

# ROAD TO SUCCESS

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A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

## BREINHOLT CONTRACTING COMPANY

Transition to a demolition focus pays off  
for this Phoenix company

See article inside...



Devin  
Breinholt



## JERICO PRODUCTS

Diversified family business grew  
from purchase of Petaluma, Calif.,  
oyster-shell operation

See article inside...



Mike Lind



Aaron Lind



Christian Lind

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Dennis G. Romanson

**The future  
is here**



Dear Equipment User:

At Road Machinery, we're proud of the manufacturers with which we've aligned ourselves. They are some of the most innovative and technologically advanced in the marketplace, which equates to you being able to get more done at a lower cost.

Komatsu has always been on the leading edge when it comes to making such equipment, and in this issue of your *Road to Success* that's more apparent than ever. We believe you'll find the article on the Hybrid excavator and the technology behind it very interesting and an insight into what the future holds for construction equipment.

Because the Hybrid excavator isn't designed for every application, Komatsu continues to manufacture other products designed to keep your bottom line in check, such as the new PC160LC-8 excavator and the CD110R crawler carrier, also featured in this issue.

Backing up such equipment with outstanding service is essential, and Komatsu helps with that too, by offering technicians numerous ways to improve their skills. We're dedicated to ensuring that our service personnel are among the industry's best by taking advantage of these offerings as well as those available from our other manufacturers.

If there's anything we can do for you, whether it's parts, service or equipment sales, please call or stop by one of our branch locations.

Sincerely,  
ROAD MACHINERY LLC



Dennis G. Romanson  
President



# ROAD To SUCCESS

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## JERICO PRODUCTS

### Diversified family business grew from purchase of Petaluma, Calif., oyster-shell operation

For thousands of years, the water of San Francisco Bay has collected layers and layers of Pacific pearl-oyster shells. Despite being no bigger than a typical thumbnail, the shells pack a highly organic punch of concentrated calcium carbonate that has numerous beneficial properties.

“They’re one of the richest sources of calcium on earth,” noted Mike Lind, President of Jerico Products, who has harvested the oyster shells for more than 40 years, and bought the company in the early 1970s. His sons Aaron and Christian are General Managers of the Petaluma, Calif., business. “The calcium from the shells is used in a wide variety of ways; some of the biggest are agricultural applications such as livestock and poultry feed and fertilizers. Most things that grow need calcium, so that’s our market. We ship our processed product throughout the U.S., Canada and the Pacific Rim.”

Jerico Products harvests oyster shells using specially designed equipment that dredges at depths up to 45 feet. It then ships them to yards in Petaluma and Collinsville where

they’re washed, dried and crushed to customer specifications before being stored and shipped.

Oyster-shell harvesting and processing were Jerico Products’ sole focus when Lind bought the company, and it’s one of the company’s main drivers yet today. However, Lind and his sons have since added sand mining from the Bay and the Sacramento River, supplying the northern California construction industry. Related services include supplying imported aggregate products, much of it moved by a 3,000-horsepower tug named Michael Lind and a 20,000-ton barge named Peter Lind. With a 20,000-ton payload capacity, Peter Lind is the largest bulk-materials barge on the West Coast. Jerico Products also has three ready-mix barges in its total fleet of more than 20 tugs, barges and other specialty watercraft.

“We believe the more we can offer our customers, the better,” said Aaron. “Supplying sand was a natural progression and goes hand-in-hand with our oyster-shell operations. In each of our services we offer quality-focused customer service. Because of that, Jerico has developed a solid reputation for delivering on our commitments.”

Helping in that effort are Mike’s wife, Barbara, and Christian’s wife, Denise, who are part of a team of about 40 people who keep operations running at Jerico Products. That’s a significantly higher number than the two employees who worked with Mike when he founded the business. Many staff members have been with the company a decade or more.

#### **Additional services, equipment**

Jerico Products also offers marine towing and barging, recently partnering with another company to move materials for the rebuilding

Aaron Lind (left) and his father Mike are part of the management team at Petaluma, Calif.-based Jerico Products. Mike bought the company in the early 1970s and has headed up its diversification from a strictly oyster-shell dredging operation.





of the Bay Bridge. In addition, the company does environmental remediation work, such as rebuilding levees on Woodward Island. "I've always believed that you have to be open minded and willing to take a chance. We have, and it's paid off," said Mike. "That's helped us grow and take on a more diverse offering of services."

In addition to the watercraft, Jerico Products uses other support equipment, including Komatsu wheel loaders, purchased from Road Machinery's Sacramento branch with the help of Territory Manager Jason Ketchum. Recent purchases include a WA380-6, which the company uses on its sand dredge, and a WA430-6 with a five-yard bucket for stockpiling and loading the hopper at its Collinsville plant.

"The first Komatsu loader we had was a WA90 purchased in the mid 1980s," recalled Mike. "I bought it used, and it proved to be a great machine. We only recently traded it in when we bought the newer machines. We also have an older WA380-6 that we moved from the sand dredge to another operation. Our history with Komatsu loaders is very good."

"We did comparison shop, but the Komatsus again clearly stood out," Aaron added. "Our applications can be very tough on machinery, especially the sand barge where fine sand and salt air play a role. Our first WA380 held up very well, so that was a mark in Komatsu's favor as we looked to add on. Because those machines play such a vital role, uptime is extremely important, and Komatsu has delivered."

Helping ensure maximum uptime is Road Machinery's Sacramento branch. "We're often working round-the-clock, so service at any time is essential," said Mike. "Road Machinery made



A Jerico Products operator loads a hopper with oyster shells at Jerico Products' Collinsville location using a Komatsu WA430-6 wheel loader. "The first Komatsu loader we had was a WA90 purchased in the mid 1980s," said President Mike Lind. "Our history with Komatsu loaders is very good."

Jerico Products uses this Komatsu WA380-6 on its sand dredge.



(L-R) Jerico Products President Mike Lind and General Manager Aaron Lind worked with Road Machinery Territory Manager Jason Ketchum to purchase new Komatsu wheel loaders. "Road Machinery made a firm commitment to take care of us whenever we need them, and they have," said Mike.

a firm commitment to take care of us whenever we need them, and they have. That was another major factor in our decision to go with Komatsu."

### Continued opportunities

With the Linds' eye for diversification and offering quality products and service, they believe Jerico Products will continue to grow. In fact, they're planning for it. Aaron said new opportunities are constantly knocking.

