase the trade-in or resale value of the unit.

KOMTRAX can be installed in any piece of equipment using a 12V or 24V electrical system, including service trucks and utility machines. Additionally, KOMTRAX is available as a retrofit for older machines or non-Komatsu equipment.

While KOMTRAX is standard-equipped on most new Komatsu machines starting this year, please contact your local authorized Komatsu distributor to begin receiving the information. ■

How one large, successful company uses KOMTRAX



Jim Shaw,
Hall-Irwin
Equipment Manager

The new, next-generation KOMTRAX system is just now getting into the hands of customers. But many large Komatsu users are already familiar with KOMTRAX. Those who have installed the original system on much of their fleet are sold on its benefits.

"We started using KOMTRAX in 2004," said Jim Shaw, Equipment Manager for Hall-Irwin Corporation, one of Colorado's largest and most-respected full-service contracting firms. "Today we have it on 44 machines, which constitutes about 70 percent of our Komatsu fleet."

Hall-Irwin uses KOMTRAX to check service meters and schedule preventive maintenance; to locate equipment on large jobsites and monitor machine movement; and to chart daily hours of operation to help manage the fleet for maximum utilization.

"We've found KOMTRAX to be an excellent fleet management tool," asserted Shaw. "We run numerous weekly KOMTRAX reports that help us make educated short-term and long-term decisions about our fleet — for example, what machines we need and where we need them. Also, the PM servicing aspect is very beneficial. It helps ensure all our PMs are done at the correct hour reading, which in turn helps us reduce downtime, lower repair costs and maximize the working life of our machines."

Theft prevention

In addition to operational benefits, Shaw says KOMTRAX helps prevent equipment theft — and in the event that a machine is stolen, helps in the retrieval process. He knows this firsthand.

"We recently had a skid steer stolen from a jobsite on a Saturday night. We didn't work Sunday, then got rained out on Monday and Tuesday, so we didn't discover the theft until Wednesday. Police told us the fact that the machine was equipped with KOMTRAX was instrumental in helping them track it down and bust a theft ring. We're happy about that, but the best thing for us was, because of KOMTRAX, we had that skid steer back on the job on Friday."

Additional benefits with new KOMTRAX

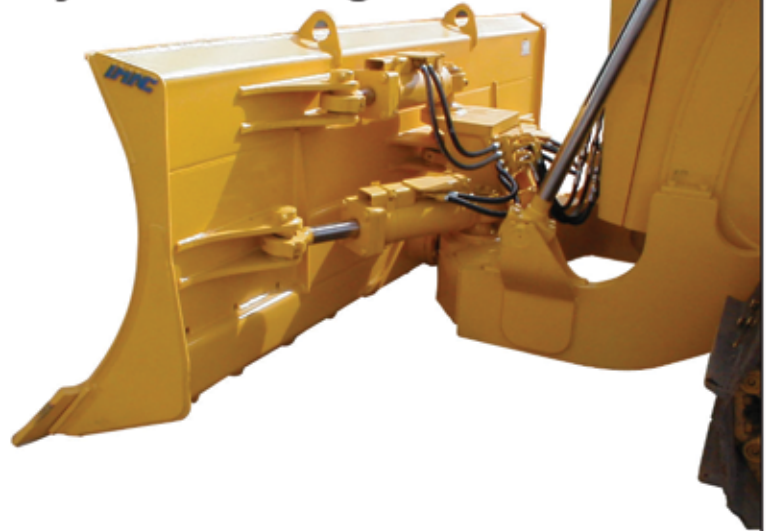
Shaw says Hall-Irwin is looking forward to using the upgraded KOMTRAX system that's now available.

"The additional information such as error codes, capacities and operating temperatures will be invaluable to our maintenance staff. We also share KOMTRAX information with our Komatsu distributor, and the machine operating information they receive will certainly help them help us when it comes to parts availability, troubleshooting and making emergency repairs more quickly."

