

UPDATE

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Featured in this issue:

PIONEER CONCRETE & FUEL

Family-owned Butte ready-mix
company emphasizes product
quality and customer service

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SIDEWALK GRADING SYSTEMS

Eatonville, Wash., company
revolutionizes sidewalk
construction with innovative
new tool

See article inside...

President Rande Farrow (left) and
Secretary/Treasurer Rodd Farrow



Co-owner Steve Schmidt



KOMATSU



Brian Sheridan

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As you might expect, we believe Komatsu equipment is top-of-the-line. Some might argue there are comparable machines within certain models, but top-to-bottom and across-the-board, you're going to be hard-pressed to come up with a more solid lineup — and in specific machines, you're not even going to be able to come close to the performance you get from Komatsu. All we want is a chance to prove to you the difference Komatsu and Modern Machinery can make in your business.

Those who have come to Modern Machinery for their equipment needs tend to stick with us. In fact, a recent survey by an independent research firm revealed that Modern Machinery's customer retention is higher than any of our competitors. We keep our customers coming back by providing the best products and the service to back them up.

If you're in the market for a new machine, we ask you not to buy until you've thoroughly investigated your options. Spec the machine out — then try it out. In many cases, the Komatsu advantage will be apparent.

In other ways, the Komatsu advantage may be less apparent, but make no mistake, Komatsu is doing things no other manufacturer is doing. For example, you may not yet be using a remote equipment monitoring and management system, but it's definitely the wave of the future. With Komatsu, the KOMTRAX system is factory-installed as standard equipment on virtually all new machines, and there are no communications charges for the first five years. Compare that with other top brands that charge you for the system and the installation, then charge you a monthly communication fee. Consider Komatsu's totally free system versus the competitors' cost of thousands of dollars per machine. That's a prime example of the Komatsu advantage.

At Modern, we'll be happy to show you other things we and Komatsu are doing to make your equipment owning and operating experience a profitable one. Feel free to give us a call, or stop by at any time. We look forward to the opportunity to prove we can and will do whatever it takes to earn your business.

Sincerely,
MODERN MACHINERY

Brian Sheridan
President

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A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST

UPDATE

IN THIS ISSUE...

PIONEER CONCRETE & FUEL

Read how three generations of the Farrow family have grown their ready-mix company by emphasizing product quality and customer service.

SIDEWALK GRADING SYSTEMS

Learn how this company's innovative new tool has revolutionized sidewalk construction.

GUEST OPINION

ARTBA President Pete Ruane shares the organization's recommendations on creating "Critical Commerce Corridors" to help move freight more efficiently.

NEW PRODUCTS

Find out why the Komatsu PC800LC-8 is the new "go-to" excavator for large jobs.

MORE NEW PRODUCTS

See how Komatsu's new mid-size wheel loader, the WA430-6, can help lower your fuel costs while improving productivity.

NEW UTILITY PRODUCTS

If you're looking for an economical backhoe loader that still offers excellent power and comfort, Komatsu's new WB142-5 may be the answer.

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PIONEER CONCRETE & FUEL

Family-owned Butte ready-mix company emphasizes product quality and customer service



Rande Farrow,
President



Rodd Farrow,
Secretary/Treasurer

Ted Farrow went to work for Pioneer Concrete & Fuel in Butte, Mont., in the mid-1950s as an operator. He became a part owner in 1962 and sole owner by the mid 1970s. His sons, Rande and Rodd, started working at Pioneer as teenagers in the '60s. Today, they own and manage the company (Rande as President and Rodd as Secretary/Treasurer), along with Rande's son Scott, who serves as Vice President.

"We've grown a lot and now employ about 55 people, but we're definitely still a family business," said Rande. "My dad passed away a couple of years ago, but there's still the three of us, plus Rodd's wife, Diana, who is our office manager in Butte and my wife, JoAnn, who takes care of our profit-sharing plan."

Headquartered in Butte, Pioneer Concrete & Fuel (the fuel part of the business consists of a limited amount of coal sales) has permanent ready-mix plants and quarries in the Butte and Helena areas, and portable plants in Boulder and DeBorgia. In addition to supplying ready-mix concrete to industrial, commercial and residential customers throughout southwestern Montana, Pioneer also offers concrete pumping services.

"Our emphasis is on quality and service," said Rande. "Regarding quality, we have a lot of experience in concrete mixing and can provide the specific type of concrete that our customer wants, for example, maximum finish-ability or maximum strength."

"On the service side, we do what we say we're going to do," added Rodd. "It's really a matter of bringing the customer what he wants, when he wants it. And that's what we do."

"Our goal is to provide a quality product and give good service at a fair price, and by doing that, earn the repeat business of our customers," said Rande. "I'm happy to say that most of our work is for repeat customers, so we must be doing something right."

When opportunity knocks

Judging by its steady growth through the years, Pioneer Concrete is actually doing a lot right. Rande and Rodd recall that when they started working for the company, it had five ready-mix trucks. Today, they have 27.

"We're always looking for new opportunities," Rande noted. "We saw an opportunity in Helena and opened operations there about six years ago, and that's worked out well. We're currently studying the possibility of opening another major location. We don't believe in standing still. If there's something we can do to grow the business, we're going to look into it."

Productive wheel loaders

For the past 20 years, Pioneer has been turning to Modern Machinery for some of its crushing equipment and for Komatsu wheel loaders to run the plants. Today, the company has three Komatsu WA450s and two WA250s.

This rock pit near Butte is one of two quarry facilities owned and operated by Pioneer Concrete & Fuel.



"We use the WA450s primarily to dig virgin bank and feed our crushers," said Rodd. "We use the WA250s to feed our batch plants. One of our WA450s is a brand-new, Dash-6 model and it's excellent. Every new machine we get is a little quicker and a little better than the one before. But the great thing about Komatsu wheel loaders is that even the old ones are good. We have a Dash-2 model that's almost 20 years old and probably has 16,000 hours. We put a reman engine in it a couple of years ago, but all the rest of it is original and we still use it every day."