"We believe in looking at additional possibilities and assessing whether or not they're right for us," stated Aaron. "Jerico is diversified now, and we're open to continued growth as long as it doesn't affect the quality of service we offer. There is still a lot of levee work to be done, so that will be a major part of our business as will our continuing to harvest oyster shells and sand." ■



Christian Lind,  
General Manager



# BREINHOLT CONTRACTING COMPANY

## Transition to a demolition focus pays off for this Phoenix company



Devin Breinholt,  
Owner/President

When Leroy Breinholt founded Breinholt Contracting Company in 1972, his main focus was installing underground utilities with some occasional bridge and demolition work mixed in. But as time went by, he transitioned the business into doing more of the latter until it became the major aspect of the business.

Although he'd worked with his dad some in the early years, Devin Breinholt joined the business full time about the time of the transition. He's since bought the company from Leroy and is sole Owner and President of Breinholt Contracting. The company works the entire state of Arizona and part of New Mexico from its base of operations in Phoenix.

"We demolish anything from houses and apartment complexes to bridges and industrial buildings," said Devin. "Just about anything that needs to be dismantled, demolished, leveled or cleared, we're willing to tackle. We've built up to a point where we can handle everything on the site without subcontractors, except for hazardous materials such as asbestos."

Breinholt Contracting makes road-base materials by crushing concrete and asphalt, then uses it on its own projects and sells to outside contractors. It uses this Komatsu WA450 to stockpile material and load trucks.

As a complement to its demolition operations, Breinholt Contracting also runs an 80-acre, inert, solid-waste landfill on a former aggregate mine site in southwest Phoenix. Breinholt takes in construction and demolition debris both from his own projects and other contractors. While some of it's used to fill in the old mine holes, a large portion is also crushed to make road-base materials.

"Crushing has increasingly become a bigger part of our business," explained Devin, who pointed out that Breinholt Contracting also does some general site work. "We do some crushing at the landfill, but the bulk is done on the demolition site. The resulting materials are often used right back in the construction of a new building pad or parking lot that's going to be built on the site.

"We also segregate other materials, such as iron, and send that to scrap yards," he added. "Our aim is to recycle as much as possible to save landfill space. It's also a good practice because it saves in disposal and material costs on both ends of a project."

### Equipment for just about any size job

Breinholt and his staff of about 30 have done some of the largest and most complicated projects in the state of Arizona, including demolition of a 175-foot-tall air-traffic control tower at Phoenix's Sky Harbor Airport. Devin described the job as "touchy."

"It was close to another building, so we couldn't just go in and knock it down," he recalled. "The only approach to take was dismantling it piece-by-piece using a 650-ton crane until we got down to about 40 feet. Once we got it to that point, we could use regular demolition methods. It took about four months to complete."





Using a Komatsu D155AX dozer, a Breinholt Contracting operator pushes construction debris at the company's landfill in southwest Phoenix.

Breinholt Contracting's regular demolition methods include using several Komatsu excavators ranging in size from tight-tail-swing PC128 and PC228s to standard PC400LC-7s. They're plumbed for a variety of attachments, including breakers, hammers and shears.

"We have machines for just about any size job, and all the Komatsus have good power in our applications. The tight-tail-swing compact models are especially good for working in tight quarters," said Devin. "We've had situations where we're near an obstruction or where we've had to work next to an open traffic lane in removing a bridge deck. PC128 and 228s allow us to do that without worrying about the counterweight hitting something, so they have a distinct advantage."

Breinholt bought his first Komatsu excavator, a PC300, about 10 years ago when he needed a machine to run a shear. It worked so well, he began adding not only Komatsu excavators, but dozers (he currently has a D155) and a wheel loader (WA450). Breinholt Contracting purchased them with the help of Road Machinery Account Manager Dan Kaercher.

"One of the things that stands out for us with Komatsu is that the machines don't overheat when the temperatures get up above 110 degrees, which has been a problem with competitive models we've used," said Devin. "That makes a huge difference when we're working on a project where uptime is critical. Road Machinery helps keep our downtime to a minimum too. They take care of any warranty work, and have been great about getting to us quickly when we call."



Komatsu excavators are Breinholt Contracting's main demolition machines, including this PC228 that's used in tight quarters. "We've had situations where we're near an obstruction or where we've had to work next to an open traffic lane in removing a bridge deck," said Owner/President Devin Breinholt. "PC128 and 228s allow us to do that without worrying about the counterweight hitting something."



Breinholt Contracting Owner/President Devin Breinholt (left) works with Road Machinery Account Manager Dan Kaercher to purchase Komatsu equipment. "Road Machinery helps keep our downtime to a minimum. They take care of any warranty work, and have been great about getting to us quickly when we call."

## Heavy hauling

Breinholt Contracting also offers good service, not only in its demolition and site contracting services, but in heavy hauling as well. The company can haul equipment up to 130,000 pounds anywhere in the western United States using its fleet of trucks.

"That includes oversized and overweight equipment," said Devin. "I believe the more we can offer the better. Demolition will certainly remain our bread-and-butter work, but we'll always look at ways we can fit other services into the mix, if they make sense." ■



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## GUEST OPINION

# A LONG-TERM APPROACH

## The U.S. highway infrastructure needs more than another short-term stimulus

The U.S. Government has allotted more than \$20 billion of the \$26.6 billion available for highway, road and bridge projects as part of the American Recovery and Reinvestment Act. While these funds have prompted a short-term focus on infrastructure projects, the funding represents just 3.3 percent of the total \$787 billion stimulus package enacted by the White House last year. This small amount will do little to address the dire need for expansion and repair of our National Highway System.

Our nation needs a much larger, long-term investment in highway infrastructure. By 2020, economists expect more than a 26-percent increase in overall freight tonnage. Our nation's ability to efficiently move this freight will have a tremendous effect on our economy. Inefficiencies currently plague our transportation system. The Texas Transportation Institute's 2009 Urban Mobility Report (based on a 25-year study from 1982 through 2007) stated that in 2007 alone, Americans wasted \$87 billion in the form of 2.8 billion gallons of fuel and 4.2 billion hours because of traffic congestion. This cost will only go up as the economy rebounds and freight traffic increases.

Implementing a national approach that first addresses the nation's worst traffic bottlenecks, as listed by the Federal Highway Administration, will improve the flow of freight and have the greatest benefit for taxpayers. As proposed in the House Surface Transportation Authorization Act, a national strategic plan that defines the federal role in meeting transportation needs will improve delivery of infrastructure projects by primarily investing in those of national importance. Also, the federal government should tie infrastructure investment to system performance by requiring recipients of federal funds to meet performance standards for safety, infrastructure condition, congestion reduction and emissions.

