



ROAD TO SUCCESS

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KOMATSU®

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

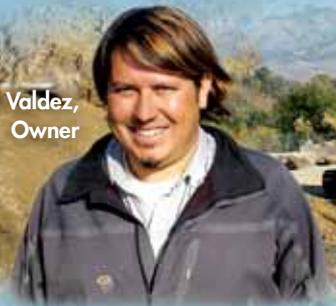


THE GENESIS GROUP

Northern California company creates unique custom designs with "green" construction in mind

See article inside . . .

Jon Valdez,
Owner



PAVING PROFILES

Arizona companies find value in products from the Wirtgen Group

See article inside . . .



A MESSAGE FROM THE PRESIDENT & COO



Dan Roush

**See what
contractors
are saying
about new
Tier 4 Interim
machines**



Dear Valued Customer:

With summer here, the construction season is in full swing. We hope it's a productive and profitable one for you and your business.

If you find a need for new equipment during this busy time, please let us know. Komatsu continues to roll out its new Tier 4 Interim equipment, which we believe you'll find among the most efficient and productive on the market. In this issue of your *Road To Success* magazine, you can see what users are saying about the machines and their technology and service support. You can also read about the new PC210LC-10 excavator, which builds on the popular PC200LC models.

Like Komatsu, we're dedicated to keeping your owning and operating costs down. We help you do that in several ways, including the Tier 4 Interim machines, which come with complimentary scheduled maintenance through the exclusive Komatsu CARE program. Our trained technicians handle all the work, using genuine Komatsu parts and fluids.

We do some of that technician training right here at Road Machinery. Our technicians also train at Komatsu's Training and Demonstration Center in Cartersville, Ga. There, Komatsu provides education on best practices to make parts and service personnel more efficient, maximizing your uptime.

Finally, during this busy construction season and throughout the year, we know you'll frequently encounter areas of road construction. Sometimes it seems inconvenient, but keep in mind those orange signs and cones are good for all of us as they represent progress toward better roads, bridges and other infrastructure. Like you, we're pleased that Congress passed legislation for even more highway and infrastructure construction.

Sincerely,
ROAD MACHINERY LLC

Dan Roush
President & COO



ROAD To SUCCESS

IN THIS ISSUE

THE GENESIS GROUP

Read about this northern California contractor that creates unique "green" construction projects.

PAVING PROFILES

Hear what these Arizona contractors have to say about the Wirtgen Group products they use.

INDUSTRY REPORT

This summer, Congress finally passed a new highway bill. Find out what it means for the construction industry.

A CLOSER LOOK

Here's a recap of what Komatsu had to offer at its most recent customer Demo Days.

NEW PRODUCTS

Discover what the new Tier 4 Interim Komatsu PC210LC-10 excavator provides in terms of fuel efficiency and productivity.

CUSTOMER COMMENTS

Hear from Komatsu equipment users how the new Tier 4 Interim machines are performing on the job.

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www.roadmachinery.com

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KOMATSU®

THE GENESIS GROUP

Northern California company creates unique custom designs with “green” construction in mind



Jon Valdez, Owner

Few companies can claim to be at the forefront of the “green” construction movement, but The Genesis Group truly is. For almost 20 years, the Graeagle, Calif., company has combined natural elements into the design of nearly every project it’s completed.

“We approach every project from the standpoint of how best to use not only environmentally friendly materials, but incorporate the building into the natural environment,” said Owner Jon Valdez. “For example, water is a natural element, so that becomes an obvious part of the overall picture.

An operator for The Genesis Group uses a Komatsu PC128 excavator with a rotating head to shape a hillside on a project in the Bay Area. “When I started buying equipment, I researched it extensively, looking at everything from power to the availability of parts,” said Owner Jon Valdez. “Komatsu provides the best value for the price.”



Our designs often include the use of integrated irrigation and custom filtration systems that recycle water. Customers also want water features, creeks, ponds and pools, so we construct those too.”

The Genesis Group’s customers generally are private, residential homeowners looking for a custom-built project, but the company also collaborates with developers, architects and designers. Valdez said that since he founded the company in 1994, it has completed jobs of up to 1,800 acres and \$9 million in size, including pools, spas, aquariums, environmental restoration and general construction, among others.

Often, The Genesis Group provides design-build services using CAD and 3-D modeling to give customers a good idea what their dream project will look like before it starts putting machinery and personnel on site. The project owners can see how their house or building is going to incorporate natural elements with the company’s green technology.

“We consider ourselves a general engineering company that does site work and a landscape contractor that custom designs the outside setting of a structure,” said Valdez, noting that The Genesis Group occasionally constructs buildings. “Our strength is working closely with clients to bring their ideas to completion, and we especially like those projects that are tricky, complex and technical.”

The Genesis Group recently completed one such project on a steep hill within a small work area near San Francisco. The company trucked in more than 400 tons of boulders from a pit near Reno, Nev., and integrated them into both a custom pool it constructed



Natural elements are part of nearly every project The Genesis Group does. On a house project in the Bay Area, the company trucked in more than 400 tons of boulders and placed them using Komatsu excavators.

and the surrounding landscape. It also installed the underground utilities, including rain-harvesting and irrigation systems that allow stormwater to be reused.

“Instead of all of that water running off the site, much of it is captured and available for later use,” noted Valdez. “The water also filters as it runs back through the irrigation system. The system makes sense. Why waste a natural resource that provides a benefit?”

Wildlife habitats

Unique custom projects have been a niche of The Genesis Group from the beginning. When Valdez originally founded the company, the focus was on habitat construction for zoos, public aquariums and other wildlife-related institutions around the country.

“My mom worked for the Department of Fish and Game, so she used to bring home all kinds of wild animals that needed a temporary home until they could be placed with a zoo,” he explained. “I started building habitats for them, with an eye toward making them as close to their natural environment as possible. I really got into it and decided that would be a good area to explore for starting a business. I began at a good time, when zoos were transitioning away from concrete-box type of enclosures to settings that better represent the environment from which the

animal came. We mimicked everything from air temperature and humidity to vegetation.”

That remained The Genesis Group’s sole focus for about four years, until Valdez started looking at commercial and residential work and eventually transitioned away from wildlife-based projects. With a staff of about 20, the company now works mainly in northern California.

Valdez points out that the last couple of years, The Genesis Group’s efforts have been directed primarily in high-end, custom, residential construction. At the same time, the company also works in several other markets, including institutional, commercial and governmental. Recent projects include creek and stream restorations for Departments of Natural Resources and a healing garden for a hospital in Reno.