CWS - IMAC

P.A.T. Blade
KOMATSU D65

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BIG DEMANDS, SMART SOLUTIONS

CWS

IMAC

AVAILABLE THROUGH MODERN MACHINERY

NEW ENGINES/NEW MODELS

New Komatsu machines are more efficient and more reliable says Director of Product Marketing



Erik Wilde,
Director of Product Marketing

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

A San Francisco Bay-area native, Erik Wilde once harbored hopes of a career in basketball. He was good enough to play college ball at Boise State University until a serious knee injury ended his playing days and dashed any hope of a professional career.

Upon graduation with a degree in business management, Wilde took a job as operations manager at an Idaho ski resort. He learned about electric systems while handling all the service and maintenance associated with the ski lifts, and used that knowledge to get a job with Komatsu in 1997 as a Warranty Coordinator. He quickly moved into a position as an Assistant Service Engineer for large (mining) bulldozers.

Wilde stayed with the Komatsu mining division for almost four years, serving in various product support capacities, before moving to the construction division as Product Manager of hydraulic excavators in 2001. To expand his marketing knowledge he attended Keller Graduate School of Management and completed his MBA in Marketing in November of 2003. Nine months later, he became Manager of Product Marketing, and recently was promoted to Director of Product Marketing. As Director, he oversees the efforts of all construction division product managers, and directs advertising, promotional activities and trade shows for all three divisions (construction, mining and utility).

"We believe Komatsu makes superior products that are, for the most part, across-the-board faster, more productive, more precise and more reliable than competitive products," said Wilde. "My job is to help our product managers and our distributors get that message out to equipment users so they'll at least try Komatsu to learn first-hand what it has to offer."

The knee injury he suffered years ago still keeps Wilde off the basketball court for the most part — but with three children age five and under, he doesn't have much time for hoops anymore anyway.

QUESTION: With the introduction of many machines with Tier 3 engines this year, is 2006 one of the busiest years in recent Komatsu history in terms of new product launches?

ANSWER: Yes. All machines between 175 and 750 horsepower, which make up a large chunk of our lineup, are required to meet Tier 3 emissions levels in 2006. That means they all must now be built with our new Komatsu ecot 3 engines, which will reduce emissions to below mandated levels.

At Komatsu, we've actually included more machines than required, such as the PC200 excavator, because there was no reason not to. Those machines are on the same platform as larger models, which we had to change. With the new engine, they are a significant improvement over the previous generation.

QUESTION: Did Komatsu do more than just replace engines to meet the Tier 3 requirements?

ANSWER: Yes, in most cases, we did much more. That's why we have so many model changes this year. The new Dash-8 series of hydraulic excavators and the new Dash-6 series of wheel loaders are examples. If all we had done was put in the new Tier 3 engine, we wouldn't have called them new models.

QUESTION: What kind of changes did Komatsu make?

ANSWER: It depends on the machine. Generally speaking, the mid-size Dash-8 excavators are about 10 percent more fuel-efficient than the Dash-7s. Beyond that, there are things like a new industry-leading innovative cab design that protects the operator where risk of tip or rollover exists, as well as a new, full-color monitor with a seven-inch screen that operators will absolutely love. When it

comes to switching attachments, we've made it much more user friendly. An operator can actually change hydraulic flow and settings for up to four pre-programmed attachments with the touch of a few buttons, without bringing in a mechanic.

In the case of the WA600-6, it's basically a brand-new wheel loader. Fuel efficiency is up to 15 percent better and the cab is all new and much larger. The machine is also much more powerful and can handle a larger bucket, which combined with the improved fuel efficiency, dramatically lowers a producer's cost per ton.

QUESTION: Some equipment users believe that in this day and age, all equipment is good and there's really not much difference between one brand and another. Is that true?

ANSWER: As a manufacturer, certainly we believe there are differences, many of which you can discover by comparing specs. Which lifts the most? Which reaches the farthest? Things like that. Other differences you can discover in a demo — which machine is faster, smoother, more precise or more comfortable? Other significant differences such as reliability, longevity and resale value become evident over time.

Of course, at Komatsu, we believe we offer the best combination of all these factors throughout our product line. Reliability, productivity, comfort and value — those are the qualities we build into each and every machine.

