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## NORTH CENTRAL IOWA REGIONAL SOLID WASTE AGENCY

Fort Dodge landfill and recycling  
operation provides service to  
six-county area

See article inside...



# KOMATSU

Director Gary Schmidt and  
Assistant Director Deb Watson



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Mike Sill II



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Mike Sill II  
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### **MORE NEW PRODUCTS**

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### **NEW UTILITY PRODUCTS**

If you're looking for an economical backhoe loader that still offers excellent power and comfort, Komatsu's new WB142-5 may be the answer.

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# KOMATSU

## A SALUTE TO AN RMS CUSTOMER

# NORTH CENTRAL IOWA REGIONAL SOLID WASTE AGENCY

## Fort Dodge landfill and recycling operation provides service to six-county area



**Gary Schmidt,**  
Director

The North Central Iowa Regional Solid Waste Agency is a twofold entity that's seen significant growth in its operations during the past 15 years. One part involves a regional landfill, which went into operation in the early 1990s, the other is a regional recycling center that's been collecting reusable materials since 1990.

Each day, more than 300 tons of trash and recyclable materials make their way to Fort Dodge where they're dumped and sorted at the North Central Iowa Regional Solid Waste Agency. Recyclable materials eventually are moved to other locations to be turned into usable materials, but the bulk of the trash is placed and covered over in the landfill area.

The total tonnage has increased considerably since the landfill opened operations in the early 1970s. At that time, it only served Webster

County, drawing most of its garbage from the city of Fort Dodge. Today, the North Central Iowa Regional Solid Waste Agency serves all or parts of six counties — a population base of nearly 79,000 — and handles close to 100,000 tons of materials per year.

"It's a lot of material to deal with, but we're proud of how efficiently it's handled," said Director Gary Schmidt. "It takes a combined effort of everyone here to make it happen, plus a lot of careful planning to make sure we meet all requirements and regulations."

At the same time recycling operations began, Schmidt was hired as Director to manage on-site operations. With the amount of material coming in continuing to grow, the agency made longtime employee Deb Watson the Assistant Director last year. In addition to her duties as office manager, she oversees the recycling end of the agency's efforts.

Watson serves as Secretary/Treasurer of the 11-member Executive Board that oversees all aspects of the agency, including such items as the budget. "The recycling operations are here in the building where I am, so it's natural for me to be in that role and Gary takes care of the outside operations at the landfill. It's a nice mix."

### Recycling efforts grow

Watson estimates the recycling center takes in about 6,500 cubic yards of recyclable items each month. It doesn't collect materials, but serves as a dropping point for area counties, cities and private individuals.

"It comes to us in everything from pickups to recycling trailers," Watson related. "Drop boxes

Using a Komatsu D65EX-15SL landfill dozer, an operator levels out trash at the landfill site. The machines are equipped with extra guarding and plating for the tough conditions.





are scattered around, and someone regularly collects those and brings them to us. Our goal is to increase the amount of recyclable materials coming to us each month. They do a very good job of separating materials out, so our work in doing that is minimal. The nice thing is, we don't charge for bringing those materials in. We believe that's incentive and encouragement to recycle."

The facility takes in corrugated cardboard, newsprint, magazines, tin cans, plastic containers and glass. Once on site, 14 full- and part-time workers do final sorting and processing. Brokers then pick up the materials and take them elsewhere for further processing.

### Employees play a vital role

Watson noted that several of the workers at the recycling facility come from an area agency that works with special-needs individuals. She applauded their efforts and touted the work done by all employees. Landfill operations involve two shifts, one of which comes in early morning to get machinery fueled up and started before beginning work. The second comes in a couple hours later.

"Between the recycling center and the landfill operations, we have about 22 employees who are highly efficient and very hardworking," said Schmidt. "Several have been here a decade or more, and we believe that's a big advantage to us. It helps us be more productive and keeps costs down as much as possible."

The landfill staff performs numerous tasks at the landfill site, which is located just across the road from the agency's office and recycling center. In addition to taking in and burying trash, the landfill staff is involved with earthmoving operations at the 300-acre site.

"There's a lot more to running a landfill than just handling waste materials," Schmidt pointed out. "As we run out of space in one cell, we have to be prepared to open another. That means getting a permit for expansion, and once that's in place, we have to do the necessary excavation to open it up. It can be a lengthy process. We're developing a cell about every other year, and to this point we've used or been approved for about 40 acres out of the total site."



The North Central Iowa Regional Solid Waste Agency recently purchased several Komatsu machines, including two HM350 articulated haul trucks that are paired with a PC400LC-6 excavator. "The combination of an excavator and trucks has increased our production by about 125 percent compared to using scrapers alone," said Director Gary Schmidt.



For moving large quantities of dirt, the agency uses this Komatsu D155AX-6 Sigma Dozer with the patented Sigma Dozer blade. "Its shape forces material to the center of the blade so I can easily push 50 percent more than before with a machine that size," said Director Gary Schmidt.

Preparing a new cell takes careful planning to ensure all state regulations and requirements are met. The regional landfill faces a special challenge because the site contains gypsum deposits that were undermined years ago. All the gypsum has to be removed before the landfill can begin cell construction. Operations start by removing overburden to within two feet of the gypsum deposits, which often are 25 feet or more deep.

"We move a tremendous amount of dirt every year just to get to within two feet of the deposit," Schmidt said. "Once we're there, an outside contractor comes in and takes the last two feet off and removes the gypsum. Our crew takes over again when they're finished. We put in a five-foot clay liner and tile to collect and recirculate leachate. Then we put 20 inches of shredded tires on top of that to act as a drainage layer. The trash goes in next, followed by dirt cover and seeding. As we're opening one cell, the dirt from that is usually going to close another."

*Continued . . .*

# Efficient equipment keeps up with landfill demands

... continued

## Komatsu equipment boosts productivity

To move massive amounts of material quickly, the North Central Iowa Regional Solid Waste Agency recently invested in several pieces of Komatsu equipment, purchased from Road Machinery and Supplies with the help of Sales Representative Doug Miller. The agency's purchase included two 389-horsepower HM350 articulated haul trucks that are paired with a PC400LC-6 excavator.

"The combination of excavator and trucks has increased our production by about 125 percent compared to using scrapers alone, which had been the norm," said Schmidt. "We decided to go with those because we had a large amount of dirt to move in a hurry, and the haul was longer than normal. It's more efficient, and our ability to work in adverse conditions is better. The trash doesn't stop when it rains or snows, and the trucks and excavator will work in those situations where scrapers can't. They also will haul 25 percent more than the scrapers, and they're twice as fast. The operators like them because the ride is much smoother and quieter."

