



ROAD TO SUCCESS

August • 2007 No. 3

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Featured in this issue:

ACE SERVICES INC.
Offering more helps New Mexico contractor gain a foothold in oil and gas industries

See article inside...



President Mike Waybourn and Vice President Muffy Waybourn

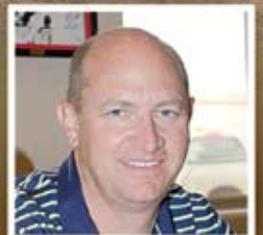
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OTTO TRUCKING, INC.
Mesa material hauler turns one truck into one of the Southwest's largest fleets

See article inside...



President Alan Otto



Vice President Mark Otto

KOMATSU

A MESSAGE FROM THE PRESIDENT



Dennis Romanson



Dear Equipment User:

The 2007 construction season is going more or less according to form. It was expected that this would be a transition year, and by most accounts, the transition is a fairly smooth one.

Housing is down nationwide. We knew it would be. But remarkably, nonresidential building has increased, as has public construction activity. The total volume of construction at the midway point of the year will likely be down slightly from a year ago, but following double-digit gains for several years running, it's not all bad to be able to catch our breath a bit and let supply do some catching up with demand.

As for the future, many industry experts believe that housing either already has, or will soon reach bottom, and will begin to tick back up later this year and next. With that, another round of significant growth could be in store.

At Road Machinery LLC, we're excited about the present and the future of our industry. We look forward to working closely with you to have the products and services you need to be successful, regardless of the type of market we're in.

One such product we're very excited about is Komatsu's new mid-size hydrostatic dozer, the D51EX/PX-22. At roughly 28,000 pounds and 130 horsepower, it's bigger, stronger and more productive than its predecessor, the D41. It's also highly fuel-efficient. You can read more about the D51 in this issue of your *Road to Success*. We invite you to demo it against the competition if you're looking for a dozer in this popular size class. We think you'll be impressed.

As always, all of us at RML want to help you be more productive, more efficient and more profitable. If there's anything we might be able to do for you, please don't hesitate to call.

Sincerely,
ROAD MACHINERY LLC

Dennis Romanson,
President



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ROAD To SUCCESS

IN THIS ISSUE

ACE SERVICES INC.

Read how this New Mexico site contractor built its business on the oil and gas industry.

OTTO TRUCKING, INC.

See how the Otto brothers grew their company from one truck to a fleet of 400 trucks and 600 employees.

GUEST OPINION

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MANAGING YOUR BUSINESS

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Komatsu's new D51 dozers maximize visibility, productivity and control and offer large capacity along with precise control.

UTILITY NEWS

Find out what differentiates Komatsu skid steer and compact track loaders from the competition.

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A SALUTE TO A CUSTOMER

ACE SERVICES INC.

Offering more helps New Mexico contractor gain a foothold in oil and gas industries

Much of the local economy in northern New Mexico is driven by the gas and oil-field industry that dots the landscape. So when Mike Waybourn went into business for himself doing site preparation and trucking, he believed that eventually his business would focus on working for those companies building oil and gas locations around his hometown of Aztec.

“Seventy-five cents of every dollar in our local economy comes from those industries, so if you live here, you’re eventually going to wind up working there,” said Waybourn, Owner and President of Ace Services. His wife, Muffy, is Vice President. “It took a few years for us, but now that we’re an established contractor with these companies, the business has really taken off.”

Ace Services has grown to more than 40 employees, with much of the growth occurring in the past five years. Employees are split among several crews as Ace Services offers the oil and gas companies a full complement of services that include everything from clearing to seeding.

“We’re building about 150 locations a year,” said Waybourn. “What sets us apart is we

provide more than just a pad for the oil and gas companies to build on. Our services include cutting and removing trees, putting the pad to grade, digging ponds, rocking roads, putting liners in pits, reshaping after the oil and gas companies put the piping in, and seeding and mulching. We’ve got dump trucks, belly dumps and water trucks. That diversification has helped us grow, because these companies see we’re willing to do more. It’s ensured we get a chance to bid their projects and helped us get quite a few hourly jobs as well.”

‘A foot in the door’

Waybourn estimates Ace Services now does 99 percent of its work on oil and gas company locations, with a smattering of outside jobs thrown in. When he founded the company in 1986, there were no oil and gas projects. Ace Services started out doing local house lots and septic systems.

In those early years, Waybourn and his father, Jim, who ran draglines for Ace Services, performed most of the work. “Much like offering more to our oil and gas customers, having draglines was something unique,” Waybourn pointed out. “We still use them every now and then to clean out ponds. In fact, that’s how we started doing oil and gas work. A company needed to clean out a water hole, and we had the only dragline around to do it. We worked through another contractor, but that got our foot in the door.”

Jobs outside the oil and gas sectors include emergency work, such as the project Ace Services completed for Farmers Mutual. It involved clearing more than 60,000 yards of material that had sloughed off a cliff and blocked a main irrigation canal near Farmington. The company completed the

Mike and Muffy Waybourn are President and Vice President respectively of Aztec, N.M.-based Ace Services. Nearly all of the company’s work is building locations for gas and oil companies.



job in six days, nearly three times faster than the engineer's estimate. Waybourn credits a skilled, experienced staff, which includes operators Bruce Pyburn and Jayme Sanders, for getting the job done ahead of time.

"When it happened, about a 40-mile area of farms and a town were without water. In our minds, it was imperative to get it done as fast as possible," said Waybourn. "We worked 12 to 15 hours a day, which is not uncommon for my employees. They're dedicated to making sure all our jobs get done quickly."

Reliable equipment is essential

Much of Ace Services' work is done in remote locations under extreme conditions, so Waybourn said it's essential to have reliable equipment that stands up to the challenge. A large portion of the company's fleet is made up of Komatsu machinery purchased from Road Machinery's Farmington branch with the help of Account Manager Eric Hirengen.

"The soils are often hard and rocky, so having a machine that can rip and push large boulders is vital," said Waybourn. "We've found that Komatsu D155s (a D155AX-6 and two D155AX-5s) have been a good value for us. They're a little heavier than the competition's comparable size, so we're getting more power to push and rip. The Dash-6 has been especially impressive with the Sigma blade and the Tier 3 engine. We're able to push more material, and the operators say they've noticed it has good fuel economy, especially compared to our competitive brand machines. That's part of the reason why we're thinking of trading out and going all Komatsu."

Waybourn also praises his Komatsu CK35 compact track loader for its versatility. In the conditions we face, rubber tracks are a real advantage because the machine has more stability and better traction than a rubber-tire skid steer," said Waybourn. "We've got several attachments for it, so we can cut wood with a shear, drill postholes, gather wood and haul it to a stockpile."

Rounding out his Komatsu equipment list is a new GD655 motor grader, a WA480 wheel loader and a PC220 excavator. "The first Komatsu machine I bought was a D85 dozer in the early 1990s," Waybourn recalled. "It was used and



Komatsu D155AX dozers have become a staple in Ace Services fleet. "The Dash-6 has been especially impressive with the Sigma blade and the Tier 3 engine," said Owner Mike Waybourn. "We're able to push more material."



Versatile equipment is important to Ace Services. That's why they use a Komatsu CK35 compact track loader for everything from moving pipe and wood to drilling post holes.



(L-R) Ace Services Operator Bruce Pyburn meets with RML Account Manager Eric Hirengen and Sales Manager Art Franklin.

had several thousand hours on it, but it was still smooth and got the job done. It impressed me, and that, along with the excellent service Eric and Road Machinery have provided me, is why I've continued to buy Komatsu. We handle routine service, but for anything beyond that, I rely on Road Machinery. They've been very responsive to my needs."

