

# UPDATE

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Featured in this issue:

## M.R. MILLER, INC.

Doing the "stuff that nobody else wants to do" has proved successful for this Boise firm

See article inside...

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## RG CONSTRUCTION

Hard work and a "can-do" attitude are hallmarks of this Chehalis, Wash., firm

See article inside...



Owner/President  
Mike Miller



President  
Rusty Gill

# KOMATSU





Brian Sheridan

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Dear Equipment User:

A new year always brings with it a sense of anticipation and hope. So it is with 2008.

Although last year marked the first nationwide downturn in overall construction since 1993, here in the Pacific Northwest the impact of the housing decline related to construction hasn't been as severe as in other parts of the country. Logging is depressed, but hopefully it will rebound later this year, and the rest of our industry remains strong. Utility work, nonresidential and road construction, mining and agriculture are still in very good shape and we're optimistic that they'll continue to do well in 2008 and beyond.

Also encouraging, as part of the economic stimulus package passed recently by Congress and signed by the President, the depreciation bonus on new equipment has been reinstated. The measure creates a temporary 50-percent bonus deduction on new equipment in the year it's placed in service. The same package also increases Section 179 expensing levels for small businesses. Ask your accountant or your Modern sales representative how these measures can benefit your business.

Komatsu will be coming out with many new models designed specifically to improve performance and lessen fuel consumption. Komatsu's goal is to produce machines that are demonstrably superior to competitive units. If you're in the market for a new piece of equipment, we invite you to demo a Komatsu machine and discover the difference for yourself.

Meanwhile, all of us at Modern Machinery are committed to providing you with the parts and service support you need to keep your machines productive and reliable throughout the year. As always, if there's anything you need, don't hesitate to contact us. Our sales, parts and service personnel at all of our branches are here to help you in any way we can.

Sincerely,  
MODERN MACHINERY

  
Brian Sheridan  
President



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**KOMATSU**

# RG CONSTRUCTION

## Hard work and a “can-do” attitude have led to success for this Chehalis, Wash., firm



Rusty Gill,  
President

When Rusty Gill decided to start his own construction company in 2001, he had two old trucks and an old excavator that, in his words, “hardly ran.” He got some hauling contracts and hired a friend to drive one of the trucks while he drove the other himself. Eventually, Rusty got a couple of digging jobs, and with those, his company, RG Construction, was off and running.

Today, less than seven years after opening its doors, RG Construction is one of southwestern Washington’s leading heavy civil contracting firms and does work throughout the western part of the state. The company, which employs about 30 people full time and up to 50 in the busy season, specializes in underground utility work, road and highway construction, and large, commercial site preparations.

“I think the reason we’ve grown so much and the reason we’re in demand is because our clients know they can count on us to get the

job done,” said Gill. “We do what we say we’re going to do, when we say we’re going to do it — period. We pride ourselves on doing quality work, doing it fast and doing it for a fair price.”

In order to accomplish that, Gill and his crews are willing to do whatever it takes.

“We work a hot and heavy pace,” said Gill. “When we agree to a time frame, we’re going to meet it, even if that means working 12, 16 or 20 hours per day, seven days a week. We’re a can-do company. My guys are like me in that they have a drive to prove to people that we’re not ordinary. We’re willing and able to take on challenging projects and make them happen.”

### An excellent team

As you may have guessed, Gill himself is a go-getter. In fact, at the time he bid and won his first major job, he didn’t have enough equipment or employees to do the work. “I was convinced I’d be able to get the men and machines and I was absolutely determined to make it happen. I gave a guarantee on the date we’d be done. We finished it the night before.”

Gill counts on an aggressive and talented management team to help him see difficult and fast-track projects through to completion. Key personnel include Estimator Jared Trodahl; Foremen Jason Trodahl, Dan Fuchs and Tom Anderson; Shop Foreman Ken Radabush; Office Managers Denise Brindle and Catie Collier; and Project Manager Marc Herr.

“It’s an excellent team, but I don’t ask anybody to do anything I won’t do myself,” said Gill. “I go wherever I’m most needed on a given day and do whatever needs to be done. If that’s shoveling in a ditch, I shovel in a ditch. I believe in teamwork and I try to lead by example.”

Chehalis, Wash.-based RG Construction uses a large fleet of Komatsu equipment including this PC450, which was recently loading trucks at a Lewis County site-development job.





## Productive and efficient equipment

In addition to his drive and his work force, Gill attributes much of his company's success to Komatsu equipment and Modern Machinery. RG Construction has eight Komatsu excavators ranging from a PC35 through a PC450; five Komatsu dozers from a D37 through a D85; and five wheel loaders (a WA250, two WA320s, a WA430 and a WA450). A sister company, RG Crushing, also owns a Komatsu BR380 jaw crusher, a BR480 impact crusher and a PC300-6 excavator.

"Through the years, I've run just about every brand of iron out there," said Gill. "Komatsu is second to none. The dozers and wheel loaders are excellent, and the excavators are far and away the best. They're so smooth and quick, there's no comparison. They make us much more productive and efficient.

"For example, we had a job for the Lewis County Public Utility District to lay 10,000 lineal feet of conduit, much of it through solid rock or roadway. The contract called for us to finish within 40 days. We did it in eight days, in large part because we had the right piece of equipment for the job — a Komatsu PC138 tight-tail-swing excavator. I'm convinced there's no other machine on the market that could have done what the PC138 did for us on that job."

Gill says he actually became a Komatsu believer with the first Komatsu excavator he bought in 2002. It was a used PC200LC-5 with 17,000 hours on it.

"I already had a brand-new competitive excavator, but I needed another one to get me through a specific job. Every morning, to my dismay, the operators would race to see who was going to get the Komatsu. I asked them why, and they said it was smoother and more comfortable to run than the new machine because it didn't shake with hydraulic chatter. They also said it was more fuel-efficient, which I couldn't believe. So I actually fueled the units myself for several days and found the Komatsu was indeed using about one-third less fuel than the other brand. From that point on, I was sold on Komatsu excavators."

## A dealer partner

As much as he's a fan of Komatsu equipment, Gill is an even bigger fan of Modern Machinery.



At this HOV lane addition job in Everett, Wash., RG Construction is crushing material on site using a Komatsu BR480RG mobile crusher. A Komatsu PC300 is feeding the crusher while a WA430 transports the crushed aggregate for re-use.



This RG Construction operator uses a Komatsu PC300LC-8 to set a 27,000-pound manhole in Lacey, Wash. "The manhole manufacturer told us we'd need a much larger machine to handle the structure, but the PC300 did it with relative ease," said Gill.

"Jim Stevens, my Modern Territory Manager, is the best. He's never steered me wrong and I trust him 100 percent. Jim even has a blank purchase order with my signature on it, which tells you how much I trust him. We do that to speed things up when I want a machine. Because he already has the purchase order, all I have to do is call him up. He takes care of all the paperwork and I don't even have to come into the office. I love being able to do business like that, and I can do it because I trust Jim completely."

Gill also appreciates the service he gets from the Rochester branch, as well as top management at Modern Machinery.

"I can't tell you how much money the service department in Rochester has saved me over the years. Service Manager Mike Deaton jumps on everything right away. If he can help us over the phone, he does. If not, they treat us

*Continued . . .*

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# RG Construction is “thinking big”

... continued



Tom Anderson,  
Utility Foreman

fairly on price for a service call or shop work. A good example of that occurred a few years ago. We developed a crack in the boom of an excavator — it was a competitive brand, not a Komatsu. The dealer who sold me the machine gave me an estimate of \$6,000 to fix it. Mike and Modern did the job for less than \$800 and had the machine ready for me to pick up at 8 a.m. the following day.

“And it’s not just the Rochester branch that treats us well; everybody at Modern Machinery is responsive and helpful. Modern’s Washington Regional Manager Jim Hassebrock once actually talked me out of a guaranteed sale of two 40-ton articulated trucks from him because he knew they were

too big for what I was doing. He instead went to a lot of extra work to find me the 30-ton trucks I needed. And Modern President Brian Sheridan has gone out of his way to introduce me to other Modern customers that might have a need for our services. The bottom line for me is this: I know Modern is always doing what’s in my best interest as a customer, and it’s a pleasure to do business with a company like that.”