“We’re diversified, so we’ve been able to weather the ups and downs of the markets fairly well,” said Valdez, who also owns The Genesis Design Group. “But we’ve been affected just like everyone else. A few years ago, a large portion of our business involved working with developers on subdivisions. That dried up, so we shrank in terms of size and focused more on the high-end residential market because that tends to always be there.”

Continued . . .



Go online or scan this QR code using an app on your smart phone to watch video of The Genesis Group’s machines at work.

The Genesis Group relies on Komatsu equipment

... continued

A range of Komatsu excavators

Valdez has acquired a fleet of equipment to handle all types of projects and sites, including Komatsu excavators that range in size from an 11,300-pound PC50 to a 100,000-pound-plus PC400. The Genesis Group gets versatility from its Komatsu machines with several attachments and buckets for each.

"When I started buying equipment, I researched it extensively, looking at everything from power to the availability of parts," Valdez noted. "I went to a Demo Days event a few years ago and tested some Komatsu equipment. That made the difference in my mind. I could see that it performed better than the competitive brand I compared it to. Komatsu provides the best value for the price, and we're very happy with our Komatsu machines.

"In the Bay Area, we frequently run into tight working areas, so the PC50 is perfect," he added, noting that The Genesis Group had other large Komatsu equipment, including dozers and loaders, before he downsized. "For its size, the PC50 has good lifting capacity while allowing us to get close to the task without worrying about a large counterweight hitting something. The larger excavators work well in open areas where we have mass amounts of material to move. The PC400 is great for that."

The Genesis Group handles basic service on its Komatsu machines, calling on Bay

Area Road Machinery Product Support Rep Steve Asmann for support as needed. "Road Machinery has been great to work with," confirmed Valdez. "There are times when we've called them on short notice for something, and they've come right out."

More of a presence in the Bay Area

Valdez expects recent projects The Genesis Group has done in the San Francisco-Oakland metroplex and surrounding suburbs are only a start to doing more work in the Bay Area, where he's looking to set up a second location. For now, he said, nearly 90 percent of the company's jobs are closer to its home base in Graeagle/Tahoe and in far-northern California.

"I believe that situation will turn around as we gain more of a presence in the Bay Area," said Valdez. "Wherever we work, our forté will likely be in that custom, high-end, residential market for the immediate future. As the economy picks up, we'll look to expand back out to doing other types of work. But whatever market we're working in, we'll always have our eye on how to do it in the most natural, organic and 'green' way."

To see some of the projects The Genesis Group has completed, you can visit its Web site at www.thegenesisgroup.com. ■

In the Bay Area, The Genesis Group calls Road Machinery for service as needed. "Road Machinery has been great to work with," said Owner Jon Valdez. "There are times when we've called them on short notice for something, and they've come right out."



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Go online or scan this QR code using an app on your smart phone to watch video of these customers' machines at work.

PAVING PROFILES

Arizona companies find value in products from the Wirtgen Group

Has your ride been a little bumpy lately? If you're driving on an older asphalt-paved road or parking lot, chances are the surface is cracked and needs replacement. Doing that takes several steps, starting with milling the old asphalt before laying down and compacting a new, smoother surface. These Arizona contractors take on all or parts of those tasks.

Bryco Asphalt Milling

Bryco Asphalt Milling specializes in the first step. Owner/President Derek Kennedy bought Bryco in 2003, bringing with him experience in paving. "I decided ripping asphalt up would be easier than putting it down," said Kennedy. "I had no experience in milling, but I've found my decision to be true. That's why I've continued to focus exclusively on milling."

Kennedy basically started from scratch when he bought the company. The previous

owner stayed on a couple weeks to help him and laborer Colby Doyle, who's now a Superintendent. At the time, Kennedy primarily milled relatively small parking lots within a small radius of Bryco's home base in Apache Junction. Kennedy points to Doyle, as well as Superintendents Tyler Smithson, Robert Cooper and Jason Hubbard and Operations Manager Craig Campbell as key members of Bryco's current staff of nine.

"At first, some of our best customers were larger milling companies that used us for smaller jobs," Kennedy noted. "That helped us gain a solid reputation as we became known as a company that delivers a quality job that's clean and efficient. We have many repeat customers because of that."

Bryco jobs now range from residential homeowners with asphalt driveways to large highway mills. Last year, the company completed its largest project, milling nearly a half million square yards in Phoenix. Kennedy has three full-time crews and can put on a couple of part-time crews, if needed.



Bryco Asphalt Milling Owner/President Derek Kennedy (left) meets with Road Machinery Wirtgen Products Manager Rob Pickrell. "With Road Machinery as our dealer, we know they will stand behind the equipment and give us outstanding service," said Kennedy.

Wirtgen W 210 Cold Mill

Milling Width: 6' 6"

Milling Depth: 0-13"

Horsepower: 670 hp

Op. Wt.: 62,170 lbs.

Bryco Asphalt Milling uses a Wirtgen W 210 dual-engine milling machine on a parking-lot project in Phoenix. "It's saved us a significant amount of fuel, while maintaining our production rates. It gives us better bang for the buck," said Owner/President Derek Kennedy.

▶ VIDEO



In 2011, Kennedy bought a new W 210 Wirtgen milling machine, trading in an older W 2100 model he purchased several years ago. He also owns a W 2200. Kennedy worked with Road Machinery Account Manager Paul Lull to buy the 670-horsepower W 210, which has dual diesel engines.

“The old W 2100 was a good machine, but it had one 700-horsepower engine that ran at full power all the time,” explained Kennedy. “With the dual engines on the W 210, we only use the horsepower we need for the job. So, if the job only takes 400 horsepower, that’s all we have to use. The new machine has saved us a significant amount of fuel, while maintaining our production rates. It gives us better bang for the buck, and with Road Machinery as our dealer, we know they will stand behind it and give us outstanding service.”

Specialized Surfacing

As its name indicates, Specialized Surfacing fills a unique niche in the asphalt-paving marketplace. While the Phoenix-headquartered company provides a full range of services, its specialty is utility trench work.

A three-generation, family company, Specialized Services turned its focus to utility trench work about 15 years ago. Owners Bob and Billy Slawson began working full time for their father, Rand, in the 1980s and '90s. Rand and the boys' mother, Lori, who have since retired, founded the company. Billy's son Wesley is a Foreman.

“We still do some full-package paving that includes site work, but the vast majority of our projects are for municipalities, the state, FAA and utility companies that are doing rehab and repair work,” said Bob. “It often starts with milling off the asphalt, which limits saw cuts and reduces haul-off material.”

