

PIERSON CONSTRUCTION CORPORATION

Tempe, Ariz., contractor sees vision of success come to fruition

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Rich Pierson,
President and CEO

SUNWEST METALS

Komatsu WA250PZ-6 helps Anaheim, Calif., company push cardboard all day long

See article inside . . .



Tomer Shine,
Vice President

A MESSAGE FROM THE PRESIDENT & COO



Dear Valued Customer:

One of the biggest pushes in emissions regulations takes effect this year with the introduction of Tier 4 Final for 175- to 750-horsepower machinery. Compliance for 76- to 174-horsepower equipment begins in 2015. These requirements mean that NOx and soot emissions will be near-zero for new machines, making them the cleanest ever.

We're aligned with excellent manufacturers, such as Komatsu, who have worked hard to meet the evermore stringent requirements that each new tier level has brought. They've met the requirements in innovative ways that, in addition to reducing emissions, often produce machines that are more productive and efficient and improve your bottom line.

In order for that to continue during your equipment's lifetime, proper maintenance is essential. Komatsu and Road Machinery's innovation shines in this area too, with the introduction of the Komatsu CARE program, which began in conjunction with Tier 4 Interim models. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first. Komatsu recently completed the 10,000th service under Komatsu CARE, which you can read about in this issue of your *Road To Success* magazine.

We're proud of Road Machinery's contribution to that impressive number. Our service departments track Komatsu Tier 4 Interim machines in an effort to proactively respond to scheduled service intervals. Our trained technicians perform work at times and locations convenient for you, which maximizes your uptime and reduces your owning and operating costs.

World-class products backed by world-class service are what you expect from an equipment dealer. We're committed to delivering on both counts.

As always, if we can do anything for you, please call or stop by one of our locations.

Sincerely,
ROAD MACHINERY LLC

Dan Roush
President & COO

**New machines
offer significant
owner benefits**



ROAD To SUCCESS

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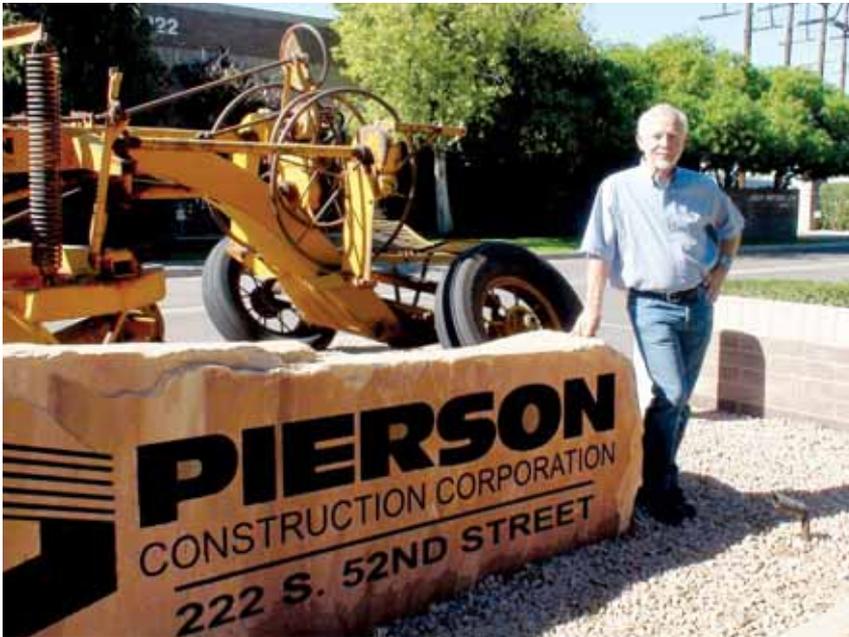
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Product Support Manager - El Paso

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PIERSON CONSTRUCTION CORPORATION

Tempe, Ariz., contractor sees vision of success come to fruition



Rich Pierson, President and CEO of Pierson Construction Corporation.

Tempe, Ariz.,-based Pierson Construction Corporation offers general construction, construction management and design-build services. The diversified company works throughout the state of Arizona on heavy highway and other large-scale infrastructure projects with an emphasis on underground utilities.



Rich Pierson admits that the early days in business for himself were often lean. But he didn't let that deter him from living out what he says was a vision to become a successful construction contractor.

"When my partner and I started out in 1975, he had a pickup, and I had a car and a couple of shovels," said Pierson, President and CEO of Pierson Construction Corporation. "We took whatever jobs we could and made a go of it. I kept visualizing myself with a successful business, and eventually that vision became a reality."

But not before unforeseen circumstances forced Pierson to close that business. He took it in stride and founded Pierson Construction Corporation soon after. Last year marked the Tempe, Ariz.,-based company's 30th anniversary.

"Our core strength lies in our full-service capabilities that allow us to take a project from start to finish," said Pierson. "Over the years, we've added services that give us the ability to do that on time and budget. We can perform nearly every aspect on a project – diversification has always been a key component to our longevity."

Pierson Construction Corporation concentrates on three areas that often overlap: general contracting, construction management and design-build services. As a general contractor, the company has delivered hundreds of heavy highway, underground utility and full site development projects throughout the state of Arizona. Construction management and design-build services include project management, scheduling,



Pierson Construction worked with Road Machinery to recently add this Komatsu WA320PZ-6 wheel loader to its already sizeable equipment fleet.

value engineering, cost estimating and constructability and project reviews.

“In addition to diversification in the services we offer, we’re also diversified in the markets we serve,” said Pierson. “Much of our work during the past few years has been governmental related for the state, counties and municipalities. We also work with commercial, industrial and residential developers that we have longstanding relationships with.”

Pierson Construction specializes in underground utilities, including installing sewer, water and storm lines. It’s one of only a few companies that offers cured-in-place pipe (CIPP) to repair deteriorated and damaged pipes. Teaming up with another company, Pierson also installs a CIPP fiberglass liner system.

Cost-effective machinery, service

Working with Road Machinery Account Manager Paul Lull, Pierson Construction recently added a Komatsu WA320PZ-6 parallel tool carrier to its already sizeable

fleet. The company uses the 167-horsepower loader to move backfill material and pipe.