Modern President Brian Sheridan says the feeling is mutual. “Being able to develop partner-like relationships with customers like Rusty Gill is what we enjoy most about our business. We appreciate the opportunity Rusty has given us, and we look forward to working with him in the years to come.”

## Taking it to the “next level”

The years to come look bright for RG Construction. Although company growth has been substantial since he started the company, Gill admits to “thinking big” and says he actually hoped to be even further along than he is.

“That’s just me. I have some lofty goals. We diversified into the crushing business a couple of years ago, which required a large investment of time and money. That slowed our growth down for a little while, but we now have three quarries, and over the long run, the crushing company will be very beneficial for us.”

Gill says he’s optimistic about the amount of work in the Pacific Northwest and about RG Construction’s ability to keep growing.

“I think I was put on this earth to dig dirt, put pipe in the ground and smash rocks, so that’s what I intend to do. Most everybody in this line of work is competent. We try to separate ourselves by taking service to the next level. That means consistently beating schedules. It means making our jobs look good, not just at completion, but throughout the construction process. It means working safely at all times. And it means doing value engineering that saves our clients time and money. As long as we continue to do these things, we believe we’ll continue to develop the type of relationships that lead to repeat business, which in turn, will enable us to continue to grow.” ■



Rusty Gill (left) buys virtually all of his equipment from Modern Machinery and Sales Rep Jim Stevens. “I trust Jim and everybody at Modern completely,” said Gill. “They’ve never steered me wrong and have saved me lots of money through the years.”

This RG Construction crew uses a WA320 wheel loader, a PC200 with a compaction wheel and a PC300 to install a sewer line in Tumwater, Wash.







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## **M.R. MILLER, INC.**

**Doing the “stuff that nobody else wants to do”  
has proved successful for this Boise firm**



**Mike Miller,  
Owner/President**

There are larger and smaller excavation contractors in the Boise area than M.R. Miller, Inc., but not many offer such a wide range of specialized services. In addition to road work, pipe work, demolition and commercial site development, the company offers on-site crushing, laser grading, and GPS machine control, as well as large-scale landscape work, including rock placement, unique rock retaining walls and waterfalls.

“When somebody asks me what we do, I tell them we do the stuff that nobody else wants to do,” said Owner and President Mike Miller. “That might be a site-development project that requires a lot of rock work and crushing, or it might mean unique waterfalls or rock structures.

“In our landscaping work, what separates us is our ability to do larger projects because of the size of our equipment,” he added. “When we started out doing rock placement and waterfalls, the traditional landscapers were using shovels and rakes while we were using backhoes. Today, they’re using backhoes and we’re using wheel loaders, dozers and excavators.”

Based in Boise, M.R. Miller employs about 30 people and does the vast majority of its

work within about a 50-mile radius of the city, but occasionally does work out of state to meet customer demands. “We work for many of the same developers over and over,” said Miller. “They know the quality of our work and know we’re going to do what we say we’re going to do, and that we’re going to finish on time and on budget.”

### **Valued employees**

In order to take on the specialized jobs the company is known for, Miller relies on a veteran and talented team of employees.

“I have to be able to turn a job over to somebody and know it’s going to get done, and get done right,” said Miller. “Fortunately, I have a number of guys who can take over and make things happen out in the field.”

James Grieve is the Landscaping Superintendent with the help of John Chase and Mike Burland. Wally Helmick and Isaac Whiteley are Commercial Site Grading Superintendents. Randy Bergh runs crushing operations, while Dan Bastian does much of the estimating. Lyman Lehto, longtime Equipment Operator, contributes wherever needed, and Victoria Wunsch takes care of office work and whatever else needs to be done.

### **New, larger crushers**

Within the past couple of years, M.R. Miller, Inc. has expanded its crushing capabilities to benefit customers who are developing land in the fast-growing Boise area.

“There’s a lot of rock around here — granite and lava rock,” Miller explained. “As part of our site-prep service, we crush rock on site and leave it for fill material, or sell it as landscape rock. By doing that, we eliminate much of the hauling in

One of M.R. Miller’s specialties is large waterfalls in the Boise area, like this one that the company built in Eagle, Idaho.







M.R. Miller owns three Komatsu PC228 tight-tail-swing excavators. "I like those machines a lot. With them, we're able to do significant work in areas where we wouldn't have been able to do it before."

and out of material, not to mention the disposal fees. We also use crushers on demolition jobs to recycle concrete and asphalt on site."

For his crushing needs, Miller turned to Modern Machinery in Boise for three Komatsu mobile crushers (BR380JG, BR480RG and BR550JG). "They're excellent units," said Miller. "They're highly mobile, yet big enough and powerful enough to crush a lot of material."

## Productive equipment

The crushers are part of a large fleet of Komatsu equipment that M.R. Miller uses. The company has five Komatsu wheel loaders (four WA380s and one WA450), eight Komatsu hydraulic excavators (three PC228s, a PC300, a PC200, a PC128, a PC78 and a PC40), a WB140 backhoe loader, and three Komatsu skid steer loaders (two SK1020s and an SK815).

"We think Komatsu machines are excellent — very productive," asserted Miller. "I really like the PC228 tight-tail-swing excavators. We're able to do significant work with them in areas where we wouldn't have been able to do it before."

In addition to the productivity of the equipment, Miller appreciates the support he gets from Modern Machinery in Boise. "My Sales Rep, Bob Brasch, and Branch Manager Paul Sandretto take good care of us. They do a good job with parts and service. Modern is a service-oriented and customer-oriented dealer, which I appreciate."

"Mike is a contractor who looks to provide value-added services for his clients," said Modern Machinery President Brian Sheridan. "We appreciate the opportunity he's given us through the years to help him do that."

## Growing with Boise

Miller, who came from a logging background, enjoys the creative aspect of construction work.

"I get a lot of satisfaction driving around and seeing our handiwork on display throughout the region," said Miller. "We've done small



This M.R. Miller operator uses a Komatsu PC300LC-7 to feed a Komatsu BR480RG mobile crusher at a Boise jobsite. "We have three Komatsu crushers and they're excellent units. They're highly mobile, yet big enough and powerful enough to crush a lot of material."



M.R. Miller's large Komatsu fleet also includes four WA380s and a WA450 wheel loader.



Mike Miller (left) relies on Modern Machinery and Sales Representative Bob Brasch for product support. "Modern is a service-oriented and customer-oriented dealer, which I appreciate," said Miller.

subdivisions and many commercial properties. We've also done most of the large waterfalls in Boise and the surrounding area and I would definitely put our waterfall and landscape work up against anybody's anywhere. Our goal is to create natural-looking water features that make a property distinctive and that give people a sense of tranquility. We take a lot of pride in the final product."

Thanks to the company's innovativeness and willingness to take on unique projects, Miller sees a bright future for M.R. Miller, Inc. "We're still growing, and as long as we continue to offer our customers the quality and value they're looking for, I think we'll be able to continue to grow right along with Boise." ■

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# DEPRECIATION BONUS

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

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

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

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

### Trimming this year's tax bill

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

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

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

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



Christian A. Klein

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



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# CONSTRUCTION SPENDING

## Nationally, 2007 shows decline for first time in 14 years, but location tells the real story

It's said that "all politics are local." In this election year, the same could be said about the health of the construction economy. It's all local. Although every day seems to bring more news about the housing slump and how it's negatively impacting construction, the depth of the problem depends almost entirely upon your location, location, location.

While a few parts of the country are indeed in a downturn fueled by a sour housing market, other regions — primarily those that didn't experience the rapid rise and speculative buying that occurred in some of the hottest real estate markets in 2004, 2005 and 2006 — are still doing just fine. Perhaps not at the level of activity that occurred during the peak of the boom years, but houses are still being built in much of the country. And nonresidential construction, along with public construction, continued to show nice gains last year.

