

ROAD TO SUCCESS

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A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Featured in this issue:

D&A PIPELINES, LLC

Experience, good customer service
provide right mix for Phoenix-based
underground contractor

See article inside...



Co-owners Doug
Landvatter (left) and
Armando Tarazon



Featured in this issue:

HEDRICK LAND CLEARING

Experience in agriculture gives
Brian Hedrick firm foundation
to build business

See article inside...



Brian Hedrick,
Owner



KOMATSU

A MESSAGE FROM THE PRESIDENT



Charles Paugh



Dear Equipment User:

With 2006 rapidly coming to a close, we want to take the time to tell you how much we appreciate your business. I'm sure you hear that all the time from all kinds of different businesses that you frequent — to the point where it just sounds routine. But believe me, it's anything but routine to each and every one of us at Road Machinery LLC.

Why? Because the relationship between an equipment user and an equipment distributor is different than the one you have with your grocer or car dealer. It's a business-to-business relationship, and we're in it together for our livelihoods. Because our mutual success is so interdependent, we view the relationship as more of a partnership than as a supplier to a customer — and we hope you do too.

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Our goal is to provide reliable products and responsive service — not just some of the time or most of the time, but *all* the time. That's how we try to earn your business and your trust. We thank you for your support. We hope we've earned it.

If there's anything we can do for you as the year draws to an end, don't hesitate to give us a call or stop in. We're here to help in any way we can.

Sincerely,
ROAD MACHINERY LLC

A handwritten signature in black ink that reads "C Paugh". The signature is written in a cursive, flowing style.

Charles Paugh
President



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ROAD To SUCCESS

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D&A PIPELINES, LLC

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A SALUTE TO A CUSTOMER

D&A PIPELINES, LLC

Experience, good customer service provide right mix for Phoenix-based underground contractor

When Doug Landvatter and Armando Tarazon teamed up in 1997 to form D&A Pipelines, LLC, they brought to the table two key ingredients to a recipe for success in the underground arena: experience and a desire to provide outstanding customer service.

Nine years later, the co-owners are proof that the mix works. They've built a company that continues to grow beyond their expectations.

"In the beginning, we figured we'd build it up to a point where we were doing \$5 million to \$6 million a year," Landvatter recalled. "We exceeded that in our third year and have continued to grow every year since the beginning. Some of it had to do with being in the market at the right time and having

plenty of work available. But much of it had to do with focusing on doing quality work with honesty and integrity."

The pair also credits their experience — they worked together at a large contractor before striking out on their own — and their specialization in utility installation as major components in their success. D&A Pipelines installs only "wet" utilities — water, sanitary sewer, storm sewer and large-diameter irrigation — in about a 100-mile radius of the company's home base in Phoenix. "We decided that specializing was the best route for us," said Tarazon. "We believe it benefits us to focus on one thing and do it well. Putting too much into the mix only spreads a company out and makes it hard to meet commitments."

D&A Pipelines directs much of its attention to working with private residential subdivision developers, many of which the company has dealt with since its inception. "We're very proud that a great majority of our work is for repeat customers," Landvatter noted. "They like that we can offer them a complete package on a project. It says we're on the right track."

Staying on the right track

Helping keep the company on the right track is an ever-increasing staff, which now numbers more than 170. The vast majority of D&A Pipeline's staff has more than a decade of experience, including General Superintendents Carlos Tarazon and Ricardo Pelagio. Other key members include Chief Estimator Armando Tarazon Jr., Head Mechanic Mike Lewis and Office Manager Molly Tarazon.

Co-owners Doug Landvatter (left) and Armando Tarazon started D&A Pipelines, LLC in 1997 and have grown the business into a multimillion-dollar company that focuses on underground utility installation.





D&A Pipelines uses Komatsu excavators for the majority of its digging needs, including this PC308USLC-3 tight-tail-swing model. “We’ve found the Komatsu excavators to be much stronger when it comes to lifting trench boxes and digging in the hard soils,” said Co-owner Armando Tarazon.

“We’ve taken a controlled-growth approach, but at the same time, we’ve grown substantially in the last few years because the market demanded it,” said the elder Tarazon. “Fortunately, we haven’t had a problem with turnover or finding experienced help. That plays a big role in our being able to get jobs done on time and on budget because our employees know what needs to be done, and we can trust them to do it.”

Reliable equipment

With growth came the need for more machinery. In the past five years D&A Pipelines has significantly added to its fleet, which is largely made up of Komatsu equipment purchased from Road Machinery LLC. “We started out renting Komatsu equipment, and we still rent quite often,” Landvatter noted. “So when it came time to start buying equipment, it made sense to go with Komatsu. The quality and dependability are second-to-none.”

D&A Pipelines owns four Komatsu excavators — a PC220LC-7, a PC200LC-7 and two tight-tail-swing models, a PC308USLC-3 and a PC228USLC-3. They’re equipped with quick couplers for easily changing buckets and attachments.

Continued . . .



A D&A Pipelines operator uses a Komatsu PC200LC-7 to dig a utility trench at a housing development in Phoenix.



Carlos Tarazon,
General Superintendent



Ricardo Pelagio,
General Superintendent



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D&A open to new opportunities

... continued



Armando Tarazon Jr.,
Chief Estimator



Mike Lewis,
Head Mechanic



Molly Tarazon,
Office Manager

“We’ve found the Komatsu excavators to be much stronger when it comes to lifting trench boxes and digging in the hard soils,” Tarazon reported. “The tight-tail-swing excavators are fantastic. We run into situations where a wall or obstruction is in place and we have to work around it. Those machines allow us to get in there and do the job without worrying about the back end hitting something.”

The company uses a Komatsu WA250PT-5 parallel tool carrier to carry pipe and backfill and a Komatsu WB140 backhoe for a variety of tasks. “The versatility of the WA250 parallel tool carrier makes it very attractive,” said Landvatter. “It has a quick coupler to go from bucket to forks. It has the power to carry large pipe, which is a nice feature.”

Landvatter and Tarazon have been especially pleased with the service Road Machinery has provided. “Our mechanics take care of the bulk of the service work, but if we need something, we know Road Machinery and our Account Manager Roger Cox will take care of us quickly,” Tarazon said. “They’ve been very good to work with.”



(L-R) Road Machinery Account Manager Roger Cox works closely with D&A Pipelines Owners Armando Tarazon and Doug Landvatter to meet their equipment needs.

D&A Pipelines appreciates the versatility of its WA250PT-5 parallel tool carrier. “The versatility makes it very attractive,” said Co-owner Doug Landvatter. “It has a quick coupler to go from bucket to forks. It has the power to carry large pipe, which is a nice feature.”

Possibility to move into other areas

When Tarazon and Landvatter started D&A Pipelines, the focus was on commercial work, but it didn’t take long for the pair to switch their efforts to private residential projects. However, they’re open to the possibility of doing more commercial work in the future. “That would be a direction we’d look at if the private subdivision work slows down,” Landvatter confirmed. “Municipal projects are also a possibility.”

