

# UPDATE

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Featured in this issue:

## **UNITED RECYCLING**

This Seattle-area recycling firm evolved from a sand and gravel background

See article inside . . .



Owner/President Dan McAuliffe and  
Vice President Nickie McAuliffe

# **KOMATSU**



Brian Sheridan

**Signs of better  
times ahead**

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Dear Equipment User:

There's some good news, tempered with cautious optimism, that the construction industry will start to see a rebound soon. One bit of news to be optimistic about is that billions of dollars have been approved for construction projects under the economic stimulus package, with some projects already underway. For ideas that can help you get in on the action, read our article on tips to providing a winning bid.

If you're in the market for equipment that will help keep your costs down, Komatsu has introduced several new efficient and productive products that can save you money. In this issue of your *Modern Machinery Update* magazine, find out about the PC200LC-8 HD Spec Arrangement and PC800 Super Digger, two new wheel loader models and the latest D275 dozer. All could lower your per-yard costs, a savings that could be figured into your bid.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better help you, we've added a new page to your *Update* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond.



Also new for readers is an online video feature. Look for the video icon in an article, then visit [www.videocpi.com](http://www.videocpi.com) to see Komatsu machinery in action.

As you continue to gear up for more work, don't forget that whether you're in the market for new or used equipment, there are tax advantages to buying equipment this year. The economic stimulus plan extended the depreciation bonus on new machines and additional Sec. 179 expensing on both new and used equipment. For more information, contact your sales representative or our nearest branch location.

If there's anything we can do to help you in sales, service or parts, don't hesitate to call on us. We're always here to help.

Sincerely,  
Modern Machinery

Brian Sheridan  
President





## IN THIS ISSUE...

### UNITED RECYCLING

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### GUEST OPINION

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### NEW PRODUCTS

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### PRODUCT NEWS

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### PRODUCT IMPROVEMENT

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

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# UNITED RECYCLING

## This Seattle-area firm views evolution from sand and gravel to recycling as a natural progression



Dan McAuliffe,  
Owner/President



Nickie McAuliffe,  
Vice President

United Recycling in Snohomish, Wash., takes in almost all types of recyclable materials, from green waste to highway concrete, processed here by a Komatsu WA500-6 wheel loader.

Growing up in the sand and gravel business turned out to be an invaluable experience for Dan McAuliffe, who now owns a major recycling operation. His father, Jim, owned several gravel pits where Dan worked along with his four older brothers.

"I come from a family of six children — five boys — and I was the youngest of the boys," Dan recalled. "By the time I got the toys, they were broken, so if I was going to play, I had to learn how to fix them. Same with the equipment in the gravel pits. I wasn't around many new machines. I'm not complaining. It was great experience. I learned how to tear apart and put back together anything and everything — from equipment to crushers to screens — and that skill set has been invaluable to me through the years."

It's been especially valuable since Dan started his own company, United Recycling, in one of the former gravel pits in 1995.

"I started it with one of my brothers, whom I bought out in 2000," said Dan. "I didn't know a lot about recycling at the time, but it didn't seem

like it would be much different. In sand and gravel we were taking rock out of the ground and crushing it to make a useable product. In recycling, we're taking in concrete or asphalt, crunching it up and turning it into a useable product. In most ways, it's fairly similar."

From learning the business as a start-up operation 14 years ago, Dan has grown United Recycling into a full-service recycling operation employing more than 40 people. Located in Snohomish, north of Seattle, the company serves customers throughout King and Snohomish counties. As you might expect, Dan is a hands-on owner who runs all day-to-day operations at United Recycling. His wife, Nickie, serves as Vice President, and Bruce Clark handles sales.

### Superior service

United Recycling accepts construction and demolition (C & D) debris including steel, scrap wood and brush, yard waste, mixed paper, nonferrous metals, aluminum, glass and more.

"We pride ourselves on always offering a fair price and on providing service that is second-to-none in the industry," said McAuliffe. "An example was a large job on I-90 taking out the median through Mercer Island. We stayed open round-the-clock, 24 hours-per-day, for more than a month, taking in material to process and resell.