That said, 2007 did mark the end of a remarkable national run for construction. For 14 straight years, total construction spending grew each and every year — four times by double-digit numbers. The compounding cumulative effect of these increases means construction dollar volume was almost three times higher at the end of 2006 than it was in 1993. The final figures for 2007 weren't available at press time, but forecasters estimated that the decline would end up somewhere between 4 percent and 8 percent.

So what will 2008 bring? Here is what the leading forecasting firms are projecting.

### A mixed bag of forecasts

According to Engineering News-Record (ENR), McGraw-Hill Construction, a leading forecasting firm of which ENR is a unit,

predicts the sharpest 2007 decline — down 8 percent — followed by another 2 percent decline in 2008.

McGraw-Hill blames the housing crisis almost exclusively for creating last year's drop, as well as this year's projected continuing slide. Nonetheless, McGraw-Hill Construction's Chief Economist Robert Murray refused to call it the end of the up cycle that began in 1991.

"If single-family housing is excluded, construction activity in 2007 registered a 3 percent gain, and (2008's) decline is ... very modest...", he was quoted as telling ENR. "The downside on the nonresidential building and public works side of the forecast is minimal."

*Here's a quick review and outlook for 2008 from a variety of sources serving the construction industry.*

*Continued . . .*

The housing slowdown has received a lot of national news attention, but the problem is most acute in just a handful of areas. In many parts of the country, houses are still being built and the National Association of Homebuilders expects "a modest recovery" to begin in the third quarter of this year.



# Some sources hold optimistic forecast

... continued

According to ENR, the Portland Cement Association cites a continuing downturn in residential construction for its somewhat bearish assessment of 2008. PCA is forecasting a 3.9 percent drop in 2007 followed by a 3.7 percent decline in 2008. It has low expectations for a housing rebound this year, projecting an 8 percent drop in total residential construction in 2008, on top of a 17 percent residential slide in 2007.

At the other end of the spectrum are industry management consultant FMI Corp. and Reed Construction Data.

FMI Corp. is forecasting a less-than-5-percent decline in 2007, followed by a near 2 percent increase in total construction put-in-place in 2008. "We are probably on the optimistic side of the forecasting business but we don't see current events impacting the overall economy, which should continue to be strong," FMI Construction Economist Heather Jones told ENR.

FMI Corp. expects health care, public safety, education and power sectors to lead the way back, and forecasts only a 2 percent drop in total residential construction in 2008.

The Reed Construction Data forecast is even rosier, with a prediction that construction spending will be down only 1.7 percent in 2007 and will rebound with a 7.1 percent increase in 2008. According to Reed, the gains will be small early in the year, but will progressively increase. Reed notes however that there is a "larger-than-usual error range about this forecast since the forecast period includes a projected turnabout from decline to increase," and because housing start trends are "still somewhat fuzzy."

## "Good growth in front of us"

As for those housing starts, the National Association of Homebuilders (NAHB) says the industry should bottom out in 2008 and "begin a modest recovery," starting in the third quarter. NAHB Chief Economist David Seiders cites a solid overall economy and jobs growth; core inflation remaining under control; an easing of the credit crunch in mortgage markets; and an improvement in the supply-demand equation as excess inventories are whittled down.

Underscoring the idea that housing is more of a local and regional problem than it is a national one, NAHB reports that a majority of markets (200 of 363) continue to experience "modest and sustainable" appreciation in house values, adding, "The fallout from irresponsible subprime ARM lending will *not* include deep, nationwide house price declines."

While acknowledging that there's been some national weakening in permit numbers, NAHB says many of the stronger markets in the country remain at or above preboom levels of production. The organization projects total housing starts in 2007 to register 1.363 million and expects that figure to fall to 1.2 million in 2008 before rebounding in 2009.

"By the end of 2009, we may be at a pace of 1.5 million units of new housing production," said Seiders. "Once we are out of the woods, we should see good growth in front of us, maybe 2 million per year." ■

Public construction, such as road building (right), and commercial construction (below) continued to show growth in 2007 with solid increases expected to continue this year as well.





# NEW SMALL WHEEL LOADERS

## Variable traction control system gives Dash-6 models firmer footing

Improving on what was already a good thing is never easy, but Mike Gidaspow, Komatsu Product Marketing Manager for Wheel Loaders, says Komatsu did it with the launch of its new Dash-6 models of the WA200, WA250 and WA320 wheel loaders. The main reason: they now offer the advantage of variable traction control.

Variable traction control allows operators to fine-tune the machine to match ground conditions. The traction control switch reduces the tractive effort of the machine when traveling at low speed. Combined with torque proportioning differentials, or optional limited-slip differentials, the variable traction control provides several benefits.

"The WA200, WA250 and WA320 have long been trusted, versatile machines in road work, utility, agricultural and a host of other applications," noted Gidaspow. "With the enhancements we've made, such as variable traction control and Tier 3 engines, users are going to find them to be even more effective and productive."

Each loader has three variable traction control modes (A, B and C) that offer different levels of traction control. The A mode allows for 75 percent tractive effort, B provides 65 percent and C offers approximately 55 percent.

"The previous models had only one level of traction control, which was basically on or off. With the new WA200-6, WA250-6 and WA320-6, users get three," noted Gidaspow, who added that parallel tool carrier versions will be coming very soon. "The variable traction control offers an advantage when operating on soft ground where the tires are apt to slip. It eliminates excessive bucket penetration and reduces tire slippage during stockpile loading to improve the work efficiency."

"Komatsu's hydrostatic loaders have always had a great deal of pushing power, and these are no different," Gidaspow added. "Usually, that's good, but sometimes it can be too much power. In those instances, the tires tend to spin, so the power isn't going to the ground. With the variable traction control, the operator can reduce the pushing power and the spin. Reducing tire slippage will extend tire life, and with tire prices climbing, that will make a big difference in the bottom line."

### S-mode, Max. traction

An S-mode is also standard, and provides optimum driving force for operation on



Mike Gidaspow,  
Product Marketing  
Manager Wheel Loaders

*Continued . . .*

### Brief Specs on Komatsu Dash-6 Wheel Loaders

Model	Net hp	Operating weight	Bucket Capacity	Breakout force
WA200-6	126 hp	23,160-23,457 lbs.	2.2-3.2 cu. yd.	18,298-23,038 lbs.
WA250-6	138 hp	25,441-25,904 lbs.	2.5-3.5 cu. yd.	24,250-30,535 lbs.
WA320-6	167 hp	31,590-32,070 lbs.	3.0-4.2 cu. yd.	24,870-33,380 lbs.

Komatsu's new small wheel loaders have variable traction control, which allows operators to fine-tune the machine to match ground conditions. Each loader has three variable traction control modes that offer different levels of traction control from 75 percent to 55 percent tractive effort.



# New features offer efficiency, operator comfort

... continued

slippery road surfaces. "Many contractors also do snow removal in the winter, and the S-mode is well-suited for those conditions," said Gidaspow. "It changes the tractive effort curve to reduce slipping when traveling at a low speed."

A Max. traction switch is also standard and is located on the work equipment control lever, so it's easy for the operator to turn it on or off. When the traction control is on or S-mode is selected, pushing the Max. traction switch cancels the setting of the traction control temporarily and increases the tractive effort to full. Pushing the switch or changing from forward to reverse again automatically returns the tractive effort to its set value. That's useful for operations such as stockpile work, which requires temporary, large tractive effort.

Like Komatsu's other Dash-6 models (WA380 through WA480), the new WA200, WA250 and WA320 are powered by ecot3, Tier 3-compliant, turbocharged engines that reduce emissions without reducing power or fuel efficiency. Each model got a boost in horsepower and operating weight that helps increase tipping loads compared to its predecessor.

Also new is a hydraulically driven, auto-reversible fan. When the switch is in the automatic position, the fan intermittently revolves in reverse for two minutes every two

hours and can be easily reprogrammed for other cycles.