For milling, Specialized Surfacing often uses a Wirtgen W 60, set to mill at two-feet wide. Once the asphalt is out of the way, water, sewer gas and other utility work can be completed, and the trench backfilled. The company then comes back and paves over the trench, using a Vögele Super 700 paver — part of the Wirtgen Group of products — that features a footprint of less than four feet, which



▶ VIDEO

Specialized Surfacing uses Vögele Super 700s to pave utility trenches, a niche for the Phoenix-headquartered company. “We could be paving two-feet wide in the morning and 10-feet wide in the afternoon,” said Owner Billy Slawson. “The Super 700 is the only machine on the market that gives us that flexibility.”

Vögele Super 700

Laydown Rate:	220 tons/hr.
Paving Width:	10' 6"
Horsepower:	60 hp



(L-R) Specialized Surfacing Owners Bob and Billy Slawson meet with Road Machinery, LLC Wirtgen Products Manager Rob Pickrell. “We’re very pleased with their services and focus on customer satisfaction,” said Billy. “It’s why we continue to buy and rent from Road Machinery.”

also makes it good for cart, bike and walking paths and in confined areas.

“Our projects vary in size from day to day, and sometimes from hour to hour,” said Billy, noting the company has two Super 700s, as well as a Vögele Vision Series 5200. “We could be paving two-feet wide in the morning and 10-feet wide in the afternoon. The Super 700 is the only machine on the market that gives us that flexibility. In fact, it will pave down to a foot and a half. It fits our niche very well. We’re the only contractor in our market that has the Super 700.”

Specialized Surfacing works throughout the Southwest, with locations in Phoenix and Salt Lake City. “Many contractors have larger paving machines,” noted Bob. “By catering to our niche, we avoid competing against them and, at times, we team up with them to tackle a particular project. It’s a situation we’re comfortable with.”

As Specialized Surfacing lays down asphalt with a Vögele Super 700, it compacts the surface using Hamm HD 110 rollers, also part of the Wirtgen Group. For Wirtgen purchases and rentals, the Slawsons work with Road Machinery Account Manager Corey Barton.

Continued . . .

Paving equipment tackles small and large jobs

... continued

"It really makes a difference that we can turn to one dealer for all our paving," explained Billy. "We're very pleased with Road Machinery's services and their focus on customer satisfaction. It's why we continue to buy and rent from Road Machinery. It's become a good partnership."

Sunland Asphalt

When it comes to asphalt, there's not much Sunland Asphalt doesn't do. Headquartered in Tempe, with locations in Tucson, Las Vegas and Albuquerque, Sunland offers everything from seal coating and crack sealing to general

contracting for heavy highway work in Arizona, Utah, California and New Mexico.

Sunland Asphalt also offers construction of athletic courts, running tracks and artificial field turf, including high-profile projects such as the resurfacing of The Amanda Darling Tennis Center in Las Vegas.

"We added New Mexico about a year ago in our ongoing efforts to expand geographically," said Vice President of Operations Craig Weems. "Throughout the past four years, we've continued to grow, especially in governmental work. We've done quite a number of large mill-and-fill projects throughout the Southwest."

Sunland Asphalt began offering milling about four years ago and now has two crews dedicated to chewing up old pavement. Recent projects included removing more than 200,000 yards of material on State Route 347 in Maricopa. In the course of 11 nights, Sunland used two milling machines in tandem, then laid down new asphalt.

"Using two machines allowed us to cut an entire 13-foot lane, and, working in unison, they were averaging about 45 to 50 feet a minute at three to 3.5 inches of cut," said Project Manager Matt Johnson. "We also did a project recently on the 303 Loop interchange where we cut 13 inches, moving 20 to 25 feet per minute. With the machines working one behind the other, it allowed us to mill full-depth instead of cutting in multiple passes with one machine. We loaded a truck in less than two minutes."

On both projects, Sunland Asphalt used two Wirtgen mills, an older W 2100 and a new W 250, the largest mill Wirtgen manufactures. The company specially equipped the W 250 with a wider drum, providing about an extra foot to the standard 7.3-foot width.

"We purchased the W 250 to handle the larger projects we're seeing put out for bid," said Fleet Manager Jeff Coffman. "The other advantage we were looking for was higher production and fuel savings compared to an old W 2200 we traded in. We're seeing both with the new W 250. We've only had it for a few months, but from the data so far, our fuel savings are about 10 to 15 gallons per hour."

(L-R) Sunland Asphalt Fleet Manager Jeff Coffman, Vice President of Operations Craig Weems and Project Manager Matt Johnson meet with Road Machinery Wirtgen Products Manager Rob Pickrell. "We continue to use Wirtgen products because Road Machinery provides exceptional service," said Weems. "They stand behind the equipment and are committed to it."



Wirtgen W 250 Cold Mill

Milling Width: 7'3"

Milling Depth: 0-14"

Horsepower: 981 hp

Op. Wt.: 96,562 lbs.

Sunland Asphalt uses several pieces of Wirtgen Group equipment, including this new W 250 milling machine, the largest Wirtgen manufactures. "We're seeing both higher production and fuel savings compared to an old W 2200 we traded in," said Fleet Manager Jeff Coffman.



In addition to mills, Sunland Asphalt turns to Vögele 1800SJ Spray Jet pavers, which have the advantage of spraying tack out in front as they pave, eliminating the need for another piece of equipment. Sunland Asphalt purchased all its Wirtgen Group products from Road Machinery, working with Account Manager Corey Barton and Wirtgen Products Manager Rob Pickrell.

“One of the reasons we continue to use Wirtgen products is because Road Machinery provides us exceptional service,” said Weems. “They stand behind the equipment and are committed to it. Corey was great to work with on the mill purchase, and Rob is very knowledgeable about Wirtgen products and paving in general. He spent a great deal of time on our milling projects as we started using the new mill.”

Mulcaire & Son

Asphalt paving is a relatively new service provided by Mulcaire & Son, which has been in business since 1998, when Jess Mulcaire founded the company. His primary focus has been excavation work in the Verde Valley.

“I grew up working with my dad and grandfather and uncles, who were all in construction work,” said Mulcaire. “It’s all I’ve ever known, and I can’t see myself doing anything else. The business just kept growing, and about six years ago, we bought a lay-down machine and added on paving.”

Based in Camp Verde, Mulcaire & Son does all types of excavation work, including clearing and grubbing, grading, septic systems, utility installation and trucking. On the asphalt side, the company offers overlays, pathways, new construction and rehabilitation, as well as seal coating and crack sealing.