QUESTION: In your opinion, what are Komatsu strengths compared to the competition?

ANSWER: Number one is reliability. That's what we hang our hat on. If a Komatsu unit is properly maintained with a good preventive maintenance program that emphasizes repair before failure, we believe our units will outperform any other manufacturer's. That means emergency downtime will be minimal and machine longevity will be at the outer limits.

Our other major strength is that we're usually a step ahead of the competition, technologically. A big reason for that is our heavy investment



All new Dash-6 Komatsu wheel loaders, like the WA600-6 shown here, as well as all new Dash-8 excavators feature the new ecot3, Tier 3-compliant engine, which lowers both emissions and fuel consumption.



Among a host of new Komatsu products this year is the HM300-2 articulated truck. The unit features a significantly reinforced front bumper and engine guard as well as a new transmission guard. The new ecot3 engine boosts horsepower and low-end torque, which helps make the new truck about 11 percent more productive than its predecessor.

into research and development. Also, because we make every type of equipment and compete in every size class, we're often able to share and integrate our technological advancements across product lines. For example, we're now incorporating our excavator piston-pump hydraulic technology, which has long been an industry leader, into our wheel loaders to produce a smoother, more efficient machine.

QUESTION: What do you foresee happening down the road in regard to equipment?

ANSWER: I don't know that there's any new technology on the horizon that's going to revolutionize the industry in the near future. But at Komatsu, I can assure you, we're going to continue to make improvements to increase reliability, productivity and efficiency, and in that way, give our customers an edge over their competitors. ■

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MISSOULA KAYAK PARK

Modern Machinery helps develop Brennan's Wave

Downtown Missoula, Mont., has a new feel about it this summer as kayak enthusiasts from across the Northwest, and beyond, go there to enjoy Brennan's Wave, a water park for kayakers.

A kayak run on the Clark River had been a goal of supporters for many years but the cost of the project, about \$325,000, was a stumbling block. Last year the Washington Companies, of which Modern Machinery is a part, agreed to donate most of the time, material, expertise and money to make it a reality.

Modern donated numerous pieces of Komatsu equipment while Envirocon, another Washington Company, did the actual construction work forming the rapids. The project was completed early this year and now, hundreds of kayakers enjoy Brennan's Wave, named for Brennan Guth, a well-known Montana kayak enthusiast who died several years ago in a boating accident.



"It's a really great thing for downtown Missoula," said Modern Machinery President Brian Sheridan, who also sits on the Board of Directors of the Washington Foundation. "Even for those of us who don't kayak, it's a fun thing to watch. We're happy to have been a part of seeing this project to completion." ■

This kayaker enjoys Brennan's Wave in Missoula, where Modern Machinery-donated Komatsu equipment continues to work on developing the rapids. (Photo by Kris Cook.)

ATV WINNERS

Komatsu helps Modern Machinery show appreciation

Three Modern Machinery customers have won Arctic Cat 4000 ATVs as part of a customer appreciation event. Winners, whose names were selected at random from among a qualifying group of customers, were Dale Britton of Dale Britton, Inc., Portland, Ore.; David Hornsby of Nesko Rock, McMinnville, Ore.; and Dave Smith of Smith Contracting, Inc., Butte, Mont.

"We had a good year last year, and with the help of Komatsu and Komatsu Financial, this was a fun way for us to show our customers we appreciate their business," said Modern President Brian Sheridan. ■



(LEFT PHOTO) Dave and Beth Hornsby of Nesko Rock and (RIGHT PHOTO) Dale Britton of Dale Britton, Inc. with sons Kyle (left) and Nathan were winners of an Arctic Cat 4000 ATV from Modern Machinery. A third recipient, Dave Smith of Smith Contracting, Inc., was unavailable for a photo.

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NEW DEMONSTRATION SITE

Customers will soon come to Komatsu Training Center in Georgia to try out new machines

Komatsu is in the process of developing a large tract of land next to its training center in Cartersville, Ga., to serve as a demonstration/training site for new equipment and as a permanent site for its popular Field Days event.