"The auto reverse fan works great in high-debris applications by keeping the radiator cleaner and reducing the amount of time the operator has to spend outside the machine cleaning it out," Gidaspow said. "It works automatically, but the operator can also manually reverse the fan if he feels it is necessary, depending on conditions."

## An outstanding choice

Less time cleaning the radiator means more time in the cab, which is larger and more operator-friendly. Komatsu moved the air-conditioning system from the back to the front to allow more space for seat adjustment. An electronically controlled directional lever lets the operator change direction with the touch of a finger, without removing his hand from the steering wheel, which is on a tiltable steering column. A multifunction control lever, integrated with a forward and reverse switch, allows easy operation to reduce fatigue and increase controllability. An adjustable wrist rest is standard, as is a right-side control panel where the operator can control the speed range, maximum travel speed in first gear, tractive effort and reversible fan. Wide, pillarless, flat glass provides excellent front visibility.

The improved Equipment Management Monitoring System (EMMS) is mounted in front of the operator for easy viewing, so he can check gauges, warning lights and feature functions, such as action-code displays and replacement-time notices.

"Also standard is KOMTRAX, Komatsu's remote monitoring system which can send location and other valuable information about the machine to a secure Web site, where Komatsu and its distributors can track error codes and schedule maintenance," said Gidaspow. "Komatsu offers five years of free service, which is unprecedented in the industry. It's just another advantage that Komatsu offers on these new machines. Along with all the other features the WA200-6, WA250-6 and WA320-6 have to offer, they are outstanding choices for anyone who uses these size classes of wheel loaders." ■

Komatsu added its ecot3, Tier 3-compliant turbocharged engines to the new WA200-6, WA250-6 and WA320-6 wheel loaders for better fuel efficiency with lower emissions.






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# THE NEW BR580JG-1

## Komatsu's mobile jaw crusher offers greater production to crushing and recycling operations



Mike Vigil,  
Product Manager,  
Mobile Crushers

As more projects call for the recycling and reuse of existing materials, mobile crushers have become increasingly in demand. So has the need to crush more material faster, a task handled by Komatsu's new BR580JG-1, the largest in the Komatsu lineup of mobile crushers.

The BR580JG-1 (replacing the BR550JG) is powered by a fuel-efficient, water-cooled 345-horsepower Tier 3 engine that's suitable for a variety of applications, including quarry, demolition, and highway construction where old pavement is crushed to make base material. An electronically controlled common-rail fuel-injection system is EPA Tier 3-certified and provides low-noise operation that's fuel-efficient, powerful and productive.

### Brief Specs on Komatsu BR580JG-1

Net Hp	Operating Wt.
345	108,000 to 112,440 lbs.

Komatsu's new BR580JG-1 mobile jaw crusher is suitable for a variety of applications, including quarry, demolition and highway construction where old pavement is crushed to make base material.

"These are on-site crushers designed to save the customer hauling, fuel and dumping costs," said Mike Vigil, Product Manager, Mobile Crushers. "The savings are potentially enormous; therefore, this segment of the market is growing rapidly. Komatsu designed the BR580JG to help users be more productive and efficient in their operations, not only by producing significant tonnage per hour, but through ease of setup and maintenance. It's mobile, so it can be up and running in a matter of minutes and adjusted quickly and easily to switch among materials."

### "A powerful tool"

A large-capacity hopper is accessible from three sides for material loading. Depending on the size of material needed, the new BR580JG-1 jaw crusher uses an automatic discharge system that makes it easy to change the opening of the discharge port with a simple one-touch operation. The opening is adjustable from 2.2 to 7.9 inches OSS (Operating Side Setting). Sprinkler nozzles are standard at the jaw entry, discharge and main conveyor discharge to minimize dust.

Komatsu's BR580JG-1 has several special features, including the patented HydrauMind™ fully hydraulic drive system that delivers the right amount of oil through load-sensing and pressure-compensated valves, sensing overloads and automatically slowing the feeder down.

"We worked with crusher users to design the BR580JG-1 to not only be the largest in its size class, but to be the most efficient and cost-effective machine for their operations," said Vigil. "We believe this machine will be a powerful tool in the crushing and recycling industries and is a perfect complement for operations that want to add those services to their lists of capabilities." ■





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# WHEELS OR TRACKS?

## What to consider before you buy a compact track or skid steer loader

In the last five years, the market demand for Compact Track Loaders (CTL) has more than doubled in size, speaking volumes for the capability and versatility of these rubber-track machines. Because of this surge in sales, many in our industry speculated that the track machines would completely replace rubber-tire skid steer loaders (SSL). After gaining experience with both types of machines, owners and manufacturers have learned that each machine (SSL or CTL) has its place.

The skid steer loader is very agile and quick, making tight and spin turns easily. It operates well on solid or relatively dry soils and on hard and abrasive surfaces. Tires are considered a maintenance item and can be economically and quickly replaced when worn.

Compact rubber-track loaders excel not only on dirt, but in less-than-ideal traction conditions. The CTL can work effectively in wet, muddy and soft soil or where wheels can't go. The key to their success is the added flotation provided by the large surface area of the tracks riding over the ground. The long and wide track surface also allows CTLs to work on slopes where a wheeled machine would tip.

Compact track loaders are not as well-suited as skid steer loaders to applications that require tight turns (spin turns) or on abrasive surfaces. Although they will work effectively on abrasive surfaces, track wear will accelerate and new tracks cost about four times more than new tires.

"The best suggestion we can make to prospective purchasers is to clearly understand the strengths of the SSL versus the CTL, and have a clear picture of the machine's intended work environment before deciding which machine will be best suited for those purposes," said Bob Beesley, Komatsu Product Manager. ■

### Wheels or tracks?



Both compact track loaders (CTL) and rubber-tire skid steers (SSL) offer numerous advantages to help make your business efficient and productive. Use the chart below as a guide when consulting with your Komatsu sales professional about the purchase of a new or used CTL or SSL.

#### In Comparison

Komatsu Models	SK1020-5	CK30-1	SK1026-5	CK35-1
Machine Type	SSL	CTL	SSL	CTL
Rough Terrain		X		X
Poor Ground Conditions		X		X
Pavement	X		X	
Snow and Ice	X		X	
Materials Yard	X		X	
Hard Surface-Recycling	X		X	
Gradeability		X		X
Tight Turns-Spin Turns	X		X	
Flotation		X		X
Max Travel Speed	X		X	
Rated Operating Capacity/lbs.	2,000	2,485	2,650	2,755
Percent of Tipping Load	50	35	50	35
Tipping Load/lbs.	4,000	7,100	5,300	7,870

#### Brief Specs

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp



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# UTILITY EQUIPMENT EXPO UPDATE

## Attendees get a chance to demo machines and see Komatsu's offerings at ICUEE

Getting a chance to see a wide variety of the latest in utility machinery is just one of the many advantages of attending the International Construction and Utility Equipment Exposition (ICUEE). Another is the ability to run some of the equipment and see how it compares side-by-side against the competition.

"This is really a unique opportunity for owners and operators to get in the seats and try machinery out; it's like no other equipment show," said John Facchinei, Director, Product Marketing of the Komatsu Utility Division. "If they like what they see, we have product managers on hand or they can go back and contact their local distributor to get more information. From our standpoint, it's a nice way for us to show the breadth of our product offerings in our utility lineup."

Komatsu's offering was one of the largest on display at the show, held in Louisville, Ky., featuring more than a dozen machines, including compact excavators, from the 1,960-pound PC09 to the 15,850-pound PC78US. Skid steers on display were the SK815 and SK1020, complemented by CK30 and CK35 compact track loaders. WB142-5, WB146-5 and WB146PS-5 backhoe loaders were available to run, as well as a WA100M wheel loader.