More years of service ahead

Waybourn expects he'll need that service work for a long time to come. "The oil and gas industries continue to do well, and we're building a significant number of locations every year," said Waybourn. "The size of my business has exploded in the past five years as a result, but I don't expect I'll grow much more. Ace Services is at the size now where it's manageable and we can take care of the customer. If we do that, we're going to be here for many more years." ■



Bruce Pyburn, Operator



Jayme Sanders, Operator



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A SALUTE TO A CUSTOMER

OTTO TRUCKING, INC.

Mesa material hauler turns one truck into one of the Southwest's largest fleets



Alan Otto,
President

In 1984, Alan Otto bought a truck and began hauling sand and gravel around his hometown of Langdon, N.D. As winter approached and much of the work dried up, he began hauling over-the-road across the country to help make payments on the truck. His travels brought him back to Arizona, where he'd spent several winters as a young man working in the agricultural field.



Mark Otto,
Vice President

"I hauled over-the-road one winter and decided that was enough," said Otto, President of Mesa-based Otto Trucking. "I spent a lot of time in this area, and after that winter I was having a hard time lining up work back home. There was plenty of work here in Arizona, so I stayed and made this my permanent residence."

A few months later, his brother Mark joined him in the desert and the two bought another truck. It wasn't long before they had built one of the largest material-hauling operations in the Southwest. During the past decade they added grading operations to their service offerings at the urging of their numerous

customers in the Phoenix metro area and beyond.

"We've been forced to grow faster than we wanted, to take care of our customers and keep up with the growth in the Phoenix market," said Mark, who is Vice President of Otto Trucking. "The grading goes hand-in-hand with hauling materials, so we do some road-building work as a subcontractor for street and highway projects, as well as for private housing developments. It basically involves rough grading the materials we haul in and some digging as well."

Diversification, good employees are critical

That's the tip of the iceberg for the Ottos, who recently added off-road operations, hauling materials for mining companies in their quarries and mines. "It's different than delivering materials to jobsites, but it's something we felt comfortable with from the start," said Mark. "We haul the material from their excavation sites to a crusher, using an excavator to load it and haul trucks to move it. It's another service we believed would help in our diversification. It's something else for us to build on."

The Ottos have continued to diversify and build their business. In addition to Otto Trucking, they own Superstition Trailers, which sells a variety of trailers across the country; Otto Logistics, which hauls trash from transfer stations to landfills across Arizona and in Denver; and Otto Transportation, another trucking company that's based out of their North Dakota home. Among all their businesses, they have more than 400 trucks and 600 employees, including key Otto staff members such as CFO Bryan Adamson, Controller Brian Mooney,

Otto Trucking recently purchased this WA600-6 wheel loader to load haul trucks.



Operations Manager Scott Sunderland and Mining Manager Steve Borelli.

“We certainly weren’t planning on growing to this size, but the opportunities were there and we’re not ones to pass them up,” said Alan. “Being diversified is something that benefits us. If things slow in one area, we have others to pick up the slack. Our employees help a tremendous amount. We’ve built a very strong staff that’s experienced and plays a vital role in the company’s success.”

Large equipment helps in expansion

Also playing critical roles for Otto Trucking is newly acquired Komatsu equipment purchased from Road Machinery LLC’s Phoenix branch with the help of Account Manager Wade Ritter. Recent acquisitions include a WA600-6 wheel loader, a D155AX-6 dozer, three 70-ton HD605-7 haul trucks and a PC600LC-7 excavator, all used to expand the company’s mining operations.”

“We’ve used Komatsu equipment, such as wheel loaders, for quite some time; we’re running an HD465 truck as well,” said Alan, who noted the company also uses a Komatsu GD655 motor grader for blading haul roads in the mines as well as during road-building projects, and a PC78MR-6 compact excavator at transfer sites. “The trucks have good power to pull heavy loads, even on steep ground. At the same time, the fuel economy is better than competitive brands we’ve tried. They’re quiet and offer a comfortable ride, so our drivers really like them.

“We use the PC600 to remove overburden and load the trucks,” he added. “It matches up well with all the trucks, allowing us to speed production and load in fewer cycles. We’ll also use it for doing mass excavations on other types of jobs, such as a 500,000-yard basement dig we have coming up.”

Mining Manager Steve Borelli appreciates the ease of maintenance the Komatsu equipment offers. “One of the main factors in buying equipment is reliability in terms of uptime,” he stated. “Komatsu has been really good in that regard, because we can’t afford to be down for long periods of time in any situation. Komatsu kept that in mind from a



Otto Trucking expanded its operations to include hauling materials inside quarries and mines for mining companies in Arizona. Part of the expansion included adding three HD605-7 haul trucks with 70-ton capacity. “They have good power to pull heavy loads, even on steep ground,” said President Alan Otto.



(L-R) Otto Trucking Vice President Mark Otto, RML Account Manager Wade Ritter, Otto Trucking President Alan Otto and RML Sales Manager David Weston meet on a jobsite in Mesa, following Otto Trucking’s acquisition of new Komatsu HD605 haul trucks.

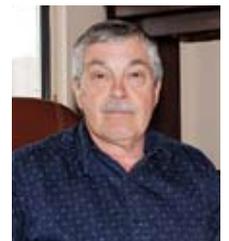
maintenance standpoint. Everything’s easy to get to during service work.”

The Ottos are also pleased with how easy RML has been to work with. “Dealer support is a critical component in our equipment-buying decisions, and Road Machinery has delivered on every count,” Mark noted. “Wade, Sales Manager David Weston and the Road Machinery staff have worked with us to ensure we’re able to get the equipment we need in a timely manner, and they are good about service and parts when we need them.”

Continued growth

The Ottos say they’d like to continue hauling for mines and quarries, as well as diversify more.

“There are other areas to pursue,” observed Alan. “One of our goals is to be the most efficient materials-transportation company in our market and also a valuable partner with our customers. We’d also like to expand our mining operations by hauling more for the companies we work with now and adding new customers to our list. The opportunities are out there.” ■



Steve Borelli,
Mining Manager



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GUEST OPINION

CLEANER DIESEL

Construction and mining equipment will soon be using a less-polluting fuel blend

On June 1, the nation's refineries began producing low-sulfur diesel fuel for use in off-road equipment. The new fuel will wind its way through the distribution system so that by December 1, construction and mining equipment will switch to diesel containing nearly 85 percent less sulfur. This new off-road fuel has a sulfur content of 500 parts per million (ppm), reduced from approximately 3,000 ppm in the previous blend.

"June 1 marks an important next step on the road to clean diesel," said Allen Schaeffer, Executive Director of the Diesel Technology Forum. "Last year saw the nationwide availability of on-highway ultra-low-sulfur diesel fuel enabling manufacturers to engineer the cleanest diesel trucks ever. This new fuel will begin bringing the same benefits to off-road equipment."

By 2010, sulfur levels in most non-road diesel fuel, including construction and mining, will be reduced to 15 ppm, making it possible for engine manufacturers to use advanced exhaust-control systems that significantly reduce emissions.

"Diesel-powered machines and off-road equipment, from farm tractors to excavators, perform essential functions that are vital to our economy and quality of life," said Schaeffer. "They help to grow our food and bring it to market; build our homes and communities; mine our natural resources; and protect public safety by providing emergency power in times of crisis."