"It's the same as any business," he noted. "We try to treat our customers fairly, honestly and courteously — and make it easy for them to do business with us."

United Recycling has customers throughout the greater Seattle area, up to Marysville and Granite City. "There may be recycling locations closer to some of these customers, but our facility





is very easy to get in and out of so they're not wasting time in line — and our price is better."

McAuliffe says most of the product that comes out of United Recycling is used as base material for buildings, highways or logging roads. "Recycled material is great for heavy-duty industrial/commercial use because it tends to have a dusty film that acts as a binding agent, so it gets harder than base that utilizes natural stone."

### Productive equipment and dealer support

For heavy equipment to run the recycling operation, McAuliffe turns to Komatsu machines from Modern Machinery. United Recycling has two Komatsu excavators (PC300LC-7 and PC200LC-7) to feed the crusher and grinder; a Komatsu WA500-6 wheel loader to process soils and green waste; and three Komatsu WA250 wheel loaders to handle the C & D debris.

"I've run all types of equipment," noted McAuliffe. "Komatsu gives us great productivity, a good price and the best maintenance package in the business. I'm very hands-on. I not only spec every machine out, I'll go out and count the pins and bushings before I make a purchase. On one piece I was comparing, the Komatsu machine had nine pins and bushings in the boom compared to 22 in the leading competitor. That's a lot less stuff to break with Komatsu."

"The other great thing about Komatsu is the support we get from Modern Machinery. On that I-90 Mercer Island job, we had a problem with a machine. Modern understood the position we were in and the stress we were under. They brought us out a loaner piece so we didn't miss a beat while they fixed ours. Bottom line, from Territory Manager Marc Bandy to everybody in the parts and service departments in Kent, Modern takes care of us and we appreciate it."

"Dan McAuliffe has built an excellent business and reputation for himself from scratch," said Modern President Brian Sheridan. "We're pleased to count him among our loyal customers."

### Part of the solution

When he started United Recycling, McAuliffe says he didn't have any preconceived idea of



(Above) This United Recycling operator uses a Komatsu PC300LC-7 to feed wood waste into a grinder. (Left) United has three Komatsu WA250 wheel loaders to handle construction and demolition debris.



Dan McAuliffe (left) works with Modern Machinery Territory Manager Marc Bandy on equipment purchases. "Marc and everybody at Modern understand what we need and they take great care of us," said McAuliffe.

how big the business would become. "Initially, it just seemed like a good idea, then it became like a snowball going downhill — it kept getting bigger and picking up speed. Now we're looking to expand our current site and possibly start a new location."

"I think recycling is an idea whose time has come, especially here in the Pacific Northwest where people have long been concerned with the environment and want to help preserve it," he added. "Rather than consuming more raw materials, recycling re-uses what's already been mined. People appreciate that, and it makes us feel good to be part of the solution."

In addition to United Recycling, McAuliffe also owns Clearview Nursery & Stone in Snohomish, a retail landscaping business designed both for the commercial builder and the homeowner. ■



Bruce Clark,  
United Salesman

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# URGENT ACTION NEEDED

## ARTBA Economist says passing a new surface transportation bill equals second stimulus

A recent article on the American Road & Transportation Builders Association (ARTBA) Web site says delaying passage of a new, six-year federal surface transportation program investment bill could derail the entire stimulus effort to use infrastructure investment to create new jobs.

That's according to ARTBA Vice President for Economics and Research William R. Buechner, Ph.D., the nation's leading transportation construction industry economist. He addressed the issue at a media briefing in Washington where he said stimulus investment will be undercut without near-term action on the federal highway/transit bill. Buechner also said that inaction could have unintended consequences for the economy.

"We learned the hard way over the period 2001 through 2005 that uncertainty about long-term federal investment in state and local highway and transit programs, combined with a national recession and state budget problems, leads to an overall stagnated transportation construction market. Absent congressional action on a long-term surface transportation investment bill this year, the conditions are again lined up to kill job growth in the construction sector and related industries."