### Unique features stand out

Product Manager for Compact Excavators David Caldwell listed some of the unique features of the excavators on display. "The PC35 and PC50 now have a four-way blade, which angles 25 degrees right and left and has up and down capabilities," Caldwell noted. "The biggest advantage is in backfilling. The operator doesn't have to reposition the

machine as often, so it speeds up operation. It will be available on future models as well. Also, the tilt-up canopy on the PC27 and PC35 have been simplified. Users can now remove two bolts instead of six and tilt up the operator's platform only. In the past, users had

*Continued . . .*



ICUEE attendees had the chance to try the latest in utility equipment, including Komatsu's PC35MR-2 excavator.

Komatsu's display area included a variety of machines such as compact track loaders, skid steer loaders, excavators and backhoe loaders.



John Facchinei,  
Director, Product  
Marketing,  
Utility Division



David Caldwell,  
Product Manager,  
Compact Excavators



Jeff Aubrey,  
Product Manager,  
Backhoe Loaders

# Komatsu utility machines attract interest

... continued

to tilt up the ROPS structure as well. Now they have full access to the hydraulic components, the swing motor and the backside of the engine where the alternator and starter are located."



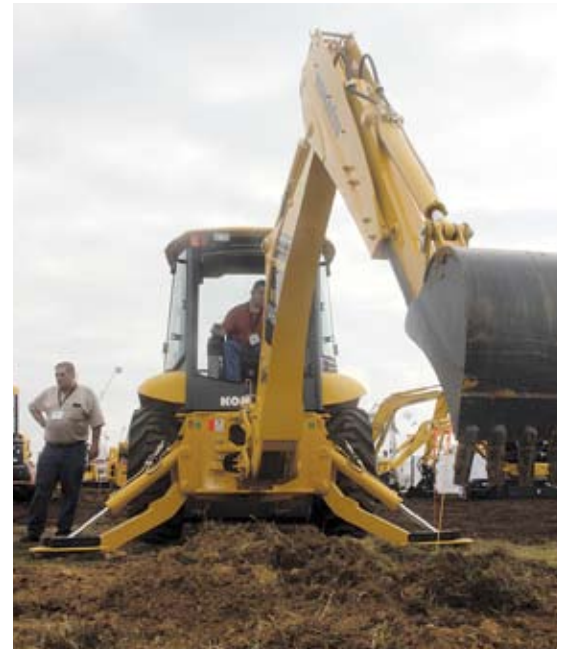
Following heavy rains, Komatsu product managers demonstrated the benefits of Komatsu's skid steer and compact track loaders by moving dirt in the display area.

David Caldwell, Product Manager for Compact Excavators, shows attendees some of the benefits of Komatsu excavators, such as the tilt-up canopy and four-way blade on the PC50MR-2.



The WB146PS-5 (the PS stands for Power Shift) backhoe loader was also a key member of the Komatsu display. "What makes this machine unique is that it uses the left lever to shift, rather than using a shifter in the floor, so the operator doesn't have to take his hand off the wheel to switch gears," said Jeff Aubrey, Product Manager, Backhoe Loaders. "With a powershift machine, the operator can put it in second gear and use a trigger button on the loader lever to control between first and second. He can put it in first gear to charge a pile, then immediately kick into second to quickly get back to the truck for loading. He's getting more done in less time."

Accomplishing more in less time is also an advantage of the ICUEE show. "This show allows users to see a large number of machines in a short time without going from dealership to dealership and taking a lot of valuable time to test equipment," said Facchinei. "We're here to help them see how Komatsu stands out from the competition and what we have to offer in terms of productive equipment and the service and support to back it up." ■



One of the benefits of ICUEE is the opportunity for attendees to demonstrate equipment, such as Komatsu's WB146-5 backhoe loader. Also available at the show was the WB146PS-5, which features power shift.



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# "A GREAT TIME TO BE PRESIDENT"

## Komatsu America Corp.'s new President views current construction economy as an opportunity

**QUESTION:** You became President of Komatsu America Corp. in April of 2007. Is this a good time to be President of Komatsu America?

**ANSWER:** Clearly, it's a more challenging market than we've seen for the last three or four years, primarily because of the housing slowdown. Exactly how challenging remains to be seen. We're predicting that overall construction equipment sales in North America in 2008 will be decreasing from 2007. Due to substantial growth for Komatsu in Asia, in particular in China, that means North American sales will account for about 20 percent of Komatsu Ltd.'s total sales, whereas in recent years, it was about 30 percent.

That said, I think it's a great time to be President of Komatsu America. Any manufacturer can sell equipment when demand is booming. But in a somewhat tighter market, you need to be a cut above. I believe Komatsu and its distributors are a cut above, and our present economic environment presents an excellent opportunity to prove that to our customers.

**QUESTION:** In your opinion, what makes Komatsu "a cut above" its competition?

**ANSWER:** Quality and reliability are the keys to everything we do as a manufacturer. Our mission is to supply high-performance and high-quality products and services to our customers. We believe we have the most productive and most efficient machines in the world. Our effort now is to improve our customer relationships. Of course, we have always tried to work with our customers to meet their needs, but this is a renewed point-of-emphasis for us this year.

**QUESTION:** How do you go about improving relationships with customers?

*Continued . . .*



**Hisashi "Jim" Shinozuka,  
President/COO,  
Komatsu America Corp.**

*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.*

In April 2007, Hisashi "Jim" Shinozuka was appointed President and Chief Operating Officer of Komatsu America Corp.

Born and raised in Osaka, Japan, Jim earned a law degree from Waseda University in Tokyo. Upon graduation in 1978, he joined Komatsu, starting in production control at the Oyama factory where Komatsu engines are made.

Since that initial job, Jim has held many positions, with numerous postings around the world, including stops in Mexico, Istanbul and Miami. Immediately prior to becoming President of Komatsu America, Jim served as General Manager, Americas and European Business Division at Komatsu Ltd. global headquarters in Tokyo.

Upon accepting the position of Komatsu America President, Jim and his wife, Hiroko, moved to Chicago, home to Komatsu's North American headquarters. The Shinozukas have two children, a married daughter and a son who's attending university in Japan.

"I'm pleased and excited to be a part of Komatsu America Corp.," said Jim. "Chairman Dave Grzelak and I work together as a team to set policy, implement strategy and to constantly monitor the construction equipment industry and our place in it. It's my job to see that Komatsu America is always moving in the right direction, and that we're taking the necessary steps that will allow us to best serve our employees, our distributors, and most of all, our customers."

# KOMTRAX gives Komatsu the industry edge

... continued

**ANSWER:** We believe our KOMTRAX machine-monitoring system is tremendously beneficial for our customers and will go a long way toward cementing a relationship. The KOMTRAX system provides the customer with information, including location, service-meter readings and fuel efficiency reports. With the customer's approval, his Komatsu distributor also has access to the information and can use it to take care of basic maintenance services, track machine performance and offer advice regarding possible repairs or component replacements that will save money, lessen downtime and improve performance over the long term.

With KOMTRAX, Komatsu, our distributors and our customers are working together as

With the KOMTRAX machine-monitoring system, which is installed on virtually all Tier 3 Komatsu machines, contractors can track their equipment's performance from a laptop or office computer.



Komatsu America Corp. President Jim Shinozuka believes Komatsu's current product lineup is "the best it's ever been," and says the company's target is to have two-thirds of its products be "unique and unrivaled."



a team to improve machine performance, productivity and owning and operating costs. We see it as a win-win-win relationship that improves communication and benefits everybody.

**QUESTION: Don't most manufacturers have a similar machine-monitoring system?**

**ANSWER:** Many do offer such a system, but there are big differences between their systems and ours. For example, KOMTRAX is standard, factory-installed equipment on virtually all new Tier 3 machines. It's not just offered as an add-on from the dealer. That's because Komatsu doesn't view KOMTRAX as a commercial product to sell, but rather as a tool that enhances communications among the customer, distributor and Komatsu. As a result, Komatsu can offer a better fleet-management opportunity to our customers. With KOMTRAX, customers can expect higher productivity and lower cost per ton.

**QUESTION: Other than KOMTRAX, what differentiates Komatsu equipment from the competition?**

**ANSWER:** We commit substantial spending on research and development (R&D) to ensure that we remain an industry leader, in particular regarding technologies that make our machines more productive and more efficient. This R&D commitment enables us to continually release new and updated products.