“If we want to do those things, we certainly can,” observed Tarazon. “But we want to control growth and not get too big. Right now, we’re not following those types of jobs because we have enough on our plate. We don’t want to tell someone we’re going to do a job, then not be able to deliver.” ■





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A SALUTE TO A CUSTOMER

HEDRICK LAND CLEARING

Experience in California agriculture gives Bryan Hedrick firm foundation to build business



Bryan Hedrick,
Owner

Bryan Hedrick has spent his entire life around agriculture, so when the opportunity came for him to start his own business 15 years ago, it only seemed natural for him to do something in that field.

“My family has always been involved with agriculture,” said Hedrick, Owner of Hedrick Land Clearing, which is based in Santa Paula, Calif. “I grew up on a farm that had lemon and orange trees as well as avocados. That’s where I got experience running machinery. We had a tractor on the ranch and I messed around with it and learned how to run it.

“The opportunity to go into business for myself came when I was working for someone else, hauling equipment around and occasionally running a tractor,” Hedrick recalled. “That, and my ag background, gave me enough experience that I felt comfortable going out on my own to clear land for other farmers in southern California. I had a good idea of how to go about this business.”

Bryan Hedrick uses a Komatsu D150A dozer with a ripper to do deep ripping jobs, a specialty for Hedrick Land Clearing, which primarily clears farmland north of Los Angeles.

Today, Hedrick’s primary business is clearing land for new crop growth. Hedrick works a small area north of Los Angeles, mainly staying close to Santa Paula. “Most of what I do is prepare the land for farmers who want to change from one crop to another,” Hedrick explained. “Sometimes it’s land that hasn’t been used before, but more often than not, it’s taking out an existing crop so farmers can plant something new, such as berries, which have become a big commodity in the last several years.”

Existing crops include such items as citrus groves, where Hedrick takes out the trees and their roots. He piles the timber on site, burns it and tills the ashes back into the soil as he prepares it for new planting. Hedrick estimates he does about 60 jobs a year.

Hedrick Land Clearing is basically a one-man operation with Hedrick handling the work. He occasionally hires some part-time help when his work load is more than one man can handle.

Specialty service

“Part of my service is deep ripping, which ensures getting roots out that wouldn’t come out using normal clearing methods,” said Hedrick. “That’s a specialty others don’t do. There are plenty of people who clear land, but very few offer the deep ripping.”

While that specialty has helped Hedrick gain notoriety in the agricultural field, he maintains that good service is what’s helped him build up a list of repeat customers.

“Most of the work I do is for customers I have worked with before,” Hedrick said. “Yes, I have a specialty business, but if I don’t do a



good job at it, they still won't call me back. So, I'm proud that I work with repeat customers quite a bit."

Hedrick also does other work as time permits, including cutting roads into remote areas, building house pads and cleaning out ditches that have silted in due to flooding of the river bottom in the Santa Paula area.

Productive equipment pays off

Hedrick's equipment needs vary, depending on the type of job he's doing. He often rents or leases machinery as needed. Recently he purchased a new Komatsu D39EX-21 dozer from Road Machinery LLC's new Perris, Calif., branch with the help of Account Manager Erik Ouwersloot.

"I've used Komastu equipment for a long time, and had good luck with it," noted Hedrick. "I traded an older D39 for the new one, but it wasn't because the old one was worn out or causing problems. I never had any issues with it. The new one offered a little more comfort because it has an enclosed cab, which is a nice benefit when working in dusty conditions like I do.

"The D39 rides smoothly and I'm able to push material even faster than before," Hedrick added. "It's good for leveling off after I've ripped an area with a bigger machine. It's nice for dressing up."

Hedrick's bigger machine is a Komatsu D150A dozer, equipped with a ripper for making quick work of roots. "I've leased it for a long time," Hedrick said. "For the work I'm doing, I need something with a lot of power and it delivers. It's given me many hours of productivity."

Hedrick performs all maintenance on the machines with parts purchased from Road Machinery. "I haven't had to do much to the machines other than routine maintenance, so I'm sold on Komatsu from that standpoint," Hedrick said. "Erik and RML have taken care of me very well. It's a long drive to their facility, so they send me parts, and they've been very good about getting them here right away."



Bryan Hedrick just took delivery of this brand-new Komatsu D39EX-21 dozer. "I really like the pressurized cab because I often work in very dusty conditions," he noted.



The bulk of Hedrick Land Clearing's jobs involve removing citrus groves and clearing the land for planting new crops.



Bryan Hedrick (left) works with RML Account Manager Erik Ouwersloot for his equipment needs.

Continuing on the same path

Hedrick emphasizes that his formula for success has been to keep it simple. "I focus on what I know best and that's a good work ethic combined with outstanding service. If I do those things, the business will continue to come.

"I plan on doing this for a long time, so I won't change my philosophy. I enjoy what I'm doing, especially working outdoors in the agriculture industry, which my family has been involved in for more than 100 years." ■



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GUEST OPINION

EMERGENCY PREPAREDNESS

Having a crisis plan is an essential aspect of a quality safety program



George Kennedy,
NUCA Vice President
of Safety

Every jobsite should have a person designated to take charge in case of an emergency and every company should have an emergency management plan, according to NUCA Vice President of Safety George Kennedy.

No matter how hard a company tries to address every potential jobsite hazard, the possibility always exists that an accident will occur and evolve into a full-fledged emergency situation. If that happens at your company, you will be much better off if you've taken steps to develop a comprehensive emergency management plan.

Planning for an emergency involves first selecting a person to take charge, and second, creating a manual that provides step-by-step directions for handling crisis events.

The emergency manager should be a clear, quick thinker who is well-respected by the work force. Companies that have crews spread out over a large area may have to designate more than one person to take charge in case of an emergency. Of course, if fire and/or rescue services are called in, the senior officer on the scene will be the incident commander. However, your company will still need to have a person who represents your company's interests and knows what to do. If this person is properly trained, he or she will be able to take appropriate

measures to lessen potential long-term damage associated with an emergency situation.

Know what to do

The first step in creating an emergency manual is to have a group of knowledgeable individuals within your company identify and prioritize risks. Once this process is complete, determine and write down what resources are available and how each situation will be handled.

At minimum, every crew should have a list of emergency telephone numbers. It's important to point out however, that you cannot always depend on the local fire department or rescue team to be able to handle all emergencies. In the case of an injured worker, the family should be notified immediately and the company should arrange to have family transported to the hospital, if necessary.

Knowing what agencies to notify is also an important aspect of emergency management. For example, in the event of a worker fatality, OSHA must be notified within eight hours. The EPA, DOT and other agencies may also require notification, as might your insurance carrier.

Your company should also have procedures in place to address hurricanes, fires, floods, tornados and man-made disasters.

If you haven't thought about these things, now is a good time to do so. A comprehensive emergency plan can save lives and help avert disaster. ■

This Guest Opinion is a summary of an article that appeared in the August 2006 issue of Utility Contractor magazine — "Are You Prepared for an Emergency," by George Kennedy, National Utility Contractors Association Vice President of Safety. The summary is printed here with the permission of NUCA and Benjamin Media, Inc.