The current surface transportation program authorization, SAFETEA-LU, expired on Oct. 1. Buechner says the June 2009 "Fiscal Survey of the States," conducted by the National Governors Association and the National Association of State Budget Officers, documents the funding problems now facing state transportation departments nationwide. The survey found nearly half of the states have already, or plan to, cut back on their own funding for transportation programs this year or next.

"The only bright spot in the in the transportation construction market this year is the additional federal funding made available to the states and local governments through the American Recovery and Reinvestment Act," Buechner says. "Unfortunately, due to state budget challenges, the stimulus funds are allowing some states to simply maintain their 2008 activity level. In other states, stimulus dollars, at best, are serving to make overall state transportation program cuts less severe."

Buechner said a multiyear investment is essential now. The House Transportation & Infrastructure Committee has proposed legislation that would authorize a \$500 billion federal investment in roads, bridges, transit systems and high-speed rail during the next six years. Buechner says more than a half million jobs would be supported annually with such a plan.

"If Congress is looking for a second stimulus, they need look no further than the highway/transit/high-speed rail program authorization. There is no other bill under development or consideration in the Congress that would stimulate anywhere near the same job growth." ■



William Buechner

ARTBA's William Buechner said delaying a new surface transportation bill could derail the economic stimulus' effort to use infrastructure investment to create new jobs.





# PUTTING TOGETHER A WINNING BID

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

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

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

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

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



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

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

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

### Get all the information you can

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



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

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

### **Use your experience, double check**

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

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

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



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

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

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

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

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



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# NEW WHEEL LOADERS

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

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

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

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

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

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

*Continued . . .*



**Rob Warden,**  
Product Manager  
Wheel Loaders

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

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

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



For more information on the new WA470-6 and WA480-6 wheel loaders — and to see video of the machines in action — go to [www.videocpi.com](http://www.videocpi.com)



# Improvements make new models best value in size class

... continued

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

## Easy operation, maintenance

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

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

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

## KOMTRAX comes standard

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


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

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

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







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# THE D275AX-5 "SIGMADOZER"

## Komatsu brings its innovative blade design to its 449-horsepower dozer



Les Scott,  
Product Manager

The efficiency and productivity of Komatsu's revolutionary Sigmadozer blade, first seen on the D155AX-6, is now available with the 449-horsepower D275AX-5 dozer.

"The design is very similar to the D155," said Komatsu Product Manager Les Scott. "Like the D155, it will automatically allow the D275AX-5 to push 15 percent more dirt compared to the standard semi-U blade. If you're moving dirt, the Sigmadozer should be your machine."

Scott said the new frontal design adopted for digging and rolling up at the center of the blade increases soil-holding capacity while

simultaneously reducing sideways spillage. It also reduces digging resistance, producing a smoother flow of earth, enabling the dozing of larger quantities of soil with less power. With a blade capacity of 19.1 cubic yards, users can move significantly more material without increasing fuel consumption. The Sigmadozer uses a new blade-linkage system that holds the blade closer to the tractor for improved visibility, enhanced digging force, and reduced lateral sway of the blade.

"It's all due to the blade design and how it cuts the soil," Scott explained. "As it's going through the soil there's less resistance, so the tractor can actually push a little faster. That allows the dozer to pile more material in front of the blade and hold it there."

### Optimal productivity

The Sigmadozer's extra-low profile provides machine balance and a low center of gravity while the Hydrostatic Steering System (HSS) provides smooth, quick and powerful control in varying ground conditions. The K-Bogie undercarriage system improves traction and component durability while the new track-link design reduces maintenance costs by making it easier to turn pins, with improved pin reuse.

Further adding to the productivity of the D275 are the very latest features in operator comfort, creating a quiet, comfortable environment where the operator can concentrate on the work at hand. The cab's new hexagonal design and large tinted glass windows provide excellent front, side and rear visibility.

"This is a good opportunity for us to once again step out in front of our competition," he said. "We have a dozer now that is, without question, more productive than anything else out there." ■



For more information on the D275AX-5 Sigmadozer — and to see video of the machine in action — go to [www.videocpi.com](http://www.videocpi.com)

### Brief Specs on Komatsu D275 Sigmadozer

Model	Operating Weight	Output	Blade Capacity
D275AX-5	113,600 lbs.	449 hp	19.1 cu. yd.