We believe right now our product lineup is the best in our history and we also think it's the best available. Our target during the next year or two is to have two-thirds of our product lineup be clearly and demonstrably superior to any competitive machine. The Japanese word for such equipment is "Dantotsu," which means it's unique and unrivaled.

**QUESTION: Komatsu sometimes refers to itself as a "total solution provider." What does that mean?**

**ANSWER:** It means we cover all the bases for our customers. We offer all types of machines and all sizes, from the smallest to the largest. It means that, in conjunction with our distributors, we're able to provide the parts and service support to keep that equipment up and running. And most of all, it means we're committed to helping our customers succeed, in any way we can. ■





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# SENNEBOGEN 825M

## Elevating cab makes this purpose-built lifting machine a good fit for log yards throughout the Pacific Northwest

**T**he SENNEBOGEN product is well-known as a material handler, particularly in scrap yards and in ports. It's less well-known in logging circles — but that could be changing. "We've demo'd the SENNEBOGEN 825M to several mill yards as a log loader and there's a lot of interest in it," said Modern Machinery Eugene, Ore., Branch Manager Matt Pappin.

The SENNEBOGEN 825M is a rubber-tire, 204-horsepower machine that weighs 66,500 pounds. It has a working radius of 47 feet and features a hydraulically elevating cab that can be raised as high as 19 feet above ground level.

"In our opinion, the 825M offers many advantages over a traditional log loader," said Pappin. "As a rubber-tire machine, it will do far less damage to a hard-surface mill yard than a traditional track log loader will do, and will eliminate the substantial undercarriage repair costs of track machines. It's also much lighter than a comparably powered track machine and therefore uses considerably less fuel. But probably the biggest advantage, and most unique feature, is the elevating cab, which enables an operator to be eye level with the top of a log deck. That's a real plus because it improves both productivity and safety."

SENNEBOGEN President Constantino Lannes points out another advantage of the 825M in a log-loading application. "Our machines are designed and purpose-built for one thing, and that's lifting. Our models are not converted digging machines. In picking and lifting logs, the 825M is right at home. We're pleased to be a partner with Modern Machinery in offering it to logging

operations, as well as recycling yards, throughout the Northwest."

Pappin says all of the mills that have demo'd the machine have been favorably impressed by it. "The positive response has been overwhelming. They see the potential benefits right away and many are taking steps to try to get it in their budget as soon as possible." ■

*For more information on the SENNEBOGEN 825M, for use as a log loader or in a scrap yard, contact your Modern Machinery sales representative or any branch location.*

The SENNEBOGEN 825M is a 204-hp, rubber-tire material handler with an elevating cab. It's designed and purpose-built as a lifting machine, which many operations in the Pacific Northwest are discovering makes it ideal in a log-loading application.



Constantino  
Lannes,  
SENNEBOGEN  
President



Matt Pappin,  
Modern  
Machinery  
Eugene Branch  
Manager





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## NEW PLANT

### Hensley Industries' new foundry increases availability of ground-engaging tools for mining machines

Hensley Industries, part of Komatsu Ltd., officially inaugurated its new foundry in Dallas with a ribbon-cutting ceremony and tour of the facility last November. The new foundry will focus on ground-engaging tools for the mining industry and features a capacity of 1,300 tons of castings per month.

Ralph Huebner, Hensley's Executive Vice President for Sales and Marketing said there were two primary reasons the plant was needed. "Our products have gained worldwide acceptance, and with the explosion in the construction and mining industries in the past few years, this new foundry allows us to expand capacity and bring product to the market quickly."

With nearly 2,000 products, Hensley Industries has long been a leader in the manufacture of ground-engaging tools for earthmoving and mining equipment, including the KMAX tooth system, which features a reusable locking mechanism for quick installation and removal. Hensley also has an attachment division that produces such products as buckets.

"This plant sets up Hensley as a major supplier of mining castings for Komatsu, and offers consistent high-quality supplies with efficiencies for cost control to keep the plant viable for a long time," noted Paul Rudd, General Manager-Manufacturing for Hensley, who helped design the new foundry.

"We're very proud of what we accomplished. We set out to build a very modern facility that was environmentally friendly and an asset to our neighbors. We've done that by investing in such items as a dust-collection system and noise suppression. We also recycle nearly 100 percent of the waste products produced during the manufacturing process. It's truly state-of-the-art."

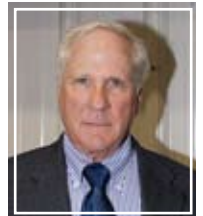
Kunio Noji, President of Komatsu Ltd., addressed the crowd and helped cut the ribbon, which was held by several local schoolchildren at the 40,000-square-foot facility. Komatsu America President Jim Shinozuka and Komatsu Ltd. President Customer Support Mamoru Hironaka also were among the more than 200 people attending the event.

During his address, Komatsu Ltd. President Noji noted the reasons for the company's investment in the plant. "There were three reasons we chose to partner with Hensley to promote the growth of our companies," Noji said, "First, the people of Dallas are friendly and warm. Second, the people working in the Hensley factory have a high level of skill. Finally, Hensley has the ability to quickly respond to customer requirements, including development and design work. It has a history of quality products and service." ■

Komatsu Ltd. President Kunio Noji (below right) spoke before the ribbon-cutting ceremony that officially inaugurated the new Hensley Industries foundry that makes ground-engaging tools for mining machines (upper left). Hensley General Manager-Manufacturing Paul Rudd (lower left) gives attendees a tour of the new facility.



**Ralph Huebner,**  
Executive VP-Sales  
and Marketing,  
Hensley Industries



**Paul Rudd,**  
General Manager-  
Manufacturing,  
Hensley Industries





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# IMPROVING AVAILABILITY

## Komatsu speeds parts orders with the completion of eight regional depots

Komatsu, long an industry leader in parts availability, further strengthened its commitment to keeping owners' downtime to a minimum with the completion of eight regional parts depots. Located throughout the United States and Canada, the depots are designed to expedite parts orders.

The newest depot recently opened in Savannah, Ga. It joins a list that includes Pittsburgh, Las Vegas, Minneapolis, Denver and Portland in the U.S., and Vancouver and Toronto in Canada. In addition, Komatsu has a master parts distribution center in Ripley, Tenn.

"These regional parts depots combine to significantly increase our available warehouse space and improve our overall parts availability," said Frank Pagura, Vice President, North American Parts Operations. "They're strategically located so we can deliver parts to the distributor quickly and effectively. Our distributors already have a vast inventory of parts on hand, and these regional depots are one way to augment that."

The regional parts depots are part of a comprehensive three-tier approach to parts fulfillment:

- Komatsu will work closely with its distributors to monitor and improve local parts stocking and availability of "on-the-shelf inventory" at distributor locations. This will ensure Komatsu and its distributors optimize their "common parts" inventory to best meet customer needs.

- The eight regional parts depots add another layer of support to the parts network with dedicated and continuous nightly trucking routes between Komatsu's master

parts distribution center, the regional parts depots and distributor locations.

- Komatsu has improved the customer service, technical assistance and response teams as well as increased the inventory levels and parts availability at its master parts distribution center. This facility has 584,000 square feet of inventory space, operates 24 hours a day Monday through Friday (7 a.m. to 3 p.m. on Saturday), with call-in service available during all other hours and holidays. Customers always have 24-hour access to parts books and ordering at Komatsu's parts Web site, [www.epartscentral.com](http://www.epartscentral.com)

"The regional parts depots are definitely a milestone, but it goes a lot deeper than that," said Pagura. "This is the culmination of planning and restructuring to improve and strengthen our total parts availability and distributor and customer support at all levels." ■

Komatsu regional parts depots, like this one in Las Vegas, are strategically located to deliver parts to the distributor quickly and effectively.