"We became sold on Komatsu the first time we demo'd a machine," added Rande. "We tried it against the top two competitors, and it really wasn't much of a contest. One of the other machines broke during the demo and the Komatsu out-dug the other one about two to one. We demo'd one other time and it was the same story. We're so completely satisfied that we didn't even try anything else out when we bought our latest Komatsu, the WA450-6."

Professional, friendly service

The Farrow's say the service they get from Modern Machinery in Missoula is also a big reason they choose Komatsu.

"Our Modern Territory Manager Tom Wackler does an excellent job for us, and their PSSR Tom Peterson is always bringing parts out to us," said Rodd. "Their Shop Superintendent Marvin Berg is often able to talk me through repair problems on the phone, which saves us a lot of time and money. And when they do have to send out a technician, Randy Engbloom is one of the best. He gets us up and running fast. Modern is a very professional but friendly outfit."

"Longtime customers like Pioneer Concrete are the backbone of Modern Machinery," said Modern President Brian Sheridan. "We've enjoyed working with Rande and Rodd through the years and look forward to continuing the relationship in the future."

Retirement destination

The Farrow's say business is good and they're optimistic about what lies ahead.

"We're looking for growth throughout southwestern Montana," said Rande. "We're seeing a lot of people move here, particularly



Pioneer Concrete has long been a user of Komatsu wheel loaders in its quarries and ready-mix plants. This Komatsu WA450-6 is the company's newest machine.



This 20-year-old Komatsu WA250-2 is at work at Pioneer Concrete's Butte ready-mix plant. "We started buying Komatsu because in demos, they outperformed the other brands," said Rodd Farrow, who oversees equipment for Pioneer. "Our new Dash-6 is excellent, but one of the things we appreciate about Komatsu wheel loaders is the way they hold up. Even the old ones are good and reliable."



(L-R) Rande and Rodd Farrow work closely with Modern Machinery Territory Manager Tom Wackler and other Modern personnel for equipment, parts and service needs.

retirees. They're coming from southern California and from back East, looking for a different lifestyle."

"Here, the cost of living is more affordable and the pace is more relaxed," added Rodd. "Because of that, we think this region will continue to be a popular retirement destination for the foreseeable future, and we hope to grow right along with the territory." ■

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SIDEWALK GRADING SYSTEMS

Eatonville, Wash., company revolutionizes sidewalk construction with innovative new tool

About three years ago, Steve Schmidt and Ron Gordon's boss gave them a job grading 8,000 feet of sidewalk. Traditionally, that type of work was done with a rake and shovel. Schmidt and Gordon thought there had to be a better way, so they went to work designing a tool that would enable them to grade the sidewalk faster and more efficiently.

"Our first sidewalk grading tool wasn't very sophisticated, but it did help us get that initial job done quicker and with fewer people," said Schmidt. "We were encouraged enough to keep working on it. Eventually, after seven prototypes, we came up with the SGS 2000 — a unique, time-saving and money-saving piece of equipment."

The patented SGS 2000 (SGS stands for Sidewalk Grading System, and 2000 is the approximate number of feet the unit will complete in a day) became the catalyst for their new business, Sidewalk Grading Systems. The tool essentially consists of a hydraulically controlled blade that's mounted on an arm extending from a compact excavator. By incorporating a TOPCON slope-sensing control system, the SGS 2000 enables an operator to achieve consistently accurate grades within one-fourth inch.

"One of the big advantages of the SGS 2000 is that it provides a rough grade that's very, very close to finish grade," said Schmidt. "As a result, you don't have to bring in a lot of extra rock. For example, we recently did 6,000 feet of sidewalk grade for a company. Typically, they would have used 300 to 400 tons of rock to reach finish grade, but our rough grade was so close, we needed only 100 tons of rock. It saved a lot of money on the rock itself, not to mention the men and machines to place it."

Twice the work, half the time

Schmidt says the SGS 2000 grades 2,000 feet of sidewalk daily in difficult ground conditions, and averages 3,000 feet or more per day in normal conditions. That, he says, compares to about 1,000 feet per day by the traditional sidewalk grading method. What's more, he says, it takes far fewer men and machines. "The SGS 2000 does twice the work in half the time. It truly is a revolutionary way to grade sidewalks."

Sidewalk Grading Systems has expanded its operations throughout most of Modern Machinery's territory.

"Many general contractors are now calling on us to do all their sidewalk grading because we can do it faster and cheaper than they can do it themselves," said Schmidt.

The ideal carrier

One of the keys to the tool's effectiveness is the machine that carries it. That's why SGS has turned to Komatsu compact excavators. Sidewalk Grading Systems uses three Komatsu PC50s to carry its SGS 2000s.

Continued . . .

Steve Schmidt is Co-owner of Sidewalk Grading Systems.



Komatsu PC50 best suited for SGS 2000

... continued



Bill Culliton, General Manager (left) and Steve Schmidt (right), meet with Modern Machinery Sales Representative Mike Foote. "We're very thankful to Mike and everybody at Modern for helping us get this project started," said Schmidt.



Mounted on a Komatsu PC50, the SGS 2000 uses a TOPCON control system to achieve rough grade that's within one-fourth inch of finish grade. "We've found the Komatsu PC50 to be the ideal carrier for the SGS 2000 because of its hydraulic power, strength and overall reliability," said Co-owner Steve Schmidt.



"They are the ideal size for most jobs," Schmidt explained. "Why Komatsu? Because we think it's the best excavator on the market, certainly for what we want it to do. Because we borrow power from the excavator to run the tool, we need an excavator with plenty of hydraulic power, and Komatsu excavators are renowned for their hydraulics. Also, we wanted a reliable machine we could count on day after day, and our Komatsus have given us remarkable uptime. We did a million square feet of sidewalk prep last year and didn't have a single breakdown."

Schmidt says another plus for the Komatsu PC50 is that it has about one and one-half feet more arm reach than its top competitors. "That's important for us because we use the excavator and bucket to loosen hard material in front of the blade, as well as to pull in or push out material as needed to get the required grade. So the extra reach is very helpful. Even with the long reach, this well-balanced machine causes less operator fatigue from tossing and jerking around than the other machines do. What's more, the PC50 is a very sturdy excavator, which allows it to handle the blade attachment relatively easily."