Recycling efforts continue to increase at the Regional Recycling Center where workers sort and process more than 6,500 cubic yards of reusable materials each month.



RMS Sale Rep Doug Miller (left) worked with North Central Iowa Regional Solid Waste Agency Director Gary Schmidt to fill the agency's equipment needs.

Bomag landfill compactors have long been a staple at the landfill, which uses two Bomag units.



To push large quantities of dirt and rip frost, the landfill employs a new 354-horsepower Komatsu D155AX-6 Sigma Dozer with the patented Sigma Dozer blade. "The blade is utterly amazing," exclaimed Schmidt, who often runs the machine. "Its shape forces the material to the center of the blade as opposed to the standard U-shape, so I can easily push 50 percent more than before with a machine that size. Plus, the fuel efficiency is tremendous. For a dozer that size, one would expect to use 13 to 15 gallons an hour, but we've been around 10 to 11 in most instances."

Trash at the site is divided into two areas: municipal solid waste and construction and demolition debris. Each area is armed with a Komatsu D65EX-15SL landfill dozer that's equipped with extra guarding and plating for the often rugged conditions. Additional machinery at each site includes Bomag landfill compactors, also purchased from RMS. "We had a D65 prior to buying the two new ones, and it performed exceptionally well," Schmidt said. "It worked exclusively in the construction and demolition area, which can be very hard on a machine. We put 12,000 hours on it and didn't replace anything other than normal wear items. That helped us in deciding to go with Komatsu this time around. We expect these new machines will give us thousands of hours too."

"Product support is every bit as important to us as the quality of machinery," Schmidt continued. "RMS has been excellent. Gary Buttz is without a doubt the most dedicated service technician I have ever seen. The deeper the mud and greasier the machine, the more he seems to like it. I've even called him on Saturdays when he's out deer hunting, but if we have an emergency, he's willing to come fix it."

## Potential growth

The North Central Iowa Regional Solid Waste Agency came into existence as tighter state regulations forced smaller landfills to close. Schmidt foresees that continuing, which would mean even more materials coming to Fort Dodge. "I believe it will probably happen," he predicted. "Fort Dodge is centrally located, so it was a natural fit for a regional landfill and recycling center. It's likely that we'll grow more as the years go by." ■





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## RENTAL EVENT

# OPEN HOUSE

## RMS Rentals showcases new facility by inviting customers to have lunch and some fun

RMS Rentals showcased its new location with a customer appreciation open house March 15. The store, which moved about a half mile from its previous location at Road Machinery & Supplies Corporate headquarters in Savage, features 10 times more space than RMS Rentals had previously.

"We went from 5,000 to 50,000 square feet," said RMS Rentals General Manager Mark Rossi. "It's allowed us to expand our inventory and improve our rental readiness. Customers will be better able to see our full breadth of product

offerings and our ability to service machinery faster so that we can get it to them even quicker."

The new facility features three full-service bays for working on equipment, as well as a steam bay and additional warehouse space. A larger showroom and bigger lot give RMS Rentals plenty of space to show customers the extensive lineup of equipment the company carries.

### Manufacturers helped sponsor event

Several of those equipment manufacturers — Komatsu, Lull, SkyTrak, LeeBoy, Wacker, Potain, Cerda and Stihl — helped sponsor the open



(L-R) RMS President Mike Sill III shares a story with Terry Rixe of Terry Rixe Excavating and Larry Kerber of Larry Kerber Excavating.

RMS Rentals' new facility offers 50,000 square feet of shop, equipment and warehouse space.



RMS Rentals Sales Representative Jim Everson (right) talks with Tim Swanson, Owner of TG Swanson Excavating, about the new Komatsu CK30 compact track loader.





Using a Komatsu PC09, Steve Holt with Shafer Contracting tries his hand at moving golf balls from a pool filled with sand to a bucket during one of the contests at the open house.

house, which gave customers a chance to view equipment. Attendees could also share a meal, win prizes and compete in contests such as skid steer basketball shooting and using a compact excavator to move golf balls from a sand-filled mini swimming pool to a bucket while being timed.

"We wanted the customers to have a lot of fun, and they did," said Rossi. "Our manufacturers really did a nice job of supporting the event. More than 300 people attended the open house, and it was a great time."

Rossi said the move was a growth initiative and RMS Rentals plans to expand its staff in the future.

"This is another beginning for us," he said. "We didn't add staff with the move, but we certainly have the capabilities to do so and we're planning for that. The move was really in response to our growing list of customers who continue to turn to us for their equipment needs. This new facility will allow us to better serve them." ■



(L-R) Dave Swanson and Rod Koski of Asphalt Specialties talk with Wacker Sales Representative John Schemmel.



The new store has a large display area to showcase the numerous lines of equipment RMS Rentals carries.



Travis Larson with TG Swanson Excavating makes a basket using a Komatsu SK1020 skid steer during a contest to see who could make the most baskets in three minutes.



RMS Rentals General Manager Mark Rossi (right) chats with Eric Black, Regional Business Manager with Manitowoc.



Dylan Metz (left) and Adam Gernes of Hand Drive Construction enjoyed the open house.



Peter White (left) and Tony Kadrlik of PCL checked out the Komatsu CK30.



Wayne (left) and Curt Rudolph of Rudolph Construction enjoyed the catered lunch.

Attendees had a chance to sign up for prizes during the open house.





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# CRITICAL COMMERCE CORRIDORS

## ARTBA proposes new highway program to move freight more efficiently in future years

The development of a national strategy to improve the efficient movement of freight is critical to future U.S. economic productivity and should be a top priority for federal policymakers charged with writing the next highway and transit reauthorization bill in 2009. That's the message American Road & Transportation Builders Association (ARTBA) President Pete Ruane delivered at a recent U.S. Chamber of Commerce Foundation conference.

Ruane cited a Federal Highway Administration (FHWA) report showing that freight bottlenecks are causing trucks more than 243 million hours of delay annually, at a cost of nearly \$8 billion. "If the U.S. economy grows at a conservative annual rate of 2.5 to 3 percent over the next 20 years, domestic freight tonnage will almost double and the volume of freight moving through the largest international gateways may triple or quadruple," the FHWA report says. "Without new strategies to increase capacity, congestion at freight bottlenecks on highways may impose an unacceptably high cost on the nation's economy."

### Plan addresses future needs

In his remarks, Ruane outlined a two-part plan approved by the ARTBA Board of Directors that is aimed at addressing the nation's future surface-transportation needs. Part one of the plan is to continue the current highway and transit programs, but with better funding to address future safety and mobility priorities.