“It offered several advantages compared to other loaders we considered,” said Equipment Manager Brian Boawn, who had the WA320PZ-6 equipped with a quick coupler for fast bucket/fork changes. “It has excellent lift capacity and good visibility for the operator, which is important for moving various-size materials around a jobsite, including long, heavy pipes. Yet, it’s compact enough to easily maneuver on streets, alleys and around often-congested jobsites. I believe the 30,000-pound-class loader is the most versatile size machine for our type of work.”

Preventive maintenance on the Komatsu WA320PZ-6, as well as on Pierson Construction’s competitive brands, is handled by Road Machinery under a service agreement Boawn and Road Machinery Product Support Sales Representative Robin Lee crafted together. “I simply send Road Machinery the hours once a week, and they take it from there,” said Boawn. “They take care of oil changes, sample

Continued . . .



Brian Boawn,
Equipment
Manager



Go online or scan this QR code using an app on your smart phone to watch video.

Diversification is key to Tempe contractor's longevity

... continued

everything and send me reports. If they identify an issue, we address it. We recently had one, and because they brought it to my attention, it probably saved us an engine.

"It's cost effective, and I know the services are done on time," he added. "Another aspect that I really appreciate is having a fixed price. I can set a budget and know what my maintenance costs are going to be upfront."

Completing challenging projects

Challenging projects are common for Pierson Construction Corporation, which typically has four or five jobs going at any one time. The company recently completed an \$8 million storm drain project for Maricopa County Flood Control, where crews installed a mile and a half of 24-inch to 102-inch concrete pipe.

"Depths were 18 to 30 feet, and we were right in the middle of busy streets, so sloping back the trenches wasn't an option," said Pierson. "We had to remove the existing pavement, dig and haul away the dirt and install trench boxes, as well as pipe sections that were 8 feet long and weighed up to 34,000 pounds each. It was also close to an irrigation canal, so groundwater was an issue. We relied on our experience with challenging projects to

get it done with the least amount of disruption as possible, and we completed it well ahead of schedule."

For another recently completed project, crews installed almost 11,000 feet of underground piping that will be used to bring water from a future water treatment plant in the Tonto National Forest to the town of Payson. The project will eventually pull water from the Verde River, treat it and put it into Payson's potable water system.

The work involved trenching through rock and installing two lines in a 42-inch-wide trench. Pierson personnel put 18-inch ductile iron pipe at the bottom of the 9-foot-deep trench, backfilled halfway up, then installed 8-inch HDPE.

Among other projects, Pierson Construction is currently working on a seven-month rebuild of a residential neighborhood in Avondale that involves removing pavement, rebuilding the road base, installing new water/gas piping and repaving.

Giving credit to others

With hard work, perseverance and diversity, Pierson has seen his vision come to reality. However, he says he didn't do it all alone. He also acknowledges his experience prior to going out on his own.

"The experience I gained working for another company was invaluable," Pierson said. "I graduated from Arizona State with a degree in Construction Engineering and went to work for a construction company doing estimating. The owner paired me up with experienced field hands who gave me valuable insight into applying different field conditions into estimating. That gave me a good foundation.

"Much of the credit for Pierson Construction's ability to complete large-scale projects on time or ahead of schedule goes to our work force," added Pierson. "We have an excellent staff that's focused on safety, quality and productivity. Their expertise plays a direct role in the company's success. While I had a vision to be successful, I couldn't have gotten to this point without the help of many good people along the way." ■

(L-R) Pierson Construction Equipment Manager Brian Boawn works with Road Machinery Product Support Sales Representative Robin Lee and Account Manager Paul Lull for purchase, rental and service of equipment. "Paul, Robin and Road Machinery do an outstanding job of taking care of our needs," said Boawn.



SUNWEST METALS

Komatsu WA250PZ-6 helps Anaheim, Calif., company push cardboard all day long

Having a machine that stands up to the daily rigors of a tough application such as recycling is essential. That's why, after Anaheim-based Sunwest Metals lost its Komatsu loader to a fire, it immediately looked to purchase a new Komatsu to replace it.

"Our application calls for pushing cardboard all day long, so the machine is moving quite a lot of weight on a constant basis," said Vice President Tomer Shine. "Having a quality-built machine that's strong and durable is essential to us. Another main feature we look for is power."

Sunwest Metals replaced its previous loader with a Komatsu WA250PZ-6 parallel tool carrier purchased from Road Machinery with the help of Account Manager Rick Ramani. Sunwest Metals has more than 500 hours on the 26,000-pound-plus loader in about six months.

"It's performing exactly how we expected it to based on our experience with the previous Komatsu loader," said Shine. "It stands up to the challenge without any issues. That's the main reason we chose another Komatsu loader to replace our old one."

Another reason they chose Komatsu was the service they receive from Road Machinery. Under a service agreement, Road Machinery handles maintenance on Sunwest Metals' WA250PZ-6.

"Our Product Support Representative Ron Monter called on us right after we purchased the machine and explained the service agreement," said Shine. "We found it to be a good value, and we're pleased that Road Machinery is now closer for service with its new branch in the Los Angeles area (Pico Rivera)." ■



Sunwest Metals Vice President Tomer Shine (left) worked with Road Machinery Account Manager Rick Ramani to purchase a new Komatsu WA250PZ-6 parallel tool carrier. "Rick and our PSSR Ron Monter have been great to work with," said Shine. "We're pleased that Road Machinery is now closer with its new branch in the Los Angeles area."

A Sunwest Metals operator uses a Komatsu WA250PZ-6 parallel tool carrier to push cardboard at the company's facility in Anaheim. "It stands up to the challenge without any issues," said Vice President Tomer Shine. "That's the main reason we chose another Komatsu loader to replace our old one."





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GUEST OPINION

A KITCHEN TABLE ISSUE

What we pay to fund transportation infrastructure lags far behind spending on other necessities

Many Americans have little idea about how much money they personally pay every month to maintain and improve the roads, bridges and public transit we use. But 75 to 80 percent of them say having safe, efficient and well-maintained transportation infrastructure is at least as, if not more, important to their personal livelihood and well-being than good cable, cell phone, internet, water, sewage, and household electricity and natural gas.