Schmidt also credits machine Sales Rep Mike Foote and Modern Machinery for assisting SGS with the evolution of this tool and for helping fine tune the tool to the excavator.

"We're pleased to be of service to Sidewalk Grading Systems," said Modern President Brian Sheridan. "We wish them great success as they continue to expand the SGS 2000, as well as in their day-to-day field operations in Modern Machinery's territory."

A growing business

Schmidt says he is optimistic about growth opportunities in the region.

"We have established operations in Wenatchee and Sedro Woolley, Wash., as well as in Oregon and Idaho, to meet the needs of Northwest contractors wherever they're building," said Schmidt. ■

For more information on Sidewalk Grading Systems, including testimonials from contractors, visit the company Web site at www.sgs-2000.com.

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NEW “GO-TO” LARGE EXCAVATOR

The PC800LC-8 is bigger, faster and more fuel-efficient than its predecessor

For large earthmoving jobs, as well as heavy underground utility projects, the Komatsu PC800LC-8 is the new “go-to” machine. The PC800LC-8, which meets Tier 3 emissions-reduction standards, has replaced the PC750LC-7 in Komatsu’s excavator lineup.

Weighing in at more than 180,000 pounds, the PC800LC-8 is several thousand pounds heavier than its predecessor and has a faster cycle time.

“The additional weight gives the PC800 improved lift capacity and over-the-side stability, which makes it ideal for lifting and placing heavy pipe,” said Komatsu Hydraulic Excavator Product Manager Peter Robson. “The improved cycle time was achieved with a quick arm-return circuit and a faster bucket dump. The result is greater productivity in truck loading.”

Like all Dash-8 excavators, the PC800 delivers outstanding fuel economy, especially when run in the Economy working mode. The machine also has a Heavy Lift mode which delivers 10 percent more lifting force on the boom whenever it’s needed.

The KOMTRAX monitoring system is standard equipment on the PC800LC-8, which also has a hydraulic fan with a Reverse mode that operators can activate through the monitor panel to help clean the radiator when operating in particularly dusty conditions.

King of the hill

The PC800LC-8 has 487 net horsepower, which is 7 percent more than the PC750LC-7.

“That’s nice, but an excavator is not like a dozer or a truck where you need raw horsepower to pull up a hill,” Robson explained. “With an

excavator, it’s all about how fast you can dig, and top digging performance is achieved through precise engine and hydraulic management, not higher horsepower. If you can use less horsepower to get the production you need, you’re king of the hill. And that’s what we’ve done with the PC800LC-8. We’ve developed a machine that digs faster but uses less fuel.”

Robson says the PC800LC-8 features the durability and reliability that Komatsu excavators are known for, and is also a very smooth machine that operators will appreciate because it handles like a much smaller excavator. ■

For more information on the PC800LC-8, contact your sales representative, or call our nearest branch location.



Peter Robson,
Komatsu Hydraulic
Excavators Product
Manager

Brief Specs on Komatsu PC800LC-8

Model	Flywheel horsepower	Operating weight	Bucket capacity
PC800LC-8	487 hp	182,980 lbs.	2.23-5.93 cu. yd.

If you're looking for a large excavator that digs faster and uses less fuel, the new Komatsu PC800LC-8 is the answer. The massive 487-horsepower machine delivers outstanding fuel economy and 10 percent more lifting force in the Heavy Lift mode.



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NEW WHEEL LOADER

Mid-size WA430-6 offers better production at a lower cost

Like most equipment users, you're probably looking for a way to lower your fuel costs while maintaining or improving productivity. Komatsu's new WA430-6 wheel loader delivers on both counts.

The WA430-6 replaces the WA400-5 in Komatsu's wheel loader lineup. Like Komatsu's other Dash-6 models (WA380, WA450, WA480, WA500 and WA600), the WA430-6 is powered by an ecot3, Tier 3-compliant engine.

"We've seen significant production and fuel-efficiency increases with the WA430-6 compared to its predecessor," said Rob Warden, Komatsu Wheel Loaders Product Manager. "For example, this machine can use up to 15 percent less fuel to do the same amount of work. Like the other Dash-6 models, it has a large-capacity torque converter, so the user will have a lot of power going up a hill and greater rimpull going into a pile. It also has 21 percent more breakout force than the WA400-5."

The WA430-6 comes standard with a variable-displacement piston pump that works in combination with Komatsu's Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. The design prevents wasted hydraulic flow, which in turn provides better fuel economy.

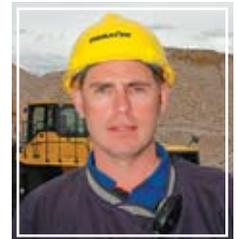
Pick the best mode

Fuel efficiency and power are enhanced through several operation modes, including the "E" (Economy) mode for general loading. An automatic transmission with an "Auto Low" mode is used for low-engine-speed operations, and a "P" (Power) mode gives the WA430-6 maximum digging power. An

"Eco" indicator informs the operator when the machine is maximizing fuel efficiency.

Tracking utilization and machine condition is easy with the KOMTRAX equipment monitoring system that comes standard on the WA430-6. The system allows users to monitor machine location, meter reading and error codes, as well as a host of other information.

"The WA400-5 was a great machine, so we took its basics and made it better with the WA430-6," explained Warden. "We believe this machine, like our other Dash-6 models, is an industry leader that will improve performance in a wide range of applications." ■



Rob Warden,
Product Manager

Comparative Specs for the Komatsu WA430-6

Model	Output	Bucket Capacity	Breakout Force
WA400-5	200 hp	4.1-5.6 cu. yds.	33,290 lbs.
WA430-6	231 hp	4.1-5.6 cu. yds.	40,333 lbs.

Komatsu's new WA430-6 wheel loader, which replaces the WA400-5, provides increased production and fuel efficiency compared to its predecessor. A large-capacity torque converter gives added power for hill climbing and greater rimpull going into a pile.





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NEW BACKHOE LOADER

Komatsu's WB142-5 offers excellent productivity in an economical package

Owners looking for a solid backhoe loader that's economical, yet powerful enough to tackle a variety of tasks can turn to Komatsu's new WB142-5.