Part two of the plan establishes a new federal government program called the "Critical Commerce Corridors (3C) Program." Funded by freight-related user fees, it would improve U.S. freight movement and emergency response capabilities. The program would strategically

link and upgrade the nation's major water ports, airports, border crossings and rail networks with national intermodal freight transfer centers. Where possible, the network would separate commercial traffic from passenger vehicles.

The scheduled 2009 reauthorization of the highway and transit investment law (SAFETEA-LU) provides a meaningful opportunity for Congress to develop a national freight strategy and allow the U.S. Department of Transportation to assume the lead role in identifying and defining a "Critical Commerce Corridors" system, according to Ruane.

"The result of this initiative would be a clear and focused strategy directed at the growing dilemma of efficiently moving freight," Ruane said. "This challenge is about more than congestion, bottlenecks and delayed deliveries. It is about securing America's place in the global competitive market. The American people and business community deserve nothing less." ■



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

ARTBA is proposing a new federal program to improve freight transportation by strategically linking and upgrading ports, airports, border crossings and rail networks — and separating commercial traffic from passenger vehicles where possible.



# SAFETY ECONOMICS

## A proactive approach to avoiding mishaps can lead to better productivity, higher profits

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

Through the years, safety has become one of the most important aspects of the construction industry, if not the most important. Legislation protecting workers from harm is extensive, as lawmakers require businesses to put worker safety ahead of profitability. But that doesn't necessarily mean your business will lose money by implementing sound practices.

As you know, OSHA requires companies to have a safety program that outlines good practices and policies designed to keep the worker from harm. The intent is for everyone in the company, from the president down to the laborer, to understand what constitutes safety, how to avoid potential hazards and what to do in an emergency. It's often a general outline, but can be more specific to your business. For example, an underground utility company should have a good portion dedicated to trench safety as well as Material Safety Data Sheets that list the hazards of using all types of pipes and glues.

While many aspects of a good safety program are relatively simple to initiate, they can be very effective. A case in point: wearing hard hats on jobsites at all times.

While the idea is a solid one, the implementation of these programs is often less than ideal. For small businesses especially, the idea of putting together a manual that covers nearly every possible safety scenario can be daunting. Larger companies often have specific safety experts on staff, but smaller companies typically lack the resources necessary to hire, train and maintain these specialists. However, they face no less risk and responsibility than their larger counterparts do.

So what happens? Often businesses copy or modify a standard OSHA or other safety plan, keep it on file and forget about it. Safety sometimes becomes secondary to production, and safety manuals are put on the shelf to collect dust. Some businesses tend to take a reactive approach, responding after an accident has happened, rather than a proactive approach to prevent mishaps.

If this sounds familiar, it may be time to rethink what safety can mean to your business and its profitability. If you're not already figuring how safety can make you more competitive, you're behind the game. No longer does the lowest bid always win a job. More and more owners and municipalities are checking the safety records of the companies, and factoring in those safety records, before awarding contracts. Those with spotty records will often find themselves left behind, no matter how much lower their bid is than the competition.

### Focus your efforts

Putting safety first can help your company be more profitable in an increasingly competitive construction market. By focusing on safety and decreasing the number of incidents your business faces, you can lower your workers' compensation and insurance rates. Doing so can





help you improve the final figure you submit on a bid, increasing your chances for getting a job.

Lowering the number of incidents also has a positive effect on your reputation. It's in the owner's best interest to hire companies that have good safety records, as it lowers the chances of an accident happening on their jobsite, thereby lowering the likelihood of being sued because of an accident. That's why many owners are taking the safety records of the contractors they hire into consideration. If you have a reputation for unsafe practices, your chances of getting a job decrease dramatically.

If your number of incidents, insurance rates and workers' compensation are high, you can do something about it by changing the way your company views safety. Starting immediately, make safety a top priority, placing it above productivity and profitability. By doing so, your productivity and profitability should increase as the amount of time and money lost by accidents decreases.

## Start with a comprehensive program

Getting started is not difficult. Remember that safety program? If you don't have one, you need one immediately. If you do have one and aren't using it, pull it out and go through it thoroughly. Tailor it to fit general safety practices and specifically, your type of business. Spend time making sure it thoroughly covers all aspects of your business, including procedures to follow in case of emergency. Seek input from employees at all levels of the company to ensure you cover scenarios and potential hazardous situations you may not have thought of.

The chief concern of the program should be that no work will be performed until it can be done safely. Other parts of the program should include items such as a safety and health policy or philosophy, safety and health objectives, how to conduct jobsite inspections, safety rules and discipline.

Once the program is in place, make sure everyone understands the full scope of it. While it may seem unproductive, hold a meeting or series of meetings with everyone in the company to make sure each person has a copy of the program and understands its contents. The time



Underground contractors know good practices in trench safety are extremely important, including trench shields or boxes for deep excavations, ladders for egress at proper intervals and hard hats and other safety gear to keep workers protected from potential falling objects.



away from the job to cover it will easily be made up if management and workers understand safety and employ the practices outlined in the program. That will lead to a lower number of incidents.

If you have the resources to hire a safety staff or safety expert, you should. Those experts are generally well-versed in implementing and documenting your safety program and

Careful planning is necessary to set up and maintain a safe work environment. Everyone on the site should check often for potential safety hazards, and safety meetings should be mandatory.

*Continued . . .*

# Putting safety first benefits all

... continued

charting its progress. They also know ways to decrease your risks to exposure. If you can't afford to do this, you can still place someone — be it the president, vice president, general superintendent, etc. — in charge of overseeing the safety of the entire company. If it takes a little extra compensation to do it, it's well worth it in the long run.

While each employee should be trained in and held accountable for safety, it's still the company's responsibility to provide a safe work environment. In addition to an overall safety expert, each jobsite should have someone who is responsible for consistently checking hazardous conditions. This means before, during and after each shift. This person is generally referred to as a "competent person" by OSHA standards. In addition to checking the site conditions, this person should also inspect workers' gear such as hard hats, safety glasses and clothing for potential defects that could contribute to an incident.

Review your plan often. You may believe you have every potential situation covered, but that could easily be a mistake. Update the plan as often as necessary, and inform employees of changes. Listen to employee concerns and adapt your policies, if necessary, to take into consideration their ideas.

Safety programs are comprehensive and cover general ideas. They should be used as

a general guideline for all jobs, but each job should be considered individually as well. When estimating and bidding a project, take into account hazards specific to that job, and build how you will deal with those into your bid. By planning ahead, you won't have to deal with unforeseen circumstances that may cost you profits in the long run. Your thorough focus on safety may win you the bid even if yours isn't the lowest.

## A "safety culture"

These efforts are all part of a comprehensive mind-set that some call a "safety culture." This culture takes into account more than just having a safety program. It calls into play goals that each company should set for itself and strive to maintain. They should be specific and measurable, such as increasing the number of man-hours worked without a lost-time accident.