These were the key results in a national Ipsos Public Affairs survey that was recently commissioned by ARTBA as part of the “Transportation Makes America Work” campaign, which is aimed at gauging public sentiment about the role of transportation in daily life relative to other modern necessities we rely upon.

Among the other notable poll findings: 78 percent said driving a motor vehicle is “very” or “extremely” important to our ability to conduct our daily lives and 21 percent said the same about public transportation; 88 percent said transportation infrastructure is important to maintaining a strong U.S. economy; 74 percent agreed that “investing in transportation infrastructure should be a core function of the federal government.”

However, the survey did reveal one major disconnect between the perceived value of transportation mobility and an individual’s personal investment in the infrastructure that provides it. When asked how much their household pays each month in gas taxes (the primary means of financing highway and transit capital improvements), 40 percent of respondents said they “didn’t know.” In fact, according to FHWA data, the average household paid \$46 per month in gas taxes in 2011 – the most current year available.

U.S. Commerce Department 2011 data shows the average household spends about three-and-a-half times more each month for household electricity and natural gas service than we pay in state and federal gas taxes. We also pay three-and-a-half times as much monthly, on average, for landline and cell phone service, and nearly two-and-a-half times as much for cable and satellite television, radio and Internet access.

The bottom line is that this research helps bring the transportation investment conversation down to the kitchen table level, rather than talking about trillion dollar needs. If system beneficiaries – the public and businesses – invested in transportation infrastructure in line with what we routinely pay monthly for other necessary services, we would see reduced transportation costs for business, faster commutes, and safer, smarter, more durable roads, bridges and transit. ■



Pete Ruane,
ARTBA President
& CEO

Editor’s note: This is excerpted from an article by Pete Ruane, President & CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA’s website, www.artba.org.

Most Americans say that transportation infrastructure is important to them but have little to no idea how much they pay in gas taxes that go toward funding roads, bridges and public transit, according to Pete Ruane, ARTBA President & CEO.



INDUSTRY EXTRAVAGANZA

CONEXPO 2014

Construction industry event will showcase innovative new products and technology

“If it’s new, it’s here” is the theme of CONEXPO-CON/AGG 2014, and by all indications, there will be plenty of new products, educational opportunities and amenities at the event. Held every three years, CONEXPO 2014 is scheduled for March 4-8 at the Las Vegas Convention Center.

Billed as the largest construction industry event of its kind, CONEXPO is expected to draw in more than 130,000 visitors and 2,400 exhibitors in the asphalt, aggregates, concrete, earthmoving, lifting, mining and utilities sectors, among others. Show personnel designed CONEXPO 2014 with better-defined product concentration areas to promote more efficient and productive use of attendees’ time.

“The goal, as with all our planning, is to provide the best trade show value and create

the most return on investment for attendees and exhibitors to connect with the people and companies they want to see,” said Megan Tanel, Show Director and Vice President Exhibitions and Events for the Associated Equipment Manufacturers (AEM), which is a lead sponsor of CONEXPO. “These moves will definitely make a positive difference for 2014; attendees can spend less time searching for what they need and spend more time with exhibitors doing business on the show floor.”

New for 2014 is a Platinum Lot where asphalt production/paving, aggregate processing and drilling equipment will be showcased. Located across from the South Hall on Swenson Drive, it will have both indoor and outdoor exhibits, the primary registration area, a full-service restaurant and one of two shuttle stops.

A Demolition & Recycling Exhibits Pavilion is also being rolled out for the first time. Sponsored by the Construction Materials Recycling Association, attendees will find products specific to construction and demolition recyclers and demolition contractors.

“Recycling is an important facet of our industries; more demolition contractors are attending the show, and this pavilion is one way CMRA serves the industry needs,” said Tanel.

Attendees can use an enhanced internal shuttle system to easily get from one show area to another, for example from one of the outside lots where lifting equipment such as cranes can be found, to the North or Central halls where earthmoving machinery will be located.

Thousands attend CONEXPO every three years as it’s considered the premier construction industry event. The show returns to the Las Vegas Convention Center March 4-8.





New products, such as Komatsu's innovative D61i-23 *intelligent Machine Control* dozers, will dominate CONEXPO's landscape. The show will have products grouped by categories, including earthmoving, paving, demolition/recycling and aggregate processing along with many others.

intelligent Machine Control

Komatsu will feature its *intelligent Machine Control* dozers that provide automated grading, from rough cut to finish, through integrated and factory-installed 3D machine control technology. Personnel will be on hand to answer questions, including members of Komatsu's *intelligent Machine Control* Technology Division, which helps customers implement technology into their operations. Also, new Tier 4 Final products will be prominently featured in the 30,000-square-foot Display Area, located in the North Hall, Booth #10016.

Visitors can check out other Komatsu technology such as its KOMTRAX remote machine monitoring system, including its mobile app, which provides users valuable equipment data from a secure website. It will also showcase parts and service capabilities like Komatsu CARE, a complimentary scheduled maintenance program for new Tier 4 Interim and Final machines.

Visitors can also browse the store where apparel, die-cast models and other logoed items will be available.

Projects, people recognized

During the show, attendees will see a CONEXPO campaign focused on raising awareness of the construction industry's accomplishments. The campaign publicizes the positive benefits of construction projects and shows how they can elevate the nation's quality of life. Prior to the event, CONEXPO is inviting those in the construction industry to submit projects that illustrate construction's contributions. Fifty will be chosen and given special recognition.

"CONEXPO-CON/AGG 2014 is the global gathering place in North America every three years for the construction and construction materials industries. It provides an ideal context for the culminating recognition event that will focus on the people of the construction industry and their significant contributions to our modern way of life," said Glen Tellock, CONEXPO Chair.

Recognition will also be given to "young leaders" in construction during a special event on March 5. Those under 40 are encouraged to participate and share ideas that will contribute to the future of the industry.

Continued . . .

CONEXPO-CON/AGG 2014: "If it's new, it's here"

... continued

Educational seminars

Educational opportunities designed to help businesses increase productivity and efficiency are on the docket from March 4-7. Led by industry professionals, these 90-minute presentations cover subjects such as aggregates, asphalt, concrete, cranes, earthmoving, equipment management, recycling and more. Continuing education units are available as are DVDs of the sessions.



Komatsu personnel will be available throughout the show to explain features of products and the technology and engineering behind them.