"The WB142-5 is the fifth model in an outstanding line of backhoe loaders from Komatsu," said Jeff Aubrey, Product Manager Backhoe Loaders. "It's aimed at the cost-conscious buyer who wants a machine with lots of performance in a simple package. Therefore, it's priced lower than our high-spec deluxe models. It's what we call an 'entry-level' backhoe loader, but it has many of the same design features of its big brother, the WB146-5."

High production

Production in both loader and backhoe applications is driven by a Komatsu 76-net-horsepower diesel engine that's housed in a heavy-duty, cast nose guard, which provides integral counterweight and front protection to the engine. Standard four-wheel drive lets operators work on days when other machines are parked.

Unlike many units in its class, the WB142-5 features a high-output (37 gpm), tandem-gear-pump hydraulic system designed for maximum speed, power and control. It even has two settings for the loader and the backhoe, so the operator can choose between maximum performance and maximum fuel economy.

Roomy work station

Komatsu kept the operator in mind with the new WB142-5, which features a state-of-the-art interior that's rugged, yet elegant. A suspension seat provides a comfortable fit for any size operator. The ROPS/FOPS canopy has a true dual-entry platform. Controls, switches and

gauges are clustered to simplify operation and visibility.

A corner-mounted exhaust allows the operator a full 360-degree unobstructed view, including a clear look at the loader bucket, even at maximum height. Komatsu's new S-boom design is narrow, providing better visibility in both the trench and in loading trucks.

The operator may choose from either Power or Economy mode when using the 14-foot-class backhoe. A one-cubic-yard loader bucket with a bolt-on cutting edge is standard, as are reversible stabilizer pads.

A pleasure to own

Daily service checks are simple. Just raise the one-piece, tilting hood, and all daily checks are grouped on the left side of the engine. Grease points are conveniently located and fuel filling is at ground level. There's also a standard lockable tool box. And like all Komatsu machines, the WB142-5 uses O-ring face-seal hydraulic fittings for leak-free operation. ■

Brief specs on the WB142-5

Model
WB142-5

Output
76 hp

Operating Weight
14,513 lbs.

Bucket Capacity
1.0 cu. yd. (loader)

Komatsu's new WB142-5 offers many of the same benefits as larger Komatsu backhoe loader models — operator comfort, high value, high productivity, ease of service and security.





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HD785-7

Komatsu's new haul truck features advantages designed to lower users' cost per ton

Part of any efficient quarry operation involves moving materials quickly from the ground to the crusher at the lowest cost per ton possible. Komatsu's new HD785-7 haul truck was designed with maximum efficiency in mind to help you move more material faster with less fuel consumption.

"More and more quarries are going to larger-capacity haul trucks, such as the 100-ton HD785-7," said Tom Stedman, Marketing Manager - Mining Trucks. "It has the tightest turning radius of any truck in its class. In quarry operations, where space is often limited, that's a big advantage."

The HD785-7 has several other features that make it advantageous, including a high-performance engine that delivers nearly 10 percent more horsepower than its predecessor, the HD785-5. Variable Horsepower Control (VHPC) allows selection of two modes, Power and Economy, which can be set according to working conditions. In either mode, the VHPC system detects whether the truck is loaded or empty and selects the optimum horsepower for production and fuel efficiency.

Tracking fuel efficiency and maintenance is easy with the Vehicle Health Management System (VHMS), a fully integrated system that collects data throughout the truck. "It's a great tool for looking at long-term trends," said Stedman. "VHMS provides data gathered from all areas of the truck, including pressures, temperatures and speeds, to name just a few. Customers can use this information to customize their maintenance programs accordingly."

All-wheel, wet-disc brakes

Komatsu worked to lower maintenance costs with the addition of all-wheel, wet-disc brakes. Each brake is fully sealed to keep contaminants

out, reduce wear, and require no adjustments. "They are much more efficient than dry-disc brakes," Stedman noted. "Over the long haul, they're going to save the user quite a bit."

An Automatic Retard Speed Control (ARSC) utilizes a large-capacity retarder that allows operators to set downhill travel speed at a constant level, so the operator can concentrate on steering. "It's like cruise control for downhill operation," explained Stedman. "When the operator reaches the speed he's comfortable with, he activates the system with the push of a button, and the truck will maintain that speed. It's very good for areas where there are long downhill hauls.

"The ultimate goal of the new HD785-7 is to save the user time and money," he added. "With more horsepower and lower fuel consumption, the cost per ton is fantastic. We'll be bringing these features to more of our haul trucks in the future." ■



Tom Stedman,
Marketing Manager
Mining Trucks

Komatsu's new 785-7 100-ton haul truck offers 10 percent more horsepower than its predecessor, while lowering fuel consumption. Additional features include all-wheel, wet-disc brakes, Variable Horsepower Control and a Vehicle Health Management System.

Brief specs on the Komatsu HD785-7

Model	Capacity	Net Horsepower	Vehicle Weight
785-7	100 tons	1,178	366,000 lbs.





930E

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THE KOMTRAX ADVANTAGE

How Komatsu's wireless equipment-monitoring system can help you improve productivity

Chances are you've heard of KOMTRAX, Komatsu's wireless system that allows you to monitor your equipment from your office computer or laptop. You may know it provides basic information, such as where a machine is and how many hours are on it, which is useful if a machine is stolen, and for service and maintenance. What you may not realize is that the new version of KOMTRAX can also be an extremely useful tool in improving your field productivity.

"Customers who use the full-range of KOMTRAX services have a distinct advantage over those who don't. It's really that simple," said Ken Calvert, Komatsu Director of IT Support. "How? By providing details on asset utilization. How many of your machines are actually working at any given time? Do you need more machines, or could you get by with fewer? Is a machine working or idling? Is it being run in Power mode or Economy mode; and if it's full power, is that really necessary or is it a waste of fuel? These are all money matters that directly impact a contractor's bottom line."

"Of course, KOMTRAX is also still a valuable tool for scheduled maintenance and helping implement a repair-before-failure program for major components," added Chris Wasik, Manager of Service Support Programs for Komatsu. "But we believe KOMTRAX's operational information will help a contractor improve efficiencies, availability and profit."