Meeting the transportation challenges of the 21st century is critical to the long-term prosperity of the United States. As our population and economy grows, a national transportation policy that focuses on efficiency, congestion reduction and the improvement of freight movement around our nation's worst bottlenecks will facilitate economic growth and help our industries compete in the global economy. ■



**Brandon Borgna**

*Brandon Borgna is Communications Manager for the American Trucking Association (ATA), the largest national trade association for the trucking industry. ATA represents more than 37,000 members covering every type of motor carrier in the United States.*

**Industry groups such as the American Trucking Association are pushing Congress for a long-term approach to meeting the needs of the nation's infrastructure.**



## LOOKING AHEAD

# OUTLOOK 2010

## Finally, construction can see some light at the end of the recession tunnel

For the first time since 2006, construction starts are on the rise. McGraw-Hill Construction is forecasting an 11 percent increase in construction starts in 2010. Industry observers hope the upturn signals that the market has reached bottom and that the worst is over.

“At the very least, (the figures show) we are stabilizing after years of steep declines,” McGraw-Hill Chief Economist Robert Murray told *Engineering News Record*. “This is not a booming market; (but) it is ... inching upward.”

The McGraw-Hill forecast on construction starts reverses a three-year period during

which construction starts declined by 7 percent, 13 percent and 25 percent annually. Total construction activity is down 39 percent from its peak at mid-decade.

### Construction put-in-place

The McGraw-Hill numbers appear to be more optimistic than some other construction economic forecasting groups. That’s because it measures construction “starts” rather than construction “put-in-place” — and starts tend to be more forward-looking. The organizations that measure put-in-place forecast significant improvement compared to 2009, but they’re not yet projecting growth.

For example, the U.S. Department of Commerce predicts total construction will drop another 2 percent this year (compared to a 10-percent drop in 2009). Industry forecasting firm FMI predicts a 5-percent decline in total construction in 2010 (compared to what it expects will be a 14-percent drop in 2009). Portland Cement Association likewise is calling for a 3-percent decline in 2010 (compared to 17 percent in 2009).

Yet another group, Reed Construction Data, expects little change in overall construction activity for much of the year, but a turn to expansion late in 2010.

### Housing to pick up

It’s often said that housing will lead a recovery, and that may be happening this year. McGraw-Hill is forecasting a 30-percent increase in housing starts in 2010 to a total of 560,000.

The National Association of Home Builders (NAHB) is also optimistic, predicting single-family housing will increase 35 percent this year to 600,000 starts. “Things will start picking up again by summer,” Bernie Markstein,

Road and bridge construction is expected to be a bright spot in 2010. One industry group is forecasting 8 percent growth this year.





Director of Forecasting at NAHB told ENR. "It looks like the market has hit bottom, and now it is going to be a long, slow dig out of this."

NAHB is even more bullish on 2011, predicting there will be almost 900,000 single-family housing starts next year. Though far from the record 1.6 million starts recorded in 2005, that figure would nearly double the number of starts (445,000) in 2009.

### Public works increasing

Another area of strength is public-works spending, including transportation, sewer and water projects. McGraw-Hill expects public works construction to rise 14 percent this year.

The American Road & Transportation Builders Association (ARTBA) expects the highway construction market to grow 8 percent to more than \$90 billion in 2010.

ARTBA Vice President of Policy & Economist Alison Premo Black attributes the increase in part to the American Recovery & Reinvestment Act (also known as the economic stimulus program), but cautions that long-term success depends upon reauthorization of the multi-year federal surface transportation bill and future economic growth.

"The best scenario would be a strong reauthorization of the federal highway and transit program and real economic growth that helps spur state and local investment," said Black. "Under this ideal situation, we could see real market growth approaching \$118 billion in 2015."

According to ENR, another sector that will benefit from increased government spending in 2010 will be water infrastructure funded through the Environmental Protection Agency. Water work is slated to receive nearly \$5 billion, which includes \$2.1 billion to Clean Water State Revolving Funds and \$1.4 billion to drinking-water SRFs.

### Recovery in place

The construction economy, of course, does not exist in a vacuum. The nation's overall economic condition, specifically creating jobs and increasing gross domestic product (GDP), are crucial to the health of the construction economy. Almost all forecasters see improvement in 2010, from a low end of 2-percent growth to a high end of 5-percent growth.

Chris Varvares, President of the economic consulting firm Macroeconomic Advisors, told CNBC.com that he expects 4-percent GDP growth this year, but cautions, "You have to remember that you're starting from a low base. We're getting a snapback that, when judged with those from other deep recessions, is pitiful." He compares the economy to an intensive care patient recovering from a near fatal auto accident.

Another economist, Nariman Behravesh, Chief Economist at Global Insight, forecasts lower growth, in the range of 2 percent to 2.5 percent. "Sure, there are a lot of tailwinds, a lot of pent-up demand. All that means is that there is a recovery in place that is sustainable but not strong."

Both the National Association of Business Economists and the White House are calling for GDP growth of 3.2 percent in 2010. ■

It appears that housing starts have finally bottomed out following four consecutive years of declines. The National Association of Home Builders forecasts a 35 percent increase to about 600,000 starts in 2010.

## DEMO DAYS UPDATE

# LOOKING AT THE FUTURE

## Demo Days attendees take first peek at Komatsu's new hybrid excavator



RML Sales Rep James Powell (left) and Robert Khaler of Asphalt Paving & Supply

Demo Days featured an array of Komatsu equipment.

Attendees could not only see the latest Komatsu equipment, but operate it as well, including the new WA50-6 utility wheel loader.



Komatsu's new Hybrid PC200LC-8 excavator was a big hit at Demo Days, where it made its North American public debut.



Attendees of Komatsu's latest Demo Days were among the first to see and operate the company's latest innovation: the Hybrid PC200LC-8 excavator. It was one of more than 25 pieces of equipment highlighted during the event at Komatsu's Training and Demonstration Center in Cartersville, Ga.

Demo Days marked the North American public launch of the hybrid excavator (see related story), which debuted to much praise. Attendees also appreciated the chance to operate everything from a PC88MR-8 compact utility excavator to a D275AX-5 dozer with Komatsu's patented Sigma blade.

"This is a chance for customers to see the solutions and innovations Komatsu has to offer," said Bob Post, Director of Marketing Communications and Sales Training, who noted that for the first time, Komatsu used its Learning Management System (LMS) to register attendees. "Komatsu dealers do demonstrations, but often that's only one machine. Here, customers get to see and try first-hand our broad product line."

That product line included not only excavators and dozers, but wheel loaders, articulated and rigid-frame haul trucks, a motor grader, skid steer and compact track loaders, a CD110R-2 crawler carrier and a BR580JG crusher.

In addition to operating machinery, many attendees took advantage of Cartersville's close proximity to Komatsu's Chattanooga Manufacturing Operations (CMO) by touring the plant where excavators and articulated trucks are built. There were also educational seminars on a variety of topics.