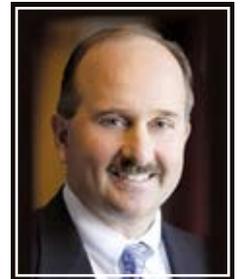
Diesel is the predominant, and in some cases, exclusive source of power for many important sectors of the economy, including construction, where nearly 100 percent of

equipment — about \$17 billion worth — is diesel-powered.

"Diesel engines are the workhorses of the America economy, offering an unmatched range of performance and economic advantages over other forms of energy," said Schaeffer. "The advantages include more power, greater energy efficiency, increased safety, better durability and suitability for very large applications.

"This new off-road fuel, combined with innovative engine technology, will dramatically reduce diesel emissions, with far-reaching clean-air benefits," he added. "The diesel industry is committed to being a part of the clear-air solution without sacrificing the power, reliability, maintenance and fuel economy of modern diesel equipment." ■

By year's end, off-road diesel equipment used in construction and mining will switch to low-sulfur fuel. The new fuel will drastically reduce diesel emissions, contributing to cleaner air.



Allen Schaeffer,
Executive Director,
Diesel Technology
Forum



MANAGING YOUR BUSINESS

SOLVING THE LABOR SHORTAGE

Construction industry seeks ways to deal with shallow pool of available workers

This report is based on information from a wide variety of sources serving the construction industry.

Like most construction company owners, J.R. Redding credits his employees for making the company successful and maintaining its reputation for quality work. Redding does site work for an extensive range of customers, utilizing a staff of about 40 employees. Many have been with the company five years or more, and Redding believes that experience is a major factor in the company's growth since he founded the business in the early 1980s.

Finding experienced labor is becoming increasingly harder for contractors. The average age of a construction worker today is 47, and the percentage of new workers under 30 who are entering the field is very low.

"Experience plays a key role in the success of any business," Redding said. "When I take on a job, I'm confident in my crew's ability to get it done right, on time and on budget. Most of my guys have been in construction their whole lives, and some have been with me for a very long time. That's ideal."

It may be ideal, but it's not necessarily common in today's construction marketplace, despite construction being the country's second-largest employer, behind only the government. Throughout the country, the construction industry is facing a huge labor shortage that's expected to get worse in the next several years. It's estimated that by 2011, there will be a shortage of 8 million to 10 million workers in the U.S. As a major source of jobs, construction will be one of the industries hit hardest.

A Construction Industry Institute study showed 75 percent of contractors were experiencing a shortage of workers nearly a decade ago. Executive Director Wayne Crew said that number is still valid and may be low. Compounding the problem is a lack of younger workers entering the construction industry, according to Crew, who said studies show the average age of a construction worker is 47, and the percentage of new workers under thirty who are entering the field is very low.

"The numbers are staggering," said Crew, who heads up the Institute, which is based at the College of Engineering at the University of Texas, Austin. "There is a significant shortage, especially in the craft areas such as welding. Having an older work force that's close to retirement, with no one to replace them when they leave is a serious situation. It's something that has to be dealt with in an aggressive



manner now because it's only going to get worse if we don't."

Contractors feel the pinch

Recent statistics from the National Center for Construction Education and Research (NCCER) show 180,000 new workers need to be recruited just to keep pace with current production levels, and 95,000 jobs must be replaced each year due to workers leaving the field through retirement and other means.

"Those numbers don't take into account the impact of events such as Hurricane Katrina, which require a substantial number of additional workers for rebuilding efforts," said NCCER President Don Whyte. "Our industry definitely needs to band together to try to recruit new workers. If we don't, there's major trouble ahead."

Contractors like Redding have felt the pinch first hand.

"We've tried to find additional help, but it's just not out there," said Redding. "Quite a few of my operators have learned on the job, working their way up from laborer. We've trained them in how to run equipment, and they've become excellent at doing it. But finding new help is a real challenge. What worries me is what's going to happen down the road when my guys are gone."

The pool of laborers to promote into operators continues to shrink. No longer can construction businesses rely on finding workers through newspaper ads or union halls that had workers readily available. Part of the reason is that the number of people entering the industry has consistently dropped during the past two decades. Experts across the board say much of that can be credited to changing perceptions about construction, which ranked 249th out of 250 possible occupations in a survey of high school students.

"There's definitely a trend away from manual labor," said Gregory P. Smith, President of Chart Your Course International, a consulting and recruiting company that works closely with businesses to help them meet their



The pool of laborers to promote into operators continues to shrink. Offering health insurance, profit sharing and other benefits can be an effective way to gain loyalty and longevity among your workers.

employment needs. "The work ethic today is different from that of baby boomers."

Changing perceptions of the industry

Smith and Chart Your Course are among a growing number of businesses, education organizations and professional groups that are working to change negative perceptions and bring more workers into the construction field.

"First and foremost, if you have good employees, you should do everything you can to keep them," said Smith. "Offering health insurance, vacation pay, retirement plans, profit sharing and performance bonuses are all ways to help, if they're economically feasible. It may cost some money up front, but in the long run it will pay for itself through increased productivity."

"You have to keep in mind as an employer that your good employees always have options,"

Continued . . .

Extra effort needed to recruit, retain workers

... continued

he added. "But by treating them right and demonstrating that you value them, you stand an excellent chance of being able to hire and keep the best people. And the word gets around. Those workers will tell others, and suddenly you have a larger number of people knocking on your door wanting to work for you."

Keeping them knocking at the door means having an abundant work force. Organizations such as NCCER, the Construction Industry Institute and Associated General Contractors (AGC) are all promoting the industry as a vital, well-paying field of study that can become a career path. Many of AGC's chapters offer training and education to prospective employees.

The Department of Labor is also involved. In 2004, it led an initiative known as "Skills to Build America's Future" whose intention is to attract young people to skilled trades careers. It's a partnership with the National Association of Homebuilders, the Construction Industry Roundtable, the National Heavy and Highway Alliance and major construction craft unions designed to reach out to state and local governments, educators, trade schools and apprenticeship programs. That same year, the Bush administration also announced an initiative to put more emphasis on vocational education as part of the Jobs for the 21st Century program.

"The construction industry has to get the word out," said Smith. "Businesses have to

be proactive in recruiting, the same way the military does, by going to local high schools and showing the benefits it has to offer. Kids need to know they can have a high-paying career in construction without the high cost of college."

Construction-focused educational programs have become more prominent around the country. NCCER was specifically founded in the early 1990s to help address the skilled work force shortage. Headquartered at the University of Florida, NCCER develops standardized construction, maintenance and pipeline curricula that are being used by more than 200,000 students nationwide. Its mission is to build a safe, productive and sustainable work force of craft professionals.

"We're a nonprofit educational foundation that grew out of major industrial contractors who were concerned about the coming shortage they saw in the late 1980s and early 1990s," said NCCER's Whyte. "Ours is an independent organization with standardized curricula in 45 craft areas that lead to certification. We accredit organizations, such as local AGC chapters; businesses, such as a contractor looking to certify a worker in a particular craft; and individual instructors, who use our educational curricula and assessments. We also keep a national registry of certified individuals who can go anywhere in the country and employers will feel confident in hiring them, knowing they are experts in one or more crafts."