"The main advantage to having our own, large demonstration site is that we'll be able to host Field-Days-like events numerous times a year, rather than just during a one-month period in the spring," said Ed Warner, Manager Demonstration Site. "We'll also have a full slate of new equipment on site at all times, so distributors and their customers will be able to come to check out specific machines whenever they want to."

Currently under construction, the site will consist of an 11- to 12-acre flat arena, a viewing area with a grandstand and a haul road in excess of 2,700 feet with up to 10-percent grades for truck testing.

Groups of products to be featured

With the new demonstration area, Komatsu intends to focus on key products and/or groups of products that appeal to particular segments of the construction industry.

"For example, rather than Field Days, which showcases a broad representation of machines from compact excavators and backhoe loaders up to mining dozers and large haul trucks, we could have Quarry Days, where we feature quarry machines, or NUCA Days, where we feature utility equipment," said Warner. "It will be more industry- and product-specific. In that way it will be even more useful to equipment users."

Added benefits include the training center, which has classrooms, and a theater area right next to the demonstration grounds; nearby hotels; and Komatsu's Chattanooga Manufacturing Operation, which is within easy driving distance (about 75 miles).

"We're really looking forward to opening the demo area," said Warner. "Field Days was a great event. But this is going to be even more useful, convenient and cost-effective for us and for our customers."

Komatsu expects the demonstration site to be finished late this summer, with the first planned events beginning in October. ■



Ed Warner, Manager,
Demonstration Site



The new Komatsu equipment demonstration site will be located immediately adjacent to the Komatsu Training Center in Cartersville, Ga.

Now under construction, the 11- to 12-acre demo site is expected to be finished by late summer.



Construction materials costs are on the rise

Construction materials costs are outpacing overall consumer and producer prices by a wide margin. The government's February report showed that while the overall producer price index (PPI) fell 1.4 percent in the month, the PPI for construction materials and components rose 0.3 percent.

Based on a strong outlook for construction, Associated General Contractors Chief Economist Ken Simonson says the trend of construction materials prices rising faster than the overall rates of consumer or producer prices is likely to continue throughout the year.

"The rate of increase for construction materials and components prices could be closer to the 10.1 percent rate of 2004 than the 6.1 percent rate

of 2005," said Simonson. "Once again, however, prices are likely to vary greatly by type of material and project."

Simonson noted that oil and natural gas prices have fallen sharply from their post-hurricane highs, but also pointed out that production from the Gulf of Mexico is still down by more than 15 percent, keeping supplies tight. "It appears that diesel for 2006 as a whole will be up 10 percent to 30 percent from 2005, with wide month-to-month variation," he said.

Beyond the higher cost of diesel fuel itself, the cost of other energy and energy-affected materials is also likely to rise, according to Simonson. These include asphalt, construction plastics, paints and coatings, insulation and brick. ■



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NEW FACILITY

Modern opens new branch building in Eugene

Logging and forestry customers, as well as earthmoving contractors and other equipment users in central and eastern Oregon, will appreciate a new \$2.5 million branch facility that Modern opened recently in Eugene.

"It's a big upgrade for our customers and for us," said Eugene Branch Manager Matt Pappin. "It's much larger so we've significantly increased our parts inventory and we've given each parts department employee his own workstation and a new computer. The shop has six working bays and a new overhead crane system. We're convinced customers will find this a pleasant and effective place to do business."

The Eugene branch has 11 service technicians, plus a resident technician who lives in Bend. The parts department has four employees.

"In the shop, the size of the bays and the cleanliness are major factors that will help us do our jobs more effectively," noted Service Manager Chuck Ganty. "The same is true for parts," added Parts Manager Dale McElroy. "We have more room to warehouse parts on site so we're now able to stock many more parts — and with more space, we're better organized."

The new Eugene branch is located at 4610 Cloudburst Way, with easy access to Belt Line Road in northwest Eugene.