For more information on Komatsu equipment, contact your sales representative or visit our nearest branch location. ■

## NEW PRODUCTS

# NEW HYBRID EXCAVATOR

## Komatsu unveils the future of excavation with its revolutionary Hybrid PC200LC-8

By now you've probably seen hundreds of cars with a green leaf on them indicating they use hybrid technology. You may have even wondered when that technology would be available in construction equipment. The answer is now, with the launch of Komatsu's new Hybrid PC200LC-8 excavator.

Komatsu is the first manufacturer to commercialize a hybrid excavator, and has been for more than a year. Komatsu's unique Hybrid controller synchronizes the conventional diesel engine and hydraulic pumps with electric assist that uses energy that's wasted in conventional machines. The Hybrid PC200LC-8 works on the principle of regeneration and energy storage using the Komatsu Ultra Capacitor system that turns the stored energy into power transmission.

"This is similar to hybrid car technology," explained Armando Najera, Product Manager Excavators. "Hybrid cars use batteries that capture energy from the brakes when the car slows down. The difference is the Hybrid PC200LC-8 captures energy during the swing brake and stores it in the Ultra Capacitor. The Ultra Capacitor works in harmony with the engine, providing a seamless experience for the operator. Each time the upper structure slows down, energy is created and stored, then used to assist the engine. The result is greater fuel economy versus a conventional machine."

Najera points out that the more the upper structure rotates, the greater the efficiency. "Any application where the machine has to rotate frequently, such as mass excavation and utility trench digging, are ideal for the Hybrid. Each time the upper structure slows down, more energy is sent to the Ultra Capacitor and is available to assist the engine."

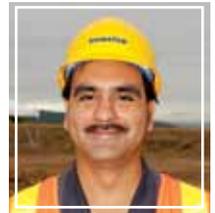
Actual customer trials have shown fuel savings of 25 percent to 41 percent when compared to a conventional PC200LC-8.

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO<sub>2</sub> emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

*Continued . . .*



Dave Grzelak,  
CEO and Chairman,  
Komatsu America



Armando Najera,  
Product Manager  
Excavators

### Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
Hybrid PC200LC-8	43,643-47,260 lbs.	138 hp	0.66-1.57 cu. yd.

Truck loading and trench digging are ideal applications for the Hybrid PC200LC-8, according to Product Manager Armando Najera. "The more the upper structure rotates, the more energy is sent to the Ultra Capacitor and is available to assist the engine, resulting in greater fuel economy versus a conventional machine."



# Hybrid productivity remains high with less fuel

... continued

## A very efficient system

Komatsu's Hybrid PC200LC-8 reduces fuel consumption and emissions thanks to innovative technology that captures previously wasted energy and converts it to electricity that can be used to power the machine. Unlike conventional excavators, which use a hydraulic motor to rotate the upper structure, the Hybrid employs an electric swing motor that captures the energy that is normally wasted during swing braking.

The energy goes through an inverter that changes it from AC to DC and quickly stores it in the Hybrid PC200LC-8's Ultra Capacitor where it remains available until needed to power the swing motor or to assist the engine to create hydraulic power.

In addition to the swing motor, inverter and Ultra Capacitor, the Hybrid PC200LC-8 uses a built-in generator motor between the engine and the hydraulic pumps for effective transmission of energy to the pumps. The generator can charge the Ultra Capacitor during periods when no work or travel operations are used. The

generator motor also receives power from the Ultra Capacitor for engine assist.

"It's a very efficient system," affirmed Najera. "Think of the Ultra Capacitor like a balloon that's taking in air as it's being blown up. In this case the air represents the energy being stored in the capacitor. When a balloon pops, the air rushes out. The Ultra Capacitor works the same way in that it releases energy instantaneously when it's needed. Side-by-side, the Hybrid has the same digging force and performance levels as a standard machine, while using less fuel and reducing emissions."

## Monitor displays status of stored energy

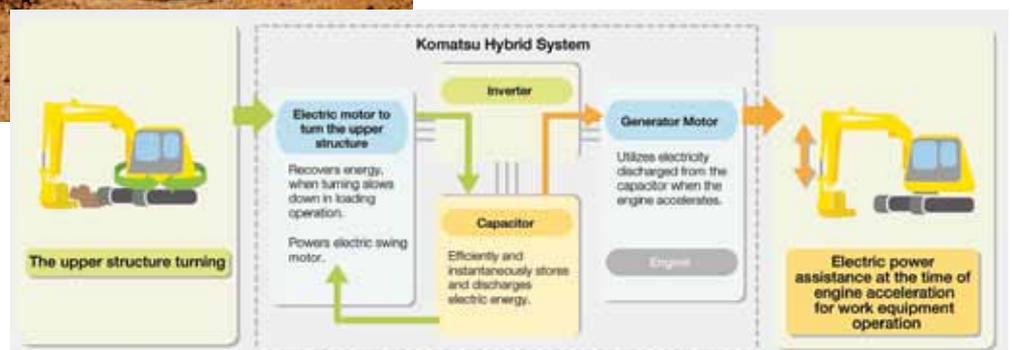
Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system

In addition, the operator and owner can see energy flow on the "Hybrid Operation Monitor" as the machine operates. Users can change the monitor to display status of the Ultra Capacitor charging and discharging and engine assist by the generator motor as energy flow.

"The Hybrid is another aspect of Komatsu's overall commitment to produce the most efficient and environmentally friendly equipment," said Grzelak, who noted that hybrid technology is not new to Komatsu, which has been producing hybrid forklifts for a few years. "The Hybrid PC200LC-8 is a revolutionary product that's already been proven in the field to reduce fuel consumption without a reduction in productivity." ■



In a side-by-side comparison with a standard PC200LC-8, the Hybrid PC200LC-8 performed the same amount of work with a fuel savings of more than 30 percent. Komatsu's data, gathered over nearly two years, shows the Hybrid can save upward of 40 percent, depending on the application.





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# DOZERS

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## UTILITY PRODUCTS

# THE VALUE OF SMALL DOZERS

## Komatsu's smallest dozers are powerful, versatile machines for special work

The ability to push mass amounts of dirt with a powerful dozer is great for large jobsites, but there are times when only a smaller machine is viable or necessary. Komatsu makes a wide range of dozers for a broad variety of applications, including the D21A-8 and D21P-8 that are perfect for small and fine-grading work.

"The D21 dozers are the smallest Komatsu makes and are unrivaled in their size class," stated Product Manager David Caldwell, pointing out that the competition's smallest dozers are nearly twice the size of the D21. "Customers who use them find D21s terrific in urban areas and tight quarters. They make great finish dozers. Because of the compact size, they're easily transportable with a skid steer or two-axle trailer, so they're highly mobile."

Caldwell noted that the D21's compact size isn't a hindrance when it comes to pushing power. It's equipped with an efficient hydroshift transmission that offers powerful traction and smooth gear shifts, even at partial throttle.