**Frank Pagura,**  
VP of North American  
Parts Operations



# QUALITY USED EQUIPMENT

## Komatsu Distributor Certified used machines add value to this contractor's operations



When Rupert Lemons bought and began running Carson Construction in 1980, doing dirt work wasn't on his mind. The Phoenix-based business' sole focus was concrete construction, but it didn't take long for Lemons to add excavation work.

"We weren't satisfied with the quality of work we were getting from the people who were preparing the subgrade for us, so I decided we should do it ourselves," said Lemons, who serves as President of Carson Construction, while his wife, Kay, is Vice President. "In those early stages, we did smaller jobs, such as sidewalks and driveways for private residences,

apartments and commercial properties. Once we added the dirt work, our focus shifted to doing more large-scale municipal projects."

Carson Construction typically works as a general contractor that self performs everything on a job from mass excavation and building walls to paving and installing street lights. Like all contractors, Lemons looks for value in the equipment he uses to get the job done. That's why he has several Komatsu Distributor Certified used machines in his fleet. The Komatsu Distributor Certified pieces include three PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher he typically uses at his Ten X quarry site near Wickenburg, Ariz.

Carson Construction Owner and President Rupert Lemons has several Komatsu Distributor Certified used machines, including PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher. "They've performed exceptionally well — beyond our expectations. They're a great value," he said.



Carson Construction uses a Distributor Certified WA380-5 wheel loader in conjunction with its BR380JG mobile crusher at the Ten X quarry near Wickenburg, Ariz.



### The right equipment decision

"Our first Distributor Certified machine was a PC400 excavator, which we used at the quarry to feed a crusher," Lemons noted. "It's a demanding application, but the machine never had a problem. That sold us on the value of the Distributor Certified machines and led us to buy the additional Komatsu pieces. I knew they had been inspected thoroughly and that they would have a good warranty. The low interest rates and financing through Komatsu Financial made them affordable.

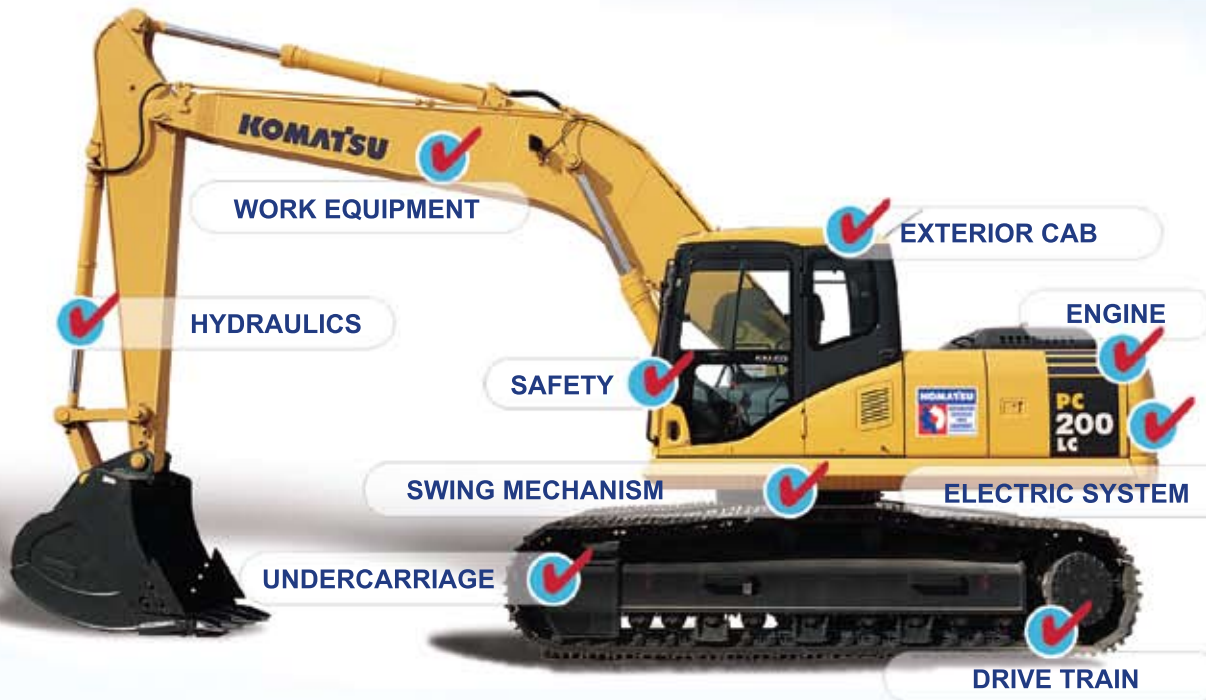
"We've been proven right in our decision to buy the Komatsu Distributor Certified machines," he added. "They've performed exceptionally well — beyond our expectations. They're a great value. We do get into some rough conditions at the quarry and on some of our jobsites, but the excavators still have very good power to dig and they provide excellent cycle times. We expect that to be the case for some time to come. If we need additional equipment, Komatsu Distributor Certified used machines will be a first option for us." ■





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Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

**To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at [www.equipmentcentral.com](http://www.equipmentcentral.com) and click on "used equipment."**

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## USED EQUIPMENT PRICED TO SELL

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>CRAWLER DOZERS</b> 					
KOMATSU D375A-5	U BLADE, MS RIPPER	18073	2003	5,572	\$450,000
KOMATSU D155AX-6	SIG U BLADE, MS RIPPER	80275	2007	463	POR
KOMATSU D65EX-15E0	SU BLADE, OROPS, RIPPER HYDS	69180	2006	530	POR
KOMATSU D65WX-15E0	PAT BLADE, A/C, RIPPER	69054	2007	283	POR
KOMATSU D65PX-15	ST BLADE, OROPS	67659	2006	1,992	POR
KOMATSU D41E-6C	PAT BLADE, OROPS, RIPPER	B40921	2006	349	POR
KOMATSU D41P-6C	PAT BLADE, A/C	B40937	2006	216	POR
KOMATSU D41E-6	PAT BLADE, CANOPY, RIPPER	B20817	1998		\$50,000
KOMATSU D39PX-21A	PAT BLADE, OROPS	1727	2005	1,898	\$72,500
CAT D8R	SU BLADE, MS RIPPER, A/C	7XM00578	1996	14,715	\$275,000
<b>WHEEL LOADERS</b> 					
KOMATSU WA380-1	GP BKT, 3SPL, A/C	A45275	1993	25,414	\$39,000
KOMATSU WA250L-5	3.0 YD, RDLS, A/C, ECSS, QC	70367	2004	10,408	\$72,500
KOMATSU WA250-5L	RDLS, QC, HILIFT 74005 BKT	A74439	2007	1,447	POR
CAT 938G	QC, GP BKT	HCRD01906	2006	2,611	\$130,000
CAT 980G	GP BKT, BIAS	2KR01073	1997	22,370	\$120,000
CAT 980G	GP BKT, BIAS	2KR01338	1997	24,649	\$125,000
CAT 988F	SPADE BKT	8YG00539	1994	24,730	\$130,000
<b>HYDRAULIC EXCAVATORS</b> 					
KOMATSU PC800LC-8	15' A	55019	2007	760	POR
KOMATSU PC600LC-8	14' A	55019	2007	774	POR
KOMATSU PC228USLC-3N	9'6" A, 42" B&C	31364	2005	2,656	POR
KOMATSU PC200LC-8	9'7" A, THM, QC W/74483	C60016	2006	1,514	POR
KOMATSU PC200LC-6	9'6" A, 36" BKT	94000	1998	6,000	\$73,000
KOMATSU PC150LC-6	QC, BKT, THM	K30142	1997	6,110	\$59,000
KOMATSU PC138USLC-2	8'2" A, QC, THM	1872	2006	697	POR
KOMATSU PC138USLC-2	8'2" A, P. TILT, 60" CU	1824	2005	2,725	POR
KOMATSU PC128US-2	EXCAVATOR	5248	1999	3,510	\$62,500
KOMATSU PC128US-2	EXCAVATOR	6507	2000	3,333	\$57,500
KOMATSU PC120-6	33" B&C	70239	2003	2,153	\$75,000
KOMATSU PC120LC-6E0	8'2" A, BLADE, THM, 741391 BKT	74338	2007	327	POR
JCB JS330	QC, 32" 48" BKT, EO712604	SLPJS102YEO7	2000	1,689	\$129,500
200LC	42" B&C, HYD QC	FF0200X05041	1997	7,280	\$45,000
KOBELCO 135SFR	EXCAVATOR	YH0802237	2004	3,397	\$78,500
DEERE 992ELC	BKT, THMB	FF992EY00616	1995	14,336	\$56,000
<b>MOTOR GRADERS</b> 					
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPPER	B20036	2006	1,237	POR
KOMATSU GD670A-2CY	GRADER W/SCARIFIER	210089	1998	4,300	\$58,000