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PERFORMANCE NOTES

“FLAGSHIP” MACHINE

Komatsu PC300 demonstrates significant performance advantages in size class during recent field tests



Peter Robson,
Komatsu Excavator
Product Manager

Spec sheets are very informative and can certainly help guide a contractor who's looking for a new machine. But specs alone don't tell the whole story of how a machine is going to perform in the field. For that, you need field testing, which Komatsu recently conducted for its PC300LC-7 and PC300HD-7 excavators.

At the Komatsu Proving Grounds in Antioch, Ill., the product marketing group and the engineering test group brought in a highly experienced, independent operator to test the PC300s against two leading competitive excavators. The goal was to determine how the machines stacked up against each other.

“With the introduction this year of many new machines with Tier 3-compliant engines, we wanted to see for ourselves where we stood against the competition,” said Komatsu Excavator Product Manager Peter Robson.

The Komatsu PC300HD-7, with its PC300 upper structure on a PC400-size bottom, demonstrated a 20-percent, over-the-side lift advantage over two highly regarded competitive excavators in a recent Komatsu-sponsored test of new Tier 3 machines.



“Specifically, we wanted test results for truck loading, trenching and lifting — and to see how we compared in terms of fuel economy.”

With the results now in, Robson says it's clear that the Komatsu PC300LC-7 and Komatsu PC300HD-7 are “flagship machines” that have significant performance and production advantages over the top competitive brands.

The results

In the truck-loading productivity test, all the excavators loaded similar amounts of material in the same time frame, but the Komatsu units used 6 percent to 10 percent less fuel to accomplish the task.

“We suspected that our ecot3 engine was very efficient relative to the competition, and the test confirmed it,” reported Robson. “Fuel efficiency is definitely on everybody's mind these days and it was one of our top priorities in developing the new engine. With the high cost of diesel fuel, 6 percent to 10 percent represents a considerable savings throughout the life of the machine.”

In the trenching test, the Komatsu advantage was even clearer, with the PC300 pulling 77 feet in 15 minutes, compared to 65 feet and 62 for the competitive excavators. That's 18 percent more trench than one competitor and 24 percent more trench than the other.

“We attribute our trench-pulling success to two primary factors,” explained Robson. “One is our Power Max function, which provides an 8.5-second power boost. If the operator uses it at the proper time, when he's going in for his first bite of material in the bottom

of the trench, it makes a huge difference in productivity. We strongly recommend that all operators experiment with Power Max to learn firsthand what a difference it makes. The other factor is our Komatsu bucket, which has an excellent trenching profile.”

The lift test, conducted with buckets off and using a load cell, showed a distinct advantage for Komatsu’s heavy-duty PC300HD-7, which features a PC300 upper structure on a PC400 bottom.

“Nobody else offers that type of combination,” Robson pointed out. “It substantially increases stability in any lifting application, especially over the side. Our test showed a 20 percent over-the-side lift advantage with the PC300HD-7. The independent operator who tested the units for us said the two most important things to him when he’s out on the job are machine stability and comfort, and he said the PC300HD really delivered on both counts. His quote was, ‘I’d sure like to take that machine back to my place of work.’ ”

Komatsu harmony

In watching the equipment perform during the tests — and again, these were all highly regarded excavators with very similar specs — Robson said it struck him that the Komatsu advantage could be attributed to the way everything was designed to work together.

“The phrase that kept coming to me as I watched the PC300s perform was ‘Komatsu harmony.’ We make our own engines, our own pumps, our own hydraulics, everything. Because we control it all, we can design and fit all the components so they work perfectly together to produce optimum results. I’m convinced that the way those quality components integrate to complement one another is the real key to the Komatsu PC300 performance advantage.”

A legendary number

A 300-class machine used to signify 30-metric tons. With operating weights now ranging from about 73,000-pounds up to about 86,000-pounds, it’s clear that all manufacturers, Komatsu included, have



In a recent Komatsu-sponsored field test, the Komatsu PC300LC-7 and PC300HD-7 excavators showed significant production and fuel-saving advantages over two top competitive brands in the same size class. The units consumed 6 percent to 10 percent less fuel and were 18 percent to 24 percent more productive in a trenching application.

Brief specs on PC300LC-7 and PC300HD-7

Model	Horsepower	Operating weight	Bucket capacity
PC300LC-7	246 hp	72,432-77,298 lbs.	.89-2.56 cu. yd.
PC300HD-7	246 hp	82,453-85,868 lbs.	.89-2.56 cu. yd.

pushed the envelope a bit since those days. But while many other manufacturers have changed their model numbering system to reflect the larger size, as well as to help them market it as a larger machine, Komatsu has chosen to stay with the PC300 name and number.

“To us, the PC300 is a legendary number for a legendary machine, and changing it just wouldn’t be right,” said Robson. “It’s like the greatest football players. John Elway is No. 7, Johnny Unitas is No. 19 and Jim Brown is No. 32. They couldn’t be anything else. And so it is with the Komatsu PC300. It’s an instantly recognizable name that has stood the test of time by continually evolving and setting a new standard every step of the way. We think our customers understand and respect that, and aren’t going to be confused just because some other machines in the same class have a larger number.” ■

For more information on how the PC300LC-7 and PC300HD-7 can help you be more productive and more cost-effective, call your sales representative or the sales office at our nearest branch location.



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NEW PRODUCTS

NEW MID-SIZE WHEEL LOADERS

Improved fuel efficiency is a key to Komatsu's new Dash-6 models

Fueling your equipment — or more precisely, paying for the fuel that goes into your equipment — is a little painful these days. With the price of fuel at or near a record high, equipment owners are looking for ways to maintain or increase production while limiting their fuel usage.

Komatsu's new Dash-6 series of mid-size wheel loaders (WA380-6, WA430-6, WA450-6 and WA480-6) fits the bill on both counts.

"Each of these new units has more horsepower and can do more work than its predecessor," said Komatsu Wheel Loader Product Manager Rob Warden. "But equally significant, if not more so, is the fact that they are more fuel-efficient."

Warden attributes the fuel savings primarily to Komatsu's new Tier 3-compliant, high-torque, ecot3 engine and variable displacement piston pump hydraulic system with CLSS (Closed-center Load Sensing System). "With our new engine and newly designed variable displacement piston pump hydraulic system that prevents wasted hydraulic flow, fuel efficiency is about 10 percent better than our Dash-5 models. We're confident that they compare favorably to competitive wheel loaders as well."

Helping to further improve fuel-efficient operation is an "E" (economy) operating mode for general loading; an automatic transmission with an "Auto Low" mode for low engine-speed operations; and an "Eco" indicator, which informs the operator when the machine is maximizing fuel efficiency.

"Fuel efficiency has always been important to equipment users, but now, with the price of fuel so high, it can actually be the difference between making money and losing money on a job," Warden pointed out. "At Komatsu, we

understand that and it's why we're producing machines that emphasize fuel savings."

Production advantages

Of course, saving on fuel is only half of the equation — the other half is productivity. The new mid-size Komatsu Dash-6 models have horsepower that is at or near the top of each size class (the units range from 191 horsepower up to 299 horsepower). Dumping clearances, reach and bucket capacity are also among the best the industry has to offer.