Komatsu's CONEXPO display will highlight new products, parts and service capabilities and technology along with areas reserved for fun and games and a company store.



As in the past, CONEXPO is co-located with the International Fluid Power Expo, an exposition and technical conference dedicated to the integration of fluid power with other technologies for power transmission and motion control applications. More than 400 exhibitors are expected to participate in IFPE, which also has educational opportunities, including college-level courses in hydraulics and pneumatics.

Its theme is "Where all the solutions come together, and connections are made." An International Fluid Power Summit, with leaders from associations around the world will also be held.

"Attendees will find focused industry education, with the latest techniques and information, that they need to run their businesses most efficiently," said Melissa Magestro, IFPE Show Director and AEM Senior Director Exhibitions. "The opportunity to share experiences and ideas with industry peers adds another dimension to the show experience."

Online show preparation

Preparing for the show can be done by visiting its website at www.conexpoconagg.com. The site provides a list of exhibitors and their locations via a floor plan of the Convention Center, educational seminar topics, registration and hotel information, meeting information and an agenda planner. You can also sign up to receive e-mail alerts about CONEXPO. An enhanced internal show transportation system with a show-specific mobile app will also be available.

As in the past, CONEXPO-CON/AGG is sponsored by several industry groups with which attendees are affiliated, including the American Concrete Pavement Association, American Road & Transportation Builders Association, The Associated General Contractors of America and Construction & Demolition Recycling Association.

"Attendees will find the newest products and technologies and technical experts ready to discuss product features and applications," said Tanel. "In the space of a few days, in one place, visitors can examine and compare the best of what our industries have to offer." ■

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NEW PRODUCTS

STRONG OPTIONS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity

Whether you prefer a lighter, more mobile unit or the heavier piece with added lift capacity, Komatsu's new PC170LC-10 excavator can provide exactly what you need.

The new PC170LC-10 is available with two counterweight options, both of which are heavier and provide added lift capacity compared to the counterweight on the PC160LC-8 model that it replaces. The heavy counterweight option is 1,389 pounds heavier with 15-percent more lift capacity, and the lighter option adds 309 pounds and 5-percent more lift.

"Making the choice really depends on the user's preferences and applications," said Rob Orłowski, Product Manager, Excavators. "An advantage of choosing the lighter counterweight is mobility. In that configuration, the PC170LC-10 can be hauled with a bucket on a 40,000-pound tag-along trailer. That's beneficial to contractors who rely on a powerful excavator in a small package for applications such as residential or non-residential construction, while customers looking for still more lifting power can find it in the PC170LC-10 equipped with the heavy counterweight."

More fuel efficient

The PC170LC-10 has the same horsepower as its predecessor, but it is up to 10-percent more fuel efficient, depending on the application and conditions. Efficiency comes in part from a variable-flow turbocharger that provides optimal airflow under all speeds and load conditions. It also has a Komatsu Diesel Oxidation Catalyst (KDOC) that does not have a scheduled replacement interval as would be required for a unit with a diesel particulate filter.

"With the KDOC there is no active regeneration required; it's 100-percent passive," said Orłowski.

"No particulate filter equates to less maintenance over the life of the excavator. Of course, because it's a Tier 4 Interim machine, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through the Komatsu CARE program."

Orłowski said the closed-centered hydraulics and harmony of systems give the PC170LC-10 the smooth feel and control that makes Komatsu excavators famous.

"The PC170LC-10 offers more capability at a lower cost, which is what every contractor wants," said Orłowski. "The machine offers a solution to customers with a variety of needs." ■



Rob Orłowski,
Product Manager,
Excavators

* Includes heavy-counterweight bucket, thumb and coupler combo

Brief Specs on the Komatsu PC170LC-10

| Model | Net Hp | Operating Weight | Bucket Capacity |
|------------|--------|---------------------|-------------------|
| PC170LC-10 | 115 hp | 38,100-41,600* lbs. | 0.48-1.24 cu yds. |

Komatsu's new PC170LC-10 comes with two counterweight options, both of which provide greater lift capacity compared to the previous PC160LC-8, and the PC170LC-10 is up to 10-percent more fuel efficient.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
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- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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MORE NEW PRODUCTS

FEWER PASSES

New WA500-7 Yard Loader Arrangement with specially designed buckets increase capacity, productivity

Whether loading trucks, stockpiling or charging hoppers, you want to move material as quickly as possible. Komatsu designed its new WA500-7 Yard Loader Arrangement with specific features that provide increased productivity for applications involving re-handled or loose material.

“Right away, users notice the larger, flat-floor buckets that keep more material inside. These buckets also significantly increase capacity and decrease the number of passes needed to load 24-ton and 26-ton on-highway trucks,” said Rob McMahon, Product Manager, Wheel Loaders, noting that both 9.1- and 9.8-cubic-yard buckets are available. “These buckets offer several other advantages as well, such as reduced abrasion wear of the floor, less force to penetrate a pile and a wear package that’s lightweight and highly effective.”

Komatsu also added a larger-diameter bucket cylinder for increased bucket forces and additional counterweight for better stability and tipping loads.

“The counterweight’s unique shape provides more ground clearance for stockpiling materials, which is a distinct advantage over competitive machines,” said McMahon. “Other standout features include 29-inch rims and low-profile tires for increased stability; a brake cooling system (front and rear), which maximizes brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material.”

The WA500-7 Yard Loader Arrangement features a Tier 4 Interim engine and is

backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first.

“The WA500-7 Yard Loader Arrangement has many of the same great features as our base WA500-7, and it offers even greater productivity,” said McMahon. “I encourage anyone who wants that combination to try one in their construction and/or quarry operations.” ■



Rob McMahon,
Product Manager,
Wheel Loaders

Brief Specs on the WA500-7 Yard Loader Arrangement

| Model | Net Horsepower | Operating Weight | Bucket Capacity |
|---------------------|----------------|--------------------|-----------------|
| WA500-7 Yard Loader | 353 hp | 79,162-79,630 lbs. | 8.2-9.8 cu. yd. |

Komatsu’s new WA500-7 Yard Loader Arrangement features larger, flat-floor buckets that increase capacity and productivity for applications involving re-handled or loose material. It’s designed to load 24-ton to 26-ton on-highway trucks in fewer passes.



