

UPDATE

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PACIFIC STEEL & RECYCLING

How this employee-owned Montana firm has become one of the U.S.' leading recyclers

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Kelly Frantzich,
Equipment Manager



Brent Kerr,
President



John Mengler,
Milling Manager/
Estimator

KERR CONTRACTORS, INC.

One of Oregon's top contractors adds significantly to its milling capabilities

See article inside . . .



KOMATSU®



Brian Sheridan

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that exceeds
expectations**

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Dear Valued Customer:

Innovation is key to leading the way in the marketplace, and we believe no other manufacturer is as innovative as Komatsu. With each new emission standard, Komatsu sets the bar by not only meeting it, but exceeding expectations by designing machines that, in most cases, are also more productive and more fuel-efficient.

In this issue of your Modern Machinery *Update*, several machines are highlighted to illustrate Komatsu's construction ingenuity and its purpose-built machinery. We believe you will be impressed. However, it's not only machine innovation that makes an impression.

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Modern Machinery is determined to be your single source when it comes to equipment. If there's anything we can do for you, please don't hesitate to call or stop by one of our branch locations.

Sincerely,
Modern Machinery

Brian Sheridan
President

UPDATE

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PACIFIC STEEL & RECYCLING

How this employee-owned Montana firm has become one of the U.S.' leading recyclers



Kelly Frantzich,
Equipment Manager

Like many companies in the Pacific Northwest, Pacific Steel & Recycling has a colorful history. It dates back to the early 1920s when its predecessor company was formed as a hide and fur depot in Great Falls, Mont. After a time, the company got into scrap recycling as well as hides, and eventually added steel products as well. Today, with 42 locations in nine states (Washington, Idaho, Montana, Wyoming, North and South Dakota, Colorado, Utah and Nevada), it is one of the leading scrap-recycling operations in the western U.S.

Pacific Steel & Recycling is a full-service recycler that offers conveniently located, clean and well-organized yards that are user-friendly, enabling customers to get in and out quickly. The company also operates a large roll-off

container service and does on-site processing out in the field for large items, such as old farm appliances, along with mobile car baling.

"We try to meet customers' needs," said Pacific Steel & Recycling Equipment Manager Kelly Frantzich. "That's why we're here. There are other recycling companies in our various markets and everybody in the industry pays comparable prices. Where we try to differentiate ourselves is by offering the best customer service. The Pacific Steel & Recycling philosophy is to give customers a fair price and the best experience. By doing that, we earn their repeat business. By and large, that's what happens every day at our facilities."

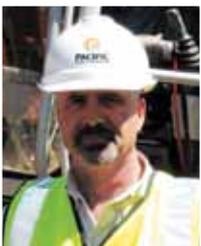
That attitude toward top customer service is perhaps aided by the fact that Pacific Steel & Recycling is 100-percent employee-owned.

"Because of employee ownership, everybody who works here has a strong incentive to see the company do well," noted Frantzich. "We all understand the correlation between the company's success and our own individual success. It's a very powerful motivator that keeps everybody on the same page and keeps customer satisfaction front and center. It also means employees take a great deal of pride in the company. As a result, we have little turnover, so our staff is highly experienced and very good at their jobs."

Quality equipment and top dealer support

Frantzich works closely with Pacific Steel & Recycling President Jeff Millhollin and Scrap Operations Vice President Pat Kons on equipment matters. Pacific turns to Modern Machinery for Komatsu hydraulic excavators and wheel loaders, as well as SENNEBOGEN material handlers.

Pacific Steel & Recycling's Butte, Mont., Plant Manager Jeff Johnson uses a SENNEBOGEN 825 material handler to process material. "Our operators like the SENNEBOGEN because it's responsive and very comfortable," he said.



Pacific has about 15 Komatsu excavators (many are PC220s and PC270s), a dozen or so Komatsu wheel loaders (mostly WA250s and WA320s) and 18 SENNEBOGENs.

“We like Komatsu equipment because it’s reliable, fuel-efficient and lasts a long time,” said Frantzich. “We were the first company in this region to get a Komatsu Tier 4 excavator. Some people were concerned about the new emissions-reducing engine, but we’ve had no problems with it. It’s been an excellent machine. And we really like the Komatsu CARE program that comes with the Tier 4 machines. Modern comes out and does complimentary services for three years or 2,000 hours. That’s a significant benefit to us.

“We’ve also been pleased with the SENNEBOGENs,” he added. “They’re reliable and user-friendly. They’re also very fuel-efficient compared to other material handlers we’ve used.”

While Pacific has been pleased with the equipment, they’re equally happy with the support they get from Modern Machinery.

“Modern is a good partner for us,” Frantzich stated. “They’re in many of the same market areas where we work. They’re easy to work with, and our Territory Manager Terry McConnell goes out of his way to make sure we get the equipment and service we need. But the most important things are the way Modern responds when we call and the quality of technicians they send out. They get us back up and operating quickly.”

“Pacific is a well-respected company and has an excellent reputation throughout the region,” noted Modern President Brian Sheridan. “All of us at Modern appreciate the opportunity they’ve given us to work with them on their equipment and support needs.”

Benefits of recycling

Pacific Steel & Recycling has grown considerably in recent years, both through new plants and acquisitions. It’s a trend that will likely continue. But beyond business growth, Pacific’s overriding goal is to help conserve resources for present and future generations.



Pacific Steel & Recycling has about 15 Komatsu excavators, including this one operating at the Butte, Mont., facility.



Among Pacific Steel & Recycling’s Komatsu fleet is this new PC290LC-10. “We were the first company in this region to get a Komatsu Tier 4 excavator,” said Equipment Manager Kelly Frantzich. “It’s been an excellent machine and the Komatsu CARE program with complimentary service is a big benefit to us.”



Pacific Steel & Recycling Equipment Manager Kelly Frantzich (left) works with Modern Machinery Territory Manager Terry McConnell on equipment matters. “Modern is a good partner for us,” said Frantzich. “I really appreciate the way they respond when we call and the quality of technicians they send out.”

“We want to create quality products and do so in an environmentally friendly and ecologically responsible way,” said Frantzich. “The great thing about recycling is that it conserves natural resources and reduces the amount of material going into landfills, with a side benefit of using less energy. It’s an industry that’s been around forever, but from our point of view, it’s never been more important than it is today.” ■

KERR CONTRACTORS, INC.

One of Oregon's top contractors adds significantly to its milling capabilities



Brent Kerr,
President



John Mengler,
Milling Manager/
Estimator

With two Wirtgen WR 2500 soil stabilizers in its equipment fleet, Kerr Contractors is one of the Pacific Northwest's leaders in soil cement work.