"We're very pleased with the new facility and believe it demonstrates Modern's commitment to meet the needs of customers from the Bend area to the coast," stated Pappin. "Our goal is 'total customer satisfaction' and we're convinced this new facility will help us in our efforts to achieve that. We encourage customers to come in and see what we have to offer in Eugene." ■



With increased space in the parts warehouse in the new building, Modern's Eugene branch has significantly increased its off-the-shelf parts inventory.



Dale McElroy,
Parts Manager



Chuck Ganty,
Service Manager



The Eugene branch sales team consists of (L-R) Territory Managers Rod Houser, Matt Pappin (also Branch Manager), Steve Anton and Dave Esgate.



(L-R) Glenn Knudson, Lynn Vincent, Tim Henry and Lester Duncan are four of the 11 service technicians who work out of the Eugene branch.

Located at 4610 Cloudburst Way, the new Eugene branch is easily accessible from the Belt Line Road Interstate.



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Gary Beal,
V.P., Used Equipment



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Komatsu Distributor Certified used equipment often qualifies for special low financing and an extended warranty.

Gary Beal knows the used equipment business about as well as anybody. He owned a used equipment business for a number of years and has headed up the used equipment departments of a number of distributorships. Today, he's Vice President of Used Equipment at a large Komatsu distributorship in the Southwest.

"The key to used equipment is that it provides value to the buyer," said Beal. "That means we have to acquire used equipment at a fair price, sell it at a fair price, and stand behind it. It's really that simple. The important thing is to do that consistently, which is how you earn a reputation as a trustworthy supplier of used equipment."

As a used equipment man, Beal says working for a Komatsu distributor is a major plus because it means having the backing of Komatsu ReMarketing. "A rule of thumb is that there are three used machines sold for every new machine. That means we need to be constantly replenishing our supply. Komatsu ReMarketing is a major source of equipment for us. In addition, Komatsu ReMarketing and Director Lee Haak have been very helpful in working with us to realign our inventory and get our used equipment program on track. I've worked for another manufacturer and their used equipment program is very primitive by comparison."

Beyond being a source for equipment, Beal says Komatsu ReMarketing is also a source for parts, components and special attachments. "Basically, ReMarketing has fostered an excellent working relationship among Komatsu distributorships across the country. One way they've done that is by establishing a ReMarketing e-mail system. If we're looking for a particular machine, a part or something special — we can send out an e-mail and often find exactly what we need. For example, I recently located a long arm for a PC600 excavator from another distributor through our ReMarketing e-mail system."

Everybody's a customer

When it comes to used equipment, Beal says everybody's a customer.

"From the young guy just starting out, to the large, established company that needs a specialty piece for a specific job, virtually everyone is in the market for an excellent used machine at a great price. Everybody in the construction industry has equipment needs — and in used equipment, we have the solutions."

For equipment users, the advantage of buying a Komatsu Distributor Certified used machine is that it's been inspected and rated according to specific criteria. Because it's known to be a high-quality unit, it often qualifies for special financing and a warranty.

Beal says the reason Komatsu distributors are able to do that is because Komatsu makes such high-quality equipment to begin with. "Komatsu machines are durable and reliable and because of that, those of us in the used equipment business have plenty of confidence when we put a Komatsu Distributor Certified used machine in the marketplace for a second life." ■