The D275AX-5 Sigmadozer pushes 15 percent more dirt than Komatsu's conventional model.





# PC200LC-8 HD SPEC ARRANGEMENT

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

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

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

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

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

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

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

*Continued . . .*



**Armando Najera,**  
Product Manager

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

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



For more information on the PC200LC-8 HD Spec Arrangement excavator — and to see video of the machine in action — go to [www.videocpi.com](http://www.videocpi.com)



# KOMTRAX lowers excavator owning, operating costs

... continued

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

## Increased productivity

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

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

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

## Komatsu PC800LC-8 Super Digger offers increased digging power

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

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

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

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



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





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# ADDED VERSATILITY

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

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

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

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

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

### Potentially high return on investment

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

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

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

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

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



**John Bagdonas,**  
Product Marketing  
Manager Working  
Gear Group





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# CUSTOMER RETENTION

## Komatsu service team focuses on providing exceptional technology and value

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

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

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

**QUESTION:** How does Komatsu do that?

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

*Continued . . .*



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

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

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

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

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

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

# Technology aids proactive service approach

... continued

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

they may have — similar to a “frequently asked questions” section on a Web site.

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

**QUESTION:** Where does customer input figure in?

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

**MIKE:** Without that technology, downtime would be much longer. In the past, a technician would oftentimes respond to a service call and go in blind, so to speak. He'd spend time diagnosing a problem, and often have to return to the shop for parts to fix it. In addition to the technology we mentioned before, technicians now carry laptops that can access shop manuals for every new series of Komatsu machinery, and soon we'll have computerized manuals for machinery going back 20 years or more. If technicians are on the road and get a service call, they can look up the machine that's down and see what they need to fix it. If they need parts, they can swing into their distributor branch location and pick them up before going out on the jobsite. These are just a few examples that have grown out of listening to customers' input and implementing the necessary measures to ensure uptime and increased production. ■



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



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

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







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# SAFETY IS PRIORITY

## New SENNEBOGEN 835 and 840 D Series material handlers combine productivity, safety and comfort

Long considered to be the workhorses and all-purpose machines of choice for many customers, the SENNEBOGEN D Series material handlers now include the new 835 and 840 models. The 835 and 840 D Series purpose-built machines offer SENNEBOGEN's well-known safety and comfort features along with powerful, emissions-compliant Cummins Tier 3 engines.

"These new models underline our commitment to bringing our customers cost-efficient, reliable purpose-built material handlers with the kind of safety and comfort features they require and have come to expect from SENNEBOGEN," said Constantino Lannes, President of SENNEBOGEN LLC.

"Because safety issues are unique to each customer's working environment, SENNEBOGEN listened to its customers and came up with practical solutions that address their needs," he explained.

The SENNEBOGEN 840 D Series machine, with its distinctive cab, offers industry-leading safety and productivity features.

### Safety features

The new SENNEBOGEN 835 and 840 D Series incorporates these special safety and comfort features:

- A revolutionary sliding door combined with an adjacent catwalk provides an easy and safe way for the operator to step into and out of the cab without the awkwardness of a swinging door hitting the catwalk rail;
- The cab position provides easy access for the operator via a small set of stairs and handrails;
- Upgraded air conditioning with climate-control systems in the cab create a comfortable atmosphere that keeps operators alert, attentive and undistracted;
- Improved access to maintenance areas, such as a centralized undercarriage greasing point, makes maintenance easier and safer;
- A handrail on top of the upper carriage adds to a safe working environment;
- An ergonomically designed cab provides outstanding operator comfort.

### All-purpose machines

"The 835 and 840 models have proven to be excellent all-purpose machines," observed Lannes. "Whether used to load and unload trucks with scrap; feed stationary shears; unload river barges and feed hoppers with aggregate material; or stack, pick up and load logs onto waiting railcars, SENNEBOGEN 835 and 840 machines are a perfect fit."