As one of the leading heavy civil general contracting firms in the Pacific Northwest, there's not much that Kerr Contractors, Inc. (KCI), can't or won't do. From earthmoving and pipe work to paving and project management — the Woodburn, Ore., company does it all. Its specialty is taking on large-scale, challenging, high-profile jobs with tight time frames and completing them early and under budget.

Among its wide range of services, KCI has done milling work for about a dozen years. It recently acquired the milling division of Kodiak Pacific to become far and away the largest milling company in Oregon, and one of the largest in the Pacific Northwest.

"In recent years, we've seen much higher demand for milling services," said KCI Founder and President Brent Kerr. "It's a trend we expect to continue as everybody looks to go green by doing more recycling and being more environmentally aware. We wanted to be the 'go-to' company in the region for milling and grinding, and now, I think without question, we are."

The KCI milling division, headed by Milling Manager/Estimator John Mengler and Field

Manager Doug Robbins, operates as an independent entity of Kerr Contractors.

"If the milling division did not operate independently, we couldn't be successful," said Mengler. "Only about 10 percent of our work is for Kerr Contractors. We work with all the paving contractors in the area and they have to trust that we don't share any inside information about their bid with KCI. They also have to trust that we don't give KCI any special pricing. I can assure everybody that nothing like that would happen here. No. 1, it wouldn't be in our best interest to give preferential treatment because we'd lose our other customers. Also, it would be unethical and Brent wouldn't allow it."

Fast, professional, consistent

Kerr Contractors' milling division employs about 30 people during the busy summer season. The company works in Oregon, Washington, Idaho and Montana, primarily doing highways, but it also mills airport runways, taxiways and large parking lots.

"The key to a successful milling job, as it is with all subcontracting jobs, is to get it done quickly and efficiently at a fair price, and do that consistently — every job, every time," said Mengler. "At Kerr Contractors, that's our calling card. We keep relatively new equipment; we maintain it in great shape to minimize downtime; and we have experienced personnel who show up on time and perform in a professional manner every day. Bottom line, our paving customers know they can count on us."

Kerr Contractors also does soil cement work, which goes hand-in-hand with its milling service. "With two Wirtgen WR 2500 pulverizers/soil stabilizers and a fleet of Wirtgen mills, we believe we can be a one-stop shop for many developers and general contractors," said Mengler.





▶ VIDEO

Kerr Contractors recently acquired the milling division of Kodiak Pacific to become the unquestioned No. 1 milling company in Oregon. The company has about a dozen Wirtgen mills, including this W 210 on a job at the Portland Airport. "In our opinion, Wirtgen makes far and away the best mill on the market," said Kerr Milling Manager/Estimator John Mengler. "This W 210 is our newest model and it uses about 40 to 45 percent less fuel than the previous generation."

Wirtgen mills and Modern support

Kerr Contractors has about a dozen milling machines, the vast majority of which are Wirtgen. The fleet includes a new W 210, three W 2200s, four W 2000s, a W 1200 and a W 50.

"We're nearly all Wirtgen," said Mengler. "The company we acquired has some other brands, which we will replace with our brand in the future. We prefer Wirtgen because we're all about production and uptime and nothing gives us the production of a Wirtgen mill. It's a better-built machine so it lasts longer and requires fewer repairs. I wish I would have had one back when I was operating because they're also user-friendly and very comfortable."

Mengler says he's been especially pleased with the new W 210 Wirtgen mill, in part because it delivers significantly better fuel economy. "The big improvement is a new two-tiered engine that allows us to run in economy mode, even on deep cuts of eight to 10 inches. To do that type of cut, the machine the W 210 is replacing would use 36 to 38 gallons per hour. With the W 210, we use about 20 gallons an hour to get the same amount of work done. It's a huge savings."

In addition to the quality of the equipment itself, Mengler says he appreciates the support he gets from both Modern and Wirtgen. "We work together to solve any issues that arise, and any issue always seems to be solved in a way that's favorable to us. Our Modern Territory Manager Rob Jacobs has been very helpful. I can only count once or twice in a dozen years when we've lost any real production due to being down, and that's a real credit to Modern Machinery."



Kerr Milling Manager/Estimator John Mengler (left) works closely with Modern Machinery Territory Manager Rob Jacobs. "Modern has been a great partner for Kerr Contractors' milling division," said Mengler. "We don't have many problems, but when one does arise, we work with Modern and Wirtgen to solve it quickly."

"At Modern, we like to align ourselves with industry leaders, and clearly, when it comes to milling, Kerr Contractors is a leader," said Modern President Brian Sheridan. "We look forward to working with Brent and John on all their milling needs in the years to come."

Being the best

When Brent Kerr started Kerr Contractors, Inc., in 1988, he had a goal — actually he says it was more of a dream than a goal — of doing \$20 million in annual sales by his 10th year and \$100 million by his 20th. Having achieved both, he says his goal now has less to do with dollar volume, and more to do with customer satisfaction.

"We still want to grow and expand but we are more focused on creating the best environment for our employees; by having the best equipment; and by having the best reputation for doing quality work. As long as we continue to focus on being the best, I'm confident we'll be successful in the years to come." ■



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REBUILT LOGGING MACHINES

Customers discover Modern Machinery rebuilds are “like new” for a fraction of the price

If money were no object, chances are everything you have would be new. New house, new car, and yes, new equipment. But of course, for most of us, money is an object. We try to stretch our dollars, look for the biggest bang for our buck, and ultimately, find the best value.

For loggers, the best value could well be a rebuilt forestry machine. Modern Machinery offers high-quality rebuilds on yarders and feller bunchers.

“We can do a complete, ground-up rebuild for roughly 60 percent of the price of an equivalent new machine,” said Modern Washington Region Manager Jim Hassebrock. “Partial rebuilds can be accomplished for considerably less. It depends on the condition of the machine being rebuilt and the level of rebuild the customer requires. Madill has recently restarted production of the 124 Swing Yarder. The first 124 Swing Yarder was recently completed and delivered in New Zealand, but there currently are no options for new tower yarders. So rebuilding and upgrading older, high-hour yarders can make a lot of sense for those loggers needing the productivity and reliability of a new machine.”

A Modern Machinery rebuild can be as extensive or as focused as you want it to be. The process starts with a machine inspection. A trained technician will look at specific areas of the machine as a customer requests, or do a complete evaluation in which all major parts and components are thoroughly tested. After the inspection, the customer will get the results and a list of options.

“We customize each overhaul — anything from a quick fix to a total rebuild,” said Modern Yarder Specialist Russ Smith. “With a total rebuild, we

essentially make the machine ‘like new’ again, including making significant upgrades from when the unit was actually manufactured. One thing we recommend for anybody who has a Madill 071 or 171 yarder, is to replace the old tank-style undercarriage with a modern-day hydraulic undercarriage. The difference is night and day in terms of reliability and efficiency.”