“I offered paving in the past as part of a complete package, but always subbed it out,” said Mulcaire. “Doing it ourselves gives us more control. Customers really appreciate having one company that self-performs as much as possible. They also like that I’m hands-on and can be found on the jobsite. It’s helped me gain new business from word-of-mouth referrals. That’s what I’ve always strived for.”



Hamm HD 12 VV Roller

Drum Width: 47.2"

Horsepower: 30.7 hp

Op. Wt.: 5,964 lbs.

Mulcaire & Son purchased a new Hamm HD 12 double-drum roller and uses it for paving projects in the Verde Valley. “We really like it, especially the visibility to the drums and ease of operation,” said Owner Jess Mulcaire.



Mulcaire & Son Owner Jess Mulcaire (right) worked with Road Machinery Wirtgen Products Manager Rob Pickrell to demo and purchase a Hamm HD 12 double-drum roller. “Rob did a great job of pointing out the advantages, and after we demo’d it, we knew it was what we were looking for,” said Mulcaire.

Mulcaire & Son paving projects are generally small, ranging from about 100 to 600 tons, according to Mulcaire, who has five, versatile employees. For compaction, Mulcaire recently purchased a new Hamm HD 12 48-inch, double-drum, smooth roller with the help of Road Machinery Wirtgen Products Manager Rob Pickrell. Hamm typically uses larger diameters on its rollers than other competitors in comparable size classes, which helps reduce tears and overlaps.

“It’s the first Hamm I’ve owned, but I had seen plenty of them on road projects,” noted Mulcaire. “Word got around we were looking for a roller, and Rob contacted me to demo one. We really like it, especially the visibility to the drums and ease of operation. The compact design is good too. It’s big enough to roll a parking lot quickly, but small enough we can put it on a trailer behind a pickup and go do patching.”

Continued . . .

Wirtgen machines benefit contractors in many ways

... continued

Excellent drum visibility, especially in front, is due to a concave design that provides good views of the drum's outer edges. The Hamm roller features crab steering, including offset, and a three-point swivel joint for optimum driving comfort.

"Rob did a great job of pointing out the advantages. After we demo'd it we knew it was what we were looking for," said Mulcaire. "We've only had it a few months, so maintenance

hasn't come up yet, but when it's time, we want Road Machinery to do it. They know the Hamm rollers well, so we'll rely on their expertise."

Mulcaire said he expects to get years of production from the roller, maybe even long enough for his son to someday operate it. "He's six now and fascinated with the excavation equipment," said Mulcaire of his son Tristen, the son in Mulcaire & Son. "We'll see about the paving." ■

Rob Pickrell shows customers the benefits of Wirtgen Group products

When Road Machinery took on the Wirtgen Group of products, it made a commitment to support paving customers the same as it does Komatsu users. It furthered that commitment with the addition of Wirtgen Products Manager Rob Pickrell.

Pickrell joined Road Machinery a little more than a year ago, bringing with him more than 30 years of experience in equipment service, support and management. Much of that experience was as a service technician, but he's also been a fleet manager for several construction companies.

"Those experiences put me directly in the shoes of the people with whom I often deal as Wirtgen Product Manager, and it helps me understand their needs and how Wirtgen machinery can benefit them," said Pickrell. "My responsibilities include educating users on the benefits of

Wirtgen milling machines, Vögele pavers and Hamm rollers, which I believe are the best in the industry."

Pickrell notes that many paving contractors throughout Arizona and New Mexico are longtime Wirtgen equipment owners because they know their machines are reliable and efficient, with innovative features that other manufacturers may not offer.

"For example, Hamm makes oscillating rollers that are far superior to the competition," Pickrell stated. "They constantly keep the drum on the mat because they oscillate side to side as opposed to up and down. That kneads the mat instead of pounding it, which can cause fracturing. Ultimately, in the finished product, the ride is better and helps the contractor get more ride bonuses."

Eventually, Pickrell wants to start carrying parts with him as he travels the two states talking with customers. "It makes sense, because I'm out there on the jobsite talking with owners and crews all the time. That's what I really enjoy about the job, building those one-on-one relationships with our customers. And if they need help with something, I'm not afraid to get my clothes and hands dirty to help them out.

"That's really the philosophy that Road Machinery has too," he added. "We are all committed to doing whatever it takes to satisfy the customer, and that's another reason I took this position. Our service departments have really stepped up to support the Wirtgen products. Road Machinery understands how critical a piece of equipment is, and does everything it can to ensure maximum uptime."

Pickrell and his wife, Jessica, have one daughter, Marina. He calls himself an avid golfer and tuber, and on weekends can often be found on the water, riding a tube behind his boat. ■



Wirtgen Products Manager Rob Pickrell says Road Machinery is committed to providing superior service to customers who use products from Wirtgen.

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INDUSTRY REPORT

HIGHWAY BILL FINALLY PASSES

Two-year bill brings some certainty to surface transportation, transit construction

Congress passed and the President signed a bill in midsummer that funds highway and other transit projects, providing money for roads, bridges and other infrastructure for 27 months. Dubbed MAP-21 (Moving Ahead for Progress in the 21st Century), the measure comes nearly three years after the previous highway bill, SAFETEA-LU, expired in September of 2009.

Since then, nine, short-term funding extensions kept some money flowing to transportation projects. But industry organizations all complained that the lack of a long-term bill was adversely affecting contractors by creating uncertainty at the state and local level.

The bill totals \$120 billion, covering the remainder of this fiscal year, which ends September 30, and the next two fiscal years. Attached to it was a student loan deal to keep

interest rates at the current 3.4-percent rate for one year at a cost of about \$6 billion.

The measure provides \$40.4 billion in highway investment for fiscal year 2013 and \$41 billion for 2014. It includes \$12 million each year to support new pavement technologies to speed the adoption of cost-effective, sustainable pavement, as well as improve pavement design, maintenance and construction, according to the National Asphalt Pavement Association.

Construction and equipment industry groups had lobbied Congress hard for passage of a measure before the November election. It's hoped that the new bill will be a job creator for an industry that's seen unemployment well above the national average.

Faster environmental reviews

Both sides compromised to complete the deal.

Republicans dropped the Keystone Pipeline from their original proposal. They also agreed to abandon language that would have blocked the Environmental Protection Agency from regulation of ash generated by coal-fired power plants.