Once the goals are in place, make sure everyone understands them and works to achieve them. Don't ever forget them. Work hard to document the progress of each goal and inform everyone in the company of how well they are meeting the stated objectives. If a goal is met, reward it in some meaningful way.

Make safety training a part of your plan. Hold safety meetings regularly and make sure everyone fully understands the topics being discussed. OSHA and other organizations have literature and experts available to help in your efforts, including materials in multiple languages.

The future will likely bring more safety rules and potential legislation aimed at stiffening penalties for businesses that fail to put safety ahead of productivity. By implementing good safety practices now, you can put yourself in position to be ready for any potential incidents as well as stricter legal guidelines.

All this may seem like overkill, but it's not. By implementing these safety practices, you cut the risk of lost-time and costly accidents significantly. Spending the money to provide safe work environments will lead to better quality, better production, less turnover and lower insurance and workers' compensation rates. All will put more money in your pocket in the long run. ■

Working in high places means extra safety equipment, such as safety harnesses, which should be tied off and checked often for proper fit and to ensure they're securely fastened.







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## NEW PRODUCTS

# NEW “GO-TO” LARGE EXCAVATOR

**The PC800LC-8 is bigger, faster and more fuel-efficient than its predecessor**

For large earthmoving jobs, as well as heavy underground utility projects, the Komatsu PC800LC-8 is the new “go-to” machine. The PC800LC-8, which meets Tier 3 emissions-reduction standards, has replaced the PC750LC-7 in Komatsu’s excavator lineup.

Weighing in at more than 180,000 pounds, the PC800LC-8 is several thousand pounds heavier than its predecessor and has a faster cycle time.

“The additional weight gives the PC800 improved lift capacity and over-the-side stability, which makes it ideal for lifting and placing heavy pipe,” said Komatsu Hydraulic Excavator Product Manager Peter Robson. “The improved cycle time was achieved with a quick arm-return circuit and a faster bucket dump. The result is greater productivity in truck loading.”

Like all Dash-8 excavators, the PC800 delivers outstanding fuel economy, especially when run in the Economy working mode. The machine also has a Heavy Lift mode which delivers 10 percent more lifting force on the boom whenever it’s needed.

The KOMTRAX monitoring system is standard equipment on the PC800LC-8, which also has a hydraulic fan with a Reverse mode that operators can activate through the monitor panel to help clean the radiator when operating in particularly dusty conditions.

### King of the hill

The PC800LC-8 has 487 net horsepower, which is 7 percent more than the PC750LC-7.

“That’s nice, but an excavator is not like a dozer or a truck where you need raw horsepower to pull up a hill,” Robson explained. “With an

excavator, it’s all about how fast you can dig, and top digging performance is achieved through precise engine and hydraulic management, not higher horsepower. If you can use less horsepower to get the production you need, you’re king of the hill. And that’s what we’ve done with the PC800LC-8. We’ve developed a machine that digs faster but uses less fuel.”

Robson says the PC800LC-8 features the durability and reliability that Komatsu excavators are known for, and is also a very smooth machine that operators will appreciate because it handles like a much smaller excavator. ■

*For more information on the PC800LC-8, contact your sales representative, or call our nearest branch location.*



Peter Robson,  
Komatsu Hydraulic  
Excavators Product  
Manager

### Brief Specs on Komatsu PC800LC-8

Model	Flywheel horsepower	Operating weight	Bucket capacity
PC800LC-8	487 hp	182,980 lbs.	2.23-5.93 cu. yd.

If you're looking for a large excavator that digs faster and uses less fuel, the new Komatsu PC800LC-8 is the answer. The massive 487-horsepower machine delivers outstanding fuel economy and 10 percent more lifting force in the Heavy Lift mode.



## MORE NEW PRODUCTS

# NEW WHEEL LOADER

## Mid-size WA430-6 offers better production at a lower cost



**Rob Warden,**  
Product Manager

Like most equipment users, you're probably looking for a way to lower your fuel costs while maintaining or improving productivity. Komatsu's new WA430-6 wheel loader delivers on both counts.

The WA430-6 replaces the WA400-5 in Komatsu's wheel loader lineup. Like Komatsu's other Dash-6 models (WA380, WA450, WA480, WA500 and WA600), the WA430-6 is powered by an ecot3, Tier 3-compliant engine.

"We've seen significant production and fuel-efficiency increases with the WA430-6 compared to its predecessor," said Rob Warden, Komatsu Wheel Loaders Product Manager.

"For example, this machine can use up to 15 percent less fuel to do the same amount of work. Like the other Dash-6 models, it has a large-capacity torque converter, so the user will have a lot of power going up a hill and greater rimpull going into a pile. It also has 21 percent more breakout force than the WA400-5."

The WA430-6 comes standard with a variable-displacement piston pump that works in combination with Komatsu's Closed-center Load Sensing System (CLSS) to deliver only the necessary amount of flow needed for hydraulic function. The design prevents wasted hydraulic flow, which in turn provides better fuel economy.

### Comparative Specs for the Komatsu WA430-6

Model	Output	Bucket Capacity	Breakout Force
WA400-5	200 hp	4.1-5.6 cu. yds.	33,290 lbs.
WA430-6	231 hp	4.1-5.6 cu. yds.	40,333 lbs.

Komatsu's new WA430-6 wheel loader, which replaces the WA400-5, provides increased production and fuel efficiency compared to its predecessor. A large-capacity torque converter gives added power for hill climbing and greater rimpull going into a pile.



### Pick the best mode

Fuel efficiency and power are enhanced through several operation modes, including the "E" (Economy) mode for general loading. An automatic transmission with an "Auto Low" mode is used for low-engine-speed operations, and a "P" (Power) mode gives the WA430-6 maximum digging power. An "Eco" indicator informs the operator when the machine is maximizing fuel efficiency.

Tracking utilization and machine condition is easy with the KOMTRAX equipment monitoring system that comes standard on the WA430-6. The system allows users to monitor machine location, meter reading and error codes, as well as a host of other information.