The new D Series material handlers are available with rubber tires (835 M, 840 M), as a crawler (835 R-HD, 840 R-HD), a pedestal-mounted machine (835 special, 840 special) or as an electrically driven machine. ■





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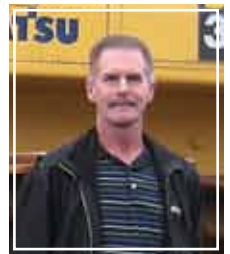
# IT'S OFF TO WORK THEY GO

## Modern Machinery branch in Magadan, Russia, keeps gold and silver miners going in remote, extreme conditions

When your work year is barely six months long, every moment counts. That's why many of the gold and silver mines in the subarctic tundra of Russia's Far East count on Komatsu equipment and Modern Machinery's Magadan branch to keep them working productively during their abbreviated work season.

With average temperatures ranging from -50° C (-58° F) in the winter to 16° C (61° F) in the summer, the summers in this part of Russia are short and cool and the winters are long and brutal. "The placer mining operations rely on running water to wash the gold and silver from the sand and gravel, so they can only operate from about mid-April to October when the streams are not frozen," explained Bob Robinson, Modern Machinery General Manager. "They have to make the most of that short work season. We understand how crucial it is to keep their mining equipment functioning at peak performance 24/7."

To do that, Modern's Magadan branch relies on a team of 52 employees — six of whom are support staff based in Modern's Portland, Ore., branch. Daniel Shafeev, a 15-year Modern veteran, is the on-site Director of Russian Operations. The rest of the branch staff are local employees, many of whom have been with Modern for 10 years. Sergey Savtchenko handles logistics and customs



**Bob Robinson,**  
General Manager



The mining region of Russia's Far East is rich in gold — from small gold flakes, called fines (shown in container), to large gold nuggets. This gold came from the Artel Krivbass mine.



**Daniel Shafeev,**  
Director of Russian  
Operations



The Modern Machinery branch in Magadan (inset) serves a vast mining territory in far northern and eastern Russia, including this Artel Krivbass property (left) where two Komatsu dozers (D375 and D475) are at work.



# Magadan branch overcomes obstacles to serve customers

... continued

— a critical role for the branch that depends heavily on imported equipment and parts. The five-person accounting department is led by Chief Accountant Angela Kozhevnikova.

## Other special challenges

"We cover a territory that extends from the eastern coastal city of Magadan to about 1,300 miles north, 1,000 miles south, 800 miles west and 550 miles east to the Kamchatka Peninsula," Robinson explains. "Some of our

customers are accessible only by helicopter because there are no roads or bridges — so you can imagine field service is a challenge."

Robinson also says importing equipment and parts and getting them through customs is especially demanding. "Equipment reliability has been a key selling point of the Komatsu equipment here due to the challenges of field service and parts availability. It can take two weeks or more to get special-order parts, so we keep a very high inventory in stock."

Unlike other branches that may sell and service 60 or more different models and types of machines, the Magadan branch is so highly specialized to mining that it sells only a few different models. "Our customers rely mainly on D375 and D65 dozers, WA380, WA420 and WA470 wheel loaders and HD465 and HD785 haul trucks," Robinson noted. "We recently began selling some PC2000 and PC1250 excavators, too. Because of the limited range of equipment, it's actually easy to stock almost all the parts customers need."

Despite challenges, the Magadan branch has thrived since it opened in 1995 with only seven people. Robinson, who has been with Modern and its predecessor companies for 31 years and Shafeev, who has been with the Magadan branch since it opened in 1995, have been integral in establishing and growing the operation. It's expanded from one building into three adjoining warehouses and is currently undergoing another renovation.

Clearly, the growth of the branch and expansion of its customer list is evidence that Modern's Magadan branch customers are pleased. "Five or six years ago, one of the largest mines in the territory didn't own any Komatsu equipment, now it's our biggest customer," Robinson reported.

Another sign of growth is Modern's recent acquisition of a Komatsu dealership in the Sakhalin Islands. The branch is located 930 miles southeast of Magadan, in the capital city of Yuzhno-Sakhalinsk, where the main business focus is oil and gas exploration. Within the last 10 years, there have been two liquefied natural gas (LNG) plants built in that area, with two more in the development stages. ■



A Komatsu PC1250 loads a Komatsu HD785 haul truck at Polimetal's Albasino mine. "Because of the short work season and the challenges involved in delivering field support and parts in such a remote region, equipment reliability is crucial to customers throughout our territory," said Modern's General Manager of Russian Operations Bob Robinson. "Komatsu equipment has proven itself to be very reliable in difficult and demanding conditions."