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<b>BACKHOES</b> 					
KOMATSU WB140-2N	4WD, AC, EXTD ARM, AUX HYD, 72409	A21218	2005	1,182	\$39,500
KOMATSU WB140-2	4WD, OROPS, STD ARM	F10415	2000	2,826	\$30,000
KOMATSU WB140-2N	4WD, OROPS, EXTD ARM, AUX HYD, LSS	A20546	2003	1,360	\$35,000

<b>FORESTRY EQUIPMENT</b> 					
TIMBCO T475E		CW4C21370209	2003	4,772	\$197,500
TIMBCO 475EXL	W/395VT, SN902	CW4C22240829	2003	3,817	POR
VALMET 500T	W/ 965 HEAD, SN 333	500T0111	1993		POR
VALMET 500T	HARVESTER W/965	AT4C15470607	1999	2,290	\$150,000
VALMET 500T	SQRT. BOOM, 965 SN:452 SN1807	500T0168	2000	7,013	\$250,000
VALMET 921	HARVESTER/965 WAS UNIT #63243	3117	2000	10,918	POR
TIMBCO T445B	QUADCO T445C	FT4C08380222	1996	9,704	\$115,000
TIMBCO T445B	W/BARS AW, LOGMAX	FT4C06630714	1995	9,056	\$100,000
TIMBCO T425E	HARVESTER	AT4C20480430	2002	8,798	\$155,000
TIMBCO T420	W/BAR SAW	T4C027071590	1990	5,416	\$32,500
KOMATSU PC300HD-5	LOG LOADER	21528	2007	30,215	\$35,000
KOMATSU PC220LL-7L	LOG LOADER	A86026	2005	1,579	POR
VALMET 911C	HARVESTER W/965, SN381	911C4025	1997	8,581	\$150,000
VALMET 921	HARVESTER W/965	3117	2000	11,029	POR
VALMET 892	FORWARDER	892237	1996	15,248	\$80,000
CAT 320L	DT3500 DELIMBER	9KK04386	1996	19,960	\$49,000

<b>HAUL TRUCKS</b> 					
KOMATSU HD785-3	79-YD HAUL TRUCK	2551	1997	22,902	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2552	1997	20,321	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2553	1997	22,133	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2556	1997	23,638	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2559	1997	22,618	POR
CAT 785	150-TON HAUL TRUCK	8GB00130	1985	45,000	POR
CAT 785	150-TON HAUL TRUCK	8GB00138	1985	44,700	POR
KOMATSU HM300-2	ARTIC TRUCK, T GATE	2120	2006	2,067	POR
MOXY MT31X	MOXY, A/C, GATE, KASSE	710675	2006	1,540	POR

<b>AGGREGATE EQUIPMENT</b>					
JCI FT300	TRACK-MOUNT CONE CRUSHER	P060365	2007	2	POR
JCI FT6203CC	TRACK-MOUNT SCREEN PLANT	P060369	2007	17	POR
FABTEC 6X20-3	SCREEN PLANT	P620317698	1998		POR
JCI 6203-32	COMBO SCREEN PLANT	P620330805	2005	1	POR
36X150	SUPER STACKING CONVEYOR	407651	2007	1	POR

<b>MISCELLANEOUS</b> 					
IR DD132HF	84" ASPHALT ROLLER	183872	2006	281	POR
IR DD110HF	78" ASPHALT ROLLER	162770	2000	3,300	POR
IR SD116DX	84" SMOOTH SINGLE	178484	2004	1,185	\$69,500
ATLAS COPCO CM780D	DRILL	78343	2007	901	POR

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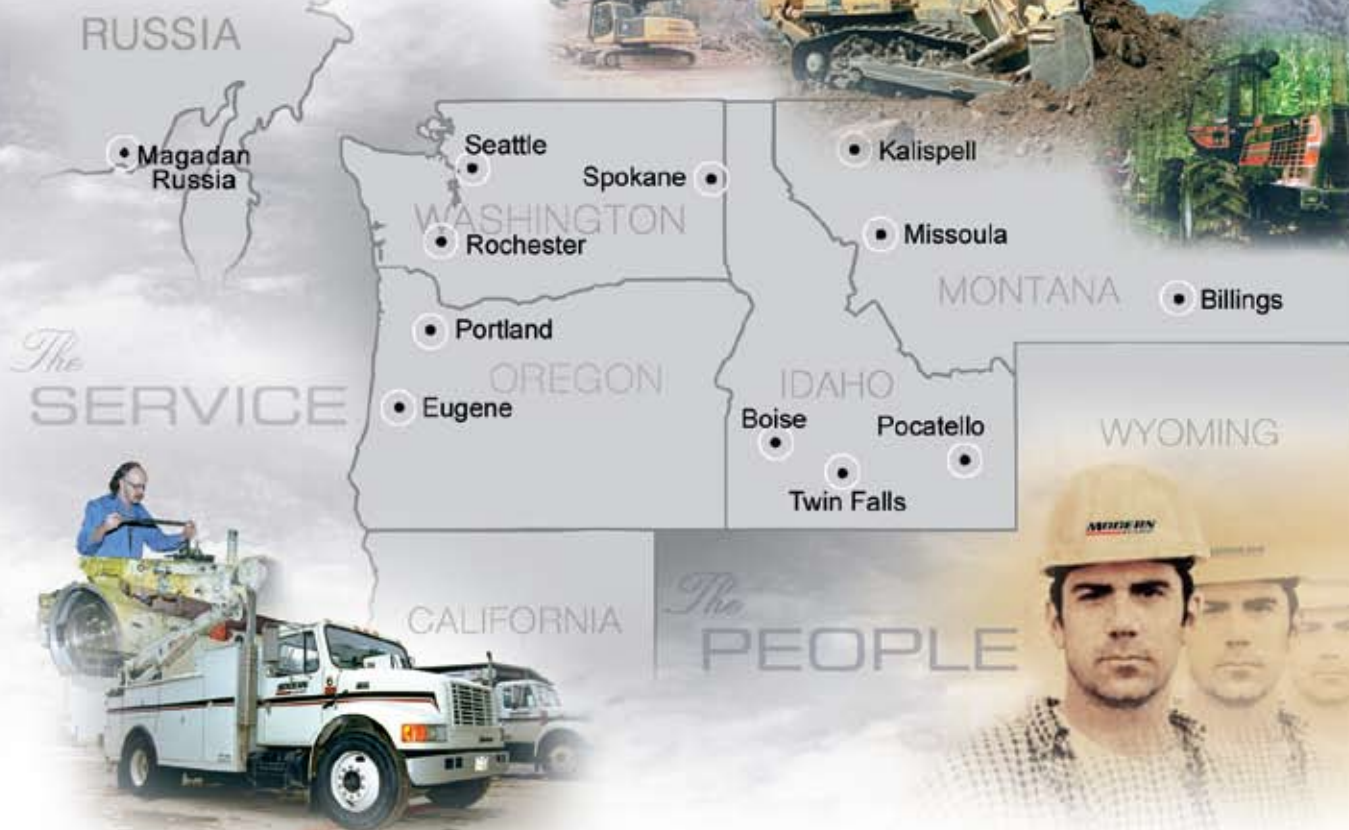
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