Rob Warden,
Product Manager

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders

Model	Net hp	Operating weight	Bucket capacity	Breakout force
WA380-6	191 hp	38,760-39,260 lbs.	3.8-5.2 cu. yd.	39,860 lbs.
WA430-6	231 hp	40,840 lbs.	4.6 cu. yd.	40,333 lbs.
WA450-6	261 hp	49,090-49,390 lbs.	4.7-6.8 cu. yd.	43,160 lbs.
WA480-6	299 hp	54,500-54,830 lbs.	5.0-8.0 cu. yd.	47,660-55,930 lbs.

Komatsu's new Dash-6 series of mid-size wheel loaders, including the WA380-6 shown here, are about 10 percent more fuel efficient than the previous models, thanks largely to a new Tier 3 engine and torque converter.



New wheel loaders boost efficiency, productivity

... continued

In addition, the units feature excellent hydraulic cycle times (for example, 5.9 seconds to raise and 1.8 seconds to dump the rated bucket load for the WA380-6); a “P” (power) operating mode for maximum digging performance or hill climbing; and a kick-down switch, which when activated by the operator, automatically downshifts at the beginning of a digging cycle and upshifts when the machine is placed in reverse. The result is increased rim pull for better bucket penetration and reduced cycle times.

“When you put it all together — fuel efficiency, power and performance features — we believe these new mid-size Komatsu wheel loaders are true industry leaders that will improve a contractor’s performance in a wide range of tasks at almost any construction or quarry site,” said Warden.

Largest cab in class

All those production/performance capabilities aren’t going to do much for you if your operator doesn’t like to be in the machine. Nothing improves productivity like a comfortable operator, and Komatsu’s Dash-6 wheel loaders are loaded with features designed to make an operator more comfortable and productive. It starts with the cab itself, which is the largest in its class, providing ample space for an operator of almost any size.

The cab is also extraordinarily quiet and provides great visibility, thanks to a wide, pillarless, flat-glass front window. Large cab

doors are rear-hinged to open fully, offering easy entry/exit, and will not hamper visibility when operating the machine with the doors open.

Operation itself is a snap with PPC (proportional pressure control) levers that are on a column that can be slid forward or backward for optimum comfort, and a steering wheel that tilts and telescopes so it’s always the perfect distance from the operator. The automatic shift in ranges two through four keeps production high and reduces the amount of manual shifting, thereby helping keep operators fresh throughout a long shift.

Maintenance made easy

Komatsu also took care to make the mid-size Dash-6 wheel loaders as easy as possible to maintain and service. One of the major advancements in this regard is a new main monitor that informs the operator of all machine functions and alerts him if an abnormality occurs. The monitor also stores information on any abnormalities to help technicians troubleshoot the machine for repair. In addition, the monitor informs the operator when it’s time to replace oil and filters.

Other maintenance features include full, side-opening, gull-wing engine doors for ground-level engine service and daily checks; wet, multidisc service and parking brakes that are fully sealed to reduce contamination, wear and maintenance; and a reversible hydraulic cooling fan that helps keep the radiator clean when operating in adverse conditions.

The Komtrax wireless equipment monitoring system is standard equipment on all Dash-6 wheel loaders.

Komatsu-integrated design

Unlike some manufacturers, Komatsu designs, engineers and manufactures its products, including the new Dash-6 wheel loaders.

“From the engine to the hydraulics to the power train to the frame, our machines are all Komatsu,” confirmed Warden. “We think that’s significant because it allows all major components to work together optimally for maximum reliability and productivity. We believe the result is machines that are the best value on the market.” ■

The new mid-size Komatsu Dash-6 wheel loaders feature outstanding horsepower and dumping clearance, as well as the largest cab in their respective classes.



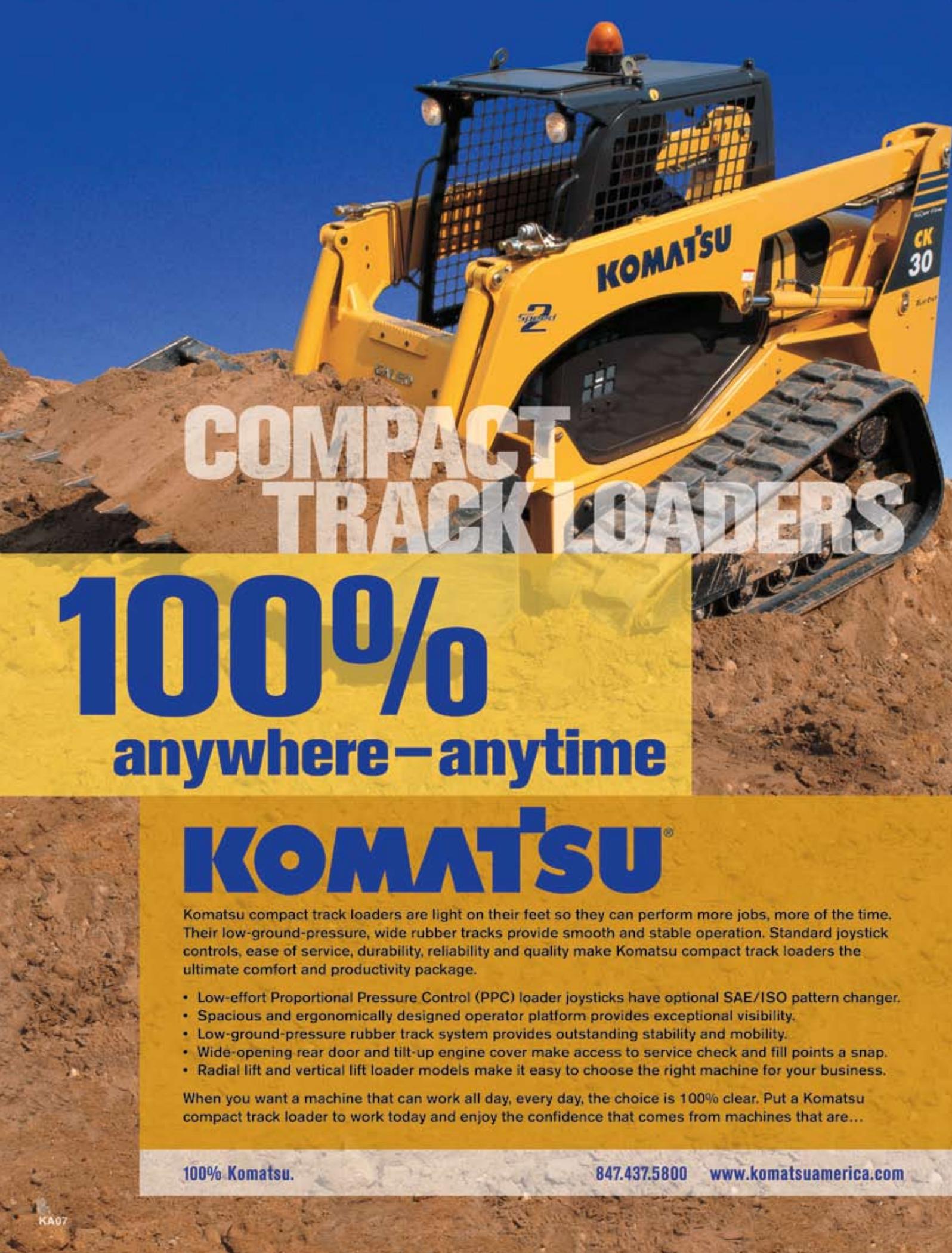


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MORE NEW PRODUCTS

NEW COMPACT TRACK LOADERS

High performance, high flotation, high value set these units apart from the competition

Komatsu recently introduced two new, compact, rubber-track loader models. The model CK30, with 2,485 pounds operating capacity, and CK35, with 2,755 pounds operating capacity, are Komatsu's first entries into the fast-growing compact track-loader market segment.