A Komatsu HM350 hauls material out of the pit at the Kinross "Kupol" Mine 1,200 miles north of Magadan. Kupol is the largest operating gold mine in eastern Russia.





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*Please send us your  
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**Here are the types of questions and comments we hope to receive:**

## **QUESTIONS & ANSWERS**

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

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

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

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

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

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

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

## **COMMENTS & REPLIES**

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

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



# MODERN MACHINERY

## 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	SU BLADE, SS RIPPER	18080	2003	6,650	\$375,000
KOMATSU D155AX-6	SIGMA BLD, MS RIPPER	80296	2007	2,147	POR
KOMATSU D65EX-15E0	SU BLD, OROPS, RIPPER HYDS	69460	2007	527	POR
KOMATSU D65WX-15E0	PAT BLD, A/C, RIPPER	69054	2007	911	POR
KOMATSU D65PX-15	ST BLD, OROPS	67659	2006	3,516	POR
KOMATSU D61PX-15	PAT BLD, A/C	B40550	2006	1,871	POR
KOMATSU D51PX-22	PAT BLD, A/C	B10803	2008	798	POR
KOMATSU D39PX-21A	PAT BLD, OROPS	1727	2005	2,073	\$59,500
KOMATSU D37PX-21A	PAT BLD, A/C	5787	2007	912	POR
KOMATSU D37EX-21A	PAT BLD, AC, RIPPER	5943	2008	660	POR
<b>WHEEL LOADERS</b> 					
KOMATSU WA500-3LK	GP BKT, BIAS L5, ECSS, STIKSTR	A72202	2004	9,682	\$165,000
KOMATSU WA430-6	4.5 YD, RDLS, LSD	65198	2007	2,063	POR
KOMATSU WA380-6	RDLS, QC, MONO 75059	A53244	2007	1,351	POR
CAT 980G	GP BKT, BIAS	2KR01338	1997	24,805	\$125,000
CAT 950F-II	CAT LOADER	8TK00275	1993	10,174	\$52,500
CAT 938G	CAT LOADER, QC, GP BKT	HCRD01906	2006	3,018	\$124,500
CAT 928G	GP BKT	DJ002249	2006	7,135	\$82,500
<b>HYDRAULIC EXCAVATORS</b> 					
KOMATSU PC800LC-8	15' A, CTWT REM	55104	2007	2,663	\$625,000
KOMATSU PC600LC-7	14' A, QC	20023	2004	8,058	\$235,000
KOMATSU PC400LC-7E0	13' A, QC, 48" 76528	60012	2006	1,409	\$287,500
KOMATSU PC308USLC-3	11'6" A, COMBO HYDS, QC, 42"	20026	2003	4,945	\$119,500
KOMATSU PC300LC-7E0	13' A, QC, 72" BKT	55284	2007	3,066	\$142,500
KOMATSU PC228US-2	BRKR PIPES, BKT	15329	2000	6,631	\$65,000
KOMATSU PC220LC-8	10' A, QC, THM	75021	2006	2,757	\$165,000
KOMATSU PC158USLC-2	8'2" A, RDLNR, QC, THM, COMBO HYDS	10105	2005	1,744	POR
KOMATSU PC138USLC-2	8' A, QC, THM, 74765	2175	2007	1,155	POR
KOBELCO SK135SRLC1	W/BKT, THM, QC	YH0302195	2004	4,105	\$48,500
HITACHI ZX800	QC, 70" BKT	6253	2003	5,565	\$305,000
DEERE 200CLC	NO ATTACHMENTS, THM PIPES	FF0200CX5082	2006	2,780	\$110,000
CAT 315CL	EXC, 36" B&C	CJC01289	2004	4,500	\$55,000
CAT 330CL	EXC, 54" B&C	CYA00425	2004	6,389	\$121,500
DEERE 450LC	EXC, QC	FF0450X09004	1997	10,355	\$37,500
<b>MOTOR GRADERS</b> 					
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPR	B20036	2006	1,802	POR
CAT 14H	GRADER	7WJ00347	1996	14,511	\$189,000