Modern has also begun rebuilding Timbco and Valmet 445 feller bunchers.

“More and more, we’re finding customers considering 445 rebuilds,” said Modern Forestry Sales Manager Mike Ployhar. “A feller buncher

Continued . . .



This Madill 171 yarder (left) was severely damaged after going over a cliff. Modern Machinery rebuilt the unit to a “like-new” condition (below) that includes numerous upgrades from the original yarder. Among the upgrades is a new, excavator-type hydraulic undercarriage to replace the old, tank-style track system.



Cost-effective forestry machine rebuilds

... continued



Technicians from Modern's Missoula branch rebuild this Timbco 445 feller buncher. "Customers are looking into Modern Machinery 'certified rebuilds' to cost-effectively extend the life of their old feller bunchers," said Forestry Sales Manager Mike Ployhar.



is not as expensive as a yarder, but it's still a significant investment. As one customer put it, 'I can get two rebuilt 445s for the price of one new one, and they work similarly. Why wouldn't I do

that?' At Modern, our goal with the program is to give new life to an old feller buncher and make it reliable for years to come. We did our first one two years ago. To date, we've done numerous total and partial rebuilds. Our customers have been pleased with the results and have found that rebuilding improves resale value."

Thus far, Modern Machinery technicians have rebuilt the 445 feller bunchers at the Missoula, Mont., branch, while the rebuild team at the Rochester, Wash., shop has rebuilt yarders. But regardless of location within its territory, Modern will take care of any customer that wants to consider a forestry machine rebuild.

"If you're a logging customer thinking about a rebuild, call your Modern Machinery Sales Rep or the nearest branch location," said Hassebrock. "We'd love to talk with you and explain your options." ■

Customer: Yarder with new undercarriage is "100 times better"



Lyn Soloman,
Co-owner
Dilley & Soloman
Logging

One customer who knows firsthand about Modern rebuilds is Lyn Soloman, Co-owner of Dilley & Soloman Logging Co., in Forks, Wash. Several months ago, the company bought a used Madill 171 yarder on which Modern had changed out the undercarriage.

"The original undercarriage on the 171 was the same as was on the old World War II Sherman tanks," said Soloman. "It's rated for

about half the weight of a yarder and simply can't handle the 400-horsepower engine that we use today.

"After using our yarder with the new hydraulic undercarriage, which is similar to the track system on a Komatsu excavator or dozer, we were sold immediately," he added. "It's 100 times better. So we decided to convert both of our other 171s to hydraulic undercarriages."

But something happened on the way to converting the undercarriage.

"There was a fire in the shop and our yarder was essentially destroyed, so Modern didn't just replace the undercarriage — they did a total machine rebuild," Soloman recounted. "It was a restoration from the ground up. Basically everything in it now is brand-new. Engine, torque, drive components, friction, lines — you name it, they replaced it. I really do think it's now as good as new. We're very pleased with it."

Dilley & Soloman Logging plans to have Modern Machinery do a hydraulic conversion on its third Madill 171 soon. ■



Dilley & Soloman's rebuilt Madill 171 yarder (right) works at a job near Forks, Wash. "With the new undercarriage and other upgrades, it's a better machine than when it was new," said Lyn Soloman. "We're very pleased with it."

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Sustainable Productivity

Atlas Copco

THERE'S AN APP FOR THAT

How advances in technology are helping significantly lower construction costs

Want to see blueprints on your smartphone or tablet? Want to instantly communicate from the jobsite to the office or to the engineering firm that created the blueprints? Want to see the parts manual for your specific machine so you can order oil, filters or other items for maintenance? Chance are, as the saying goes, "There's an app for that."

Technology in construction continues to expand and evolve as quickly as in other industries, with seemingly new ways to make the jobsite, as well as the people and machinery on it, more efficient and cost effective. In fact, it's predicted that within a very short time, the jobsite could be totally paperless.

A recent article in Constructech magazine titled "The Paperless Jobsite" said, "Technologies like Web collaboration and 3-D modeling have

empowered construction teams with more data than ever before. Devices like tablets and smartphones enable ... professionals to carry such data with them wherever they go."

A March TechCrunch.com article ("How Tablets Will Transform Construction") listed a paperless jobsite as one of three advantages of using mobile devices. The other two were better communication and analytics. The article describes a scenario where someone in the field needs clarification from an architect. Instead of heading to the job trailer to look at paper blueprints, "That person can just open up a blueprints app, mark the problem and send out an email right there."

Such technologies are designed to save time and money, and more and more companies are embracing it, according to an Associated General Contractors of America (AGC) survey. Results showed 55 percent of businesses plan to invest in IT departments this year. Twenty-four percent planned to switch financial, job costs or operational software to cloud computing.

"As a result of the tight market conditions, firms are trying to find the best way to leverage their investments in new information technology," said Roger Kirk, President and CEO of Computer Guidance in another recent Constructech article that highlighted the AGC survey and report, "A Look Ahead: Technology in 2012." "Contractors are looking for software and technology that increase the efficiency of existing staff and allow firms to do more with fewer people," noted Kirk.

GPS systems get good grades

Excavation equipment is one area where technology has made huge strides. Estimating software has been available for several years, allowing companies to do digital takeoffs,

Technology, such as tablets and smartphones, is increasingly being used on jobsites, with apps that allow instantaneous information about building plans. Many envision a "paperless" future where printed items, like blueprints, will no longer be needed.





The latest buzz in the construction industry is the use of Building Information Modeling, or BIM, which follows a building's "history" from initial planning through its entire life cycle, including eventual demolition. All aspects are factored in, making a model plan of the building to create better efficiency and job costing.

replacing the older, by-hand methods. However, in the past few years, there's been a trend that allows companies to take site-grading plans in digital format and plug them directly into a telematics device on a machine.

Equipment manufacturers, such as Komatsu, now offer machinery that's "plug-and-play" ready, making it easier for users to connect to 3-D, machine-control systems. Using GPS, these systems can control machine hydraulics, in turn, allowing a site to be put to grade more quickly. Labor costs can be saved by eliminating a grade checker. Or, if operators are checking grade, they don't have to leave the cab to do it, meaning more time spent inside the machine and increased production.

"The cost benefits can be substantial, starting with the elimination of staking," said Erik Wilde, Komatsu Vice President, ICT Business Division. "Users can grade the site in fewer passes, minimizing rework and overexcavation. That helps lower costs for the equipment user, who's using less fuel and fewer machine hours, as well as the project owner's cost of materials because there's less waste."