Go online or scan this QR code using an app on your smart phone to watch video.



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KOMATSU HYBRID EXCAVATOR

Fast and fuel efficient, in the right application, the HB215LC-1 offers unmatched performance

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In late 2009, Komatsu introduced the Hybrid PC200LC-8, the first hybrid hydraulic excavator in North America. The second-generation HB215LC-1 remains the only hybrid excavator in the popular 25-ton class size. Today, however, it's not the uniqueness or novelty that sets the unit apart, but the performance.

"People generally associate a hybrid with fuel savings – and the HB215LC-1 is definitely fuel-efficient," said Komatsu

Excavator Product Manager Rob Orłowski. "On average, it uses 25-percent less fuel than the Komatsu PC200LC-8, a similar-size, traditional excavator. In the perfect application (light digging with lots of swinging), we've had reports of fuel-savings much greater than 25 percent.

"But what surprises equipment operators most is the machine's speed," he added. "The swing motor in the hybrid is exclusively dedicated to the swing function, which makes it faster and more productive."

Other benefits include:

- Quiet, inside and outside the cab;
- Better company image among the general public and many governmental entities;
- Komatsu engine, hydraulics and hybrid technology work together for maximum performance.

"Of course, the HB215 is not the ideal machine for all applications," Orłowski noted. "For example, if you're using a hammer (although there is a service valve to power hydraulic attachments) or performing deep, heavy work with limited swing involved, this machine may not be the perfect fit. But, in a swing-heavy application such as truck loading, it's tough to beat the fuel-savings and speed advantages of the HB215."

The HB215LC-1 comes with a five-year, 7,000-hour warranty on hybrid powertrain components. If you're considering purchasing a hybrid, now is a good opportunity as Komatsu Financial is offering special financing on the HB215 for a limited time. ■

Brief specs on the Hybrid HB215LC-1 excavator

| Operating Weight | Power | Bucket Capacity |
|------------------|--------|-----------------|
| 48,175 lbs. | 139 hp | 1/57 cu. yd. |

The Komatsu HB215 hybrid excavator is 25-percent more fuel efficient than the PC200LC-8, and operators report the swing speed is faster than the traditional model.

▶ VIDEO



HYBRID EXCAVATOR

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Komatsu continues to strengthen its innovation leadership with the HB215LC-1. Komatsu hybrid excavators have accumulated more than 1 million operating hours in the field, proving their reliability, along with fuel and emissions savings.

- With every swing, the HB215LC-1 regenerates energy – yielding an average fuel savings of 25% with an equivalent 25% fewer CO₂ emissions.
- Hybrid powertrain components are backed by a 5-year/7,000-hour warranty.

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SPECIALTY EQUIPMENT

EQUIPPED FOR ENERGY PRODUCTION

PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil, gas pipelining



Kurt Moncini,
Product Manager,
Excavators

Growth in the oil and gas industry has created a unique need for specialty equipment that can handle rugged terrain, trenching and heavy pipe. Specially-equipped Komatsu excavators perform well in those situations, including the popular PC360LC-10 Pipeline Arrangement. Special features that make this a pipeline machine include: anti-drift/anti-burst valves to provide optimum precision when working with heavy loads; single grouser tracks; and heavy-duty under guards.

Pipe sections are often heavy and the excavators have to hold the load for an extended period of time. These units offer an HKX anti-drift/burst valve package that provides superior

load-holding capabilities, including minimal pipe movement under load.

“Excavators are often called on to perform the role of a side boom to hold pipe sections in place during welding,” said Kurt Moncini, Product Manager, Excavators. “Maintaining precise pipe position is critical, and the anti-drift valves play an important role in the process.”

“If a hose or hydraulic tube fails, boom and arm anti-burst valves help protect against uncontrolled load lowering, ensuring compliance with hose burst requirements,” added Moncini. “This is especially important when loads are lifted in close proximity to workers and welders.”

Several other options are also available, including a wide range of hydraulic kits and line packages for powering attachments. If steep ground or rough terrain are issues, the PC360LC-10 Pipeline Arrangement can be equipped with single grouser shoes for increased traction and maneuverability, which is especially important when working on steep sections of pipeline right-of-way. Special under guards are available for the upper frame (Heavy Duty are 3.2 mm thick and Severe Duty are 9 mm thick) to protect engine and hydraulic components from potentially damaging debris rolling along the top of the tracks.

“Excavators are very flexible products for pipeline applications, and the PC360LC-10 Pipeline Arrangement is an especially good option,” said Moncini. “Its hydraulic systems are easily adaptable for a broad spectrum of attachment uses. For instance, aside from digging pipe trench, they can be used as pipe handlers in distribution and storage yards, to power bedding material screening buckets, run hydraulic hammers and many other applications requiring hydraulically-driven attachments.” ■

Brief Specs on the PC360LC-10 Pipeline Arrangement

| Model | Horsepower | Operating Weight | Bucket Capacity |
|--------------------------|------------|--------------------|-------------------|
| PC360LC-10 Pipeline Arr. | 257 hp | 78,255-79,930 lbs. | .89-2.56 cu. yds. |

Komatsu's PC360LC-10 Pipeline Arrangement works well for holding heavy pipe sections during welding thanks to a standard anti-drift valve. An HKX anti-burst valve package is available and gives superior load-holding capabilities, including precision load control.



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BRANCHING OUT

NEW BRANCH

Road Machinery's new Pico Rivera location brings better service to Los Angeles metro area



(L-R) Account Managers John Biltz and Jose Serpa, Regional Sales Manager-Southern California Dan Pilon, Account Manager Andrew Brown, Rental Account Manager Paul Clark and VP CA Region Strategic Planning Akiro Ito work with customers on sales and rentals of new and used equipment.

Road Machinery's new Pico Rivera branch is located on San Gabriel Parkway in the heart of the Los Angeles metro area.



Road Machinery's expansion continues with the addition of its branch in Pico Rivera. Located in the heart of Los Angeles, the new location serves the greater metro area, including Orange County.