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>BACKHOES</b> 					
KOMATSU WB140-2N	4WD, OROPS, EXTD. ARM, AUX HYD	A21936	2005	468	POR
KOMATSU WB140-2N	4WD, OROPS, EXTD. ARM, AUX HYD	A21935	2005	378	POR
KOMATSU WB146-5	4WD, A/C, EXTD. ARM 72407	A23100	2006	905	POR
<b>FORESTRY EQUIPMENT</b> 					
TIMBCO T475E	NO HEAD, SET UP FOR PROCESSOR	CW4C2137020903	2003	4,772	\$135,000
TIMBCO 475EXL	W/ 395VT, SN 902	CW4C2224082903	2003	4,003	\$303,000
VALMET 500T	W/ 965 HEAD, SN 333	500T0111	1993	4,659	\$75,000
VALMET 500T	SQRT. BOOM, 965 SN 452	500T0168	2000	7,312	\$197,500
VALMET 500T	W/ 965 HEAD	AT4C18250802	2000		\$175,000
VALMET 911C	HARVESTER, 965 SN 381	911C4025	1997	8,581	\$100,000
VALMET 921	HARVESTER, 965	3109	1999	9,207	\$190,000
TIMBCO T445B	QUADCO T445C	FT4C0838022296	1996	9,704	\$79,000
TIMBCO 445EXL	HARVESTER, SET UP FOR 385	FT4C2683101305	2006	1,027	POR
TIMBCO T425E	HARVESTER	AT4C2048043002	2002	8,798	\$135,000
TIMBCO 445FXL	BUNCHER, 22B40, SN QFH22B988	FT4C2942102907	2007	1,348	POR
KOMATSU PC270LL-7L	LOG LOADER	A86004	2005	2,349	POR
KOMATSU PC220LL-8	LOG LOADER W/KOM FRONT	A87001	2008	192	POR
KOMATSU PC200LL-7L	LOG LOADER	A86023	2007	2,017	POR
VALMET 890.3	FORWARDER	310249	2007	1,560	POR
VALMET 890.3	FORWARDER	310359	2008	37	POR
VALMET 892	FORWARDER W/TRACKS, CHAINS	892281	1995	19,660	\$80,000
<b>HAUL TRUCKS</b> 					
KOMATSU HM400-1	ARTIC TRUCK, TGATE FD'D	1168	2004	6,792	POR
KOMATSU HM350-1	ARTIC TRUCK, TGATE	1125	2005	1,439	POR
KOMATSU HM300-2	ARTIC TRUCK	A11011	2006	3,318	POR
VOLVO A25C	ARTIC TRUCK	5350V60360	1992	10,014	\$35,000
MOXY MT31X	A/C, TGATE	710548	2005	2,734	POR
MOXY MT31X	A/C, TGATE	710549	2005	4,079	POR
MOXY MT31X	A/C, TGATE	710528	2005	3,670	POR
MOXY MT31X	A/C, TGATE	710659	2006	1,639	POR
MOXY MT31X	A/C, TGATE	710675	2006	1,815	POR
<b>AGGREGATE EQUIPMENT</b>					
JCI FT300	TRACK-MOUNT CONE CRUSHER	P060365	2007	12	POR
JCI K400	CONE PLANT	P070456	2007	152	POR
JCI FT6203CC	TRACK-MOUNT SCREEN PLANT	P060369	2007	26	POR
KPI 36"X100'	SIDE-FOLD STACKING CONV.	407876	2007	0	POR
KPI 36"X150'	SUPER STACKING CONVEYOR	408907	2008	0	POR
<b>MISCELLANEOUS</b> 					
SAKAI GW750	PNEUMATIC	20104	2007	213	POR
IR DD130	84" ASPHALT ROLLER	171655	2003	1,493	POR
IR SD160DX	84" SMOOTH SINGLE	181528	2005	2,299	POR
IR SD160DX	84" SMOOTH SINGLE	184746	2005	2,309	POR
ATLAS COPCO CM780D	DRILL	78343	2007	1,364	POR