The KOMTRAX difference

Komatsu is so convinced that wireless equipment monitoring is a true difference maker for equipment users that it's taken unprecedented steps to make the system available, affordable and user-friendly. These steps include:

- Factory installing KOMTRAX as standard equipment on almost every new Komatsu machine, and making it totally free for five years (top competitors charge more than \$2,000 for the hardware and installation, then also charge a monthly communication fee);
- Having a team of Komatsu and distributor personnel dedicated solely to monitoring KOMTRAX, and communicating with customers to help them keep costs and downtime to a minimum;
- Making the information easy to use and understand, including, in the not-too-distant-future, communicating KOMTRAX info to customers via e-mail.

"Right now, thousands of KOMTRAX-equipped machines are out in the field, but only a small percentage of customers actually use the data," observed Calvert. "We want to increase that number because we're convinced Komatsu customers who use KOMTRAX properly will be more productive and more profitable." ■



Ken Calvert,
Director of IT Support



Chris Wasik,
Manager of Service
Support Programs

For more information on how KOMTRAX can work for you, contact our service department today.

By using all the capabilities of KOMTRAX, machine owners can improve field productivity and improve profitability.



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CONTINUOUS IMPROVEMENT

Serving customers better is the goal of V.P./General Manager of Construction Division

QUESTION: As someone relatively new to Komatsu, what are your initial thoughts on what the company does best?

ANSWER: As one of my former bosses used to say, "Product is King," and one of the things I've learned is that Komatsu products are excellent. We make very high-quality, technologically advanced equipment that's productive and reliable. We believe our products provide the best value in the industry when you take into account the performance, the uptime, the longevity and what you'll get in resale or trade-in.

QUESTION: At the other end of the spectrum, where does Komatsu need to improve?

ANSWER: The biggest thing is product support. Certainly, that's not unique to Komatsu. Probably every equipment manufacturer and every equipment dealer in the country would say they want to improve product support because that's where you create customer loyalty. From what people tell me, Komatsu has improved in that area in recent years. I believe we're doing a good job supporting our product now, but we're still not as good as we want to be or need to be. Our goal is continuous improvement that results in ever greater customer satisfaction.

QUESTION: What steps is Komatsu taking to improve the level of support?

ANSWER: The Komatsu Training and Demonstration Center in Cartersville, Ga., is a good example of a step we've taken to improve the quality of service we provide. It's a state-of-the-art facility that offers training for distributors' technicians, their in-house trainers and their customers. On the parts side of the

Continued . . .



Greg Hewitt,
V.P./General Manager Construction Division,
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.

A native of Knoxville, Tenn., Greg Hewitt graduated from the University of Tennessee with a business degree, then joined the Maytag Company. Unlike the Maytag repairman of TV commercial fame, Greg was never the loneliest guy in the world while at Maytag. He spent 17 years there, where he earned an MBA and held a variety of increasingly important jobs. He left Maytag in 2004 to join Textron, a large multi-industry company, as Executive Vice President of the Jacobsen (professional mowers) Division.

Last November, Greg was recruited by Komatsu America Corp. to become V.P. and General Manager of the Construction Division. It's a new position in which Hewitt oversees all activities associated with planning, operations, selling and servicing Komatsu's construction-size equipment line, which consists of D31 to D275 dozers; PC120 to PC1250 excavators; WA150 to WA700 wheel loaders; GD555 to GD675 motor graders; articulated trucks; and rigid trucks less than 715 hp.

"Even though I had never worked in heavy equipment manufacturing, I knew Komatsu was a great company and that this was a great opportunity," said Hewitt. "Having been here for a while now, I'm even more excited about the prospects. One of Komatsu's strengths is a product that, in my opinion, across-the-board, is equal or superior to anything else out there. Our goal is to build on that strength to deliver an unprecedented level of satisfaction to customers."

Hewitt is married with two daughters, ages 8 and 12. "My work days can be fairly long. When I'm away from the job, I enjoy investing time with family, staying in shape, reading and traveling."

Komatsu to introduce new, small dozer line

... continued

support equation, we continue to open Regional Parts Depots to ensure that our distributors can get same-day or early next-morning delivery of virtually any part. We now have a fill rate in the high 90th percentile, which we'll put up against anybody in the world.

QUESTION: Product-wise, what should Komatsu customers be excited about this year?

Komatsu's focus on product support places an emphasis on training. The company's state-of-the-art Training and Demonstration Center in Cartersville, Ga., provides training for distributors' technicians and in-house trainers as well as customers.



To augment its larger dozer line, which includes machines such as this D155AX, Komatsu plans to introduce a new line of small dozers in 2007.

With a wide range of equipment from large mining machines to compact utility equipment, Komatsu produces high-quality, technologically advanced equipment that's productive and reliable. "We believe it's the best value in the industry," stated Greg Hewitt, V.P./General Manager Construction Division, Komatsu America Corp.



ANSWER: Our big launch in 2007 is a new, small dozer line (machines roughly in the 75- to 125-horsepower range). We believe our current Komstat dozers are excellent — highly productive and reliable — and that the new models will be best-in-class by a large margin.

QUESTION: If you had one-on-one time with a contractor who's trying to choose between a Komatsu machine and another leading brand, what would you tell him to convince him to buy Komatsu?

ANSWER: I would just give him the facts. Fact number one: if production is important, examine horsepower, digging speed, capacity, fuel efficiency, reliability — all of those things. Shop and compare. In most cases, we're going to come out on top. Fact number two: do some research on resale value. Due in part to our commitment to R&D and engineering, our machines last a long time and hold their value better than the competition. Fact number three: look at the big picture. We're a \$16 billion global company. With Komatsu and our distributors, you get the kind of cradle-to-grave total support that only the largest of companies can provide.

Lastly, I'd tell him to look for the best value. If he studies the machine owning and operating costs, we feel confident that Komatsu will be the choice more times than not.

QUESTION: What is Komatsu expecting from the construction economy this year?