Located at 3539 San Gabriel Parkway, it provides easy access from Interstates 5, 10 and 605. Like more than a dozen other Road Machinery locations, Pico Rivera carries an extensive lineup of equipment to serve construction, agriculture, aggregate, highway and other markets with products from manufacturers such as Komatsu, the Wirtgen Group (Hamm rollers and Kleeman crushers) and Finn.

Dan Pilon, Regional Sales Manager-Southern California oversees the more than 17,000-square-foot branch. Pilon said both machine and parts inventories continue to grow.

"We're ramping up in every area," said Pilon. "Adding staff is also in the works, including additional technicians so that we can better serve the increasing machine population Road Machinery has in the metro area. Previously, metro-area customers were served by our Perris branch, which is quite a distance away. Pico Rivera brings faster, more responsive service, which is something our customers told us was essential. We listened, and the feedback has been very positive. Customers understand that we're committed to their success."

Among the staff are Account Managers Rick Ramani (Orange County), Jose Serpa (San Bernardino and Riverside Counties) and Andrew Brown (Los Angeles County) who work with customers on sales and rental of



Ron Monter, Product Support Representative



Product Support Representative Ron Monter pulls parts from inventory at Road Machinery's new Pico Rivera branch.

new and used equipment. Product Support Representative Ron Monter handles parts and service needs such as oil, filters and ground engaging tools.

"This new location continues our growth and enhanced coverage strategy for the California marketplace," said Road Machinery President Dan Roush. "Adding this location further promotes our customer support capabilities, and allows us to provide a swift response when our customers call. It's consistent with the same operating principles Road Machinery was founded on in 1955." ■



Dan Pilon, Regional Sales Manager-Southern California

Pilon brings wealth of experience to new Los Angeles-area branch

Dan Pilon joined Road Machinery right around the time the company opened its new Pico Rivera branch in the Los Angeles area. He brought more than 35 years of experience in all aspects of the equipment industry to his new position as Regional Sales Manager-Southern California.

"I've worked in sales, management, parts, rentals and service," said Pilon, who worked for other equipment dealers and rental companies. "I believe that experience is valuable as we continue to build the

new branch and support our metro area customers."

Pilon has spent his career working in Los Angeles, and he's excited about being a part of Road Machinery's growth. "I believe it is essential to listen to customers and find out what's most important to them. Road Machinery shares this core belief, which is the primary reason for this new branch. Our customers told us how vital it was to support them. We listened, and here we are." ■



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BEYOND THE STANDARDS

Mike Ueno says innovative approaches help Komatsu meet and exceed emissions regulations



Mike Ueno,
Komatsu Executive Vice President
& Chief Technical Officer

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.

This year marks Mike Ueno's 30th with Komatsu, and during his tenure with the company he's held several positions. He started with the design of 15-liter engines and later helped develop 30-liter engines.

Ueno became Komatsu's Executive Vice President and Chief Technical Officer about three years ago, giving him overall technical responsibility for the company. That includes overseeing products at the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as in Peoria, Ill., where Komatsu produces mining equipment.

He was also Vice President and President of Industrial Power Alliance, a joint venture between Komatsu and Cummins. Ueno was an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved plant management.

"Engine technology has evolved tremendously through the years," said Ueno. "I'm proud of the way we've implemented the tier emissions standards and made equipment that's more productive, reliable, durable and efficient at the same time. What's really gratifying is that many of the features that make those attributes possible came from listening to our customers and implementing their recommendations."

Mike and his wife celebrated their Silver Anniversary last year. The couple has three children.

QUESTION: Tier 4 Interim requirements finished at the end of last year. How would you assess Komatsu's implementation of the regulations?

ANSWER: I'd say it was very successful. We met the requirements of reducing soot and NOx, and in some cases, exceeded them with an innovative approach that differentiated us from other manufacturers. For instance, to reduce soot we use a diesel particulate filter (DPF) to capture the particulate matter, and we burn it off with the aid of a variable-geometry turbocharger. This process promotes regeneration during production, and in most circumstances, the operator has to take no action. With other-brand machines, operators often have to take them out of production for a significant period of time. That lost productivity can be costly.

We have learned a lot about our DPF system from customers and from our field experience, as we strive for continuous product improvement. From this sense, I would like to express my sincere appreciation to all our distributors and others who promote our products.

QUESTION: How is Komatsu handling implementation of Tier 4 Final regulations, which begin this year?

ANSWER: The biggest challenge Tier 4 Final presents is a further decrease in NOx, taking emissions to near zero. To do that, we will use a selective catalytic reduction (SCR) and urea to regulate and virtually eliminate the amount of NOx emitted from construction equipment. Our SCR-fitted machine tests also show a decrease in fuel consumption. Komatsu's engineering and manufacturing personnel have been integrating the SCR into new models for quite some time, and as with previous regulations, we're ready for Tier 4 Final. We'll also be ready when it's time to implement Tier 4 Final on mining equipment, which begins in 2015.



Komatsu met emissions regulations with its Tier 4 Interim machines, and in many cases, increased production and fuel efficiency. Mike Ueno, Executive Vice President and Chief Technical Officer, says Tier 4 Final machines show further increases in fuel economy.

Another significant challenge with Tier 4 Final standards is the number of machines it affects. During the Interim phase, Komatsu introduced about 20 new machines. During Tier 4 Final, that number will be almost double. In fact, the next few years will involve re-engineering our entire fleet.

QUESTIONS: One new machine Komatsu recently introduced was its first *intelligent Machine Control* (iMC) dozer model, the D61i-23. Where does it fit in?

ANSWER: The D61i-23 is a Tier 4 Interim machine. It's also a perfect example of how Komatsu exceeded emissions requirements. The iMC dozers, with integrated GPS systems, provide automatic blade control that optimizes the amount of material moved from rough-cut to finish grading. All the operator has to do is control direction by moving the joystick control forward or backward, making even the most inexperienced operators more effective and productive. Feedback has been phenomenal, and customers are looking for more automated models.

QUESTION: Will Komatsu have more automated machines?

ANSWER: Most definitely, and relatively soon for some models. Komatsu plans to introduce additional *intelligent Machine Control* dozers, as well as iMC excavators. Other products could follow. And the future may hold further possibilities, such as autonomous machines requiring no operator. We've already had autonomous haul trucks for several years.

QUESTION: What else may be on the horizon?