Democrats agreed to halve the time allowed for environmental reviews. This will mean speedier approval of projects and will shorten the length of time it takes to complete highway and bridge projects, which is estimated at an average of 13 years, according to the U.S. Chamber of Commerce. They also conceded on a funding issue regarding new bike paths and pedestrian safety projects.

The law gives states additional flexibility in spending federal money, imposes new safety regulations and expands a federal loan guarantee program to encourage private investment in transportation projects, according to a Yahoo

MAP-21, the new highway bill, provides funding for bridges and roads while allowing faster approval for such projects.





The new \$120 billion highway bill, passed by Congress in late June, is good news to the construction industry. The funding will provide some much-needed stability to the highway market, bringing jobs and certainty to contractors, equipment dealers and other industry suppliers.

News article. Private investment may well be needed, as estimates show the current gas tax does not cover the cost of transportation programs. Forecasts say revenue will continue to decrease with people driving less and greater fuel efficiency of cars and trucks.

Industry reaction

Industry groups praised Congress for passing the 27-month Highway Bill. But almost all concur that Map-21 doesn't go far enough. They want certainty past 2014.

"The leadership of the House and Senate should be congratulated for getting the conference report done," said National Asphalt Pavement Association President Mike Acott. "The additional year of funding will bring short-term certainty for the highway market and, at the very least, will help sustain jobs in the asphalt-pavement industry."

"This is a long-awaited, positive development for the construction equipment industry," said Associated Equipment Distributors Chairman Larry Glynn. "Contractors around the country have been on life support over the last few years. This bill will provide much-needed certainty for contractors, dealers and suppliers."

"The members of Congress that worked so hard to craft this message understand the benefits to our economy," said Stephen

E. Sandherr, Chief Executive Officer of the Associated General Contractors of America. "Today's legislative accomplishments must be seen, however, as the start of a broader effort to address the long-term funding challenges that still threaten the federal transportation program. That is why we look forward to resuming our work on an even longer-term transportation measure that includes key revenue reforms, as soon as Congress returns."

Long-term needs

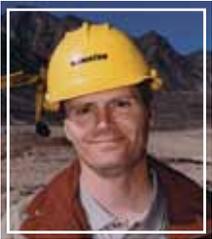
The new transportation bill comes on the heels of recent information that predicted the American Society of Civil Engineers (ASCE) would likely give the nation's infrastructure a D grade when it releases its next report in 2013. The last report card in 2009 put our infrastructure shortfall at \$2.2 trillion. It's assumed that figure will be considerably higher in 2013.

"The report card isn't saying we don't spend money on infrastructure; it's saying we should be spending a greater amount," said ASCE President-Elect Greg DiLoreto in a recent Bloomberg article. "As civil engineers, we feel we are stewards of the infrastructure. It's what we know best. It's just like a doctor telling you that you have a heart condition. We're taking it to the concrete and saying, 'America, you have a mortar and bricks problem with your infrastructure.'" ■

A CLOSER LOOK

DEMO DAYS

Tier 4 Interim machines among highlights of Komatsu's latest customer event



Bob Post,
Director of Marketing

Customers and Komatsu distributor personnel recently got an up-close look and a chance to operate equipment at the Komatsu Training & Demonstration Center in Cartersville, Ga. More than 15 machines were on site during the three-day event.

Featured were several of Komatsu's new Tier 4 Interim machines, including D65EX-17, D65PX-17



Among the many models on display and ready for operation was the WA500-7 wheel loader.

A Tier 4 Interim machine, the WA500-7 features SmartLoader

Logic that automatically provides the optimal amount of torque based on need.

Komatsu introduced several new Tier 4 Interim excavators during the past year, including the 257-horsepower PC390LC-10 that has better drawbar pull, increased lift capacity and lower fuel consumption compared to its predecessor model.



and D155AX-7 dozers, as well as PC240LC-10 and PC490LC-10 excavators. Excavator models also included Komatsu's second-generation hybrid excavator, the HB215LC-1.

Other Tier 4 Interim machines included WA500-7 and WA380-7 wheel loaders and an HM400-3 articulated haul truck. In addition, a PC650LC-7 excavator, WA250PZ-6 and WA600-6 wheel loaders, GD655-5 motor grader, HD605-7 rigid-frame haul truck, and D39PX and D51PX dozers were available for demonstration.

Customers also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operations, where six excavators and seven models of forestry equipment are manufactured. Educational seminars led by Komatsu personnel at the Training & Demonstration Center provided valuable information about effective and efficient excavation practices.

"Demo Days has always been a popular event because it gives customers the opportunity to operate equipment and see how it stacks up," said Bob Post, Director of Marketing for Komatsu. "They walk away with a good sense of how a piece of Komatsu machinery can fit into their operations. It also provides us with valuable feedback, so it's a true win-win." ■

(L-R) RML Sales Rep Paul Lull met up with Tiffany Construction Co. Equipment Manager Ken Glaze and President Herb Tiffany III at Demo Days.



NEW PRODUCTS

EXCAVATOR EXCELLENCE

Greater fuel efficiency, lower emissions make Komatsu's new PC210LC-10 even better than its popular predecessor

When Tier 4 Interim standards were announced, the challenge was to take already proven and productive machinery and reduce emissions without losing performance. Komatsu's new PC210LC-10 excavator does just that, with greater fuel efficiency as a bonus.

"The previous PC200 models, which the PC210LC-10 replaces, were popular because they were proven to be among the most productive excavators in their size class," said Komatsu Product Marketing Manager Brian Yureskes of the 47,000-pound-class PC200 excavators. "They're good machines in a wide range of applications. That holds true with the new PC210LC-10, with several added benefits, including up to 10 percent better fuel efficiency, depending on the application."

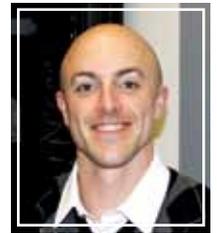
Yureskes notes that Komatsu achieved better fuel economy through advancements in engine and hydraulic-pump control technology, utilizing a combination of both newly designed pumps and advanced matching techniques. Komatsu did it without sacrificing power, as the PC210LC-10 maintains the same digging forces and lifting capacity of the previous model.

"The machine has larger displacement pumps, which are capable of providing higher flow at lower engine speeds," explained Yureskes. "Because the pumps are able to generate more volume per revolution, the engine speed does not need to be as high in order to achieve the same amount of hydraulic flow. That reduces fuel consumption by allowing the machine to operate at a lower engine speed without compromising pump flow.