Long tracks contribute to a well-positioned center of gravity that gives the D21 good balance, making grading on slopes easy. Three undercarriage options are available — a single grouser is standard — including optional high-flotation "swamp" pads and rubber tracks.

"Many customers use rubber tracks because it allows them to move on city streets and in otherwise sensitive areas such as historic districts," said Caldwell. "They also like that other options can be added, such as a three-point hitch and a separate hydraulic system which can be used to power a winch. So, not only do you get a machine that works as a good dozer, but versatility for other applications as well."

### Six-way blade

Caldwell said in dozing applications, the D21 stands out with its eight-foot five-inch, six-way blade. "The six-way blade allows users to move dirt in almost every direction, and the cab design allows for great visibility of the blade and material," said Caldwell. "The blade is controlled by one joystick, while a second joystick controls all speed and direction.

"The two-joystick ease of operation provides more precise control and response for faster cycle times," he added. "And, when maintenance is needed, we simplified that too, with such features as spin-on filters throughout the machine for quick and easy service." ■



David Caldwell,  
Product Manager

### Brief Specs on Komatsu D21A-8 and D21P-8 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D21A-8	40 hp	8,690 lbs.	0.75 cu. yds.
D21P-8	40 hp	9,350 lbs.	0.89 cu. yds.

Komatsu's D21 dozers are the smallest in its lineup and work well in tight quarters and fine-grading applications.





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precision

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## MORE UTILITY PRODUCTS

# KOMATSU'S CRAWLER CARRIER

## Unique features make this a go-to machine for jobs other haulers just can't do

The ability to haul on-site materials in all types of ground and weather conditions can have significant advantages on many jobs. Komatsu's CD110R-2 crawler carrier allows you to do that, even in the most adverse situations.

The CD110R-2 crawler carrier combines the features of a truck — a cab and dump box upperstructure — with an excavator-like undercarriage. The cab and dump box rotate 360 degrees, allowing dumping at any angle with minimal site impact, even in wet and swampy areas or on steep slopes.

"With minimal ground disturbance, you can keep working in conditions where a standard truck would probably bog down," explained Robert Beesley, Product Manager for Komatsu Utility Marketing Division. "The CD110R-2 offers low ground pressure. You don't have to stop work, which means you can complete projects more quickly."

Projects where the CD110R-2 really stand out include marsh/creek maintenance, creek/stream restoration, road building in forestry applications, reclamation of lakes, riprap installation for bank protection, pond building, hauling gravel for wetlands, pipe installation along forestry roads and golf course building.

"Practically anywhere the conditions are adverse, you'll find the CD110R has the ability to overcome them," said Beesley, noting that the undercarriage design reduces the accumulation of mud, snow and other materials that can adversely impact track and frame life. "It allows for faster climbing on steep slopes and reduced slippage in wet conditions. Rubber tracks provide longer shoe life, and the tread pattern helps maintain drawbar pull in forward and reverse."

### A wealth of uses

Operators appreciate the large ROPS/FOPS cab with a low-effort joystick that controls rotation of the upperstructure and easy-to-operate foot pedals to control travel, direction and bed dumping.

"Because the upperstructure can be fully rotated, operators can position the dump body at any angle for loading and unloading, without moving the tracks," noted Beesley. "As an example, they could run the tracks parallel to a trench and dump rock directly into it. That's a unique feature that users find very convenient. There are a wealth of possible uses for the CD110R-2." ■



Robert Beesley,  
Product Manager

### Brief Specs on Komatsu CD110R-2 Crawler Carrier

Model	Net Hp	Empty Weight	Payload
CD110R-2	244 hp	34,390 lbs.	24,250 lbs.

Komatsu's CD110R-2 crawler carrier has the ability to work in adverse conditions where other machines may bog down. It features a fully rotating upperstructure for loading and dumping at any angle.





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- Precise, responsive controls allow for faster cycle times.
- Advanced diagnostic technology simplifies maintenance and service.

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## MACHINES ON DISPLAY

# KOMATSU AT ICUEE

## Utility machines are the stars of this biennial equipment expo

Held every other year, the International Construction and Utility Equipment Expo is a great way to test all types of Komatsu utility machines. The most recent ICUEE was held last fall at the Kentucky Exposition Center in Louisville, Ky.

Komatsu had all types of utility equipment at the show including the WB146 backhoe loader, the CK30 compact track loader, the WA50 compact wheel loader, and the PC88 and PC38 compact hydraulic excavators.

“Even if they haven’t used Komatsu utility equipment, contractors know the Komatsu name and respect the fact that it’s a leader in construction and mining machinery,” said Komatsu Utility Product Manager Bob Beesley. “So when they see we make the small equipment too, they’re willing to try it because of the reputation.

“Once they do try it, they discover it’s built with the same dedication and attention to detail as the larger Komatsu units,” he noted. “We don’t just purchase pieces and parts that fit. Everything that goes on our utility machines is designed from the outset to work together

for maximum performance. For example, the hydraulics, for which Komatsu is known, are the same as on our full-size excavators.”

Komatsu makes its backhoes and skid steer loaders at its manufacturing plant in Newberry, S.C. ■

*For more information on Komatsu utility machines, contact your sales representative or our nearest branch location.*



Among the Komatsu machines at the International Construction and Utility Equipment Expo was this WA50 wheel loader.

Attendees at ICUEE get to put machines, such as the Komatsu WB146 backhoe loader, through their paces.



An operator tries out Komatsu’s CK30 track loader at ICUEE.

# QUALITY THAT LASTS

## Komatsu's new VP of Manufacturing says building reliable machinery never goes out of style



**Bill Suzuki,**  
Vice President  
of Manufacturing

*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.*

Bill Suzuki was named Vice President of Manufacturing last October after marking 25 years with Komatsu. His new role involves overseeing operations at the plants in Peoria, Ill. (mining), Chattanooga, Tenn. (excavators and articulated trucks), and Newberry, S.C. (utility).

"I've seen Komatsu grow up in the North American marketplace," said Bill. "When I joined Komatsu, our presence here was very small, and now we have three manufacturing plants in the U.S. I'm very proud of what Komatsu has accomplished by focusing on quality products that are dependable and efficient. Our customers recognize that and remain loyal to us."

After graduating from Muroran Institute of Technology in 1984, Bill Suzuki went to work for Komatsu and has worked in the company's manufacturing operations since. Most recently he was General Manager of Komatsu's Peoria, Ill., manufacturing facility.

"The principles of each are the same, to build quality machinery that makes the user profitable," said Bill, who is married and has two teenage children. "I enjoy working with the staff at each plant to ensure those principles continue to be met."

**QUESTION:** You've been involved with manufacturing Komatsu products for more than two decades. What's changed in that time?