ANSWER: From a machinery standpoint, another hybrid excavator. We introduced the



The *intelligent Machine Control* D61i-23 dozer provides automated blade control from rough-cut to finish grade, with integrated GPS technology. More automated products are on the horizon, according to Mike Ueno, Komatsu Executive Vice President and Chief Technical Officer.



Mike Ueno, Executive Vice President and Chief Technical Officer, says Komatsu is ready for Tier 4 Final regulations which begin this year. Engine technology in new machines aims to further reduce emissions, including virtually eliminating NOx.

first and are now in our second generation with the 20-ton-class HB215LC-1. A new, 30-ton model would be next.

Technology is always improving, and Komatsu will continue to implement it. One example is our KOMTRAX mobile app for smart devices. Since we introduced KOMTRAX, we've continued to add features and data that allow users to track hours, idle time, location, machine usage, modes and a whole host of other critical information. Tracking the SCR and urea level will be integrated with the Tier 4 Final machines. ■

MAINTENANCE MILESTONE

Komatsu CARE hits 10,000th service interval; successful program increases longevity of machines



Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations

Milestones are often marked in big numbers. For Komatsu CARE, its latest big number is 10,000. This is meaningful because it represents the number of services performed since the program's launch in 2011, which came with the introduction of Tier 4 Interim machines.

Komatsu CARE provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Tier 4

Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges. Komatsu distributor technicians perform the services using genuine Komatsu OEM parts and fluids.

"We wanted to work with our distributors and customers to provide a solution to the new technology coming into the marketplace with the Tier 4 Interim machines," said Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations. "We also wanted to help our customers reduce the owning and operating costs associated with maintenance. Komatsu CARE is a proactive approach designed to meet those needs. The program is a tremendous success, thanks in large part to the dedication of our distributors."

Both customer-owned and rented machines are covered under Komatsu CARE. Distributors track the machines with KOMTRAX to determine hours and machine location, and then work with customers to schedule service intervals at a convenient time and place.

The 10,000th service was an initial 250-hour interval performed on a WA470-7 wheel loader. Similar to many service intervals performed under the Komatsu CARE program, it was done on site by a Komatsu distributor field technician.

"There are a couple reasons for reaching 10,000 so fast," said Rizzo. "Having a tremendous number of Tier 4 Interim machines in the field is one. Another is that those machines are highly utilized, so there are a lot of hours put on them. Komatsu CARE assures that the services are done on time, which in turn may help increase the longevity and dependability of the machines." ■

A Komatsu distributor technician performs the 10,000th service interval under the Komatsu CARE program. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Komatsu Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges.



Komatsu, distributor and customer personnel celebrated the 10,000th service interval performed under the Komatsu CARE program.



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.

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NEWS & NOTES

Private developers increasingly require surety bonds

A rise in defaults during the past several years has also increased the demand from private developers that contractors provide surety bonding on their projects, according to a recent Business Insurance article. Surety bonds are normally associated with public

works projects, but due to sluggish recovery in the construction industry, developers are now seeking the same assurances that their investments will be protected against contractors and subcontractors who are unable to perform contracted work, the article notes. ■

LEED projects top 10 billion square feet

A report from the U.S. Green Building Council shows about 60,000 projects across the globe total more than 10 billion square feet of building being built under its LEED (Leadership in Energy and Environmental Design) certification program, which is aimed at reducing energy and water usage, emissions and maintenance costs among other items.

The U.S. ranks first among world-wide countries with more than 17,000 LEED-certified commercial and industrial projects, representing approximately 2.3 billion square feet. Nearly 30,000 more U.S. projects are currently pursuing LEED certification. Canada comes in second with about 4,400 LEED-certified projects. ■

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INDUSTRY NEWS

SPOTLIGHT ON HIGHWAY FUNDING

Report, Senate committee show urgent action needed to address inadequate investment

Transportation group TRIP's latest study shows road conditions nationally will continue to worsen unless a current shortfall in funding is addressed. It estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years.

An extra \$670 billion is required for significant improvements, while \$374 billion would make modest enhancements, according to the study, which showed about 27 percent of urban roads contained substandard pavement. That will cost the average urban driver about \$400 annually, \$80 billion nationally, in added vehicle operating costs.

"Our nation's surface transportation infrastructure will further deteriorate if lawmakers don't identify new revenue sources for the Highway Trust Fund (HTF) by October," said Christian Klein, who is Vice President of Government Affairs for Associated Equipment Distributors and on the Board of Directors of TRIP. "According to data released by the Congressional Budget Office, in FY 2015 the HTF will be unable to support any highway or transit spending, jeopardizing more than \$50 billion in annual investment."

TRIP's report comes just months before the current highway bill is set to expire. MAP-21, passed in June 2012, runs through September 30 of this year. It brought some certainty compared to short-term extensions that had previously funded transportation projects, but failed to address the long-term funding needs of the HTF.

The Senate Environment and Public Works Committee recently held a hearing to examine the HTF, and more hearings are expected in the coming months. Construction industry,

labor and business community representatives detailed the highway program's situation and the economic impact that would result if the HTF is unable to support current spending in FY 2015, the "Year Zero" scenario, according to AED.

The committee discussed several options, including increasing the federal gas tax and indexing it for inflation. Expanded tolling, shifting to a vehicle miles traveled levy, a refinery-level fee and a sales tax were also mentioned.

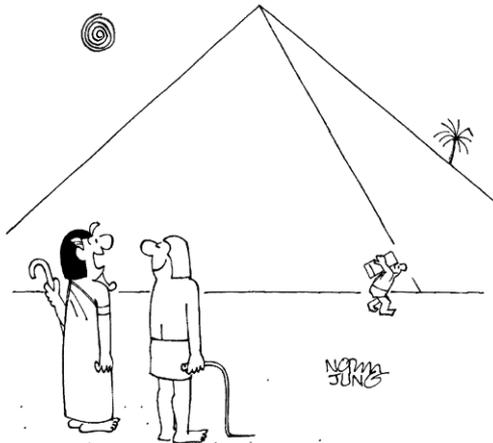
"We commend (Chairman) Boxer both for continuing to ring the alarm bell about the crisis facing the federal highway program and offering bold solutions like a new gasoline sales tax," said Klein. "With 'Year Zero' looming in 2015, it's time for Congress and the president to stop hitting the snooze button and take swift, decisive action to ensure the HTF's long-term solvency." ■

A study by the transportation group TRIP estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years. An additional \$670 billion would be necessary for significant improvements.