A hopeful trend

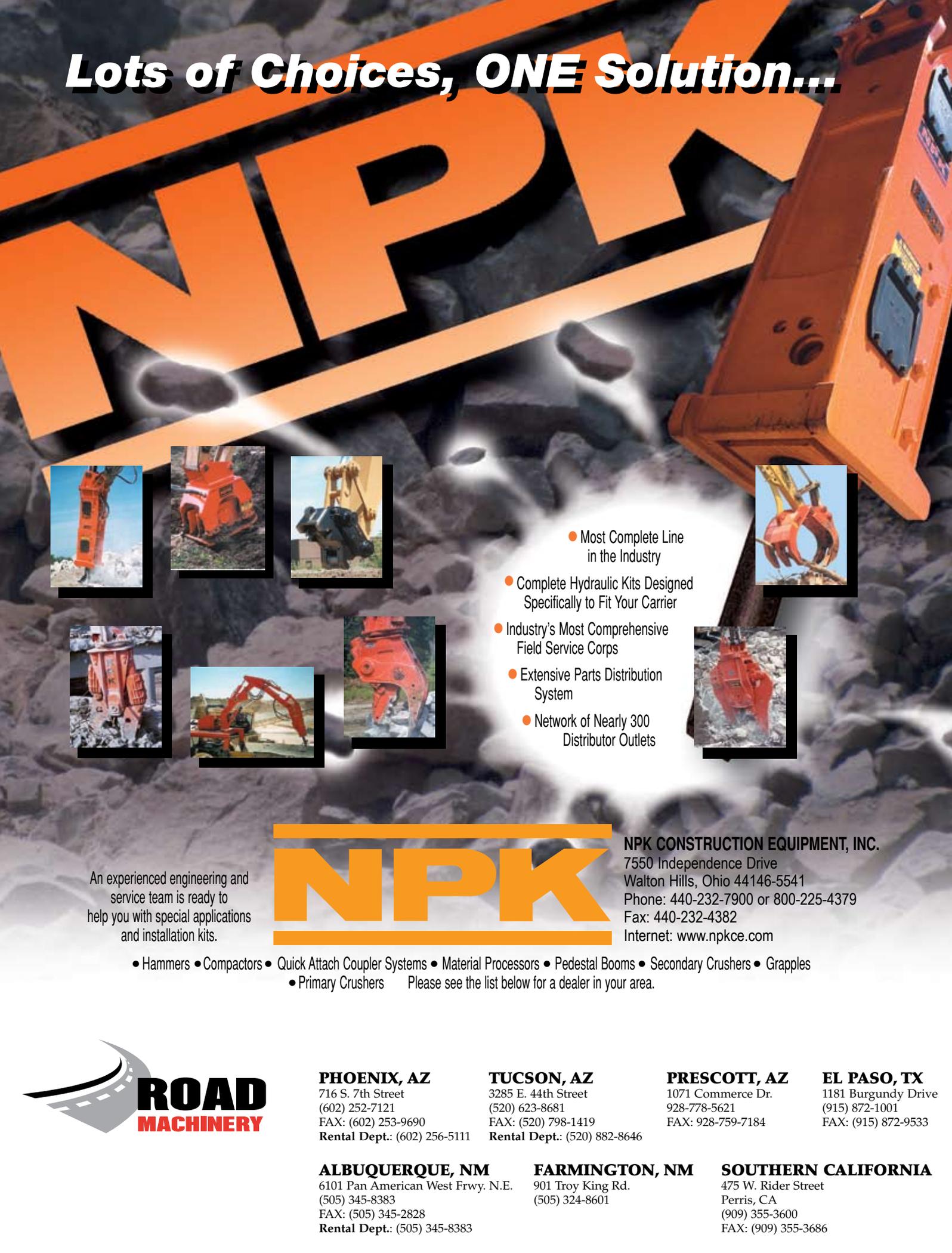
Whyte said NCCER's curriculum sales have increased from about \$1 million in 1993 to more than \$13 million last year. It's a trend he hopes continues, as it means more prospects for employment in the construction trades.

"We still have a long way to go in terms of filling the gaps in the number of workers on the job, but the industry is reacting in a way to make it more attractive to potential employees," he noted. "It's something we're all going to have to continue to do, and everyone in the industry — organizations, business owners, academics — at all levels, needs to get involved in actions that will bring more workers to the jobsite." ■

Plans to bring more workers into construction are underway throughout the industry, including recruiting and training by organizations, and government initiatives designed to highlight construction as an attractive, potentially high-paying career.



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NEW PRODUCTS

NEW DOZERS

Komatsu introduces midsize D51EX-22 and D51PX-22 models that maximize visibility, productivity, control

Buying a new dozer can often be challenging. Should you choose one that offers large capacity for pushing massive amounts of material, or go with a smaller one that offers more precise control for fine grading? With Komatsu's new midsize D51 model dozers, you can have the best of both.

"The new D51s are extremely versatile machines," said Armando Najera, Product Manager, Crawler Dozers. "They are very effective for final grading, but can also be used as high-production pushing machines. It's a good combination for someone who needs both applications from one machine."

Komatsu introduced its new models, the standard D51EX-22 and the wide-track D51PX-22, with visibility, productivity, durability and fuel efficiency in mind throughout a wide range of applications, including construction, site preparation and forestry. The D51PX-22 offers low ground pressure for customers who need better floatation while working in wet or other less-than-ideal conditions. Its long track on ground and low center of gravity help keep the D51 stable during slope work.

Both D51 models come with a Komatsu 6.69-liter Tier 3 emissions-certified engine that provides 130 horsepower at 2,200 rpm, an increase of 20 horsepower (15 percent) more than the D41. The turbocharged engine has direct fuel injection and air-to-air aftercooling to maximize power, fuel efficiency and emission compliance. The engine is rubber-mounted to the main frame to minimize noise and vibration. Each dozer has an operating weight that exceeds the D41s by more than 3,000 pounds.

A hydrostatic transmission allows for quick-shift (three-speed) or variable-speed

(20-speed) selection, giving the machines maximum efficiency during fine- or rough-grading operations with travel speeds to match job conditions and operator preference. The transmission consists of dual-path closed circuits with variable-displacement piston pumps and travel motors. It eliminates steering clutches and brakes, which allows for smoother turns.

Lower cost per yard

Despite its high power rating, the D51 stays smooth during dozing, permitting the operator to approach objects accurately, even in corner grading and sidewall operations. That keeps more material on the large, angle-tilt blade,

Continued . . .

Brief Specs on Komatsu D51 Dozers

Model	Operating Weight	Output	Blade Capacity
D51EX-22	27,778 lbs.	130 hp	3.5 cu. yd.
D51PX-22	28,881 lbs.	130 hp	3.8 cu. yd.

Komatsu's new D51 model dozers offer more horsepower and increased fuel economy.



New D51 models have plenty to offer

... continued

making it a more productive machine. The D51s have a blade capacity of 3.5 to 3.8 cubic yards.

“Fuel consumption per yard of dirt is excellent with the D51,” reported Najera. “That’s due in part to the large horsepower, plus a large blade to move more material faster. In addition, we designed the D51 with Komatsu’s Super-Slant nose so the operator has a better perspective. This revolutionary design exposes the top of the blade, giving the operator visibility that is critical for faster and more accurate dozing. It allows the operator to see more of the blade and material, which improves control and increases efficiency and productivity.”

Operating the blade is easy with a Palm Command Control System travel joystick designed to let the operator maintain a relaxed posture without sacrificing control. The blade-control joystick uses the Proportional Pressure Control (PPC) valve for fine control of machine operation. The low-effort joystick controls all directional movements, including travel speed and counter-rotation. Blade lever stroke is directly proportional to blade speed, regardless of the load and travel speed, thanks to the Closed-center Load Sensing System (CLSS). The result is better fine controllability.