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CRAWLER DOZERS 					
KOMATSU D375A-5	U-BLADE, MS RIPR	18563	2006	2223	POR
KOMATSU D375A-5	U-BLADE, GIANT RIPR	18463	2005	2178	POR
KOMATSU D155AX-5	SU-BLADE, MS RIPPER	75026		3908	POR
KOMATSU D61PX-12	PAT BLD, A/C, SWEEPS	1054	2000	5896	POR
KOMATSU D38E-1	PAT BLD, SWEEPS, RIPR	86164	1999	2992	\$49,000
DRESSTA TD12CXP	PAT BLD, OROPS, SWEEPS, RIPPER	21044	2003	435	\$131,000
DRESSTA TD12CXP	PAT BLD, OROPS, SWEEPS, RIPPER	21077	2004	585	\$146,000
CAT D8R	U BLADE, RIPPER	7XM02035	1998	13262	\$315,000
CAT D8R-II	U-BLADE, SS RIPPER, A/C	6YZ00990	2002	7016	POR
DEERE 450GLT	JOHN DEERE	810687	1995	3886	\$33,500
WHEEL LOADERS 					
KOMATSU WA480-5L	6 YD, ECSS, LOADRITE SCALE	A37032	2003	7118	\$225,000
KOMATSU WA320-3	GP BKT, RDLs, QC, FORKS	A30361	1998	10535	\$55,000
KOMATSU WA320-3MC	3.5YD, A/C, ECSS, LSD, QC	A31585	2001	4930	\$95,000
KOMATSU WA250-3	WHEEL LOADER	54050	2000	1313	\$87,500
CAT 980G	CAT LOADER	2SR508	1998	6216	\$252,000
CAT 980G	CAT LOADER MM OWNS	2KR02425	1998	5046	\$280,000
HYDRAULIC EXCAVATORS 					
KOMATSU PC750LC-7	18'A, 76" ESCO 5.5-CU-YD	,20003	2004	3715	\$475,000
KOMATSU PC400LC-5LC	11'A, A/C, 36", 48"	A40148	1995	8452	\$85,000
KOMATSU PC400LC-6LK	13'A, 23'B, UP PIPES, 42+60 BKT	A83250	1999	9946	\$160,000
KOMATSU PC400LC-6LM	13'A	A85031	2001	8224	\$175,000
KOMATSU PC300LC-6LC	10'6A, 21'3B, A/C, BKT, BRKR. PIPES	A81139	1998	8600	\$80,000
KOMATSU PC300LC-3	BKT, THUMB, GUARDING	13778	1987	14922	\$43,000
KOMATSU PC270LC-6L	10'A, 19'B, A/C, 42" B&C	A83047	1999	6880	\$79,000
KOMATSU PC228US-3	9'7A, QC, 42" B&C, COMBO HYDS	20303	2001	2326	POR
KOMATSU PC220LC-6LE	10'A, 19'B, 42" B&C, GUARDING	A80688	1996	8220	\$80,000
KOMATSU PC200LC-6LE	18'8B, QC, THUMB	A85493	2001	3857	\$125,000
KOMATSU PC128UU-2	RUBBERPADS, QC, #72588 24" BKT	5189	1999	2944	POR
KOMATSU PC128US-2	RUBBER TRACK	5248	1999	3215	\$60,000
KOMATSU PC128US-2	QC, THUMB, COMBO HYDS	5642	1999	3265	POR
KOMATSU PC120-6	QC, THUMB 73138 BKT	63766	2001	2547	\$75,000
KOMATSU PC120-6	EXCAVATOR	70343	2003	2091	\$72,000
KOMATSU PC40MR-1	6'3A, OROPS, BLD, RBR, 20" BKT	2871	2000	1546	\$36,000
KOMATSU PC40MR-1		3479	2000	2638	\$27,500
JCB JS330	JCB EXC, QC, 32" 48" BKT	EO712604	2000	1348	\$129,500
BOBCAT 331C	BOBCAT EXC, CAB, 3 BKTS	512913901	1997	3452	\$16,500
FORESTRY EQUIPMENT 					
KOMATSU PC300LC-6LE	WARATAH HEAD 624	A83188	1999	7918	\$195,000