GPS systems are gaining prominence in utility installation and excavations, such as

footings and basements, with several types available: one-dimensional that provides a simple depth gauge, two-dimensional for accurate bucket position relative to slope and three-dimensional that gives accurate machine and bucket position anywhere on site, according to the article "Computer Grade Excavation" in the November issue of *Utility Contractor*. "The type of application and size of the job usually determine whether a 1-D, 2-D or 3-D system is the best fit," it points out.

"An excavator guidance system significantly reduces the need to check grade because operators have real-time, in-cab feedback on their progress," the article explains. "They always know where they are relative to grade ... they can quickly check grade and slopes by placing the bucket or tool anywhere on the site."

The article's author, John Bohlke, explains that getting to the proper depth more quickly, saves not only time, but has another distinct advantage.

"More jobs could be completed between service intervals," noted Bohlke. "A greater percentage of the hourly charge for excavation services can go toward profit and less toward maintenance — in other words, this practice decreases variable costs per project."

Continued . . .

Technology speeds construction, improves accuracy

... continued

Monitoring systems can reduce O&O costs

Of course, all machinery requires maintenance and keeping up with it is an important way to keep owning and operating costs low. Maintenance technology continues to expand, with equipment manufacturers putting systems on machines that allow owners to track hours, among other things.

An example is the KOMTRAX remote machine-monitoring system, which Komatsu has included as standard on its new machinery for several years. Through a secure Web site, owners can view a machine's usage and location.

"Both our distributors and our customers are more and more 'mobile,' so the information can be accessed from anywhere with Internet connection. The equipment owner or fleet manager can view a machine's hours relative to a service interval," said Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. "That helps them be proactive in scheduling a machine's downtime to have the service performed and ensures it's done on time. It eliminates guesswork.

"It also helps in terms of seeing trends, such as idle time," he added. "For instance, if idle time

is excessive, the owner knows and can address it with the operator. Eliminating excessive idling keeps unproductive hours to a minimum. That lengthens time between services and conserves fuel among other benefits."

Systems such as KOMTRAX also monitor error codes. "The system alerts us and the distributor, and we can relay that information to the owner and operator and tell them if a machine needs to be shut down," said Zeravica. "We can dispatch service personnel to the site quickly, knowing the error code and the potential issue before they get there. It makes for a faster diagnosis, reducing downtime."

Part of a growing trend

Before, during and after site construction, excavation contractors can coordinate with a project owner and general contractor to record their work. In today's marketplace, that may become part of an overall technological push in construction known as Building Information Modeling or BIM. According to the AGC survey, BIM is one of the fastest-expanding areas of technology in 2012. Forty-seven percent of respondents expect it to grow.

BIM takes into account not only the design of a building, but its entire life cycle. It involves three-dimensional building plans as well as "envisages virtual construction of a facility prior to its actual physical construction, in order to reduce uncertainty, improve safety, work out problems, and simulate and analyze potential impacts. Subcontractors from every trade can input critical information into the model before beginning construction. Waste can be minimized on-site and products delivered on a just-in-time basis rather than being stockpiled on-site," according to Wikipedia.

Additionally, BIM can bridge the information loss that often occurs when a project is handed from design team to construction team to building owner/operator. Using BIM, each group can add to and reference back to all information they acquire during their period of contribution to the project. Those who support BIM say it improves visualization and productivity, facilitates coordination of construction documents, links vital information, increases delivery speed and reduces costs. ■

GPS systems have gained prominence during the past several years because they offer more efficient excavation and grading with less overexcavation and waste.



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WINNING COMBINATION

Komatsu's PC390LC-10 provides efficiency, stability in tough applications



Brian Yureskes,
Product Marketing
Manager, Excavators

There are times when you need a heavy-duty machine to get the job done, but you don't want to sacrifice fuel efficiency. Komatsu's new PC390LC-10 excavator fills that role by combining the horsepower and economy of its PC360LC-10 with the more robust undercarriage of a PC450LC-8.

While the horsepower is the same as the PC360, the PC390LC-10 provides additional operating weight for better lift capacity (up to 20 percent) and improved lateral stability in applications that require long arms or heavy lifting at maximum reach. Heavy-duty boom and arm designs with thick plates of high-strength steel, along with one-piece castings in the boom foot and tip and arm tip, provide long-term durability and strong resistance to bending and torsional stress.

The PC390LC-10 has two boom mode settings: Smooth Boom mode provides easy operation for gathering blasted rock or when scraping down walls, and Power Boom, which provides increased pushing force for improved digging in applications such as ditching in hard ground.

The PC390LC-10 builds upon previous heavy-duty excavators to provide a Tier 4 Interim machine that handles tough applications while remaining fuel efficient with lower emissions.

"For many years, users in tough applications — digging in hard soils or lifting at maximum reach, for instance — have relied on our heavy-duty machines such as the PC300HD and the PC350HD models," stated Brian Yureskes, Product Marketing Manager, Excavators. "The PC390LC-10 builds upon those proven platforms and enhances them with key features that make it more productive and efficient than previous models."

Efficiency starts with the Tier 4 Interim engine, featuring an advanced electronic control system that manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance. A Komatsu Variable Geometry Turbocharger and Exhaust Gas Recirculation Valve provide more precise system function, air management and longer component life.

Better drawbar pull

Exclusive Komatsu major hydraulic components, including pumps, motors and valves, work together to further increase efficiency. The integrated design is part of the closed center load sensing system that uses variable speed matching, which allows the engine speed to adjust based on hydraulic pump output.

"The system matches the engine and hydraulics to the load condition, providing greater efficiency because the machine is not running at maximum output for a lighter load," explained Yureskes. "We've also improved the main valve and hydraulic circuit to reduce hydraulic loss. That increases efficiency and lowers fuel consumption by up to 10 percent compared to a PC350HD-8, which the PC390LC-10 replaces."

While the PC390LC-10 engine is the same as a PC360, its bigger undercarriage has larger final drives that provide up to 13 percent more drawbar





Brief Specs on the Komatsu PC390LC-10

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LC-10	257 hp	86,998-89,071 lbs.	0.89-2.91 cu. yds.

Komatsu's PC390LC-10 combines the horsepower and efficiency of a PC360 and the robust undercarriage of a PC450, providing excellent lateral stability in applications that require long arms or heavy lifting at maximum reach.

pull. Larger size-class components add reliability and longer life, and other reliability and longevity features include sealed-grease tracks and a sloped track frame that minimizes soil accumulation.

"The sloped track frame also allows for easier mud removal, and the sealed tracks mean longer life," explained Yureskes. "They are among the many features in our newer machines designed to minimize maintenance downtime and improve longevity. Also, metal ring guards on the hydraulic cylinders, face-to-face O-rings that securely seal hydraulic hose connections, and all work-equipment bushing lubrication intervals are now at 500 hours, with the exception of the arm tip and bucket linkage."