"Contractors are flocking to compact track loaders because they work in conditions where wheel-type skid steer loaders struggle," said Skid Steer Loader Product Manager Bob Beesley. "The low ground pressure (four to five psi) makes them ideal for any job, but especially in soft conditions or where minimum soil compaction is desired. That describes the lion's share of skid steer loader applications."

According to Beesley, Komatsu offers the best of both worlds in loader design too. The CK30 loader uses radial-lift-path technology, while the larger CK35 is a vertical-lift-path loader. The radial lift path is ideally suited to ground-engaging applications, while the vertical lift path, with its 129-inch hinge-pin height (eight inches more than the CK30), is more suited to material-handling and truck-loading operations. A Komatsu 84-horsepower, high-torque, turbocharged diesel engine powers both units.

Like all Komatsu machines, the new CK30 and CK35 compact track loaders are equipped for maximum comfort and productivity with PPC (pilot proportional control) joystick controls, which are easy for any operator to use. A two-speed transmission provides faster ground speed and loading cycles compared to machines with a typical single-speed transmission. Other comfort features include a flat floor, foot throttle and an optional enclosed cab with heater or heater and air conditioner.

Beesley also says Komatsu further separates itself from competitors when it comes to the undercarriage. Before adopting the final design, Komatsu engineers studied existing undercarriage and track systems and identified both strengths and weaknesses. "The result is a system that maximizes the life of the rubber track and provides an offset track-pad pattern for a smoother ride," said Beesley.

Finally, and maybe most important, is Komatsu's attention to service and maintenance. While most competitors' machines require daily greasing, these Komatsu units require lubrication at 250-hour intervals. A tilt-forward cab and engine cover provide access to all engine, driveline and hydraulic components and users can perform the everyday machine checks by simply raising the lockable engine cover.

"Komatsu compact track loaders are light on their feet. They're comfortable, productive, value-packed, service-friendly and offer state-of-the-art safety features," summarized Beesley. ■

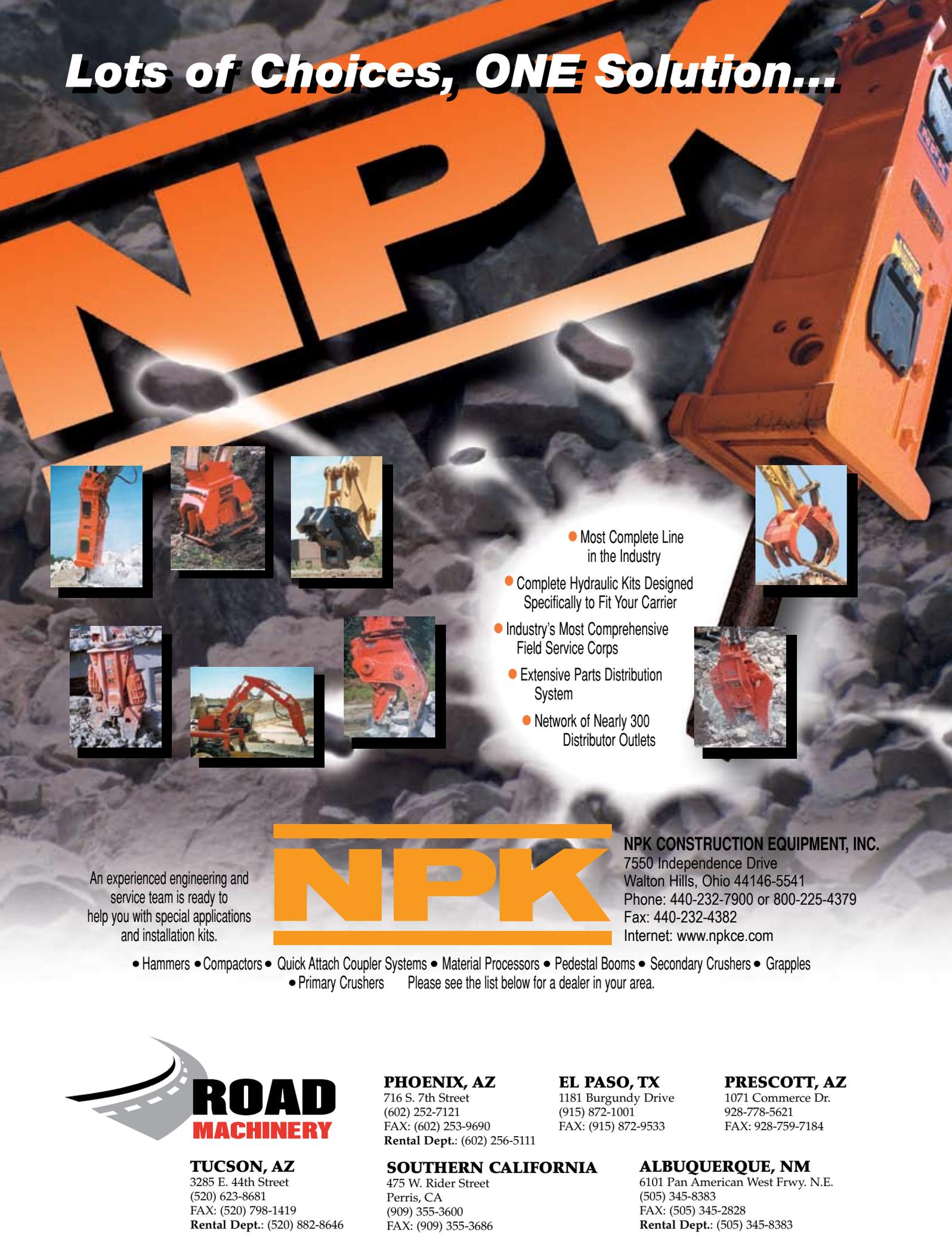
Brief specs on the CK30 and CK35

Model	Operating Capacity	Weight
CK30	2,485 lbs.	9,546 lbs.
CK35	2,755 lbs.	10,053 lbs.

Komatsu's new CK30 and CK35 compact, rubber-track loaders offer versatility and productivity on the jobsite.



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EQUIPMENT INNOVATION

“SOLD” ON KOMTRAX

Contractor unexpectedly discovers benefits of Komatsu’s equipment monitoring system

When Ralph Camputaro & Son Excavating of North Branford, Conn., bought a Komatsu PC400LC-7 earlier this year, it did so because it wanted the additional size and power the machine would deliver compared to the company’s three PC300s. The fact that the PC400 was equipped with the KOMTRAX equipment monitoring system meant little to the company at the time.

“I knew what KOMTRAX was, but we didn’t have it on any of our existing machines — and I can’t say I was necessarily looking for a unit that had the KOMTRAX system in it,” said Vice President Dennis Camputaro. “However, now that we’ve been exposed to it, KOMTRAX will absolutely be something I want on machines we buy in the future.”