More durable with easier service

In addition to a more powerful, smoother machine, Komatsu D51 dozers are rugged. A heavy-duty, large-link, large-bushing-diameter undercarriage features wider sprocket teeth,

a thicker box section and fewer welded components to extend undercarriage life. The sprocket teeth are segmented to reduced service time compared to solid sprockets designs. Each of the segments can be replaced without splitting the track. A two-carrier roller design maintains track tension and alignment. Komatsu reduced component complexity and used a modular design for increased durability and serviceability.

Servicing the D51s is easy with a swing-up fan that has a gas strut-assisted lift-locking system to provide easy access to the radiator, oil cooler and charge air cooler. The electronically controlled, hydraulically driven fan not only helps decrease fuel consumption but also provides a “clean mode” to help keep the cooling cores clean. Remote grease points simplify lubrication of the C-frame pivots, equalizer center pins and angle cylinder bearing. A monitor system provides on-board diagnostics and critical information, such as operating condition status, and notifies the operator when an abnormality occurs. Fault codes aid troubleshooting and reduce downtime. The monitor provides service reminders for fluids and filters as well. Providing KOMTRAX as standard equipment gives the customer remote access to key machine information essential for a maintenance program.

Operator comfort enhanced

Operators will also appreciate the comfort of the D51 models, which feature a new forward cab that’s large and quiet, with integrated ROPS/FOPS. Large glass windows provide good visibility all around the machine. In addition to the slanted nose design, the sides and back of the cab are slanted to give the operator better views all around the machine. Internal cab air pressure and air filters help reduce dust from entering the cab, and new cab damper mounts suppress noise and vibration when traveling over rough terrain.

“A comfortable operator is a productive operator, and we’ve taken that into consideration in designing the D51s,” Najera commented. “It goes hand-in-hand with providing more visibility, increasing fuel efficiency and making a more powerful machine that owners can use to push more material than ever before in this size class.” ■

Komatsu’s new D51PX-22 wide-track dozer features low ground pressure for better floatation while working in wet or other less-than-ideal conditions.





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UTILITY NEWS

HIDDEN VALUE

Komatsu skid steer and compact track loaders are packed with valuable standard features

All skid steer loaders (SSL) and compact rubber-track loaders (CTL) are not created equal. Komatsu packs a ton of value and modern features in a small package where some other brands are just satisfied with the status quo.

With every Komatsu SSL and CTL you get standard features that are often not available or are an added cost option on other brands.

- **Pilot Proportional Hydraulic Joystick Controls (PPC)** provide the ultimate in comfort and control. Instead of manipulating drive levers and foot pedals, Komatsu operators can sit back in the standard suspension seat and operate all loader functions with the low-effort, right-hand joystick and operate all drive functions with the left hand lever. For owners who want more traditional left- and right-hand drive system, a pattern change valve is available as an option.

- The **two speed transmission** is a Komatsu exclusive. Komatsu is the only SSL and CTL manufacturer that makes two-speed drive standard on every model. Two-speed allows the operator to put more engine power through the transmission in low range and travel up to 7.5 mph (12 kph) in high range for exceptional productivity, especially in load-and-carry operations.

- Every Komatsu SSL or CTL features a high-output **turbocharged diesel engine**. No competitor can claim this. Turbocharging provides efficient fuel burning and helps the machine operate efficiently at all times, even at altitude.

- The two-piece **lap bar design** is easy to operate and contains the machine instrumentation, function warning system and gauges. All the operator needs to do is look down to see all gauges and warnings at a glance.

- Nobody likes to wear a muddy or dirty seat belt. That's why every Komatsu SSL and

CTL is equipped with a **retractable seat belt** as standard.

- Komatsu compact track loaders are equipped with a **five-roller track system** to keep track deflection and damage to a minimum. They also feature **triple-flange rollers and track guides** to allow use on slopes without detracking. Some competitive models strongly advise against using their CTL on sloped ground, gravel or pavement.

- The **flat floor** provides all-day comfort for the operator and the **foot accelerator** provides an alternative means of operating the machine at lower throttle settings when maximum performance is not required.

- Sealed pins allow Komatsu to extend the **lubrication interval to 250 hours** rather than the typical 10 hours of some other brands.

It's said, you get what you pay for. Compare Komatsu and you'll understand what that really means! ■

Brief Specs on Komatsu Skid Steer Loaders

Model	SK815-5	SK820-5	SK1020-5	SK1026-5	CK30	CK35
Loader Type	Radial	Vertical	Radial	Vertical	Radial	Vertical
Rated Capacity	1,550 lbs.	1,900 lbs.	2,000 lbs.	2,650 lbs.	2,485 lbs.	2,755 lbs.
Power	54 hp	54 hp	84 hp	84 hp	84 hp	84 hp



Komatsu's compact track loaders are equipped with a five-roller track system to keep track deflection and damage to a minimum. Triple-flange rollers and track guides allow for use on slopes without detracking.

MORE NEW PRODUCTS

PC138USLC-8

New tight-tail-swing excavator offers increased production capability



Trenton Glore,
Komatsu Hydraulic
Excavators Marketing
Manager

In the past year, Komatsu introduced its new Tier 3-compliant conventional excavators that were designed to provide increased production. Now, Komatsu brings the same traits to its tight-tail-swing PC138USLC-8.

The PC138USLC-8 offers 7 percent more horsepower and an increase in operating weight from its predecessor. Its lifting capacity is superior to a conventional PC120LC-6 excavator with 27 percent less tail swing, making it perfect for digging in tight quarters and working in congested areas.

Power is maintained throughout the digging cycle by improved hydraulics that feature Komatsu's HydrauMind™ system with load-

sensing and pressure-compensated valves, resulting in better swing acceleration and steering performance. High-pressure, in-line filters are installed at the pump discharge ports for added hydraulic system protection.

Operators can constantly monitor the machine through a seven-inch, multifunction, color monitor that allows them to set the machine to one of four modes (Power, Economy, Lifting, and Breaker Operation and Attachment) designed to match engine speed, pump delivery and system pressure for maximum efficiency in all applications. The monitor also displays automatic air conditioner and machine maintenance information and images from the standard-equipped counterweight camera.

Brief Specs on the Komatsu PC138USLC-8

Model	Operating weight	Output	Bucket Capacity
PC138USLC-8	31,107 - 32,568 lbs.	92 net hp	0.34 - 1.0 cu. yd.

With 7 percent more horsepower, increased operating weight and 27 percent less tail swing, Komatsu's PC138USLC-8 tight-tail-swing excavator is ideal for limited-space jobs that demand productivity and power.

Larger, quieter cab

The monitor is just one feature of a larger cab. Newly designed for high levels of productivity and efficiency, it's quieter with less vibration. A high-back seat and additional leg room are also part of a more comfortable work environment.

In addition to all those features, the user will benefit from less downtime for maintenance. The replacement interval for the hydraulic oil and filter is longer, and the engine oil filter and fuel drain valve are remote-mounted for easy access.

"This is a great machine for anyone who needs a tight-tail-swing excavator with excellent power," confirmed Trenton Glore, Komatsu Product Marketing Manager, Hydraulic Excavators. "The applications are nearly endless, whether the owner is a landscaping contractor, a utility installer or a highway contractor working with limited space. It can benefit nearly any company that does excavation work." ■





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The KOMTRAX team at Komatsu headquarters in Rolling Meadows, Ill., includes (L-R) IT Support Director Ken Calvert, Applications and Development Manager Chris Wasik, Administrator Amanda Abdullah, Trainer Bill Gosse, Information Manager Al Lukes, Troubleshooting Coordinator Rizwan Mirza, Distributor Development Manager Goran Zeravica and Planning & Administration Manager Steve Tateishi.