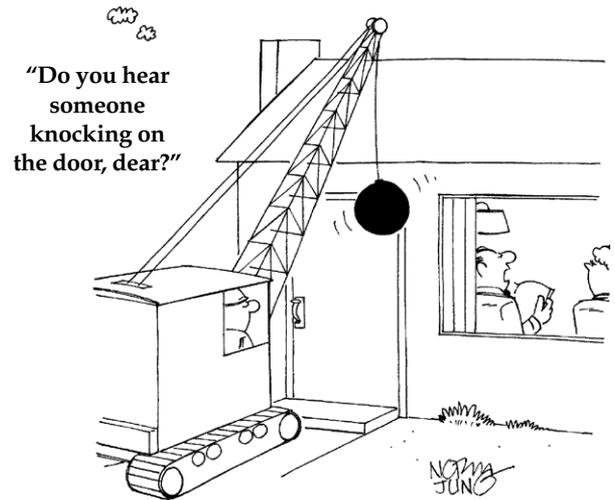


SIDE TRACKS

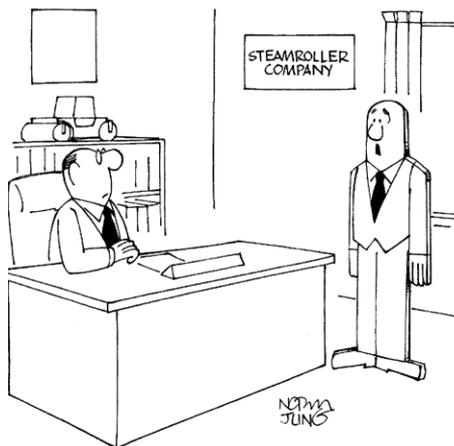
On the light side



"I like it. Build me two more."



"Do you hear someone knocking on the door, dear?"



"Mr. Woodhouse, I'd like to report an accident."

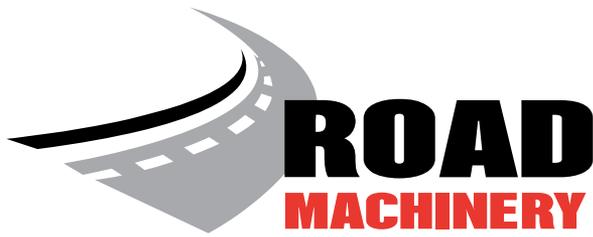
Did you know...

- A cow gives nearly 200,000 glasses of milk in her lifetime.
- Queen Elizabeth II served as a mechanic and driver in World War II.
- In 1537, England's King Henry VII officially declared February 14 the holiday of St. Valentine's Day.
- The human brain is more active during sleep than during the day.
- A honey bee must tap two million flowers to make one pound of honey.
- The average person drinks about 16,000 gallons of water in a lifetime.
- Chocolate was introduced into the United States in 1765 when cocoa beans were brought from the West Indies to Dorchester, Mass.
- Napoleon Bonaparte is the historical figure most often portrayed in movies. He has been featured in 194 movies, Jesus Christ in 152, and Abraham Lincoln in 137.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RMLRoadToSuccess.com

1. RIET _ _ _ E _ _
2. HUSCR _ _ _ _ S _
3. NALGFE _ L _ _ _ _
4. NCOPXOE _ _ _ _ X _ _
5. KAOHCRE _ R _ _ _ H _ _



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2007 PC200LC-8



2007 PC220LC-8



2006 WA380-5L



2011 WA320PZ-6



2007 GD655-3



2007 PC160LC-7

USED EQUIPMENT FOR SALE

YR MODEL HRS STK# PRICE

WHEEL LOADERS

| YR | MODEL | HRS | STK# | PRICE |
|------|-----------|--------|-----------|-----------|
| 2011 | WA250PZ-6 | 1,207 | EMD009749 | \$139,000 |
| 2011 | WA320PZ-6 | 2,470 | EMD009302 | \$125,000 |
| 2011 | WA470-6 | 2,545 | EMD009646 | \$240,000 |
| 2007 | WA320-5L | 2,613 | EMD009420 | \$125,000 |
| 2007 | WA380-6 | 6,678 | EMD009421 | \$105,000 |
| 2006 | WA380-5L | 5,011 | EMD008944 | \$105,000 |
| 2003 | WA380-5L | 6,100 | EMD009799 | \$ 80,000 |
| 2006 | WA500-3 | 14,908 | EMD009792 | \$65,000 |

EXCAVATORS

| YR | MODEL | HRS | STK# | PRICE |
|------|-------------|-------|-----------|--------------------|
| 2010 | PC200LC-8 | 1,283 | EMD007124 | \$110,000 |
| 2009 | PC88MR-8 | 1,231 | EMD009763 | \$ 90,000 |
| 2008 | PC300LC-6LE | 4,370 | INDECO 02 | <i>POR</i> |
| 2008 | PC220LC-8 | 1,465 | | <i>CONSIGNMENT</i> |
| 2007 | PC160LC-7 | 2,270 | EMD004222 | \$ 92,000 |
| 2007 | PC200LC-8 | 3,776 | EMD004350 | \$110,000 |
| 2007 | PC220LC-8 | 3,470 | EMD009419 | \$120,000 |
| 2005 | PC400LC-7 | 6,360 | EMD000247 | \$100,000 |

DOZERS

| YR | MODEL | HRS | STK# | PRICE |
|------|------------|-------|-----------|--------------------|
| 2012 | D375A-6 | 922 | EMD009839 | \$925,000 |
| 2008 | D51EX-22 | 2,995 | EMD007022 | \$ 94,000 |
| 2012 | D65EX-17 | 1,432 | EMD009874 | \$225,000 |
| 2008 | D85EX-15EO | 4,557 | EMD009092 | <i>SOLD</i> |
| 2007 | D65PX-15EO | 4,328 | EMD009563 | \$ 95,000 |
| 2006 | D85EX-15EO | 5,501 | EMD004142 | <i>CONSIGNMENT</i> |

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