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FORESTRY EQUIPMENT

KOMATSU PC300HD-6	EXC W/LOG LOADER GRAPPLE, QC	A80031	1997	13132	\$88,250
KOMATSU PC360LC-5	LOG LOADER	20013	1991	18136	\$41,750
TIMBCO 475EX	TIMBCO W/QUADCO	NCW4C2306021	2004	2066	\$325,000
TIMBCO T475E	TIMBCO, 630291 385VT	CW4C21370209	2003	4762	POR
TIMBCO 445EXL	TIMBCO HARVESTER W/BAR SAW	FT4C22561030	2003	3277	\$242,600
TIMBCO T445E	TIMBCO W/224-40 QUADCO	FT4C21350131	2003	5900	\$199,500
TIMBCO T445D	TIMBCO, 22 QDCO	FT4C21490307	2003	5061	\$197,300
TIMBCO T445D	TIMBCO, 22/40 QUADCO	FT4C19310405	2001	7017	\$197,500
TIMBCO T445D	TIMBCO, 33 BAR SAW	FT4C1835	2000	7106	\$155,000
TIMBCO T445D	TIMBCO, 22B QDCO	FT4C17140222	2000	7196	\$185,000
TIMBCO T445D	TIMBCO, HEAD QDCO #73631	FT4C1753	2000	4053	\$175,000
TIMBCO T445C	TIMBCO W/BAR SAW	FT4C12460128	1998	11100	\$55,200
TIMBCO T445C	TIMBCO, QUADCO	FT4C83802229	1996	9335	\$150,000
TIMBCO T445C	TIMBCO W/BAR SAW	FT4C62805189	1995	9070	\$53,300
TIMBCO T445B	TIMBCO	FT4C87804039	1996	11111	\$55,750
TIMBCO T445B	TIMBCO W/BAR SAW, 72534LOGMAX	FT4C66307149	1995	8826	\$140,000
TIMBCO T425D	TIMBCO, 750 LOG MAX	AT4C13430615	1998	11111	\$185,000
TIMBCO T425D	TIMBCO, BARE STICK	AT4C1591	1999	11425	\$100,000
TIMBCO T425C	TIMBCO W/BAR SAW	AT4C11670917	1997	7500	\$136,250
TIMBCO T420	TIMBCO W/BAR SAW	T4C027071590	1990	5416	\$32,500
500T	SQRT.Boom, 965 HEAD SN452	AT4C18070629	2000	6769	\$250,000
VALMET 911C	VALMET HARVESTER W/965 HEAD	911C	1998	6700	\$200,000
VALMET 860	VALMET FORWARDER 6WHL	6014	1996	20000	POR
CAT TK1051	CAT W/DISC SAW	TK105V9HZ001	2001	5718	\$130,250
TIMBERJACK 1270B	TIMBERJACK HARVESTER	1559	1999	6741	\$90,000
PRENTICE 620FB	PRENTICE/750LMAX	620P56880	1999	10600	\$116,500
PRENTICE 620FB	PRENTICE/33" TM BAR SAW	620P53941	1999	7999	\$90,250
PRENTICE 720FB	PRENTICE/PPM HOT SAW	P56866	2001	5558	\$94,500
DAEWOO/DENARCO S220-V	DAEWOO/DENARCO D3200T	1016	2000	7985	\$106,500
TIMBERJACK 635	TJ STROKE DELIMBER	982221	1997	12407	\$77,500

HAUL TRUCKS

KOMATSU HD785-3	KOMATSU 79YD HAUL TRK	2553	1997	21120	POR
KOMATSU HD785-3	KOMATSU 79YD HAUL TRK	2556	1997	22597	POR
KOMATSU HD785-3	KOMATSU 79YD HAUL TRK	2559	1997	21956	POR
CAT 785	CAT 150T HAUL TRK	8GB00130	1985	45000	POR
CAT 785	CAT 150T HAUL TRK	8GB00138	1985	44700	POR
CAT 785	CAT 150T HAUL TRK	8GB00467	1990		POR

AGGREGATE EQUIPMENT

KOMATSU BR380JG-1	KOMATSU JAW CRUSHER	1250	2005	1477	POR
JCI KODIAK K300	JCI KODIAK CONE PLANT	PC323803	2003	2312	POR
KOLBERG-PIONEER 391	KB SCREEN PLANT	403102	2001	3030	\$68,500
LEEBOY 8500	LEEBOY LOW-DECK	1358	1998	3600	\$40,000
INGERSOLL-RAND DD130	IR 84" ASPHALT ROLLER	148458	1997	4726	\$70,000
INGERSOLL-RAND DD130	IR 84" ASPHALT ROLLER	171655	2003	854	\$97,500

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