"The WA400-5 was a great machine, so we took its basics and made it better with the WA430-6," explained Warden. "We believe this machine, like our other Dash-6 models, is an industry leader that will improve performance in a wide range of applications." ■





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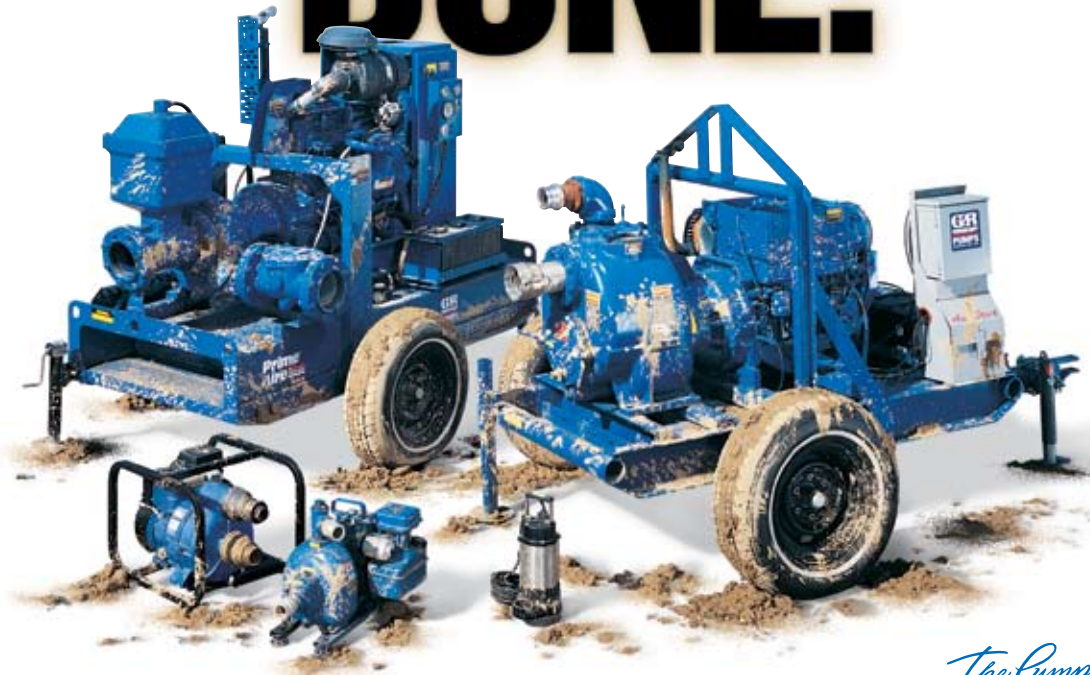
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## NEW UTILITY PRODUCTS

# NEW BACKHOE LOADER

## Komatsu's WB142-5 offers excellent productivity in an economical package

Owners looking for a solid backhoe loader that's economical, yet powerful enough to tackle a variety of tasks can turn to Komatsu's new WB142-5.

"The WB142-5 is the fifth model in an outstanding line of backhoe loaders from Komatsu," said Jeff Aubrey, Product Manager Backhoe Loaders. "It's aimed at the cost-conscious buyer who wants a machine with lots of performance in a simple package. Therefore, it's priced lower than our high-spec deluxe models. It's what we call an 'entry-level' backhoe loader, but it has many of the same design features of its big brother, the WB146-5."

### High production

Production in both loader and backhoe applications is driven by a Komatsu 76-net-horsepower diesel engine that's housed in a heavy-duty, cast nose guard, which provides integral counterweight and front protection to the engine. Standard four-wheel drive lets operators work on days when other machines are parked.

Unlike many units in its class, the WB142-5 features a high-output (37 gpm), tandem-gear-pump hydraulic system designed for maximum speed, power and control. It even has two settings for the loader and the backhoe, so the operator can choose between maximum performance and maximum fuel economy.

### Roomy work station

Komatsu kept the operator in mind with the new WB142-5, which features a state-of-the-art interior that's rugged, yet elegant. A suspension seat provides a comfortable fit for any size operator. The ROPS/FOPS canopy has a true dual-entry platform. Controls, switches and

gauges are clustered to simplify operation and visibility.

A corner-mounted exhaust allows the operator a full 360-degree unobstructed view, including a clear look at the loader bucket, even at maximum height. Komatsu's new S-boom design is narrow, providing better visibility in both the trench and in loading trucks.

The operator may choose from either Power or Economy mode when using the 14-foot-class backhoe. A one-cubic-yard loader bucket with a bolt-on cutting edge is standard, as are reversible stabilizer pads.

### A pleasure to own

Daily service checks are simple. Just raise the one-piece, tilting hood, and all daily checks are grouped on the left side of the engine. Grease points are conveniently located and fuel filling is at ground level. There's also a standard lockable tool box. And like all Komatsu machines, the WB142-5 uses O-ring face-seal hydraulic fittings for leak-free operation. ■

#### Brief specs on the WB142-5

**Model**  
WB142-5

**Output**  
76 hp

**Operating Weight**  
14,513 lbs.

**Bucket Capacity**  
1.0 cu. yd. (loader)

Komatsu's new WB142-5 offers many of the same benefits as larger Komatsu backhoe loader models — operator comfort, high value, high productivity, ease of service and security.



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## NEW QUARRY PRODUCTS

# HD785-7

## Komatsu's new haul truck features advantages designed to lower users' cost per ton

Part of any efficient quarry operation involves moving materials quickly from the ground to the crusher at the lowest cost per ton possible. Komatsu's new HD785-7 haul truck was designed with maximum efficiency in mind to help you move more material faster with less fuel consumption.

"More and more quarries are going to larger-capacity haul trucks, such as the 100-ton HD785-7," said Tom Stedman, Marketing Manager - Mining Trucks. "It has the tightest turning radius of any truck in its class. In quarry operations, where space is often limited, that's a big advantage."

The HD785-7 has several other features that make it advantageous, including a high-performance engine that delivers nearly 10 percent more horsepower than its predecessor, the HD785-5. Variable Horsepower Control (VHPC) allows selection of two modes, Power and Economy, which can be set according to working conditions. In either mode, the VHPC system detects whether the truck is loaded or empty and selects the optimum horsepower for production and fuel efficiency.

Tracking fuel efficiency and maintenance is easy with the Vehicle Health Management System (VHMS), a fully integrated system that collects data throughout the truck. "It's a great tool for looking at long-term trends," said Stedman. "VHMS provides data gathered from all areas of the truck, including pressures, temperatures and speeds, to name just a few. Customers can use this information to customize their maintenance programs accordingly."

### All-wheel, wet-disc brakes

Komatsu worked to lower maintenance costs with the addition of all-wheel, wet-disc brakes. Each brake is fully sealed to keep contaminants

out, reduce wear, and require no adjustments. "They are much more efficient than dry-disc brakes," Stedman noted. "Over the long haul, they're going to save the user quite a bit."

An Automatic Retard Speed Control (ARSC) utilizes a large-capacity retarder that allows operators to set downhill travel speed at a constant level, so the operator can concentrate on steering. "It's like cruise control for downhill operation," explained Stedman. "When the operator reaches the speed he's comfortable with, he activates the system with the push of a button, and the truck will maintain that speed. It's very good for areas where there are long downhill hauls.