**ANSWER:** When I joined Komatsu, our product line was very limited, but since the early 1980s we've grown at an incredible rate, becoming one of the top two manufacturers of heavy equipment in the world. Demand for our innovative products continues to rise. Part of that has been a vastly increased presence in North America, and to meet that demand, Komatsu has built a number of manufacturing facilities. In North America we have three manufacturing plants: mining equipment in Peoria, Ill., excavators and articulated trucks in Chattanooga, Tenn., and utility equipment and wheel loaders in Newberry, S.C. Each has its own engineering and research and development components as part of the manufacturing process, and each not only supplies the North American marketplace, but also some products globally.

Through the years, Komatsu has also increased the number of genuine Komatsu components in our machinery. Customers appreciate that because they know their machine is built to exacting specifications and all components work together harmoniously to increase efficiency. They also like that they can go to the distributor and buy Komatsu OEM parts that are made specifically for their equipment.

**QUESTION:** With that much growth in a relatively short time, how has Komatsu ensured its products meet customer expectations?

**ANSWER:** We simply won't settle for mediocrity or compromise on quality. Think of manufacturing as a puzzle. You can't finish the picture without all the pieces. For Komatsu, those pieces are safety, quality, delivery and cost and they go hand-in-hand. Safety is our

utmost concern, both for our workers in the plants and operators of Komatsu equipment. From the operator's standpoint, you can't have safety without quality. That means using quality components and materials that ensure each of our machines has the right mix of power and stability so the operator feels confident in the machine's ability to do the job for which it's designed.

Of course, when the customer orders a machine, he expects delivery as quickly as possible. We've cut down our delivery time on orders considerably over the years, and we continue to improve. Because we're always looking for ways to streamline the manufacturing process — that certainly doesn't mean cutting corners in any way — we're able to build quality, safe products at competitive prices. During the past 20 years, our North American customers have come to see how all the pieces fit together to provide added value, and that's why many continue to buy Komatsu after their initial purchase.

**QUESTION: What hasn't changed in terms of manufacturing?**

**ANSWER:** Komatsu's commitment is to building innovative products that are reliable and cost-effective. That never goes out of style. Each time we set out to build a new machine, we strive to make it better than its predecessor by incorporating new technologies with the tried and true. We've always been very particular that the materials we use are the highest quality. We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested.

**QUESTION: Are customers part of that process?**

**ANSWER:** Yes. Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product. After all, they're the ones using the machine, so it makes sense that they're part of the process of building and testing machinery. We want to know what they like and don't like, so we can build a better machine.

We also encourage customers to visit one of our manufacturing plants and see for themselves how Komatsu builds the machinery they use every day. ■



Employees of Komatsu's manufacturing operations do all assembly and testing of new machinery before it leaves the plant. "We've always been very particular that the materials we use are the highest quality," said Vice President of Manufacturing Bill Suzuki, who's been with Komatsu for 25 years. "We won't put a piece of equipment in the marketplace until it's been thoroughly tested and retested."



Komatsu encourages customers to visit its manufacturing facilities and see how the products they use are made. "Part of the process of manufacturing equipment is gathering customer information about what they want in a piece of equipment and incorporating that into the final product," said Bill Suzuki, Vice President of Manufacturing.



Komatsu's North American operations include three manufacturing plants in the United States that supply not only North America but also some products globally.

# IMMEDIATE-IMPACT PROJECTS

## State transportation officials say they have nearly \$70 billion worth of “ready-to-go” projects

In an effort to boost transportation spending, state officials have identified nearly \$70 billion in new highway, bridge, port, rail and aviation projects that are “ready to go,” meaning work could begin within 120 days of federal approval and legislation. The transportation officials claim the projects could create hundreds of thousands of jobs.

The report from transportation officials came at the same time an Associated General Contractors (AGC) analysis showed a \$15 billion decline in federal investments in highway and transit systems in 2010 compared to last year. According to the analysis, including federal transportation and stimulus funding, the federal government invested

Surface transportation officials have identified nearly \$70 billion worth of “ready-to-go” projects that can be started in 120 days or less with federal approval. They’re looking to build from the momentum created by stimulus funding, which has approved more than \$30 billion in projects so far.

\$78.6 billion in road and transit jobs in 2009. That’s expected to slip to \$63.4 billion this year.

Not helping matters is the lack of a new surface transportation bill to replace SAFETEA-LU which expired in September of 2009 without a new plan in its place. Stopgap measures have provided some funding. A six-year surface transportation bill was proposed by the House Transportation and Infrastructure Committee to provide as much as \$500 billion, but it’s been put on hold for now.

“Boosting transportation investments will keep thousands of construction workers employed at a time when our economy can scarcely afford layoffs,” said AGC Chief Executive Stephen Sandherr. “The success of the stimulus in saving countless construction jobs will be in vain if its sequel is underinvestment in our roads, bridges and transit systems.”

### “Keep the momentum”

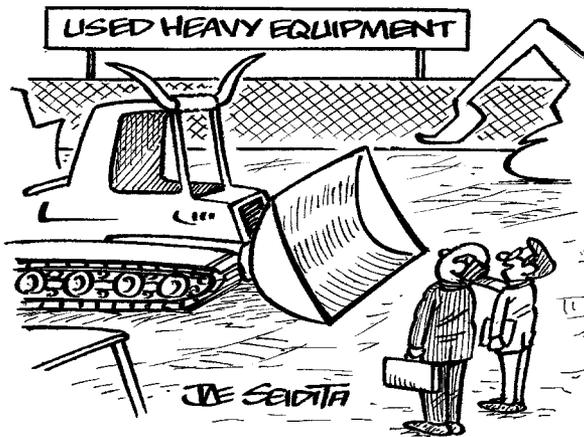
More than 10,000 transportation projects totaling more than \$30 billion have been approved for funding under the stimulus plan — The American Recovery and Reinvestment Act — many of which are nearly or are already completed.