Reduced maintenance costs

In addition to longer component life, Komatsu increased uptime with long service intervals. Using high-performance filters and oils, engine oil and filter replacement are at 500 hours, hydraulic oil filter at 1,000 hours and hydraulic oil at 5,000 hours. Engine maintenance is easier with a new work platform on the upper structure, where Komatsu also installed handrails.

"Of course, we've reduced the owner's maintenance costs with our Komatsu CARE program that's standard on all Tier 4 Interim

machines," emphasized Yureskes. "It provides complimentary scheduled maintenance performed by skilled technicians for three years or 2,000 hours, whichever comes first. Komatsu CARE is designed to reduce ownership costs, while maintaining maximum uptime."

Met the challenge

Also complimentary is Komatsu's KOMTRAX remote machine-monitoring system that allows owners to track critical machine information, such as hours, location, maintenance notifications and machine utilization, through a secure Web site. Further information is provided on the PC390LC-10's large, high-resolution monitor panel, which alerts operators on ways to improve efficiency and lower fuel consumption using Eco Guidance.

"The monitor panel is easy to use and conveniently located in the spacious cab that's designed to maximize operator comfort," noted Yureskes, also pointing out the new, heated, air-suspension, high-back seat in the PC390LC-10. "We took the challenge of producing a machine that meets the Tier 4 Interim standards, which reduce emissions, and does so in a cost-effective way that provides added value to owners and operators who need efficiency in a more robust machine. The PC390LC-10 delivers." ■

D65-17 WASTE-HANDLER DOZERS

Tier 4 Interim machines help landfills move more trash at a lower cost



Bruce Boebel,
Product Manager,
Dozers

The productive and efficient features of Komatsu's D65-17 Tier 4 Interim dozers are also available in purpose-built landfill packages designed to move trash more economically than ever before. Like the construction models after which they're patterned, landfill dozers come in three models, EX (standard track), WX (wide track) and PX (low-ground-pressure track).

"We have waste-handler configurations to meet various applications," said Bruce Boebel, Product Manager, Dozers. "Common among them are features designed to reduce debris entry, making the dozers easier to clean and service, which results in increased productivity."

Such features include a belly-guard seal kit that reduces the amount of material entering the engine compartment, and a tank-guard group made of thick guarding to protect rear

tanks. Both the belly and tank guarding have easy access, which simplifies cleaning.

Quick-opening, two-piece, radiator-guard doors provide easy access to the standard wide-core radiator for cleaning. A computer-controlled fan automatically reverses to keep the radiator and oil cooler clean, allowing the operator to concentrate on productivity. The operator can manually reverse the fan if desired.

Meanwhile, the operator stays comfortable, thanks to a large, quiet, pressurized cab that provides excellent all-around visibility and standard, rearview monitoring system. A new, heated, air-ride seat offers additional comfort for increased productivity.

Blade options

With the choice of Komatsu's patented SIGMA blade, a power-angle-tilt blade or a straight-tilt blade, waste handlers can maximize productivity by matching the blade to their particular needs. Each blade comes with a trash rack that keeps material away from the front of the dozer.

"We know that many waste-handling operations work around the clock, so we kept the cab-mounted lights and moved the hood-mounted work lights to the top of the blade cylinders. Then, we placed an additional work light on each cylinder, for better night visibility," Boebel pointed out. "These productive features, when combined with our more efficient Tier 4 Interim engines, move more trash at a lower cost. We further reduced costs by offering complimentary scheduled maintenance through our Komatsu CARE program for the first three years or 2,000 hours, whichever comes first." ■



Komatsu's D65-17 waste-handler dozers are purpose-built with added guarding for working in tough conditions such as landfills. Blade options include SIGMA, power-angle-tilt and straight-tilt to match the user's need and maximize productivity.

D65-17

From Komatsu – The Dozer Experts



Komatsu has once again made a great machine even better. The new D65-17 increases productivity and operator comfort while lowering operating costs. All designed to improve your bottom line.

- Efficient Komatsu Tier 4 Interim engine and automatic shift transmission with lockup torque converter maximize productivity while saving fuel.
- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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IMPROVED EFFICIENCY

SmartLoader Logic means real fuel savings with new WA500-7 wheel loader



Rob Warden,
Product Manager

Wheel loaders often require different amounts of torque throughout the course of a day. For example, they may need high torque for V-cycle loading, but minimal torque for traveling with an empty bucket. Komatsu's new WA500-7 with SmartLoader Logic automatically compensates for the difference to provide the optimal amount of torque based on the need.

"SmartLoader Logic uses data from sensors to control the engine torque," explained Product Manager Rob Warden. "It functions automatically, so the end result is fuel savings of up to 7 percent, compared to the Dash-6 model, while maintaining performance and production. Combine the fuel savings with the machine's already-high level of production, and per-yard and per-ton costs are reduced."

Brief Specs on the Komatsu WA500-7 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7	353 hp	74,626-75,453	6.8-8.2 cu. yds.

SmartLoader Logic automatically provides the optimal amount of torque based on need, reducing fuel consumption, compared to its predecessor, by up to 7 percent in the new WA500-7.



SmartLoader Logic isn't the only savings feature of the Tier 4 Interim WA500-7, which provides as standard, a large-capacity torque converter. It provides better productivity in V-cycle loading applications because the increased tractive effort does not require full throttle. The large-capacity torque converter improves hill-climbing ability, allowing the loader to upshift faster and achieve higher gear ranges and travel speeds when working in load-and-carry applications. The torque converter's lockup function activates in second, third and fourth gears for a maximum travel speed of more than 23 miles per hour.

Ergonomic cab

Komatsu enhanced operator comfort with a redesigned dashboard and cab that include lower front glass for improved forward visibility. From the cab, operators can set the bucket cutting-edge level and dump-height positioner with the push of a button. They can also set the working mode, the hydraulic, auto-reversing fan and get Eco Guidance that offers fuel-saving tips via the large, seven-inch monitor panel.

"The new operator's cab is more ergonomic for increased comfort. The machine also features a rearview monitoring system with a separate LCD monitor as standard equipment," noted Warden. "With our complimentary Komatsu CARE program, all factory-scheduled maintenance is covered for the first 2,000 hours or three years, whichever comes first. In addition, two complimentary Komatsu Diesel Particulate Filter (KDPF) exchange units are included for the first five years or 9,000 hours. These services lower owning and operating costs for customers." ■

LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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A WELL-ROUNDED LEADER

Rod Schrader steps into CEO/Vice Chairman role for Komatsu America

QUESTION: What are your responsibilities as CEO/ Vice Chairman of Komatsu America?