ANSWER: We're fairly positive about the construction market. As everybody knows, housing is down, but everything else is holding its own. The overall industry forecast is for about a mid- to high-single-digit decrease in the total number of units sold this year. On the face of it, that doesn't sound great, but when you consider we're coming off a couple of all-time-record years, it's really not bad at all.

And frankly, at Komatsu, we think there's a potential for us to grow our business even in a slightly slower market. In the overheated environment we've been in, some manufacturers did well largely because they had inventory available. Now, with inventory more plentiful, customers will probably do more shopping around looking for the best value. We welcome that environment as an opportunity to prove our worth to an equipment user. ■

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Milling - Cold Recycle



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LONG HOURS AND SAFETY

New study indicates working overtime is not a major health or safety issue

It has long been speculated that working long hours, which is not unusual in the construction industry, might negatively impact the health and safety of workers.

However, a recent study by Allan Harris Jr., Ph.D., and William Bunn, M.D., indicates that may not be the case.

There has long been a perception that working more than 40 hours per week adversely affects the health and safety of workers. There were even some research studies indicating that was the case. But now, a new study shows the connection between working overtime and experiencing safety and health problems might be overstated.

The study, published recently in the Journal of Occupational and Environmental Medicine, found that people who work very long hours do indeed have an increased likelihood of health and safety problems — however, it also found that other factors, such as previous health

problems, actually have a much stronger effect on overall worker health, safety and productivity.

“Our results challenge the assumption that each hour of work above 40 hours steadily increases health and safety risks and reduces productivity,” said Allen Harris Jr., Ph.D., lead author of the report. “In fact, no adverse effects were found until the 60-hour-per-week mark.”

Even when workers reached the 60-hour-per-week mark, Allen noted that “the effects were limited to an increased risk of workers’ compensation episodes for hourly female employees with a history of workers’ comp episodes, and to an increased risk of new musculoskeletal diagnoses for older workers.” People not in those categories did not show any added risk.

More emphasis on prior health

The study was based on a sample of nearly 2,800 people who work at a heavy manufacturing company. Presumably, the results are also applicable for other industries, including construction, where long hours are often the norm.

According to the researchers, moderate overtime (48-59 hours per week) had no bearing on employee health and safety, regardless of their job or demographic characteristics.

“Although work hours are a factor, they should be considered alongside previous health and other factors that comprise the larger context within which employee health, productivity and safety outcomes are determined,” said William Bunn, M.D., co-author of the report. “On both the research and policy fronts, more emphasis needs to be focused on prior health and other antecedents to the number of hours worked that better predict employee safety, lost productivity and future health.” ■

Today’s advanced equipment, such as this Komatsu excavator, is specifically designed for operator safety and comfort, which also makes construction safer.



NUMBER ONE

Komatsu tops Canon, and even Toyota, in recent business ranking of Japanese companies

In a recent study of top Japanese companies, Komatsu was No. 1, ahead of such iconic brands as Canon and Toyota, which respectively finished second and third in the ranking of more than 1,000 Japanese companies.

The Nihon Keizai Shimbun, Japan's leading economic and business daily newspaper, published by Nikkei Inc., annually evaluates top Japanese companies based on overall corporate excellence. The evaluation takes into account earnings and growth potential; flexibility and social responsibility; research and development; and youthfulness. Komatsu's growth capability was given particularly high marks in the Nikkei evaluation.

"Komatsu is truly a global company," said Modern Machinery President Brian Sheridan. "If Japan is down, as it has been, Komatsu can still do well because of its strong presence elsewhere, whether that is North America, Europe, China, India, or anywhere else in the world. The fact that Komatsu invests heavily in research and development keeps it on the cutting edge of the industry and is another strong factor in its success."

Komatsu was cited specifically for its global competitiveness and its willingness to change its business structure for long-term success. As an example, the evaluation cited Komatsu's sale last year of its Electronic Metals semiconductor division, which, though profitable, lacked synergy with the company's mainstay business of construction equipment and industrial machinery. The Nikkei evaluation gave Komatsu high marks for reinvesting funds from that sale back into their primary businesses, including construction of a new plant in India.

Komatsu President and CEO Masahiro Sakane said he's very happy about the No. 1 ranking from Nikkei, which he attributed to continuing and ongoing efforts to improve corporate governance.

"As a Komatsu distributor, we've known for a long time that Komatsu equipment is topnotch and that the company is well-run," said Sheridan. "This designation doesn't surprise me, but I think it provides added assurance for our customers that they are dealing with a manufacturer that is a world leader."

In 2005, Komatsu was Number 11 on the Nikkei evaluation list. ■



Masahiro Sakane,
Komatsu President
& CEO

Nikkei PRISM Survey (top Japanese companies)

- | | |
|-----------------------------|---------------------------|
| 1. Komatsu Ltd. | 6. Advantest Corporation |
| 2. Canon Inc. | 7. Fanuc Ltd. |
| 3. Toyota Motor Corporation | 8. Eisai Co., Ltd. |
| 4. Hoya Corporation | 9. TDK Corporation |
| 5. ORIX Corporation | 10. Sumitomo Metal Mining |

With manufacturing operations throughout the world, including a major presence in Chattanooga, Tenn., Komatsu recently earned the top spot in a prestigious business ranking of Japanese companies.



Small business health insurance being studied

This article appeared in AED's (Associated Equipment Distributors) "Washington Insights" newsletter

The House Small Business Committee recently held a hearing on the state of healthcare for small business. The committee acknowledged that rising healthcare costs are one of the biggest concerns for small businesses, and that fewer entrepreneurs are able to provide adequate health insurance to their employees.

According to the committee, of the 46 million uninsured Americans, more than half live in a household headed by a small-business owner or employee. While most businesses that employ more than 200 provide health insurance to their employees, less than half of small-business employers offer coverage.

As House Small Business Committee Chairman Nydia Velásquez (D-NY) noted, "The high cost of healthcare is a serious

obstacle for small businesses that are trying to compete in the global marketplace. We know small firms pay more per employee to provide health insurance than large firms and that many of our nation's main job creators simply cannot afford it. Meaningful reform that addresses these concerns is a necessity, and this committee will be working to find a solution to this ongoing crisis."