"The ultimate goal of the new HD785-7 is to save the user time and money," he added. "With more horsepower and lower fuel consumption, the cost per ton is fantastic. We'll be bringing these features to more of our haul trucks in the future." ■



**Tom Stedman,**  
Marketing Manager  
Mining Trucks

Komatsu's new 785-7 100-ton haul truck offers 10 percent more horsepower than its predecessor, while lowering fuel consumption. Additional features include all-wheel, wet-disc brakes, Variable Horsepower Control and a Vehicle Health Management System.

### Brief specs on the Komatsu HD785-7

Model	Capacity	Net Horsepower	Vehicle Weight
785-7	100 tons	1,178	366,000 lbs.



## KOMATSU & YOU

# CONTINUOUS IMPROVEMENT

## Serving customers better is the goal of V.P./General Manager of Construction Division



**Greg Hewitt,**  
V.P./General Manager Construction Division,  
Komatsu America Corp.

*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.*

A native of Knoxville, Tenn., Greg Hewitt graduated from the University of Tennessee with a business degree, then joined the Maytag Company. Unlike the Maytag repairman of TV commercial fame, Greg was never the loneliest guy in the world while at Maytag. He spent 17 years there, where he earned an MBA and held a variety of increasingly important jobs. He left Maytag in 2004 to join Textron, a large multi-industry company, as Executive Vice President of the Jacobsen (professional mowers) Division.

Last November, Greg was recruited by Komatsu America Corp. to become V.P. and General Manager of the Construction Division. It's a new position in which Hewitt oversees all activities associated with planning, operations, selling and servicing Komatsu's construction-size equipment line, which consists of D31 to D275 dozers; PC120 to PC1250 excavators; WA150 to WA700 wheel loaders; GD555 to GD675 motor graders; articulated trucks; and rigid trucks less than 715 hp.

"Even though I had never worked in heavy equipment manufacturing, I knew Komatsu was a great company and that this was a great opportunity," said Hewitt. "Having been here for a while now, I'm even more excited about the prospects. One of Komatsu's strengths is a product that, in my opinion, across-the-board, is equal or superior to anything else out there. Our goal is to build on that strength to deliver an unprecedented level of satisfaction to customers."

Hewitt is married with two daughters, ages 8 and 12. "My work days can be fairly long. When I'm away from the job, I enjoy investing time with family, staying in shape, reading and traveling."

**QUESTION:** As someone relatively new to Komatsu, what are your initial thoughts on what the company does best?

**ANSWER:** As one of my former bosses used to say, "Product is King," and one of the things I've learned is that Komatsu products are excellent. We make very high-quality, technologically advanced equipment that's productive and reliable. We believe our products provide the best value in the industry when you take into account the performance, the uptime, the longevity and what you'll get in resale or trade-in.

**QUESTION:** At the other end of the spectrum, where does Komatsu need to improve?

**ANSWER:** The biggest thing is product support. Certainly, that's not unique to Komatsu. Probably every equipment manufacturer and every equipment dealer in the country would say they want to improve product support because that's where you create customer loyalty. From what people tell me, Komatsu has improved in that area in recent years. I believe we're doing a good job supporting our product now, but we're still not as good as we want to be or need to be. Our goal is continuous improvement that results in ever greater customer satisfaction.

**QUESTION:** What steps is Komatsu taking to improve the level of support?

**ANSWER:** The Komatsu Training and Demonstration Center in Cartersville, Ga., is a good example of a step we've taken to improve the quality of service we provide. It's a state-of-the-art facility that offers training for distributors' technicians, their in-house trainers and their customers. On the parts side of the support equation, we continue to open Regional Parts Depots to ensure that our distributors can



get same-day or early next-morning delivery of virtually any part. We now have a fill rate in the high 90th percentile, which we'll put up against anybody in the world.

**QUESTION: Product-wise, what should Komatsu customers be excited about this year?**

**ANSWER:** Our big launch in 2007 is a new, small dozer line (machines roughly in the 75- to 125-horsepower range). We believe our current Komstat dozers are excellent — highly productive and reliable — and that the new models will be best-in-class by a large margin.

**QUESTION: If you had one-on-one time with a contractor who's trying to choose between a Komatsu machine and another leading brand, what would you tell him to convince him to buy Komatsu?**

**ANSWER:** I would just give him the facts. Fact number one: if production is important, examine horsepower, digging speed, capacity, fuel efficiency, reliability — all of those things. Shop and compare. In most cases, we're going to come out on top. Fact number two: do some research on resale value. Due in part to our commitment to R&D and engineering, our machines last a long time and hold their value better than the competition. Fact number three: look at the big picture. We're a \$16 billion global company. With Komatsu and our distributors, you get the kind of cradle-to-grave total support that only the largest of companies can provide.

Lastly, I'd tell him to look for the best value. If he studies the machine owning and operating costs, we feel confident that Komatsu will be the choice more times than not.

**QUESTION: What is Komatsu expecting from the construction economy this year?**

**ANSWER:** We're fairly positive about the construction market. As everybody knows, housing is down, but everything else is holding its own. The overall industry forecast is for about a mid- to high-single-digit decrease in the total number of units sold this year. On the face of it, that doesn't sound great, but when you consider we're coming off a couple of all-time-record years, it's really not bad at all.

And frankly, at Komatsu, we think there's a potential for us to grow our business even



With a wide range of equipment from large mining machines to compact utility equipment, Komatsu produces high-quality, technologically advanced equipment that's productive and reliable. "We believe it's the best value in the industry," stated Greg Hewitt, V.P. /General Manager Construction Division, Komatsu America Corp.



To augment its larger dozer line, which includes machines such as this D155AX, Komatsu plans to introduce a new line of small dozers in 2007.



Komatsu's focus on product support places an emphasis on training. The company's state-of-the-art Training and Demonstration Center in Cartersville, Ga., provides training for distributors' technicians and in-house trainers as well as customers.

in a slightly slower market. In the overheated environment we've been in, some manufacturers did well largely because they had inventory available. Now, with inventory more plentiful, customers will probably do more shopping around looking for the best value. We welcome that environment as an opportunity to prove our worth to an equipment user. ■





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## THE PEOPLE INSIDE

# DAVID JOHNSON

## Road Machinery & Supplies COO believes honesty is always the best policy

David Johnson has seen a lot of changes in the 27 years he's been with Road Machinery & Supplies, and he's held onto one belief through every phase of the company's growth and the various roles he's played in it.