“We need to keep the momentum going,” said John Horsley, Executive Director of the American Association of State Highway and Transportation Officials (AASHTO), who was among those who identified the “ready-to-go” state projects. “There is still a need to invest in transportation projects if that’s what it takes to create jobs and bring unemployment down. What the state DOTs have done over the past months to put economic recovery dollars to work shows there is no better way to create jobs and longlasting benefits in every part of the country.” ■



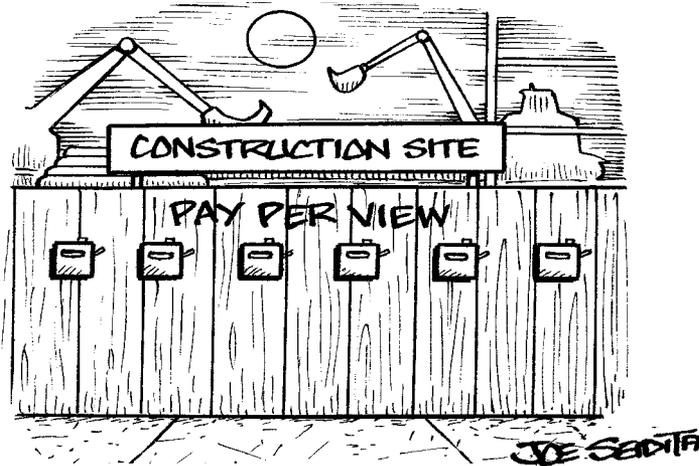
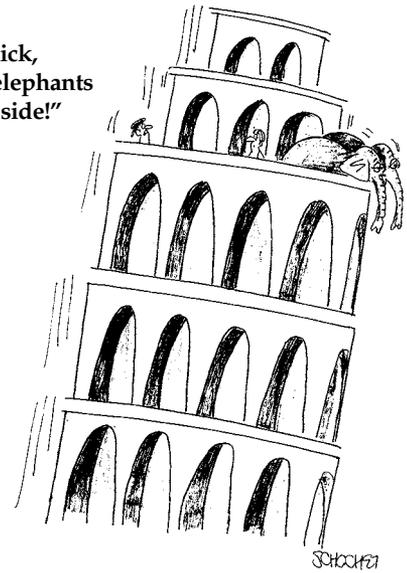
# SIDE TRACKS

## On the light side



"That one only had one previous owner... an earthmoving company in Texas."

"Quick, shift the elephants to this side!"



## Did you know...

- No piece of paper can be folded in half more than seven times.
- You burn more calories sleeping than you do watching television.
- The plastic things on the end of shoelaces are called aglets.
- There are 293 ways to make change for a dollar.
- The cigarette lighter was invented before the match.
- It takes 3,000 cattle to supply the NFL with enough leather for a year's supply of footballs.
- Abraham Lincoln faces to the right on a penny while all the other presidents face to the left on U.S. coins.
- The first Harley Davidson motorcycle was built in 1903, and used a tomato can for a carburetor.
- No word in the English language rhymes with month, orange, silver or purple.
- Apples, not caffeine, are more efficient at waking you up in the morning.

## Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. RECVIES \_\_\_\_\_
2. RITD \_\_\_\_\_
3. TACNIVEOXA \_\_\_\_\_
4. DELORA \_\_\_\_\_
5. PROCTOMAC \_\_\_\_\_
6. TAPRS \_\_\_\_\_

## MORE INDUSTRY NEWS

### Water infrastructure sees big boost in funds this year

By the end of 2010 more than \$10 billion worth of water infrastructure projects could be finished or under construction thanks to a combination of funding measures. Included is a \$3.6 billion raise in State Revolving Funds (SRF) appropriations for the upcoming budget year. The bulk of the total comes from \$6 billion in funds from the

American Recovery and Reinvestment Act, also known as the stimulus package.

Congress gave \$2.1 billion to the Drinking Water SRF and \$1.4 billion to the Clean Water SRF. Combined sewer overflow and sanitary sewer overflow systems were provided an additional \$160 million. ■

### “Green” building contractors could face potentially serious risk

The growth of “green construction” brings with it increased potential for liability issues that contractors should think about before building, according to an article in Business Insurance. Among the risks are disputes between contractors and design professionals who promise a certain level of green construction or LEED certification, but the completed project fails to meet the certification requirements for that level.

Among the incentives at stake are potential losses in tax credits that building owners may receive as a result of a green building not meeting requirements. That could lead to the owner

seeking redress from the builder or design professional, which could be very costly if the contractor or designer is found at fault.

According to the article, property/casualty insurance will pay building owners for the additional cost of rebuilding to a green standard after damage to an existing building and protect property owners from losses during construction of a green building. But by and large, the contractor would have a hard time covering the potential liability of not meeting a promised green certification as few, if any, insurance products exist to cover such an instance. ■

### Updated DOL employment guide available

An updated version of the U.S. Department of Labor’s Employment Law Guide is available, which the department says is “especially helpful for employers without dedicated legal or human resources staff” and will “help small businesses develop

wage, benefit, safety and health, and nondiscrimination policies.”

The new guide addresses recent changes in federal minimum wage and expansion of the Family and Medical Leave Act among others. Visit [www.dol.gov/elaws](http://www.dol.gov/elaws) for a copy of the guide. ■

### New EPA stormwater regulations take effect

Citing soil and sediment runoff as a major cause of water quality issues, the Environmental Protection Agency (EPA) has implemented new regulations for controlling stormwater pollution on construction sites. Effective in February, and phased in over four years, the rules require construction site owners and operators to use best management

practices to ensure disturbed soil does not pollute nearby bodies of water.

Sites where 10 acres or more are disturbed at once must monitor discharges to comply with specific limits. This marks the first time the EPA has imposed national monitoring requirements and enforceable numeric limitations on construction-site stormwater discharges. ■

## SERVING YOU BETTER

# COMPUTER-BASED TRAINING

## Our service technicians gain knowledge online to help keep your machines on track

Whether your equipment needs routine scheduled maintenance or a more extensive fix, you expect to have it up and running again with as little downtime as possible. That's Komatsu's goal too, and in an effort to build on service technicians' skills, it's extending online training opportunities.

Online courses are available to technicians across Komatsu's extensive lineup of construction, utility and mining machines. With a user name and password, technicians are able to log in and take courses anywhere there's Internet access.

"It's part of our commitment to continual training and keeping technicians up-to-date," said Angie Huggett, Associate Media Developer based at Komatsu in Cartersville, Ga. "We still offer classroom and hands-on training. Computer-based training (CBT) enhances that by allowing the technician to learn virtually anytime and anywhere."

Huggett noted that technicians are often specialists in one area or only a few machines. With CBT, not only will they stay abreast of any updates or changes in those machines, but can more easily learn about additional equipment lines.

"Technicians can use CBT to expand their horizons," said William Grasse, Supervisor, Media Department. "For instance, they may be focused on excavators and want to learn about dozers. CBT allows them to get an in-depth look at that. They can then build on that knowledge through classroom and hands-on work."

### Minimizing downtime

When technicians finish a module — in essence, a class — they take an online assessment. Successful completion earns them

credit and satisfies a prerequisite to taking another course.

"The goal is to ensure they understand the function of a machine, so when they go out on a service call, they're able to diagnose and fix it as quickly as possible," said Grasse. "Keeping downtime to a minimum is critical, and CBT helps in our efforts to do that. We spent a lot of time developing the courses and accompanying materials, and we believe it will pay off for us and our customers." ■



Komatsu's computer-based training allows service technicians to enhance their knowledge and skills virtually anytime with an Internet connection.