ANSWER: There are several elements that make up Komatsu America, including our construction and utility division, mining division, parts division and forestry and forklift divisions. My responsibilities include all functions that fit across those groups, as well as the nuts and bolts of our financial results. One key role I see is as a collaborator who's making sure our organization is working together for the common cause of serving our customers. Throughout the company, no matter what role they play, the thought I want at the top of everyone's mind every day is, "What are we doing today to serve our customers?"

QUESTION: You've held several leadership positions with Komatsu. How has that prepared you for your current role as CEO?

ANSWER: Very well. Each position has its own uniqueness, so having served in construction, mining and utility gives me a well-rounded background in all aspects of the company. Those perspectives are a good foundation from which to work. One common aspect of the various positions I've held includes talking with and listening to customers. I have a very good understanding of where they're coming from, what challenges they face and what will help them be more productive and profitable. We take that knowledge and use it to build better machinery that's more reliable and efficient.

QUESTION: What do you believe are Komatsu's strengths?

ANSWER: One major strength is our distributor network, which provides our customers with equipment, parts and service

Continued . . .



Rod Schrader,
CEO/Vice Chairman

Go online or scan this QR code using an app on your smart phone to watch video of Rod Schrader sharing his vision for Komatsu America.



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.

www.ModernUpdate.com

Walk into Rod Schrader's office and one of the first things you'll notice is a plaque that reads, "Good News is No News, Bad News is Good News, No News is Bad News." Schrader, Komatsu America's new CEO/Vice Chairman, says the phrase is very relevant to the company's success.

"What it boils down to is listening to the customer," said Schrader, who moved into his new position April 1. "The second two lines are the most profound for me. Bad news is good, because if we know the bad, we can find the root causes and put actions into place to fix it. I encourage our employees and customers to present us with the bad news. The third line, 'No News is Bad News,' suggests we're not hearing the voice of the customer. We're either not out there listening to or communicating with them. Going to customers' workplaces to listen and see the facts, enables us to provide solutions to improve our customers' operations."

Schrader has spent a good deal of time listening to customers during his 25 years with Komatsu, the past seven as Executive Vice President/General Manager of Komatsu America's Mining Division. He's also been a product manager, Director of Marketing, Vice President of Product Marketing and President of Komatsu Utility Corporation. He's been a member of the Komatsu America Corporate Board since July 2010.

"I've seen all sides, so to speak," said Schrader, an Illinois native. "What's common throughout is that Komatsu cares about the customer, whether it's a guy with a mini excavator digging utility lines or a large mining company with a fleet of our largest trucks. My goal is for Komatsu to be known as the best in the equipment industry when it comes to serving the customer."

Schrader and his wife, Kim, have three children (twins Hannah and Logan who are freshmen in college and Connor, who's still in high school). He enjoys golf, yard work and jogging.

Komatsu — innovative and always striving to improve

... continued

support from trained personnel. We believe we have the best in the business, and my goal is to continue to provide them with the support they need to grow their business, train their people and offer the tools they need to be most effective at serving customers in their markets.

Another is being an innovative leader in equipment and product support. For example, we were the first to manufacture a hybrid machine, now in its second generation,



At Komatsu, customer input is one important aspect of improving products, as well as parts and service capabilities, according to CEO/Vice Chairman Rod Schrader. He encourages customers to visit Komatsu manufacturing plants and provide feedback.

Komatsu CEO/Vice Chairman Rod Schrader says products and service, such as Tier 4 Interim excavators and trucks with KOMTRAX 4.0 and Komatsu CARE, are why Komatsu is an innovative leader in productive, reliable and efficient equipment.



before any other manufacturer commercially introduced its first. Our Tier 4 Interim machines have been very well-received because we not only met the standards, but did so with more productive and efficient machines. Along with that, we're the first to offer complimentary service with our Komatsu CARE program on those Tier 4 Interim machines. We were the first manufacturer to offer free machine monitoring with our KOMTRAX system. Items such as those add value that can lead to better per-yard costs, less fuel usage and more profit.

Finally, we're always striving to improve. For the past several years, we've collected a large volume of data through KOMTRAX. For the most part, we've been reactive in using it. Now, we're more proactive by taking that information and using it two ways: to help our customers identify ways to better utilize their machinery, save fuel and plan for scheduled maintenance; and for our distributors to better stock their parts inventory and contact customers to schedule services.

QUESTION: What do the markets look like today?

ANSWER: The trends continue to go up and strengthen. Mining remained fairly strong, even during the worst of the recession, and we believe that's going to continue for some time. From a construction standpoint, we saw an increase in year-over-year sales during our previous fiscal year, which indicates a recovery. We're optimistic that this year will be even better. ■



Helping customers understand how to better utilize their machinery is one aspect of Komatsu's support. CEO/Vice Chairman Rod Schrader says data collected through KOMTRAX offers ways to decrease fuel usage and idle time as well as use equipment in the most efficient mode for the task at hand.

KOMATSU CARE MAKES A DIFFERENCE

Complimentary services convince oil-field contractor to purchase PC240LC-10 excavators

When Courtney Construction purchased four new Komatsu Tier 4 Interim PC240LC-10 excavators last year, they first demo'd one against a competitive brand. Production-wise, the two machines matched up very well, according to Senior Manager Chance Courtney.

"What tipped the scale in Komatsu's favor was the Komatsu CARE program," said Courtney, part of the two-generation family business that offers site work and trenching in oil-field construction. "We're very aggressive about our equipment maintenance. With Komatsu CARE we were assured that routine services would be done on time by our distributor's technicians. We saw it as a major cost savings."

The Komatsu CARE program offers complimentary service on all new Tier 4 Interim machine purchases and rentals for the first three years or 2,000 hours, whichever comes first. Also included are two Komatsu Diesel Particulate Filter exchanges for the first five years or 9,000 hours (parts only). A trained distributor technician performs all work, using genuine Komatsu parts and fluids.

Distributor commitment

Courtney tracks hours and other critical machine data through Komatsu's KOMTRAX remote machine-monitoring system. So do Komatsu and his distributor, which worked with Courtney to set up services on the 54,000-pound-plus excavators that feature a digging depth of 24 feet.

"The distributor technicians came to our jobsites, and in our line of work, locations can be remote," said Courtney. "They scheduled a time convenient to us and covered the

services, including travel time to the site, with no out-of-pocket expense to our company."