"It all comes down to being honest with the customer," said Johnson, who became the company's Chief Operating Officer last summer. "I believe that's our top priority. When you give someone your word, you have to live up to it. If you breach it, or don't tell the truth, customers won't trust you, and if that's the case, they won't do business with you. I've always worked hard to maintain trust with our customers."

Johnson's honesty and trust have served him well since he joined RMS in 1979 as a Territory Manager, a position he held for nine years through three territories. He became Sales Manager and Vice President of the company, and eventually moved into his current position in June of 2006.

### Embracing change

"I've always embraced and enjoyed change," said Johnson. "It's really the only thing that remains constant, and if you're not positive about it, you're destined to be unhappy. I've looked at each phase of my career with RMS as a new challenge. As COO, I'm responsible for overseeing the day-to-day operations of several aspects of the company, including sales, parts, service and inventory."

Johnson notes there has been a major increase in product offerings during his nearly three decades with RMS, which began carrying Komatsu equipment in the mid 1980s and also expanded its marketplace to include Iowa and Illinois during that time frame. In addition,

RMS has grown its business with its other companies: U.S. Shoring, Polar Parts and RMS Rentals.

"It's a lot of fun working for a growth-oriented company," Johnson said. "We have outstanding product lines for nearly every type of business, including forestry, mining and scrap handling as well as construction. By offering a broader range of products, we have a better chance of satisfying a customer's needs. At the end of the day, that's really what the business is all about."

When Johnson leaves at the end of the day, he enjoys spending time with his wife, Lisa, and their children, Hannah and Hunter. He also enjoys playing golf and keeping in shape, as well as riding his motorcycle. ■

David Johnson became COO of Road Machinery & Supplies last summer and oversees day-to-day operations of the company. He has been with the company nearly three decades, having joined RMS in 1979 as a Territory Manager.



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## PRODUCTIVITY POINTERS

# THE KOMTRAX ADVANTAGE

## How Komatsu's wireless equipment-monitoring system can help you improve productivity

Chances are you've heard of KOMTRAX, Komatsu's wireless system that allows you to monitor your equipment from your office computer or laptop. You may know it provides basic information, such as where a machine is and how many hours are on it, which is useful if a machine is stolen, and for service and maintenance. What you may not realize is that the new version of KOMTRAX can also be an extremely useful tool in improving your field productivity.

"Customers who use the full-range of KOMTRAX services have a distinct advantage over those who don't. It's really that simple," said Ken Calvert, Komatsu Director of IT Support. "How? By providing details on asset utilization. How many of your machines are actually working at any given time? Do you need more machines, or could you get by with fewer? Is a machine working or idling? Is it being run in Power mode or Economy mode; and if it's full power, is that really necessary or is it a waste of fuel? These are all money matters that directly impact a contractor's bottom line."

"Of course, KOMTRAX is also still a valuable tool for scheduled maintenance and helping implement a repair-before-failure program for major components," added Chris Wasik, Manager of Service Support Programs for Komatsu. "But we believe KOMTRAX's operational information will help a contractor improve efficiencies, availability and profit."

### The KOMTRAX difference

Komatsu is so convinced that wireless equipment monitoring is a true difference maker for equipment users that it's taken unprecedented steps to make the system available, affordable and user-friendly. These steps include:

- Factory installing KOMTRAX as standard equipment on almost every new Komatsu machine, and making it totally free for five years (top competitors charge more than \$2,000 for the hardware and installation, then also charge a monthly communication fee);
- Having a team of Komatsu and distributor personnel dedicated solely to monitoring KOMTRAX, and communicating with customers to help them keep costs and downtime to a minimum;
- Making the information easy to use and understand, including, in the not-too-distant-future, communicating KOMTRAX info to customers via e-mail.

"Right now, thousands of KOMTRAX-equipped machines are out in the field, but only a small percentage of customers actually use the data," observed Calvert. "We want to increase that number because we're convinced Komatsu customers who use KOMTRAX properly will be more productive and more profitable." ■



**Ken Calvert,**  
Director of IT Support



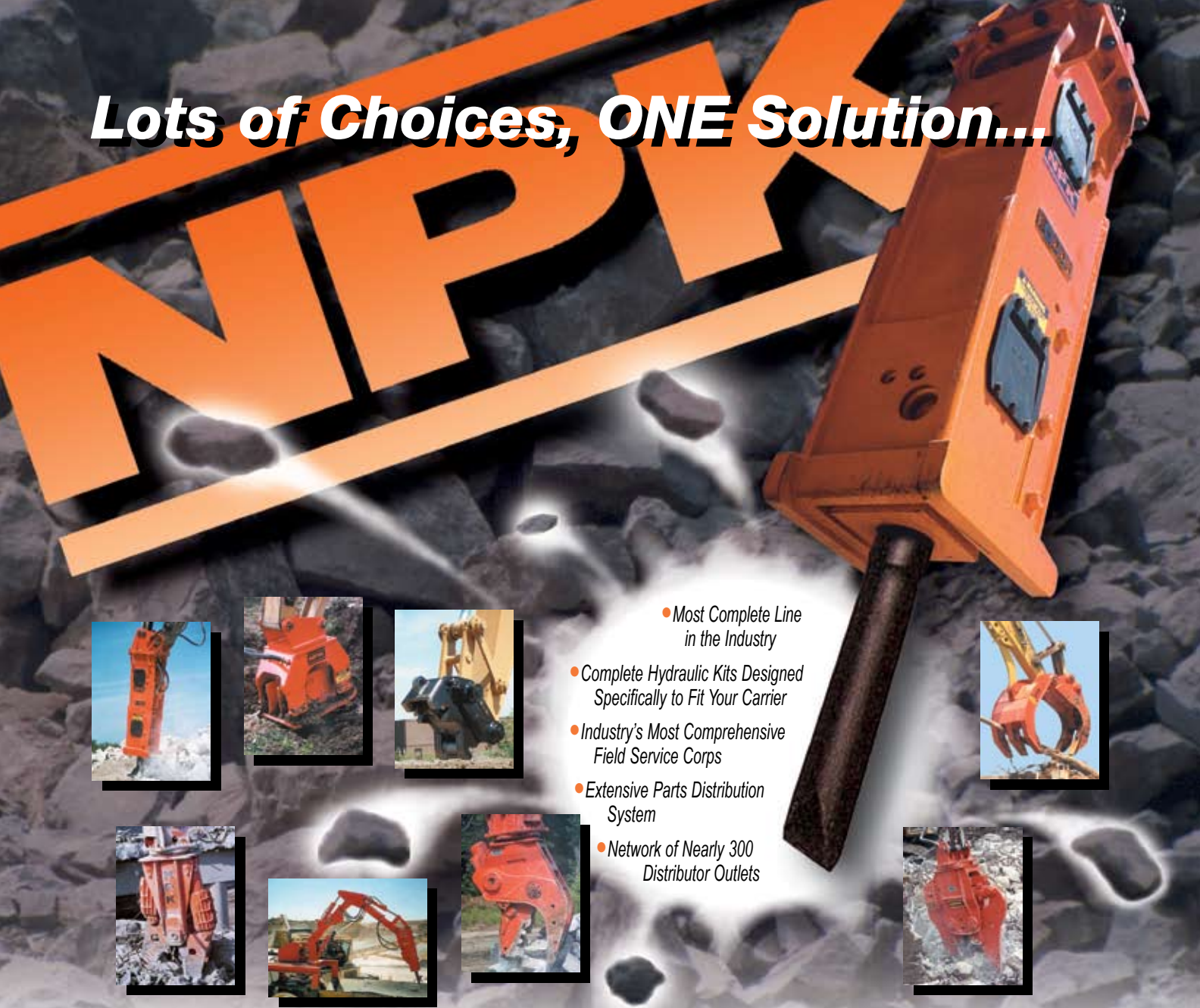
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# LONG HOURS AND SAFETY