Possible solutions to the problem include changing the tax treatment of health insurance, exploring reinsurance options, and expanding pooling options available to small businesses. A recent AED survey shows that members believe Congress should enact legislation to reduce small-business insurance costs, thus helping members provide health insurance to their employees. ■



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OVERNIGHT PARTS DELIVERY

Modern takes steps to have even slow-moving parts available to customers by 7 a.m.

PBy the clock, the difference between 7 a.m. and 10 a.m. is just three hours. But for a contractor needing a replacement part for a machine that's down, it's often much more than that.

"If a contractor doesn't have the needed part by the time his crew arrives for work, there's a good chance he's going to send his employees home rather than pay them to sit around and wait," said Bill Crandall, Modern Machinery Vice President of Finance and Operations. "That means a full day's worth of production is lost, which for a contractor can be very significant."

To help customers avoid those lost days, Komatsu and Modern Machinery have teamed up to substantially improve parts availability throughout Modern's vast territory. The effort started last fall when Komatsu opened a regional parts depot in Portland to stock slow-moving parts (an indication of the program's success is that the depot's parts inventory has almost doubled in just a little more than six months). At the same time, Komatsu and Modern instituted a delivery system to ensure that those parts would arrive overnight at as many branches as possible so they'd be available to customers when the doors opened at 7 a.m.

Two trucks meet in the night

To achieve that, Modern has two trucks that leave at 6 p.m. the day before — one from the Komatsu parts depot in Portland heading north, the other from Modern's forestry parts warehouse in Spokane heading west. Both are carrying parts that were ordered that day. The northbound truck, loaded with Komatsu parts, makes stops at Modern's branches in Rochester and Kent, Wash., before meeting the Spokane truck just east of Seattle to trade loads. It then retraces its route, dropping off any forestry parts that are needed at branches on the return trip to

Portland. The other truck heads back to Spokane to deliver Komatsu parts to that branch. When the truck arrives in Spokane, a fresh driver immediately heads for Missoula and Kalispell, Mont., to deliver parts to those branches.

"Thus far, our trucks deliver to Washington and Oregon and we just added Montana to the route," said Modern PSSR Manager Marty Brendal. "We're covering our Eugene store with a separate carrier and our Billings branch is served by the Komatsu parts depot in Denver. That leaves only the southern Idaho branches off the early-morning parts-delivery service. Even though we have next-day availability to those locations, we will continue to examine our options to upgrade services there.

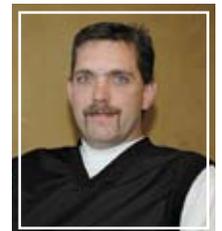
Modern Machinery's overnight parts delivery service runs Monday through Friday, and is free of freight charges to the customer.

"One of our goals is to help Modern Machinery's customers reduce equipment downtime, and certainly, this overnight parts-delivery system helps us accomplish that," said Crandall. ■

Modern Machinery has instituted an overnight trucking system so that even slow-moving parts, including large components like this transmission, are available to customers at most branches when the doors open at 7 o'clock the following morning.



Bill Crandall,
VP of Finance
and Operations



Marty Brendal,
PSSR Manager



STRENGTH IN NUMBERS

How customers benefit from the growth of Komatsu's Certified Used equipment program



For more information
on Komatsu
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used equipment, call
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Back in 1999, Komatsu started certifying used equipment so buyers would know exactly what they were getting when they bought a Komatsu used machine. No more guesswork. No more hoping you're getting a good deal, but fearing you might be buying somebody else's problem. With Komatsu's Certified Used equipment program, you could buy used with confidence.

The program started with just a handful of distributor technician-evaluators trained to inspect used machines. Today, there are more than 600 such certified inspectors.

"The growth of the program and the growth of the number of trained evaluators is significant because it ensures a high level of

consistency from coast-to-coast," said Komatsu Director of ReMarketing Lee Haak. "All of our technician-evaluators are trained to the same standards and certified by the same person, Komatsu ReMarketing Training Manager Alan Christensen. They all use the same worksheet and the same criteria. Wherever you are in North America, if you buy a Komatsu Distributor Certified used machine, you're assured of what you're getting and of what the machine is going to do."

Full disclosure

The Distributor Certified evaluation process includes diagnostic tests and covers all essential aspects of machine operation, from the engine, drive train and hydraulics to the undercarriage, work equipment and electrical system.

"The inspection and resulting rating basically constitute a 'full disclosure' report to the buyer of that piece of equipment," explained Christensen. "We're providing honest, straight-forward and factual information. Sometimes, when we find issues, we repair them. But mostly, we're here to give a true assessment of a used machine's status."

The inspection/assessment is something each evaluator takes very seriously, according to Christensen. "The evaluator's name is on that report. By signing it, he is, in essence, looking the salesman in the eye and saying, 'You can tell your customer he can buy this with confidence because I've given it a thorough inspection.' It's like his own personal seal of approval."

Because of the rigorous inspection, Komatsu distributors are willing to stand firmly behind the product, which is also often eligible for extended warranties and special rates from Komatsu Financial. ■

(Right) Following about five hours of classroom training, technicians are critiqued on their practice evaluations.



(Below) Komatsu ReMarketing Training Manager Alan Christensen conducts a training session at a Komatsu distributor.





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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 and click on "used equipment."