(L-R) Members of the team that developed Komatsu's computer-based training are Training Manager Mike Robson, Supervisor Media Department William Grasse and Associate Media Developer Angie Huggett.



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## AT YOUR SERVICE

# WORKING TO MINIMIZE DOWNTIME

## Road Machinery expands its commitment to servicing all makes of equipment

Road Machinery has always been committed to keeping customers' equipment downtime to a minimum. Now, it's extending that commitment to not only Komatsu and other brands it carries, but also to outside manufacturing brands as well, with complete "all-makes" service capabilities.

"We've always serviced other products, but didn't necessarily promote that," said Branch General Manager David Weston. "Over the past few months, we've hired several new service personnel who have extensive background working with competitive brands. Our goal is to take care of every piece of machinery in a company's fleet, whether it's a brand we carry or a competitor's."

Among the recent hires is Gilbert Service Manager Doug Brost. Brost spent 14 years with another dealership before joining Road Machinery, working as a field service technician, a service trainer and in service management. At RML he oversees 13 field and shop technicians.

"Like me, several of our technicians are new hires that have come from competitive dealerships," Brost pointed out. "There's an excellent mix of guys with Komatsu and non-Komatsu experience. As we expand our all-makes service capabilities, that's a great benefit."

Brost said existing and potential customers have already seen Road Machinery's service capabilities. "We've had a lot of customers tour the Gilbert facility to check out our service bays. They realized we can work on any model of equipment, be it Komatsu or a competitive brand, and that's helped us gain

a quite a few new customers. Of course, we want to continually expand upon that."

### Parts to fit competitive needs

Servicing all makes of equipment means not only having the service personnel, but being able to support the machines with parts. Road Machinery stocks an extensive list of Komatsu inventory, and carries parts that can be used in competitive machines.

"Equipment users are often open to options, and we're able to provide them with some very good ones," said General Parts Manager Ron Wilson. "Many are comfortable

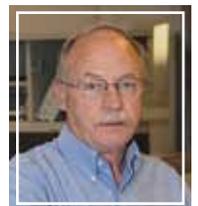
*Continued . . .*



David Weston,  
Branch General  
Manager,  
Gilbert/Prescott



Doug Brost,  
Service Manager



Ron Wilson,  
General Parts  
Manager



Parts Counterman Omar Lopez pulls an order from parts inventory. Road Machinery carries OEM Komatsu parts as well as replacement parts for competitive models at potentially large savings.

# Each RML branch carries unique parts inventory

... continued

with all makes parts replacment, which provides significant savings.”

Wilson, who oversees parts for all Road Machinery locations, notes that each location has its own unique inventory needs. “As an example, Northern California has quite a number of logging machines, whereas Arizona,

Southern California, New Mexico and western Texas don't. Our inventories are individualized based on several factors. Of course, we stock OEM Komatsu parts, and we're working now to better know what's out there for competitive machinery so we can work to serve the needs of those as well. It's a balancing act, but our ultimate goal is working together in service and parts to be the company all equipment users turn to for support of their machinery.” ■



Service Technician Mike Toner works on a Komatsu PC228 at the Gilbert facility. Road Machinery has the capabilities to service Komatsu equipment as well as competitive brands.



Technician Joe Gilliland works on a competitive piece of equipment. Road Machinery is expanding its all-makes service for a better ability to work on all types of machinery.

## More than 200 gather for open house at Gilbert branch

Road Machinery officially christened its new Gilbert (Phoenix) location with an open house that drew more than 200 attendees. Opened about a year ago, the nearly 20,000-square-foot location on West San Pedro Road has seen about \$1 million in improvements since the company acquired the property in October 2008.

In attendance were state and local dignitaries, among them State Treasurer Dean Martin who gave the keynote speech that included the “State of State” address. Customers, employees and manufacturers’ representatives of Road Machinery were also on hand.

“We’ve put a lot of time, money and effort into refurbishing and expanding this facility,” said General Manager David Weston of the new 9.5-acre location that includes eight service bays and 6,000 square feet of warehouse for parts inventory. “We’re proud of what’s been

accomplished, and look forward to working with customers to provide new and innovative products, all-makes parts and service capabilities and the best support team in the business.” ■



Prior to the Gilbert branch open house, Road Machinery hosted the Arizona General Contractors/Arizona Builders Alliance Board of Directors meeting.



**STOCK #EMD39**



**STOCK #EMD120**



**STOCK #EMD41**



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# USED EQUIPMENT FOR SALE

## HYDRAULIC EXCAVATORS

YEAR	MAKE	MODEL	HRS	STK#	PRICE
2003	KOMATSU	PC120-6E0	2253	EMD132	\$47,368
2000	KOMATSU	PC128UU-2	5405	EMD120	\$40,000
2006	KOMATSU	PC200-8	1285	EMD58	\$94,737
2005	KOMATSU	PC200LC-7	1651	EMD57	\$94,737
2005	KOMATSU	PC200LC-7	1611	EMD62	\$121,053
2005	KOMATSU	PC200LC-7	1499	EMD61	\$121,053
2005	KOMATSU	PC200LC-7	1268	EMD60	\$103,158
2004	KOMATSU	PC200-7	1284	EMD59	\$94,737
2004	KOMATSU	PC200-7	2190	EMD39	\$94,737
2003	KOMATSU	PC228US-3	2999	EMD40	\$68,421
2006	KOMATSU	PC300LC-7	662	EMD65	\$194,737
2005	KOMATSU	PC300LC-7	2229	EMD55	\$131,579
2005	KOMATSU	PC300LC-7	2540	EMD56	\$163,158
2005	KOMATSU	PC400LC-7	3184	EMD16	\$210,526
2005	KOMATSU	PC400LC-7	3572	EMD54	\$268,421
2005	KOMATSU	PC450LC-7	3756	EMD5	\$157,895
2005	KOMATSU	PC750LC-7	2939	EMD1	\$368,421

## WHEEL LOADERS

2005	KOMATSU	WA200PTL-5	5866	EMD146	\$68,421
2006	KOMATSU	WA380-5	1932	EMD14	\$121,053
2003	KOMATSU	WA380-5	5521	EMD41	\$110,526
1998	KOMATSU	WA380-3	7250	EMD4	\$89,474
2005	KOMATSU	WA500-3LK	7131	EMD124	\$173,684
2005	KOMATSU	WA500-3LK	6124	EMD127	\$173,684

## DOZERS

2005	KOMATSU	D65EX-15	2233	EMD145	\$152,632
2001	KOMATSU	D65E-12	3242	EMD125	\$78,947

Availability is constantly changing. Check with your Road Machinery salesman for your used equipment needs.

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