"With variable-speed matching, the machine makes slight adjustments to engine speed

based on the amount of hydraulic flow the application requires. Whenever high flow is required, such as during heavy digging or trenching, the engine speed will adjust to accommodate the flow demand. In lower-flow applications, such as leveling or fine grading, engine speed will slightly reduce in response to the lower hydraulic work load. Previous models would operate at consistent engine speeds regardless of hydraulic demand, so fuel consumption was consistent even during low-flow applications. This slight reduction in engine speed improves fuel efficiency."

Like other new Tier 4 Interim excavators, the PC210LC-10 has increased operating weight and net horsepower compared to its predecessor. Both are about 10-percent higher compared to the PC200LC-8. An optional, lighter counterweight is available



Brian Yureskes,
Product Marketing
Manager, Excavators

Continued . . .

Komatsu's Tier 4 Interim PC210LC-10 provides up to 10 percent better fuel efficiency, depending on application, while maintaining the productivity of the PC200LC-8.



Improvements abound in new PC210LC-10

... continued

to accommodate regional transportation regulations. The PC210LC-10 also has 13 percent more drawbar pull, which improves steering and maneuverability.

Eco Guidance, Komatsu CARE

Additional new features of the PC210LC-10 include an enhanced LCD color monitor with improved resolution. Through the monitor, operators can set the proper working mode and program the attachment control, with the ability to store up to 10 attachments. It also has an Eco Guidance feature that gives the operator information on ways to improve fuel economy.

“We want operators to maximize productivity in the most economical way so their per-yard, per-ton costs are the lowest possible,” noted Yureskes. “There are times when maximum output is necessary, but often it’s unnecessary, and the operator can run the machine in a different mode that uses less fuel. Eco Guidance alerts them to those situations. It will also alert them to excessive idling, showing that it might be better to shut a machine down to save fuel and operating hours.”

Once the PC210LC-10 reaches its routine service intervals, the work is covered by Komatsu CARE. This exclusive program

provides complimentary, factory-scheduled maintenance for the first three years or 2,000 hours, performed by distributor technicians using genuine Komatsu parts and fluids. Serviceability is improved with the addition of handrails around the upper structure, a rear-opening hood, battery-disconnect switch, swing-out cooler and improved diagnostics through the monitor.

“Komatsu CARE ensures that those service intervals are done properly, with the goal of longevity, reliability and lower owning and operating costs throughout the lifetime of the machine,” said Yureskes. “In addition, we provide two, complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges at 4,500-hour intervals. Komatsu and its distributors track the service intervals through KOMTRAX 4.0, then set up the scheduled maintenance.”

The KDPF is one of several components that reduce emissions on the Tier 4 Interim PC210LC-10. Through passive and active regeneration, the KDPF uses heat to burn soot. Other components include the Komatsu Variable Geometry Turbocharger (KVGVT) and the exhaust gas recirculation system. Komatsu designed the components to work in harmony for maximum efficiency.

Cab improvements

Komatsu further boosted productivity by improving the operating platform in the PC210LC-10 with an integrated ROPS cab designed to minimize noise. A high-back, heated, air-suspension seat provides more comfort for the operator.

“We saw the new emissions standards as an opportunity to build a machine that not only meets regulations, but improves upon what users have already come to know as the leader in its size class,” summarized Yureskes. “We believe that anyone who uses the new PC210LC-10, whether for digging trenches, mass excavation, clearing, demolition, landscaping or a host of other applications, will find it to be a class leader. We encourage anyone who’s interested to try one out. We’re confident that the results will speak for themselves.” ■

The PC210LC-10 has increased operating weight, net horsepower and drawbar pull, compared to its predecessor.



DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

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- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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CUSTOMER COMMENTS

TIER 4 TESTIMONIALS

Here's what users are saying about Komatsu's new interim machines and their technology

The past couple of years saw the introduction of Tier 4 Interim emissions standards for many machines used in the construction industry. Regulations required reducing Nox by 45 percent and soot by 90 percent. With new technology, Komatsu achieved the standards while improving production and fuel efficiency as well. Komatsu also introduced KOMTRAX 4.0 and Komatsu CARE, a program that offers complimentary scheduled service on Tier 4 Interim machines. Here is what a few of the users of these innovative new wheel loaders, dozers, articulated trucks and excavators have to say about the new machines.

"We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces in that size, with greater fuel efficiency. The PC360 is very powerful and also smooth to operate. We use the D65s quite often for discing-in drilling mud on the farms, and they have good power to get through that heavy material. One of our operators, who's very loyal to another brand, called in to tell us how much he liked the D65 and claimed it was his machine now. That said a lot to us." — **Brian Foster, Equipment Manager, J.W. Hughes Excavation, Inc., a multifaceted contractor that works in the Texas oil market.**

"It was practically a foregone conclusion that we'd purchase Komatsu; it was just a matter of which machine was the right fit. We decided that the Tier 4 Interim machines fit the best, not only in terms of productivity, but meeting the tough California emissions standards. I have to admit, I was never a Komatsu guy, but working with ERSI and using these machines has made me a believer. They have good reach, power and stability. Our operators love them." — **Sonny Centeno, Senior Project Manager for**

Environmental Remediation Services' West Coast operations, which was set up about a year ago. An East Coast-based company, ERSI has used Komatsu equipment in its demolition operations for several years.

"I am very impressed with the improvements made on the new D65-17. The Sigma blade allows more ground to be moved during a longer push. Because the ground we move can be hard, we use the ripper quite often, and the D65 has the power to get through it." — **Carl Morgan, President of Morgan Tools, which builds locations for gas and oil companies in the Southwest. Morgan Tools is a longtime Komatsu user and now has three Tier 4 Interim D65-17 dozers.**

Continued . . .

New Tier 4 Interim machines, such as the PC490LC-10 excavator, have proven to be as or more productive than their predecessors, with greater fuel efficiency.



Users seeing fuel savings with Tier 4 Interim equipment

... continued

“The first dozer proved reliable, and that really made us look at Komatsu as we added machines. Each one we’ve owned or rented has cemented that reliability. I admit, there was some apprehension with the new Tier 4 machines because of the new technology. But they’ve proven to be just as good as any piece of Komatsu equipment we’ve ever had.”

— Mark Sellin, President, Sellin Brothers, Inc.

A Minnesota-based excavation contractor, Sellin Brothers is a longtime Komatsu equipment user, including excavators, dozers and wheel loaders, in both its highway and underground utility divisions.