MODERN MACHINERY

USED EQUIPMENT PRICED TO SELL

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
CRAWLER DOZERS 					
KOMATSU D155AX-5	SU BLADE, MS RIPPER	75026	2001	4,883	POR
KOMATSU D155AX-5	SU BLADE, MS RIPPER	75217	2003	3,805	POR
KOMATSU D41E-6C	PAT BLD, OROPS, RIPPER	B40921	2006	261	POR
KOMATSU D41E-6C	PAT BLD, OROPS, RIPPER	B40922	2006	364	POR
KOMATSU D41P-6C	PAT BLD, A/C	B40937	2006	201	POR
KOMATSU D21A-7	DOZER	80320	1998	2,200	\$31,500
CAT D8R	SU BLADE, MS RIPR, A/C	7XM00578	1996	13,482	\$315,000
DRESSTA TD8H	PAT BLD, OROPS, SWEEPS, RIPR HYDS	P036600	2004	836	\$61,500
DEERE 700H	DOZER	T0700HX93028	2004	3,400	\$105,000
WHEEL LOADERS 					
KOMATSU WA320PT-5L	3.5 YD, RDLS, A/C, ECSS, QC	A39023	2006	1,266	\$136,500
KOMATSU WA320-3MC	QC, GP BKT	A31022	1999	11,687	\$45,000
KOMATSU WA250L-5	3.0 YD, RDLS, A/C, ECSS, QC	72130	2006	722	\$121,500
KOMATSU WA50-2	WHEEL LOADER	1023026	2004	1,329	\$35,000
DEERE 624G	QC	DW624GD55561	1996	7,478	\$49,000
CAT 980G	GP BKT, BIAS	2KR01073	1998	21,737	\$130,000
VOLVO L220E	LOADER	L220EV2626	2003	8,965	\$159,000
HYDRAULIC EXCAVATORS 					
KOMATSU PC1250LC-7	11'A	20267	2005	4,516	\$715,000
KOMATSU PC308USLC-3	11'6" A, BKT 74459, 739071	20367	2006	1,263	POR
KOMATSU PC220LC-6L	10' A, BKT, THUMB	A80687	1995	8,263	\$55,000
KOMATSU PC220LC-6LC	10' A, 42" B&C, 1.75 YD	A82320	1997		\$105,000
KOMATSU PC220LC-7L	10' A, QC, THUMB, 73578 BKT	A86842	2005	2,106	\$149,500
KOMATSU PC200LC-6LE	18'8" B, 9'6" A, QC, THUMB	A85493	2001	4,320	\$125,000
KOMATSU PC200LC-7B	9'7" A, 36" B&C	C50774	2005	1,298	\$137,500
KOMATSU PC150LC-6	QC, BKT, THUMB	K30142	1997	5,500	\$59,000
KOMATSU PC150LC-6	8'7" A, 16'11" B, 36" B&C, .63 YD	K30477	1998	6,994	\$62,500
KOMATSU PC138US-2	EXCAVATOR, RDLNR	2616	2001	3,103	POR
KOMATSU PC138US-2	EXCAVATOR	2615	2001	3,074	POR
KOMATSU PC128US-2	9'A, BKT, QC, COMBO HYD	6027	2000	3,700	POR
KOMATSU PC128US-2	EXCAVATOR	6507	2000	3,231	POR
KOMATSU PC120-6	EXCAVATOR	70239	2003	1,953	\$78,000
KOMATSU PC30MR-1	4'1"A, 18" BKT	13643	2001	1,807	\$26,000
JCB JS330	QC, 32" 48" BKT	EO712604	2000	1,687	\$129,500
MOTOR GRADERS 					
CAT 14H	GRADER	7WJ02219	2002	6,533	\$335,000
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPPER LATREL	51250	2006	642	POR

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BACKHOES



KOMATSU WB140-2	4WD, OROPS, STD ARM	F10415	2000	2,724	\$30,000
KOMATSU WB140-2T	4WD, OROPS, STD ARM, AUX HYD, LSS	30417	2001	921	\$39,500

FORESTRY EQUIPMENT



TIMBCO T475E		CW4C21370209	2003	4,772	\$197,500
TIMBCO 475EXL	W/395 VT SN 902	CW4C22240829	2003	3,800	POR
500T	HARVESTER	500T0138	1995	5,400	\$50,000
500T	HARVESTER W/965	AT4C15470607	1999	2,290	\$150,000
500T	SQRT BOOM, 965 HEAD S/N 452	500T0168	2000	7,002	\$250,000
VALMET 921	HARVESTER/965	31497	2000		POR
VALMET 921	HARVESTER/965	3117	2000		POR
TIMBCO T445D	33 BAR SAW	FT4C1835	2000	7,106	\$125,000
TIMBCO T425E	HARVESTER	AT4C20480430	2002	8,682	\$155,000
TIMBCO T445B	W/BAR SAW, 72534 LOGMAX	FT4C66307149	1995	9,056	\$140,000
TIMBCO T475D	TIMBCO HARVESTER	CW4C2061	2002	5,000	\$199,000
LINK-BELT 2700Q	LINKBELT/KETO 150	E5153270	1995	11,824	\$55,000
TIMBCO T445D	22/40 QDCO	FT4C17140222	2000	7,223	\$185,000
VALMET 911C	HARVESTER W/965 SN 381	911C4025	1997	8,578	\$150,000
TIMBER PRO TF820E	FORWARDER	TF183122001	2001	2,268	POR
VALMET 892	FORWARDER	892237	1996	15,248	\$80,000
TJ 1210A	FORWARDER	12100372			POR

HAUL TRUCKS



KOMATSU HD785-3	79-YD HAUL TRUCK	2551	1997	22,282	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2552	1997	21,368	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2553	1997	21,740	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2556	1997	23,638	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2559	1997	22,533	POR
CAT 785	150-TON HAUL TRUCK	8GB00130	1985	45,000	POR
CAT 785	150-TON HAUL TRUCK	8GB00138	1985	44,700	POR
KOMATSU HM400-1	ARTIC TRUCK	1168	2004	3,972	\$365,000
DEERE 250D	ARTIC TRUCK	BE250DT20085	2005	3,600	\$175,000

AGGREGATE EQUIPMENT

JCI FT6203CC	TRACK MOUNT SCREEN PLANT	P060369	2007	17	POR
PRO 1	PRO SCREEN	P245A07	2007	1	POR
CEDARAPIDS S6203	SCREEN PLANT	P620332506	2005	1	POR
36X60	STACKABLE CONVEYOR	41859	2007	1	POR
36X150	SUPER STACKING CONVEYOR	407033	2007	1	POR

MISCELLANEOUS



IR DD110	78" ASPHALT ROLLER	157724	1999	2,641	\$55,000
IR DD110HF	78" ASPHALT ROLLER	162770	2000	3,300	POR
IR DD130	84" ASPHALT ROLLER	171655	2003	1,064	POR
LEEBOY L8000T	PAVER	8000T2284LD	2001	1,700	\$32,500

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