Did you ever feel as though it's you against the world when you're out on a job? For Komatsu equipment users, those lonely days are long gone.

"With all the challenges associated with earthwork today, equipment owners and managers need all the help they can get," said Ken Calvert, Komatsu Director of IT Support. "That's why Komatsu developed the KOMTRAX wireless equipment-monitoring system. It's why we install it as standard equipment on almost every new Komatsu machine that's sold. And it's why we have a team of professionals monitoring the system."

KOMTRAX provides a wealth of information, including service-meter readings, machine working hours and load factors, geofence and engine lock, cautions and abnormality codes, fuel consumption reports and maintenance notices — not just to technicians with a laptop — but to you at your office, to your distributor, and to Komatsu headquarters in Rolling Meadows, Ill.

In Rolling Meadows, Komatsu has a dedicated KOMTRAX room with electronic maps that track each and every KOMTRAX-installed machine in the country. Komatsu also has a team

of individuals there who monitor and take action on the information that's provided.

"As a manufacturer, we use KOMTRAX information primarily to get an overview of machine utilization, which helps us determine parts usage and allocate production," said Calvert. "It also alerts us to any chronic problem a particular model might have, which enables us and our distributors to take proactive measures regarding similar machines that are already in the field, as well as fixing the problem at the source for future units."

Less downtime and lower costs

"With KOMTRAX, I can pick out a machine anywhere in the country and get detailed information on it," said KOMTRAX Trainer Bill Gosse. "I can call up its work history and discover any abnormalities. KOMTRAX issues a daily report on each machine, but we also get real-time emergency alerts, like geofence violations, so we can alert the owner and authorities immediately. The bottom line with KOMTRAX is that we're able to identify and resolve problems more quickly, which means less downtime for Komatsu equipment users."

In addition to reducing downtime, Calvert says KOMTRAX, which is totally free for five years, saves equipment users money by reporting excessive idle time, by indicating if a machine is unnecessarily being run in high power mode, and by improving fleet utilization.

"We often like to say preventive maintenance inspections by a technician are beneficial for the owner because he has an extra set of eyes looking at his machine," said Calvert. "KOMTRAX takes that a step further with many extra sets of eyes looking at his Komatsu machine — and all of them are trying to improve his owning and operating experience." ■





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MINIMIZING DOWNTIME

Regional Parts Depots and new Customer Support System help Komatsu meet customers' expectations



Frank Pagura,
VP, Parts



Mike Tajima,
VP, Service

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.

Frank Pagura is Komatsu America Corp. Vice President, Parts Operation. Mike Tajima is Vice President, Service. They work closely together trying to improve the level of product support that Komatsu equipment users receive.

Frank grew up in Yonkers, N.Y., and graduated from the U.S. Naval Academy. After serving six years as an active-duty officer in the Navy, he went to work for Varco International, an offshore drilling equipment manufacturer, where he served in various management capacities including parts purchasing and parts planning. Frank joined Komatsu as Parts Planning and Coordination Manager in 2004 and assumed his present position as Vice President of Parts in December 2005.

Mike grew up in Nagoya, Japan, and joined Komatsu right out of high school. He went to Komatsu Technical College for two years, then in 1973, joined Komatsu's Overseas Division as Service Manager in Saudi Arabia. Eventually, he returned to Japan for more education, then had overseas postings in Turkey, the United States and Russia. In October 2006, Mike returned to Komatsu America Corp. as Vice President of Service.

"Komatsu makes great equipment, which, of course, we think is the best — but everybody in this business knows it takes a support system (parts and service) to ensure that equipment users get the most out of their machines," said Frank. "That's where our departments come into the picture," added Mike. "It's our job to see that machine downtime is kept to an absolute minimum so customers can get the production they need to be successful."

QUESTION: On the parts side, Frank, what is Komatsu doing to ensure that customers get the replacement parts they need in a timely manner?

F: The most significant step we've taken is to open six Regional Parts depots across the country so we can warehouse parts closer to our customers. Previously, all parts that weren't stocked at the distributorship had to come from the Komatsu Parts Distribution Center in Ripley, Tenn. Now with Regional Depots operational in Portland, Ore., Las Vegas, Denver, Minneapolis and Pittsburgh, and the last one to open in Savannah, Ga., this summer, we're in much better position to get a needed part to a customer at the start of business the next morning.

QUESTION: Do you work closely with distributors to ensure that they're carrying the right parts inventory?

F: Very closely, because it's important to customers that they be able to come into a distributorship to get all common wear parts, as well as all oil and filters, that they might need. They want to be able to replace whatever has to be replaced, then immediately get back to work. To not have those common parts is unacceptable, so we are working with our distributors and providing them with recommended stocking lists.

QUESTION: New machine models are coming out much more frequently than they did in the past. Is that a challenge for the Komatsu parts department?

F: It's a challenge on two fronts: one, having replacement parts for all the new machines; and two, having them for all the old machines that are still in service. Generally speaking, it means we and our distributors must carry a larger parts inventory. But that's okay. We take a lot of pride in the fact that Komatsu equipment lasts a long time. We're definitely committed to having

not only all the new machine parts that our customers need to keep their equipment up and running, but also all the parts they might need for the older machines they have in their fleet.

QUESTION: Mike, what is Komatsu doing on the service side to improve customers' operating experiences?

M: We've developed a total Customer Support System (CSS). The purpose of CSS is to reduce downtime and lower repair costs for Komatsu customers by giving our distributors and Komatsu fast access to needed information that was previously not in a central location.

QUESTION: Give me an example of how CSS will do that?

M: Before introducing CSS, when trouble occurred with a machine out in the field, the operator, equipment manager or owner called the distributor's service department, which sent out a technician. The technician would typically spend time diagnosing the problem, then frequently had to go back to the shop to get the needed parts and/or tools to make the repair.

With CSS, we're able to streamline the process and cut out the waste. Now, a technician knows in advance what problem he's going out to work on. With that information, he not only spends less time troubleshooting and diagnosing, but he's able to take with him the parts and tools he's going to need to make the repair on the first trip. It's much more efficient. The end result is the customer is back up and operating sooner, and often, the repair cost is less.

QUESTION: How does CSS accomplish that?

M: The key to CSS is machine information generated by KOMTRAX, which is Komatsu's wireless equipment monitoring system. KOMTRAX-generated information is available to the customer, and with the customer's approval, to Komatsu and his Komatsu distributor. With this information, we're able to generate a database so that when an abnormality code is displayed, we're literally able to check across the world to see if the problem has come up elsewhere, and what the corrective action was.

The time and money savings for the equipment owner is substantial. Sometimes,



Komatsu Regional Parts Depots, like this one in Las Vegas, are designed to help distributors get most parts to the customer by 7 a.m. the next morning.



At Komatsu America headquarters, Komatsu personnel monitor worldwide KOMTRAX data, which they relay back to the local distributor's service department to prevent potential problems and help expedite repairs.



Komatsu's Customer Support System uses KOMTRAX data to reduce customer downtime. With information from KOMTRAX, Komatsu distributor technicians are often able to make faster field repairs and, in doing so, help customers keep downtime to a minimum.