With KOMTRAX, Camputaro says he knows where his PC400 is at all times; he knows what it’s doing; and he knows the service meter readings.

“I’m completely sold on the benefits of the KOMTRAX system,” asserted Camputaro. “The major advantage is that it allows us to preplan our service and maintenance intervals, which makes us more efficient. By knowing in advance when we’re going to have the machine down for service, scheduling is much easier and the whole rhythm of our operation runs much more smoothly.”

Monitor productivity

Camputaro says the other thing he really likes about KOMTRAX is that it lets him monitor the productivity of individual operators.

“It helps me see which operators are more productive in different applications. Knowing

that, I’m better able to match the right operator with the right machine to the right job. Basically, I like everything about KOMTRAX and believe it’s definitely an advancement that will help us be successful as we move forward.”

KOMTRAX is standard equipment on almost all new Tier 3-compliant Komatsu machines and is available as a retrofit for older machines or non-Komatsu equipment. ■

For more information on KOMTRAX and how it can benefit your operation, contact your sales representative or our service department.

Like all Tier 3-compliant Komatsu excavators, this PC400LC-7 is equipped with the KOMTRAX equipment monitoring system. Although Dennis Camputaro says he wasn’t particularly interested in KOMTRAX when he bought the machine, he now says, “KOMTRAX will absolutely be something I want on machines we buy in the future.” He says he especially likes the ease of service scheduling and the production information he receives from the system.



Dennis Camputaro,
Vice President



KOMATSU & YOU

PRODUCT IMPROVEMENT

Komatsu Executive Vice President says innovation requires a commitment to R&D



**Kazuhiko Iwata, Executive Vice President,
North American R&D Division**

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.

Kazuhiko Iwata has always been fascinated with large equipment. After graduating from the prestigious University of Tokyo in 1975 with a degree in Mechanical Engineering, he joined Komatsu because, in his words, "That's where the large equipment was."

Iwata's first assignment with Komatsu was with the Research and Development (R&D) division's design engineering team, where he was put on a project to help develop the company's first 100-ton dump truck. In the late 1970s, he accompanied the prototype 100-ton truck to Spain for two years of mine site testing. After testing, the HD1200M was released to the market and has been a very successful product for Komatsu.

Since then, Iwata has served as design manager for articulated dump trucks, including a three-year posting in Norway — and as General Manager of Komatsu's Construction Equipment Technical Center #2 in Japan, where he oversaw the design of rubber-tire machines.

In August 2004, he was appointed Executive Vice President, North American R&D Division. In the position, he oversees the activities of Research and Development personnel in both Peoria, Ill., and Chattanooga, Tenn. "I still love big equipment, so for me, the position I have here in America is great because I get to work on mining trucks again — and equipment doesn't get much bigger than that," said Iwata.

When he's not on the job, Iwata enjoys playing golf. "I'm not that good, but it's fun for me. And like all golfers, I hope to get better."

QUESTION: How important is Research & Development (R&D) to Komatsu?

ANSWER: It's vitally important. That's why Komatsu spends more than three percent of total sales on R&D. That's a significant commitment year-in and year-out, but necessary for us to remain a leader in the equipment industry.

Globally, we are the No. 2 manufacturer of heavy equipment. For us to close the gap on No. 1, we must be innovative and we must develop new and better equipment before they do. At Komatsu, we don't believe in copying what somebody else has done. We consider ourselves a pace-setting company and R&D is a crucial aspect of that.

QUESTION: Give us some examples of recent Komatsu R&D successes.

ANSWER: Much of our emphasis in recent years has been on engine development to meet emissions regulations. Our Tier 3-compliant ecot3 engine is a good example of R&D success. It's in our newest machines and is working very well, delivering both better fuel economy and higher horsepower. We're very pleased with the way it's performing.

R&D is also a crucial part of Komatsu's "Unique and Unrivaled" products strategy, whereby we are producing specific machines that are clearly and demonstrably superior to any competitive products. Recent examples of those would be the WA600-6 wheel loader and D155AX-6 (Sigma) dozer, both of which are significantly more productive and efficient than anything else in their class.

QUESTION: In North America, what is Komatsu's R&D emphasis?

ANSWER: Komatsu operates under the concept of "Mother" Technical Centers. For most

products, the Mother Tech Center is in Japan, but our Peoria plant is Komatsu's Mother Center for mining trucks and Chattanooga is the Mother Center for small dozers, so those are areas of emphasis for us. Komatsu engineers are also involved at each North American manufacturing plant to customize and modify machines for this market.

QUESTION: What kind of things are you working on right now?

ANSWER: (Laughs) We don't want to give away secrets so we can't reveal everything. Also, it's called research for a reason. Sometimes the research tells us that certain plans will not work, so we don't like to talk a lot about what we're working on because it may not pan out. Generally speaking however, we're working hard right now on making our equipment more cost effective.

QUESTION: I would assume improving fuel efficiency is one thing you're working on to try to improve cost effectiveness.

ANSWER: Certainly. Fortunately, our fuel efficiency is very good relative to the competition, so it's not like we have to play catch-up — but yes, we are working to make our equipment even more fuel efficient.

It's important to note, however, that fuel efficiency is only one part of cost effectiveness as it relates to construction and mining equipment. Our real effort is to help customers lower their overall owning and operating costs relative to production. In other words, help mining customers reduce their cost per ton and construction customers lower their cost per yard. The high cost of fuel is a very important part of that equation, but it's still only a part. There are many other factors such as acquisition cost, repair and maintenance costs, capacity, cycle times and availability that also impact equipment cost effectiveness.

QUESTION: If you look into your crystal ball, what do you see happening in the construction equipment industry over the next decade or so?

ANSWER: I'm not sure there will be any revolutionary changes, but certainly there will be evolutionary improvements to equipment.



Komatsu's strong commitment to research and development (R&D) is evident at its factories, such as the Chattanooga Manufacturing Operation, and in "Unique and Unrivaled" products like the WA600-6 wheel loader.



Komatsu's Peoria, Ill., plant heads up the manufacturer's worldwide R&D efforts for large mining trucks like the 330-ton 930E.

For instance, I think there will be significant powertrain management advances such as hybrid or electric drive. The automobile industry will probably give us a good indication of where we might be going, especially for trucks.

QUESTION: When a contractor or mining customer hears the name Komatsu, what do you want to be the first word that pops into his head?

ANSWER: Reliability. A machine needs to work every day in order to deliver the best return to the customer, so when a customer says his Komatsu units are his most reliable machines — that makes me happier than anything else. ■

INDUSTRY NEWS

Upcoming shows slated for asphalt paving industry

Asphalt paving professionals have a couple of industry-related educational opportunities available to them early in 2007.

The National Asphalt Pavement Association (NAPA) will hold its 52nd annual meeting February 18-21 at the San Francisco Marriott. Educational sessions scheduled include one entitled "Managing in an Environment of Material Shortages and Energy Price Volatility," while another will focus on "How to Attract, Retain and Motivate a Quality Workforce."