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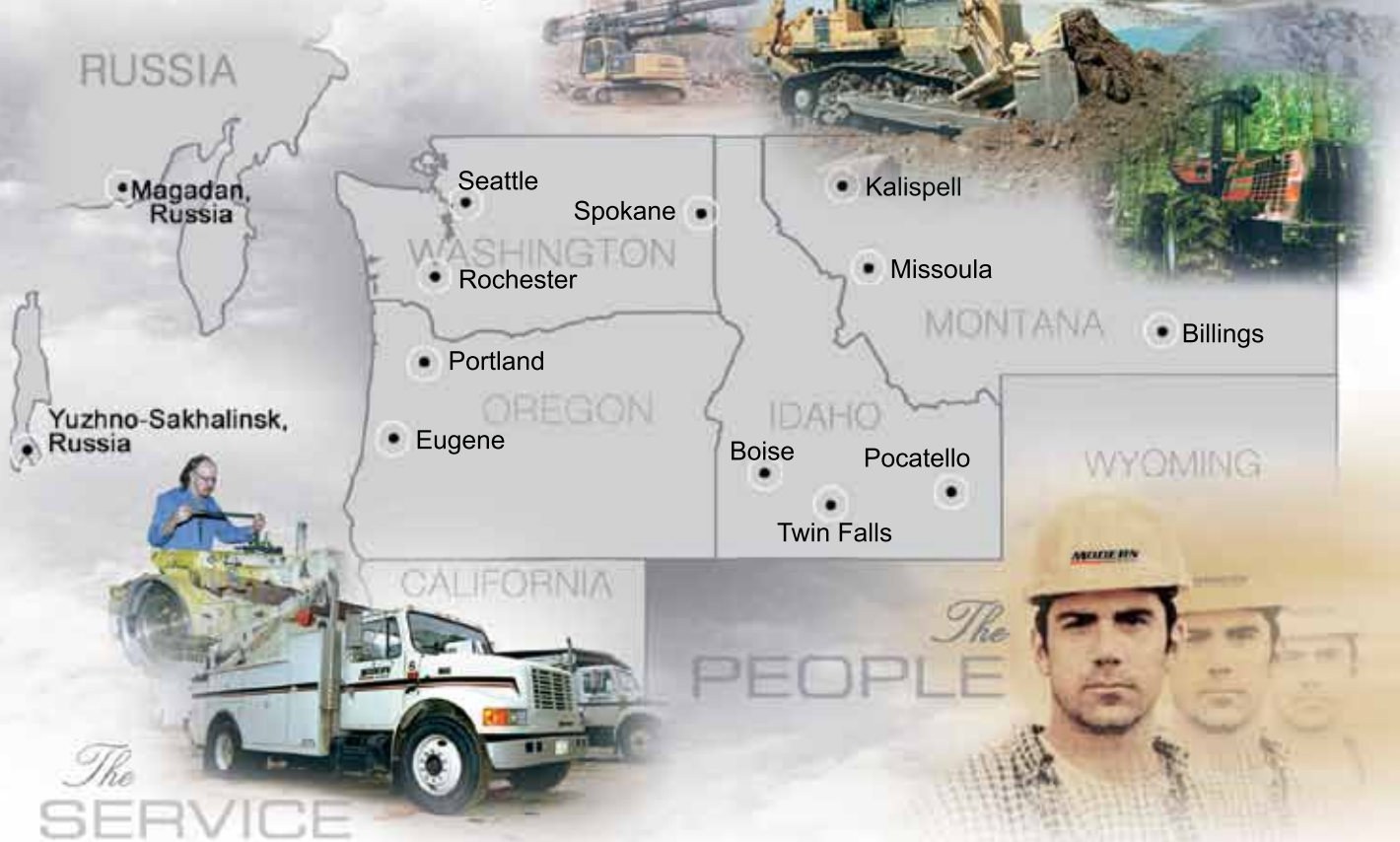
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