The Tier 4 Interim PC240LC-10 excavators were Courtney Construction's first Komatsu purchases since its founding in 2001. "The Komatsu CARE program showed us the value Komatsu places on customer satisfaction after the sale. As we look at future purchases, Komatsu will definitely be a part of the equation." ■



Chance Courtney,
Senior Manager
Courtney Construction

The Komatsu CARE program, which provides complimentary service on new Komatsu Tier 4 Interim equipment purchases and rentals, ensures the machines receive all regular maintenance services for the first three years or 2,000 hours.



COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

It's what you've come to expect from the service experts at Komatsu.

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KOMATSU FINANCIAL

The finance arm of Komatsu America consistently offers low rates and top service

If you're a contractor purchasing a piece of Komatsu equipment and you plan to finance the purchase, you basically have three choices: your bank, an independent finance company or Komatsu Financial.

"I believe we are far and away the best option for financing Komatsu equipment and I can list at least half a dozen specific reasons why," said Tim Tripas, VP Operations for Komatsu Financial. "But it really comes down to one thing. As the finance arm of Komatsu America, we have a vested interest in you continuing to choose Komatsu equipment in the future. Therefore, we're more motivated than anybody else to ensure that you have a positive financing experience."

What goes into ensuring a positive financing experience? First and foremost, low rates.

"Komatsu Financial is what's known as a 'captive' finance company," said Tripas. "We finance exclusively for Komatsu. As a result, we have a special relationship with the manufacturer and we're able to offer rates that are significantly below market. Our rates are routinely lower than the competition on the vast majority of Komatsu products, and on top of that, we often have special rates as low as zero percent on select products.

"For example, right now we're offering 'Zero for 60' (0% for 60 months) on the HB215LC-1 Hybrid hydraulic excavator for a limited time. Why? Because it's a unique machine to the North American market and Komatsu wants to give customers an incentive to try it out. Zero percent can save thousands of dollars over the life of a loan. For any Komatsu product where a special interest rate is not offered, Komatsu Financial

offers financing with extremely competitive market rates."

Because it's not financing airplanes, cars or medical devices, Komatsu Financial knows its specific job (financing Komatsu equipment) far better than anybody else. Tripas calls it the "triple play of market expertise, customer expertise and equipment expertise." With this knowledge, Komatsu Financial brings plenty to the table for Komatsu equipment purchasers, such as:

- More flexibility, both up front and through the life of the loan;
- Ability to react quickly to changes in the marketplace and to unforeseen changes in customers' situations;

Continued . . .



Tim Tripas,
VP Operations
Komatsu Financial

Komatsu Financial rates are routinely lower on most products, including a current offer of zero percent for 60 months on the new HB215LC-1 Hybrid excavator.



Komatsu Financial — market, customer and equipment expertise

...continued

- A willingness to take more risk than other lenders;
- Superior customer service provided for the entire life of the loan;
- Streamlined credit review for most transactions;
- Limited financial disclosure requirement;
- Simple and direct documentation (no automatic, cross-collateralization agreement);
- A consistent credit review and approval process;
- Deals that are typically approved in four hours or fewer (as compared to a day or two);
- Never any prepayment penalty.

Tripas says another significant advantage of using Komatsu Financial for your Komatsu equipment purchases is that it preserves your banking line of credit for other things, such as acquisitions, that will help you grow your business.

Financing used machines, parts and leases

Komatsu Financial not only offers financing for new Komatsu equipment, it also offers financing for Komatsu certified used machines, Komatsu used machines, parts and service performed by a Komatsu-trained technician offered through your Komatsu distributor.

“If instead of buying a new or used piece of equipment, you prefer to fix what you have by putting on a new undercarriage, rebuilding an engine, or whatever — we’ll finance that for you too,” said Tripas. “Just about anything you

want to buy from your Komatsu distributor, we can finance it for you.”

If you prefer leasing to purchase or rental, Komatsu Financial has some of the most favorable lease programs in the equipment-finance industry, with terms from 12 to 60 months.

“I believe we’re one of the few lenders in the industry that offers a standard 12-month term on a lease,” said Tripas. “We’re willing to custom-quote a lease to meet a customer’s specific need for a unique job or application. We also offer a feature where, when your lease gets down to the final six payments, Komatsu Financial will allow you to trade it in with no pretrade penalty if you buy a new piece of Komatsu equipment and finance it through KF.”

Save the deal, help the customer

As all contractors know, there are often speed bumps on the road to building a successful business. Perhaps you experience unforeseen problems on a job, or there are weather issues, or you have difficulty collecting payment for services. Tripas says at Komatsu Financial, the mind-set is to help customers get past those bumps to the smoother road ahead.

“Komatsu distributors often take the position that they’re in partnership with their customers and the only way they both succeed is by working together. At Komatsu Financial, we feel the same, so we’re going to do everything we can to help them along. Our unofficial motto is, ‘Save the deal, help the customer.’ We are more motivated to ensure the long-term success of the customer than a third-party lender is.”

Obviously, the past several years have been challenging ones for the construction industry overall, and that includes equipment manufacturers. But Komatsu and Komatsu Financial see the industry rebounding.

“In 2008, and especially 2009, the market was down,” observed Tripas. “But we saw a considerable increase in volume in 2010, and 2011 continued that upward trend. Overall, we’re optimistic about the industry continuing to gradually improve, and our goal at Komatsu Financial is to grow right along with it.” ■

In addition to financing new, used and leased Komatsu equipment, Komatsu Financial offers financing for parts and service from Komatsu distributors.





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KOMATSU D65PX-16	PAT BLD A/C	80572	2011	1,023	POR
KOMATSU D65WX-15	PAT BLD A/C RPR	67029	2006	5,300	\$160,000
KOMATSU D65EX-17	SIGMA A/C MS RIPPER	1049	2011	545	POR
KOMATSU D61EX-15E0	PAT BLD A/C MS RIPPER	B46666	2011	711	POR
KOMATSU D61PX-15	PAT BLD A/C	B41185	2007	2,595	POR
KOMATSU D61PX-15E0	PAT BLD CAB A/C	B45208	2008	1,621	POR
KOMATSU D51PX-22	PAT BLD A/C	B12278	2011	352	POR
KOMATSU D39EX-21A	PAT BLD A/C RIPPER	2144	2007	900	\$99,000
KOMATSU D37PX-21A	PAT BLD A/C	5787	2007	1,103	POR

WHEEL LOADERS					
KOMATSU WA500-6	GP BKT RDLS	55047	2006	8,558	POR
KOMATSU WA470-6	5.5 YD RDLS LS DIFF AUX STRG	90308	2011	460	POR
KOMATSU WA430-6	RDLS QC	A41018	2008	3,563	POR
KOMATSU WA380-6	4.5 YD RDLS	A53469	2008	6,104	\$137,500
KOMATSU WA380-6	QC	A53014	2007	6,277	POR
KOMATSU WA250L-5	3.0 YD QC RDLS 3SPL	70048	2004	13,071	\$59,000
JONN DEERE 544J	3 YD QC	DW544JZ601109	2006	7,150	\$80,000