Other topics to be covered include sessions on management and leadership, funding issues at the federal level, the latest information on asphalt technology, and a variety of environmental and engineering

topics. You can register online at the NAPA Web site www.hotmix.org.

One month later, World of Asphalt 2007 will be held March 19-22 at the Georgia International Convention Center in Atlanta. According to organizers, the event will feature exhibits of the latest technologies and products from leading manufacturers and industry service providers, plus extensive industry-focused educational sessions. New for the 2007 show are operator certification programs and a tour of the National Center for Asphalt Technology, located at Auburn University in Alabama.

For more information or to register online, go to www.worldofasphalt.com or call (800) 867-6060. ■



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INDUSTRY INTEREST

ROAD SONGS

How our transportation system has impacted pop culture

On this 50th anniversary of the U.S. Interstate Highway System, the American Road & Transportation Builders Association (ARTBA) compiled a list of famous road songs and road movies to demonstrate how our city streets, county roads and national highways are more than just a way to get from here to there — that they are actually an important part of our national fabric through pop culture.

Here are a few of the tunes you might want to pop in the CD player the next time you take to the road.

- “Life is a Highway” by Tom Cochrane
- “On the Road Again” by Willie Nelson
- “Thunder Road” by Bruce Springsteen
- “Take Me Home, Country Roads” by John Denver
- “Ventura Highway” by America
- “Interstate Love Song” by Stone Temple Pilots

If you’re at home and want to watch a road movie, you might want to rent:

- “Easy Rider” with Jack Nicholson,
- “Smokey and the Bandit” with Burt Reynolds,
- “Convoy” with Kris Kristofferson,
- “National Lampoon’s Vacation” with Chevy Chase,
- “Planes, Trains and Automobiles” with Steve Martin,
- “Road Trip” with Tom Green.

“Most of us take this incredible transportation network and our Interstate highways for granted,” says ARTBA Senior Vice President of Communications and

Marketing Matt Jeanneret. “But when you take the time to think about it, you realize the enormous impact the Interstate system has — not just on the economy and quality of life — but on our culture as well. Movies and music are a good reflection of that.”

Jeanneret points out that the 46,000 miles of Interstate highways in the U.S. are just a fraction of the total roadways built by the U.S. transportation construction industry over the years. In total, there are 3.9 million miles of roads in the United States. ■

Many popular songs and movies refer to roads and traveling, showing the impact the Interstate system has on our culture.



ON THE LIGHT SIDE



"Did you bronze your hard hat for your retirement trophy because it reminds you of all the jobs you did — or because it helped you make it to retirement?"

"Tell me if I'm going to have any problem with the IRS if I deduct you as a business expense."



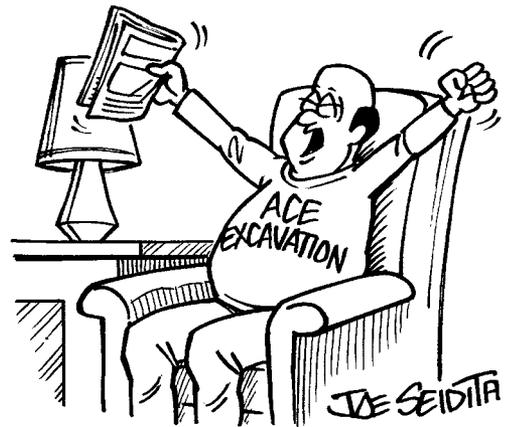
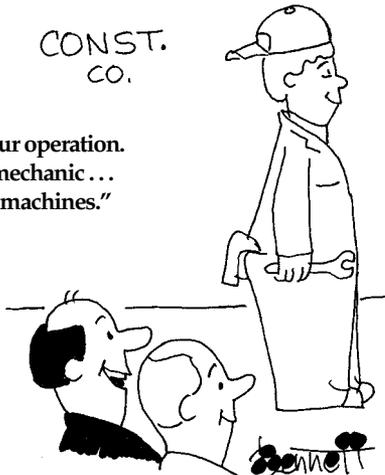
"We're the low bidder... and I can't find a single mistake in our figures!"



"We're trying to develop a truly valuable GPS system for this model. It will not only know where it is, but it will know where all the potential jobs are."



"He's a good fit for our operation. He's our youngest mechanic... but he likes the old machines."



"Yaaawn!... Guess it's time to hit the bedrock."

PARTS POINTERS

KOMATSU KMAX TOOTH SYSTEM

Cost and time savings are major benefits of patented, reusable locking design

As a Purchasing Agent/Warehouse Manager for Delrick Corporation, Inc. of Tazewell, Va., John Hicks's job is to make sure parts are always available for a good-size fleet of equipment. So he's always willing to try a product that may lighten his work load.

"It's not easy keeping up with the needs of our machinery, but it has to be done," said Hicks. "So when our sales representative offered me the chance to try out Komatsu's KMAX tooth system, I was open-minded. I'm glad I was because it's one of the best decisions I've ever made. By far, it's the best tooth system that anyone has ever come up with."

Developed by Hensley, the KMAX tooth system is revolutionary in design, and features a reusable locking mechanism that makes installation and removal fast and safe. Once a tooth is put on the bucket shank, it's locked in place with a 90-degree turn of a socket, eliminating the old and sometimes dangerous method of hammering pins out.

"We've already seen a cost savings," said Hicks. "We've used the KMAX teeth for almost two years without replacing any. They stay in place until you want them off, and you don't have to replace pins. When we changed a tooth before, we had to drive the old pin out, and then it wasn't usable again. At \$12 to \$13 per pin and about 50 pins a month, that adds up quickly."

Designed for long life

KMAX teeth have been tested and proven in the field under the most demanding and punishing conditions. Made of the highest-quality cast alloys, each tooth is heat-treated to the core for hardness and durability to maximize wear life and sharpness.

State-of-the-art, 3-D-modeling software was used to optimize the tooth and adapter shapes (five shapes are available) to fit a variety of machines and applications. All teeth have a similar elliptical shape that minimizes stress and maximizes material flow. The ease of installation and removal allows users to easily flip teeth in cases where working methods and conditions cause unbalanced wear.

Hicks has kept the trial set of teeth and ordered a second set. Soon he plans to have all his machinery converted to the KMAX system. "We know it works," he said. "The cost savings have been fantastic. The mechanics and operators love it because they're not risking injury by pounding pins. It's incredible." ■

The KMAX tooth system features a reusable locking mechanism that makes installation fast and safe. "They stay in place until you want them off, and you don't have to replace pins," said John Hicks of Delrick Corporation, Inc.



John Hicks,
Delrick Corporation,
Inc.



SERVING YOU BETTER

PREVENTIVE MAINTENANCE

RML offers service program that reduces equipment downtime



Ken Hyman,
RML Product
Support Marketing
Manager

For years, auto manufacturers have emphasized the need to service cars every 3,000 miles, whether they seem to be running fine or not. By doing so, vehicle owners find out when there's something wrong before it becomes a big problem. It's called preventive maintenance — preventing problems with routine maintenance.

Preventive maintenance (PM) is just as, if not more, critical for heavy equipment. That's why Road Machinery LLC offers PM contracts whereby trained RML technicians take care of customers' equipment maintenance needs. Such a PM contract ensures that machines are serviced properly and regularly.