CSS will even identify an issue before a machine goes down. This repair-before-failure scenario is ideal.

QUESTION: What has been the reaction of customers to CSS?

M: Once we explain the benefits — specifically how KOMTRAX helps us reduce their downtime and improve their owning and operating costs — they are very receptive to the idea.

It's really where we are right now in the 21st century. In the past, Komatsu supported its equipment with the expertise and skill of its distributors' technicians. Of course, their knowledge is still a vital part of the process, but now, we can give them much more information, enabling them to do their jobs more efficiently.

QUESTION: Is such a Customer Support System unique to Komatsu?

M: All major manufacturers offer a KOMTRAX-like monitoring system. But Komatsu is the only one currently installing it as standard equipment on virtually all new machines, and the only one providing free communication services. So at this time, I'd say we're far ahead of the competition in being able to fully utilize this important tool, which once again, is all about helping Komatsu equipment users improve productivity and profit by reducing downtime and repair costs. ■



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AT YOUR SERVICE

TOP TECH

RML technician takes honors at nationwide Komatsu competition

Some of the very best Komatsu distributor technicians from across the country have once again showcased their troubleshooting talents at the Komatsu Advanced Technic Contest (ATC) at the Komatsu Training Center in Cartersville, Ga. This year, one of Road Machinery's technicians took home national honors in one of the five categories, which were excavator, dozer, wheel loader, articulated truck and compact track loader.

Sheldon Lofgreen, a Field Service Technician who works out of RML's Phoenix location, took fourth place on the HM400-2 articulated truck and received a trophy. In addition, Lofgreen was designated as an "Iron Man" in the competition, one of the few winning participants who competed in all five categories.

The ATC is an annual competition in which technician contestants are graded on how well they can identify two problems that have been programmed into a piece of Komatsu machinery. Contestants are given one hour to work and are judged not only on whether they find the problems, but on how they use shop manuals and diagnostic tools, what questions they ask the operator/judge to help them find the problems, and how they demonstrate safety.

"I was very pleased with how well Sheldon did," said RML Senior Technical Trainer Bob Greb. "The competition is fierce and he's only 22 years old, so he was competing against many more experienced technicians. Even though he's quite young, many of the technicians in our shop seek out Sheldon for help when they need it."

Valuable training

Greb said ATC is viewed as not only a competition, but as a training tool that can

help sharpen the skills of technicians who participate.

"The technicians who compete gain troubleshooting skills that really help them when they are on the job working on customers' machines," Greb explained. "Sheldon also shares with other RML technicians what he learned from competing in the ATC."

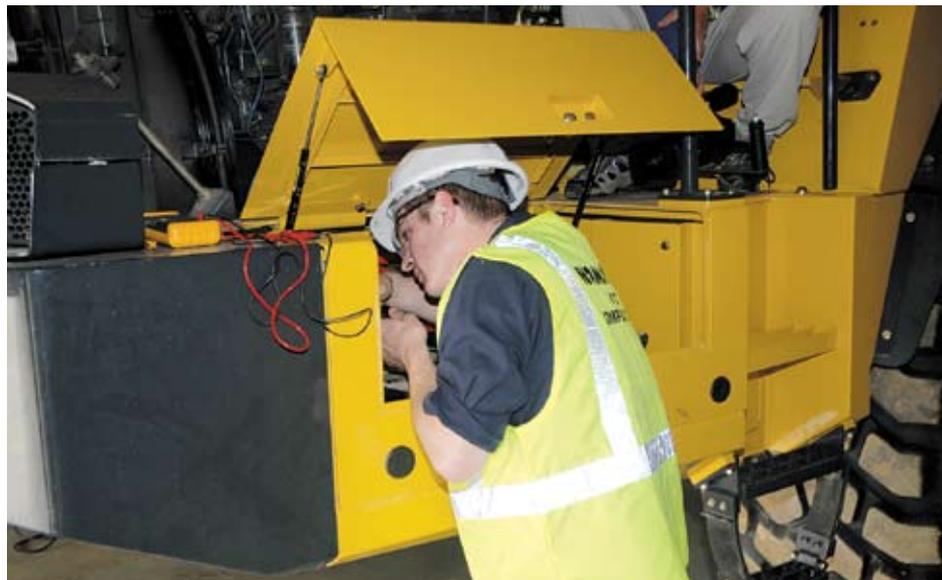
"Competing was stressful but fun," Lofgreen observed. "Last year was my first time at the ATC and I competed in two categories. This year, I took on all five, which was quite a challenge, but it's a great learning experience. I learned different approaches to take when troubleshooting."

"The bottom line is it really helps our customers," stated Greb. "What our technicians learn in preparing for and competing in ATC transfers back to our customers. The result is we're able to take care of the equipment more efficiently and get the customer back up and working as quickly and economically as possible." ■



Sheldon Lofgreen,
Fourth place, HM400-2

At the Komatsu Advanced Technic Contest (ATC), technicians had one hour to troubleshoot equipment under the watchful eye of Komatsu judges.



INDUSTRY NEWS

Fuels tax increase proposed to meet highway funding shortfall

When the current highway and transit law, SAFETEA-LU, expires September 30, 2009, the President and Congress will be faced with some sobering funding statistics. Current Highway Account revenues are projected to be about \$35 billion in fiscal year 2010, but a new analysis of the U.S. Department of Transportation's own report to Congress shows the federal government will need to invest almost \$55 billion, and that amount would just maintain, not improve, conditions. In other words, a \$20 billion annual funding shortfall is just around the corner.

That's the finding of Dr. Bill Buechner, Vice President of Economics & Research for the

American Road & Transportation Builders Association (ARTBA). Buechner, who provided the analysis, spent two decades with the Congressional Joint Economic Committee before joining ARTBA in 1996.

An increase in the federal motor fuels excise is the most effective way to fill the void in the short term, according to Buechner, who says an increase of 10 cents per gallon is necessary to meet the government's share of the needed money. He points out that the federal motor fuels excise has not been increased since 1993, and that inflation has eroded 30 percent of its purchasing power during this time. ■



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MORE VALUE IN USED EQUIPMENT

Late-model, Komatsu Distributor Certified used machines include KOMTRAX monitoring system

When you buy a late-model, Komatsu Distributor Certified used machine, you're undoubtedly doing so for the work it can do and the value it represents. Now, you may be getting even more value than you realize. That's because many Komatsu Distributor Certified machines that are about a year old or less have the KOMTRAX wireless equipment-monitoring system as standard equipment.

Virtually every Tier 3 Komatsu unit has some form of KOMTRAX, the most basic of which gives you a machine location, tells you whether the machine's working, and provides service-meter readings. It also includes the out-of-area alert and nighttime lockout. More advanced units include fuel consumption information, dashboard cautions, and in-depth, production-related information, such as digging hours and load frequencies.

Once you register the ownership of a Komatsu Distributor Certified used machine through a Komatsu distributor, KOMTRAX will deliver all that information to you free of charge, 24 hours a day on the Web. That means you can get the information anytime at your office, home or laptop. With KOMTRAX you also get a complete machine history.

"The benefits of an equipment-monitoring system are becoming clear to many contractors," said Komatsu ReMarketing Director Lee Haak. "And with Komatsu, those benefits aren't limited to machines that are purchased new. Because KOMTRAX technology is built into almost all new Komatsu machines, it stays with the machine when it's sold as a Distributor Certified used unit."