HYDRAULIC EXCAVATORS					
KOMATSU PC800LC-8	15' ARM CTWT RMVR QC	55215	2009	5,101	\$549,000
KOMATSU PC650LC-8E0	14' ARM QC	65062	2011	477	POR
KOMATSU PC600LC-7	14' ARM QC 72" BKT	20159	2005	4,960	\$300,000
KOMATSU PC600LC-8	11' ARM AUTOLUBE	30049	2006	5,491	\$300,000
KOMATSU PC450LC-7	15' ARM	K40305	2006	5,915	\$212,000
KOMATSU PC400LC-7L	11' ARM QC	A86665	2005	7,810	\$140,000
KOMATSU PC350LC-8	10' ARM THM QC COMBOHYDS	A10519	2011	765	POR
KOMATSU PC270LC-7L	11'6" ARM QC	A86091	2004	3,287	\$165,000
KOMATSU PC228USLC-3E0	9'6" ARM LUBE QC 36" B&C	40845	2007	2,927	POR
KOMATSU PC228USLC-3E0	9'6" ARM QC AUX HYDS BKT	40429	2007	2,649	POR
KOMATSU PC200LL-7L	ROAD BUILDER QC 42" B&C	A86003	2005	6,435	\$145,000
KOMATSU PC160LC-7KA	8'7" ARM QC	K41453	2007	1,407	POR
KOMATSU PC160LC-7E0	8'7" ARM QC THM	20003	2007	1,898	POR
KOMATSU PC138USLC-8	8' ARM BLADE THM QC BKT	21509	2008	2,342	POR

MOTOR GRADERS					
CAT 14M	16' BLD TOPCON BOX	R9J00259	2011	669	\$495,000
LEEBOY 785	A/C	78549639	2008	509	\$145,000
LEEBOY 685B	CANOPY AWD FRT PLOW	68549642	2008	565	\$98,000



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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
FORESTRY EQUIPMENT					
VALMET EX10	445 U/C ESPAR 370.2	ET4C2895042607	2007	2,400	\$305,900
VALMET 911C	HARVESTER W/HEAD	911C3225	1987	14,915	\$57,500
VALMET 445FXL	BUNCHER	FT4C2936100107	2008	5,532	POR
TIMBCO T445D	BUNCHER	FT4C1573072699	1999	20,000	\$49,000
TIMBCO T445B	BUNCHER QUADCO	FT4C0527121694		10,302	\$70,000
TIMBCO T425	BUNCHER	AT4C0509111594	1994	17,887	POR
VALMET 890	FORWARDER W/TRACKS CHAINS	8907026	1999	13,000	\$65,000
ARTICULATED HAUL TRUCKS					
KOMATSU HM400-2		2085	2006	723	\$450,000
KOMATSU HM350-2	W/ TAILGATE	A11006	2006	3,485	\$315,000
KOMATSU HM350-2	W/ TAILGATE	A11007	2006	3,592	\$315,000
KOMATSU HM350-2	W/ TAILGATE	2107	2008	6,411	POR
KOMATSU HM300-2	W/ TAILGATE	2868	2011	216	POR
KOMATSU HM300-2	NO TAILGATE	2363	2007	3,276	POR
KOMATSU HM300-2		2816	2011	1,964	POR
KOMATSUHM300-2	W/ TAILGATE	2829	2011	895	POR
AGGREGATE EQUIPMENT					
CR 2236	JAW PLANT 35X17 VGF(41631)	PC223619506	2006	0	\$160,000
CR 2248	JAW 4816 HR FEEDER 3-AXLE	34045	1975	1	\$137,000
CR 2650	JAW PLANT W/6X16 SCREEN	PPS265024308	2008	1	POR
CR 2650	JAW PLANT W/50X15 FEEDER	411197	2011	500	POR
EAGLE 36X8	IRON PUG MILL	PE36PM12411	2011	598	POR
METSO C110	JAW PLANT W/VGF FEEDER	C11025711	2010	616	POR
METSO HP300	PORTABLE CONE PLANT	127096	2010	0	POR
METSO HP300/6203	CLOSE-CIRCUIT PLANT	PCS339111	2011	1	POR
JCI/KPI K300/6203	CLOSE-CIRCUIT PLANT	PCS335708	2008	2,689	POR
JCI/KPI RS3144	JAW PLANT W/42X20 FEEDER	411928	2012	3	POR
KOMATSU BR350JG-1	MOBILE CRUSHER	1307	2001	4,336	\$235,000
PIONEER FT2650	TRACK MOUNT JAW MAGNET	410592	2011	1,369	POR
METSO LT106	JAW CRUSHER	76140	2011	1,518	POR
KOLBERG 271	SCREEN PLANT	42166	2004	1,992	\$95,000
SPOMAC 5X16-3	WASH PLANT 36" SCREW		2007	1	POR
JCI 7203-38	SCREEN PLANT W/PWR BRD	P720337511	2007	1	POR
METSO CV100	SCREEN ALL	30160	2007	381	\$80,000
METSO FS303	6X20-3 PRTBL SCR N 2-AXLE	500829	2008	1	POR
FABTEC	PRO 1 PRO SCREEN	P25311	2011	1	POR
WESTEC	36"X100' RADIAL STACKING CONV.	3930	2011	1	\$87,500
KMAN	36"X100' STACK CNV W/SW. GEAR SCALE	801536100	2008	1	\$68,000
MISCELLANEOUS					
HAMM HD13K	51" COMBO ASPHALT ROLLER	H1396138	2008	222	\$34,200
HAMM HD14VV	54" ROLLER	H2010029	2010	648	POR
HAMM HD90HV	66" ASPHALT HI VIBE	H1810462	2008	832	POR
HAMM HDO120V	78" ASPHALT ROLLER	H1820070	2008	0	POR
HAMM HDO90V	66" ASPHALT OZZIE	H1810351	2008	1,434	\$90,000

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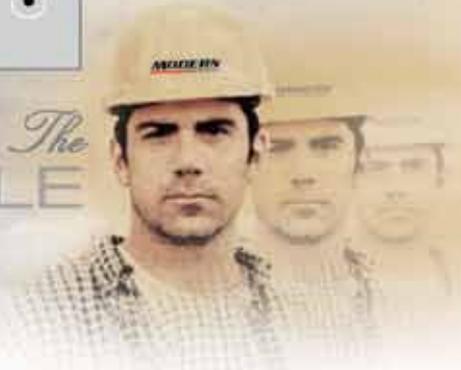
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