"We can track the hours for each machine individually through our KOMTRAX system, which monitors vehicle locations and provides actual service meter readings, or by enrolling the customer's machines in the Komatsu Fleet Manager Program," said Ken Hyman, RML Product Support Marketing Manager. "When it's time for maintenance service, we contact the customer to schedule service. RML can even

perform preventive maintenance services after working hours, once equipment has finished the day's work, so there's no downtime."

Trained technicians identify problems

Maintenance is too important to trust to someone who isn't qualified to spot problem signs during routine service procedures. That's why ongoing manufacturer and in-house training ensures all RML technicians are on top of the state-of-the-art technology incorporated into today's equipment.

It is especially important to service newer equipment on time, contends Hyman. "The new Tier 3 engines require special filters and oil, and it's critical to keep the fuel system clean. Nearly 85 percent of all engine problems are caused by introducing dirt into the fuel system," he reported. "That's just one of the many problems preventive maintenance can identify before it starts to cause severe damage to the machine."

Complying with equipment warranties is another good reason to stick with a preventive maintenance program. The documented oil analyses RML provides for equipment in its PM programs mean an owner won't risk losing warranty coverage for an equipment problem.

"The bottom line is this: preventive maintenance can help keep your equipment running efficiently and profitably by minimizing expensive downtime and avoiding major equipment failures," concluded Hyman. ■

As part of a Road Machinery LLC preventive maintenance contract, a trained RML technician will go to customers' jobsites at the proper hour interval and will take care of all routine services, including oil analysis.



For more information on preventive maintenance contracts, call the Road Machinery location nearest you.



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DISTRIBUTOR CERTIFIED

RELIABLE USED EQUIPMENT

Komatsu "Distributor Certified Used" excavator provides value for site-prep, highway contractor



Randy Mikkelson owns and operates Mikkelson Bros., an excavation company in Langdon, N.D. With a work force of about 20, the company specializes in site preparation and state highway work.

With a fairly large work load, Mikkelson needs productive equipment that he can rely on to keep moving dirt. When he needed an excavator recently, Mikkelson turned to his local Komatsu distributor for a Distributor Certified Used machine.

"I asked my distributor to find me a PC120 because that size fits our needs particularly well," said Mikkelson, who purchased a

Randy Mikkelson, Owner of Mikkelson Bros., uses his Komatsu Distributor Certified Used PC120-6 excavator for a variety of tasks in his site-preparation business. "The last few excavators we've bought have been new, but I had no problem purchasing this machine," he said. "I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."

PC120-6 with 1,200 hours. "They offered this one or a new one that could be delivered in five or six weeks. I compared the prices and the number of hours and felt the used machine was the best value for us at the time."

He also felt comfortable knowing specially trained technicians had gone over the machine with a fine-tooth comb to make sure it was in top working condition. Komatsu Distributor Certified Used machines are thoroughly inspected and rated based on specific criteria including age, hours, component wear and appearance. Special finance rates and extended warranties are also available on many Distributor Certified machines.

"We don't generally buy used equipment," Mikkelson noted. "The last few excavators we've bought have been new, but I had no problem purchasing this machine. I've run Komatsu excavators for a long time, so I was confident in the product. Plus, as a Komatsu Distributor Certified machine, I knew my distributor would stand behind it if there were any issues."

The right fit

Mikkelson also noted that the size of the 27,000-pound-plus PC120-6 often allows it to be moved without load restrictions. The company uses it for a variety of applications such as digging footings and utility trenches and loading trucks.

"It's worked very well, but then we expected that based on our past experience with Komatsu equipment," said Mikkelson. "Our last PC120 had about 12,000 hours on it and was still running well when we traded it in. I expect we'll get the same kind of production out of this used machine." ■





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HYDRAULIC EXCAVATORS

YEAR	MAKE	MODEL	HRS	EQUIP#	NOTES	PRICE
2005	KOMATSU	PC750LC-7	734	9293		\$560,000
2004	KOMATSU	PC600LC-7	2,175	9268		\$395,000
2005	KOMATSU	PC600LC-7	981	9359		\$415,000
2005	KOMATSU	PC450LC-7	1,624	9593		\$310,500
2005	KOMATSU	PC400LCSE-7	<2,200		5 UNITS	\$289,500
2005	KOMATSU	PC300LC-7	<1,100		4 UNITS	\$209,500
2005	KOMATSU	PC300LC-7	<1,600		2 UNITS	\$195,000
2005	KOMATSU	PC200LC-7	<1,000		5 UNITS	\$134,500
2005	KOMATSU	PC200LC-7	1,342	9119		\$124,500
2004	KOMATSU	PC200-7	3,744	9231		\$99,500
03/04	KOMATSU	PC200-7	VARY		3 UNITS	\$107,500
2003	KOMATSU	PC200-7	1,681	9233		\$109,500
2004	KOMATSU	PC200-7	959	8876		\$115,000
2001	KOMATSU	PC138US-2	3,381	9560		\$75,500
2001	KOMATSU	PC138US-2	3,051	9447		\$76,500
2001	KOMATSU	PC138US-2	3,906	9558		\$74,500
2001	KOMATSU	PC138US-2	2,590	9797		\$74,500
2001	KOMATSU	PC138US-2	3,263	9794		\$72,500
2001	KOMATSU	PC138US-2	1,871	9793		\$84,500
2002	KOMATSU	PC128US-2	1,963	9796		\$74,500
2002	KOMATSU	PC128US-2	2,404	9795		\$74,500
2001	KOMATSU	PC128US-2	2,682	9792		\$79,500
2000	KOMATSU	PC128US-2	3,001	8616		\$64,900
2000	KOMATSU	PC128UU-2	4,526	8621		\$64,500
2003	KOMATSU	PC120-6E	1,710	9561		\$69,500
2000	KOMATSU	PC78US	2,953	8634		\$45,000
2000	KOMATSU	PC78US	2,988	8635		\$45,000

WHEEL LOADERS

2005	KOMATSU	WA500-3	54	9622		\$335,000
1997	CATERPILLAR	966F II	14,282	10398		\$115,000
1993	DRESSER	558	25,220	10187		\$64,500
2006	KOMATSU	WA470-5	8	10023		\$265,000
2006	KOMATSU	WA470-5	432	9595		\$265,000
2005	KOMATSU	WA470-5	325	9594		\$265,000
2006	KOMATSU	WA470-5	204	9789		\$189,500
2006	KOMATSU	WA380-5	5	9790		\$189,500
2006	KOMATSU	WA380-5	30	9791		\$189,500
2006	KOMATSU	WA380-5	6	10245		\$189,500
2004	KOMATSU	WA380-5	3,048	8668		\$154,000
2003	KOMATSU	WA380-5	4,013	8669		\$129,000
2003	KOMATSU	WA380-5	4,837	8584		\$129,000
1998	KOMATSU	WA380-3	4,700	9569		\$95,000

MISCELLANEOUS

2003	KOMATSU	WB140-2N	2,242	10246		\$33,900
2006	KOMATSU	BR380JG-1	550	10470		\$275,000
2005	KOMATSU	BR550JG-1	975	9439		\$435,000



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