“When we first started looking for a machine to replace one of our PC220s, we wanted another one. Our sales representative talked to us about the PC240, which replaced the PC220. We were hesitant at first because the PC220 has always been a reliable performer. The PC240 has a lot of new technology, and that made us a little apprehensive, but our sales rep, distributor and Komatsu said they would stand behind it. In less than a year, we’ve put more than 1,100 hours on it without any issues. It’s proven to be just as effective as the machine it replaced, with less fuel usage. We’re sold.” — Edwin Coggins, Co-owner of Coggins Farms & Produce, which grows and harvests several crops in the southeastern United States and uses the PC240LC-10 to clear trees and stumps.

KOMTRAX 4.0

“I can log onto the computer and get a lot of information about a machine, such as what time it started in the morning, what rpm it’s running at, how much fuel it is using per hour, etc. It also gives us a level of security. Some of our jobs take us into tough areas, and with KOMTRAX, I can use a geofence to prevent a machine from starting between certain hours if it’s not supposed to be running at that time. KOMTRAX is a great tool.” — Sonny Centeno, Senior Project Manager, Environmental Remediation Services

“KOMTRAX is a very valuable tool that provides us with useful information. I can see actual working hours versus idle time and fuel consumption. That allows me to address any productivity issues I see with the operator, showing them ways to maximize fuel economy and production.” — Mark Sellin, President, Sellin Brothers

“A light on the monitor indicates the Komatsu Diesel Particulate Filter is regenerating. Other than that, I can’t even tell it’s happening. I can keep working with no loss of performance, which I’ve found is all-around better than other excavators I’ve run.” — Davey Stabler, Operator, Coggins Farms & Produce. ■



Komatsu’s Tier 4 Interim machines come with KOMTRAX 4.0 and Komatsu CARE, a program that provides complimentary scheduled services.

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AUTONOMOUS AGREEMENT

Large Australian mining operation to use huge Komatsu driverless trucks

Komatsu and Rio Tinto, one of the largest mining companies in the world, signed a Memorandum of Understanding to take the next step in large-scale implementation of the Komatsu Autonomous Haulage System (AHS), with the two companies committed to deploying a minimum of 150 Komatsu AHS trucks. Built at Komatsu's Peoria Mining Operations, delivery of equipment will begin this year.

Rio Tinto has been testing the Komatsu AHS, the world's first commercial, autonomous, mining-haulage system, since December of 2008 at its West Angelas mine in the Pilbara region of Australia. During the trials, the AHS technology demonstrated clear value to the business, especially in the areas of health, safety and productivity.

"We're extremely excited to expand the Rio Tinto fleet to at least 150 AHS trucks in its Western Pilbara operations by the end of 2015," said Komatsu Ltd. President and CEO Kunio Noji. "Komatsu and Rio Tinto are global partners and have developed a strong alliance throughout the years. We are confident that our leading-edge technology will accelerate Rio Tinto's Mine of the Future™ objectives through improving safety and mine operations."

Revolutionizing mining

The 930E-AT autonomous trucks enable users to haul 320-ton payloads without a driver. The dump trucks, which feature a 2,700-hp (rated brake power) engine, are equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network system. The trucks are operated and controlled via a supervisory system.

"This announcement further reinforces our longstanding alliance with Komatsu," said Tom Albanese, Chief Executive of Rio Tinto. "Autonomous haulage is an important component of our Mine of the Future™ program. These new, 150, autonomous trucks will work with our pioneering Operation Centre that integrates and manages the logistics of 14 mines, three ports and two railways.

"These technologies are revolutionizing large-scale mining, creating attractive, high-tech jobs and helping us improve safety and environmental performance, while reducing carbon emissions," he added. ■

Komatsu's 930E-AT electric, autonomous, haul truck can carry a 320-ton payload without a driver.



MACHINE MONITORING

WHAT'S YOUR IDLE TIME?

KOMTRAX team points out benefits of shutting a machine down during nonproduction



Rizwan Mirza,
Manager, KOMTRAX,
ICT Business Division



Goran Zeravica,
Manager,
Distributor Operations,
ICT Business Division

Having an accurate picture of how long your equipment is idling can have significant advantages. But how do you know if it's idling too much? KOMTRAX can help by providing detailed information that will show your machinery's productive operation versus idle time.

"In 2007, we started a push to get owners and operators to think about idle time and how it affects the bottom line," said Goran Zeravica, Manager, Distributor Operations. "It's paying off, as our information shows that idling time has gone down somewhat. But it's nowhere close to where we would like it to be."

Komatsu's KOMTRAX team would like it to be near zero. Estimates show that the average machine spends nearly 40 percent of its working time at idle. Zeravica and Rizwan Mirza, Manager, KOMTRAX, said that excessive idling has several negative implications.

"To start with, idling is an incredible waste of fuel that eats into profits," pointed out Mirza. "Then consider that those nonproductive hours are putting the machine closer to the next service interval at a faster pace. The per-yard and per-ton cost of the project goes up. It affects resale value as well. Limiting idle time means fewer hours, which equals a higher resale value."

How do you stack up?

Komatsu offers a complimentary, detailed, monthly report with easy-to-read charts and graphs highlighting key items, including how a machine's idle time compares with the average of all machines it tracks.

"A simple graph shows owners if their machines' idle times are above, below or average, when compared to the national average," explained Zeravica. "Of course, we want them to be below average, and eventually we want to get the overall idle-time average below 10 percent. Customers tell us these reports are helpful because they give them a better understanding of how efficiently their fleet is operating and the costs associated with idling."

For more information about KOMTRAX or to receive reports, contact Zeravica or Mirza at gzeravica@komatsuna.com and rmirza@komatsuna.com. ■



A monthly fleet report from Komatsu offers detailed information about machine use, including idle-time percentage compared to the average of all machines KOMTRAX monitors.



KOMATSU & YOU

LISTENING TO CUSTOMERS

Equipment users provide valuable insights, says new Komatsu America President/COO

QUESTION: You've been with Komatsu many years. How have your experiences prepared you to be President/COO?

ANSWER: I have extensive sales & marketing experiences from my long history with Komatsu. I always think and take actions from a customer perspective, such as what are our customers' goals and expectations from Komatsu and its distributors, and how can Komatsu meet their expectations. I keep those things in mind and bring them to the President/COO role. That "boots on the ground" philosophy provides us with invaluable feedback.

QUESTION: What do you believe Komatsu does especially well?

ANSWER: We're an equipment manufacturer, so "Job One" for us is making great equipment. We believe our products are the most unique and unrivaled machines available. We're always striving to make them even more productive and efficient.