No communication fees

Most manufacturers now offer some type of Web-based monitoring system similar to

KOMTRAX, but Komatsu is the only one installing it free at the factory as standard equipment. With other brands it's an option that can be installed, for a price, at the buyer's request. Equally significant, there are currently no KOMTRAX communication fees, whereas other manufacturers charge a monthly service fee for communication.

"The fact that it's free is what really brings it into the equation for used equipment buyers," said Haak. "That means, if you buy a Tier 3 Komatsu Distributor Certified used machine that's a year old, you have years of free KOMTRAX service remaining on the machine. For contractors willing to invest just a little time in setting it up and learning how to use the information, it can be a meaningful fleet-management tool." ■

Komatsu has been installing the KOMTRAX system in most of its new models for more than a year. "As these KOMTRAX-equipped units enter the used equipment market as Komatsu Distributor Certified machines, it's a great opportunity for used equipment buyers to get the benefits of equipment-monitoring technology," said Komatsu ReMarketing Director, Lee Haak.



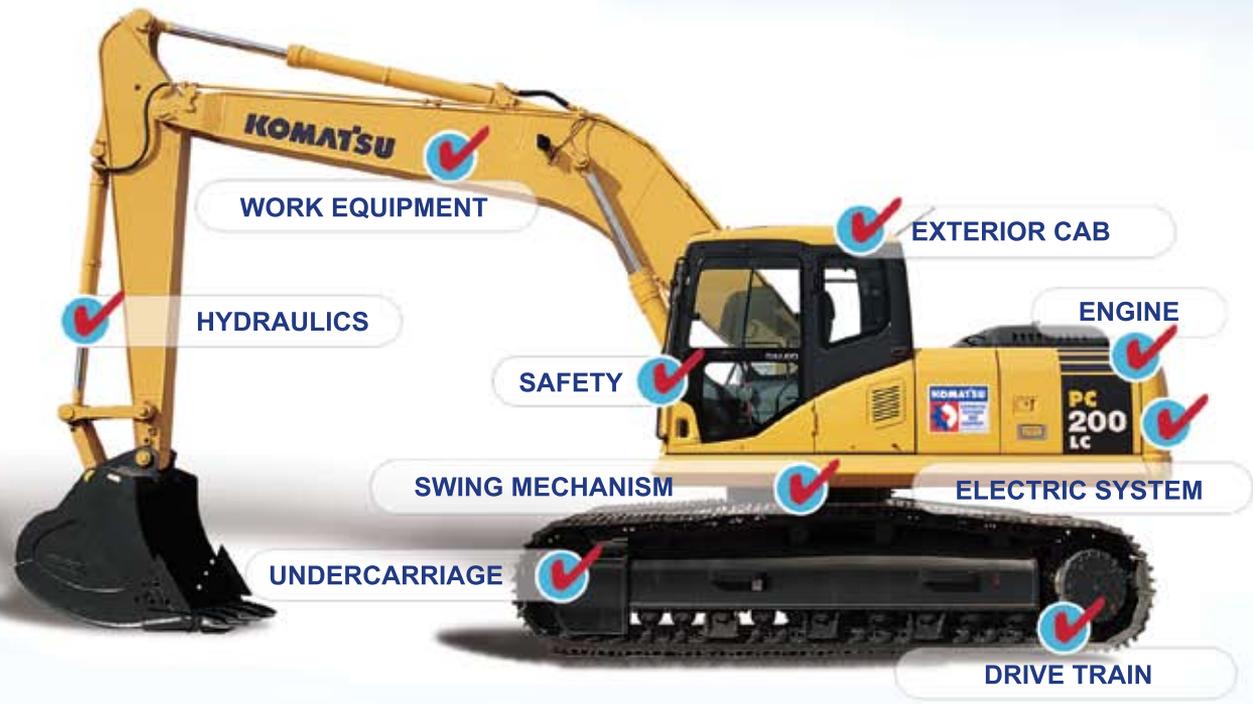
Lee Haak,
Komatsu ReMarketing
Director





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To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."





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USED EQUIPMENT FOR SALE

HYDRAULIC EXCAVATORS

YEAR	MAKE	MODEL	HRS	EQUIP#	PRICE
2005	KOMATSU	PC750LC-7	1,124	9293	\$519,000
2005	KOMATSU	PC450LC-7	2,579	9593	\$279,000
2005	KOMATSU	PC400LC-7	2,974	9883	\$275,000
2006	KOMATSU	PC300LC-7	196	11292	\$239,000
2005	KOMATSU	PC300LC-7	1,080	10415	\$199,000
2005	KOMATSU	PC300LC-7	1,339	10416	\$175,000
2005	KOMATSU	PC300LC-7	1,190	11163	\$209,000
2005	KOMATSU	PC300LC-7	1,019	10242	\$199,000
2005	KOMATSU	PC300LC-7	1,054	11165	\$209,000
2002	KOMATSU	PC300LC-7	8,025	11154	\$99,000
2004	KOMATSU	PC228US-3	1,028	10866	\$129,900
2003	KOMATSU	PC228US-3	2,389	10865	\$99,500
2006	KOMATSU	PC200-8	556	11167	\$134,900
2005	KOMATSU	PC200LC-7	883	11166	\$124,500
2004	KOMATSU	PC200-7	1,064	11168	\$114,500
2004	KOMATSU	PC200-7	680	11169	\$114,500
2005	KOMATSU	PC200LC-7	36	10870	\$129,000
2005	KOMATSU	PC200LC-7	1,007	11172	\$129,500
2005	KOMATSU	PC200LC-7	1,013	11171	\$129,500
2005	KOMATSU	PC200LC-7	1,129	9591	\$119,000
2005	KOMATSU	PC200LC-7	1,169	9592	\$125,000
2005	KOMATSU	PC200LC-7	1,415	9449	\$125,000
2005	KOMATSU	PC200LC-7	966	11170	\$129,500
2005	KOMATSU	PC200LC-7	1,478	9448	\$119,000
2004	KOMATSU	PC200-7	2,162	10864	\$97,500
2000	KOMATSU	PC128US-2	3,365	8616	\$59,000
2005	KOMATSU	PC50MR-2	970	8638	\$49,000

WHEEL LOADERS

2005	KOMATSU	WA500-3	384	9622	\$315,000
2006	KOMATSU	WA470-5	644	10023	\$250,000
2006	KOMATSU	WA470-5	670	9595	\$225,000
2005	KOMATSU	WA470-5	477	9594	\$235,000
2003	KOMATSU	WA450-5	16,842	10759	\$114,500
2006	KOMATSU	WA380-5	672	9789	\$175,000
2006	KOMATSU	WA380-5	273	9790	\$189,500
2006	KOMATSU	WA380-5	375	9791	\$175,000
2006	KOMATSU	WA380-5	485	10245	\$189,500
2003	KOMATSU	WA380-5	4,912	10867	\$119,500
2003	KOMATSU	WA380-5	3,184	10868	\$124,900
2003	KOMATSU	WA380-5	5,018	8584	\$110,000
1998	KOMATSU	WA380-3	7,237	9569	\$89,000
2006	KOMATSU	WA320-5	48	10862	\$139,000
2000	KOMATSU	WA320-3MC	3,808	10763	\$89,000
2000	KOMATSU	WA320-MC	3,211	10762	\$89,000
2003	KOMATSU	WA250-5PT	8,630	10772	\$65,000
2004	KOMATSU	WA200PTL-5	7,595	11473	\$62,500
2005	KOMATSU	W100-5	335	10757	\$55,000

MISCELLANEOUS

2006	KOMATSU	BR550JG-1	250	11380	\$555,000
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