Having such great products requires a significant investment in our technology initiatives, which we also believe are unique and unrivaled in the industry. Komatsu is a strong engineering company with a commitment to technological innovation. Proven examples of our dedication include machines that are plug-and-play ready for GPS grading systems; KOMTRAX, the first machine-monitoring system installed as standard equipment; our Tier 4 Interim engines that customers tell us are truly superior; our autonomous haul trucks and our second-generation Hybrid Excavator.

In addition, we believe we're the best when it comes to proactive product support. Our distributors do an outstanding job of focusing

Continued . . .



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.

Noboru Sato,
President/COO of
Komatsu America Corp.

New Komatsu America Corp. (KAC) President and COO Noboru (Nob) Sato has been with the company for more than 30 years, but his experience with the company goes back much further. As a child growing up, he often visited the family farm.

"My uncle used a Komatsu bulldozer to cut out a mountainside and level the land to farm ground. When we visited, I would ride along with him while he worked the crops," said Sato. "When I grew up, I wanted to work for a leading company and travel the world. Komatsu has given me the opportunity to do both."

As President and COO, Sato is responsible for managing Komatsu operations related to construction and mining. He took over the position April 1, after serving as Executive Officer and President of the Overseas Marketing Division at Komatsu Ltd for four years. Before that, Sato was Executive VP, Marketing at KAC for five years.

"My previous positions allowed me a great deal of time to talk with customers, which is something I enjoy," he noted. "That one-on-one interaction provides valuable information. Because they're the ones directly using our machines, customers often have great insight. Many of our marketing and service strategies have come as a result of that input. I enjoy talking with customers to learn their visions for their businesses, then asking what we can do to help meet them."

In his leisure time, Sato enjoys playing golf and recently took up cooking.

New COO says Komatsu a leader in product-support solutions

... continued

on customer satisfaction and deserve a great deal of credit for Komatsu being a leader in support programs, including Komatsu CARE, which was introduced with our Tier 4 Interim machines.



Komatsu America President Noboru (Nob) Sato said he believes Komatsu is the best in the industry when it comes to product support, citing programs such as Komatsu CARE, which provides complimentary scheduled maintenance on new Tier 4 Interim machines.

Innovative products such as hybrid excavators, including the second-generation HB215LC-1, set Komatsu apart, according to company President Noburo (Nob) Sato.



QUESTION: What benefits does the Komatsu CARE program offer?

ANSWER: It provides complimentary scheduled service that assures the customer those services are done correctly with no out-of-pocket costs. Also included are two diesel particulate filter exchanges. The distributor tracks the machine and schedules the service at a beneficial time.

The program also benefits us. Tier 4 Interim technology is new, including componentry. Komatsu CARE allows us to track this technology and see first-hand how it's working. What we're learning from that, along with what our customers are telling us, is that it's performing very well.

QUESTION: What do the construction and mining markets look like now?

ANSWER: Some segments of the construction market are strong, including the energy sector with the oil boom. Other construction segments, such as roads and housing, are seeing an increase, but are still behind where they were several years ago. Some states, and even municipalities, are increasing their infrastructure work, but we need more on a national level. As for housing, I believe that will make a strong comeback next year.

There is some concern as coal mining has softened somewhat here in the U.S., due largely to low natural gas prices. However, in the long term, I see mining remaining strong for several years. ■



Komatsu America President Noboru (Nob) Sato says it's vital to listen to customers as they provide valuable feedback on ways to improve Komatsu products.

INDUSTRY NEWS

Landscape society study shows benefits of green infrastructure

A report from the American Society of Landscape Architects (ASLA) and other organizations shows major benefits of green infrastructure, including reduced costs of treating large amounts of polluted runoff, as well as improving public health by reducing bacteria and pollution in rivers and streams.

Dubbed "Banking on Green: How Green Infrastructure Saves Municipalities Money and Provides Economic Benefits Community-wide," the report is aimed at the need to quantify the economic benefits of such infrastructure. It further showed a reduction in energy expenses, along with reduced flooding and flood damage.

"For many decades, landscape architects have been helping communities large and small manage their stormwater with innovative green infrastructure solutions, such as green roofs, rain gardens, bioswales and pervious pavements," said ASLA Executive Vice President Nancy Somerville. "The case studies and the cost analysis in this white paper clearly demonstrate that green infrastructure techniques are proven to be cost-effective at managing stormwater, preventing flooding, improving water quality and promoting public health. Landscape architects will continue to implement these projects in more and more neighborhoods across the country." ■



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REACTION TO HIGHWAY BILL

Measure contains “good news and bad news” says Transportation Association leader



Pete Ruane,
President and CEO,
American Road &
Transportation Builders
Association (ARTBA)

The new highway bill that Congress passed in late June was welcome news throughout the construction industry. However, it was not the long-term, significant funding measure that many believe is needed. The following article is from Pete Ruane, President and CEO of the American Road & Transportation Builders Association (ARTBA).

In the short term, the bill will provide stability in federal funding for state and local transportation projects. The elimination of earmarks should also accelerate the speed at which federal funds impact the market for transportation improvements. That's the good news.

Although Congress finally passed a new, bipartisan, highway bill, many believe it doesn't provide the long-term stability needed to support transportation infrastructure.

The bad news is there is no new money. And even with their federal funds, we are now in a situation where 28 states have invested less in highway and bridge projects over the past 12 months than they did in prerecession 2008, even when adjusted for inflation.

We view this bill – as we believe congressional leaders do – as just “Step One,” which is making the significant program and policy reforms needed to restore public confidence in how the federal government is investing their money in transportation and mobility.

“Step Two” is coming to grips with how to fund the nation's investments in transportation infrastructure and mobility over the longer term. That tough job remains. And it will require the same bipartisan, bicameral leadership and cooperation that was ultimately demonstrated on this bill.

Our mission is crystal clear: to do everything possible to ensure that the proper level of transportation investment is viewed as a core priority as the looming, larger discussion and legislative activity begins in earnest on Capitol Hill to define the proper role of the federal government in the 21st century and how it utilizes the public's money.

We commend Senate Majority Leader Harry Reid (D-Nev.), House Speaker John Boehner (R-Ohio), Senate Environment & Public Works Committee Chair Barbara Boxer (D-Calif.), EPW Ranking Member Jim Inhofe (R-Okla.), Senate Finance Committee Chairman Max Baucus (D-Mont.), House Transportation & Infrastructure Committee Chairman John Mica (R-Fla.), and T&I Committee Ranking Member Nick J. Rahall (D-W.Va.) for their steadfast and dogged determination to get the job done. ■





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