## New study indicates working overtime is not a major health or safety issue

There has long been a perception that working more than 40 hours per week adversely affects the health and safety of workers. There were even some research studies indicating that was the case. But now, a new study shows the connection between working overtime and experiencing safety and health problems might be overstated.

The study, published recently in the *Journal of Occupational and Environmental Medicine*, found that people who work very long hours do indeed have an increased likelihood of health and safety problems — however, it also found that other factors, such as previous health problems, actually have a much stronger effect on overall worker health, safety and productivity.

“Our results challenge the assumption that each hour of work above 40 hours steadily increases health and safety risks and reduces productivity,” said Allen Harris Jr., Ph.D., lead author of the report. “In fact, no adverse effects were found until the 60-hour-per-week mark.”

Even when workers reached the 60-hour-per-week mark, Allen noted that “the effects were limited to an increased risk of workers’ compensation episodes for hourly female employees with a history of workers’ comp episodes, and to an increased risk of new musculoskeletal diagnoses for older workers.” People not in those categories did not show any added risk.

### More emphasis on prior health

The study was based on a sample of nearly 2,800 people who work at a heavy manufacturing company. Presumably, the results are also applicable for other industries, including construction, where long hours are often the norm.

According to the researchers, moderate overtime (48-59 hours per week) had no bearing on employee health and safety, regardless of their job or demographic characteristics.

“Although work hours are a factor, they should be considered alongside previous health and other factors that comprise the larger context within which employee health, productivity and safety outcomes are determined,” said William Bunn, M.D., co-author of the report. “On both the research and policy fronts, more emphasis needs to be focused on prior health and other antecedents to the number of hours worked that better predict employee safety, lost productivity and future health.” ■

*It has long been speculated that working long hours, which is not unusual in the construction industry, might negatively impact the health and safety of workers.*

*However, a recent study by Allen Harris Jr., Ph.D., and William Bunn, M.D., indicates that may not be the case.*

Today’s advanced equipment, such as this Komatsu excavator, is specifically designed for operator safety and comfort, which also makes construction safer.



# CONSTRUCTION INFLATION ALERT

## AGC economist says material costs may begin rising toward the end of the year

**Y**ou probably noticed that construction cost increases, which had been growing rapidly for the past couple of years, slowed considerably in the last half of 2006. That's the good news. The bad news is the construction inflation slowdown is not expected to last.

"The relief is likely to be short-lived and may have ended already," said Associated General Contractors (AGC) Chief Economist Kenneth Simonson. "By the end of 2007, materials costs could be rising again at a 6-percent to 8-percent rate."

In AGC's fourth Construction Inflation Alert released recently, Simonson explained construction is vulnerable to high price increases because the industry has little ability to avoid using materials that are

in strong demand and for which supplies increase irregularly. As a result, he says heavy construction is likely to experience much higher cost increases than the general rate of inflation.

"Two factors distinguish construction costs from consumer costs. First, the consumer price index (CPI) includes large amounts of services and goods for which materials are not a significant share of the costs, or for which substitution among materials is possible. Second, every material used in construction must be physically delivered."

In terms of labor, Simonson believes the industry may also be entering an era of accelerating wage and salary costs. He forecasts that wages will rise at a 5-percent pace this year. ■

# EMISSIONS TESTING

## EPA making sure that new engines are doing what they're supposed to do

**T**he U.S. Environmental Protection Agency (EPA) recently announced it has completed an initial batch of emissions testing for construction, agricultural and industrial diesel-powered engines to confirm that results supplied by engine manufacturers are accurate, according to the Diesel Progress Online Web site.

The milestone, EPA said, marks the start of a series of confirmatory emissions testing to ensure these non-road diesel engines meet the requirements of EPA's Clean Air Non-Road Diesel Fuel as early as 2008.

All non-road diesel engines tested at EPA's National Vehicle and Fuel Emissions Laboratory during the initial round met their expected emissions limits, reported Diesel Progress Online. The second round of emissions testing is scheduled for this spring.

Non-road diesel engine testing is a part of EPA's commitment to ensuring that the numerous public health benefits of the Clean Air Non-Road Diesel Rule are achieved. ■





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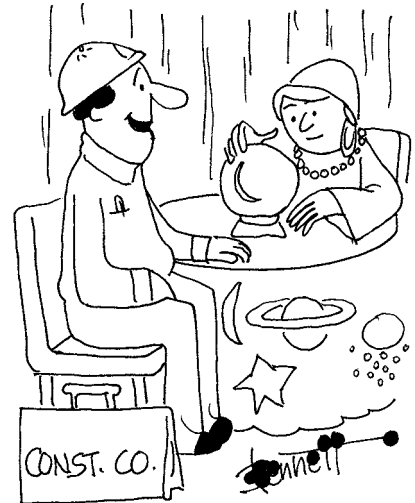


# ON THE LIGHT SIDE



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

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



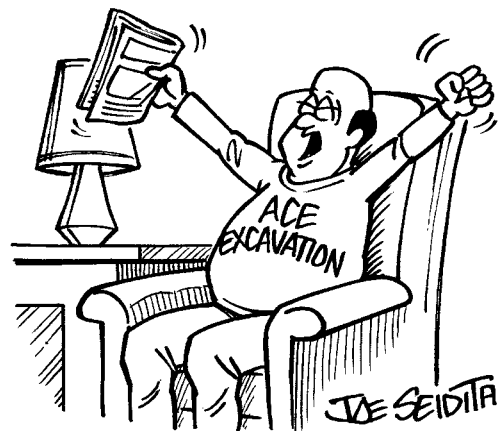
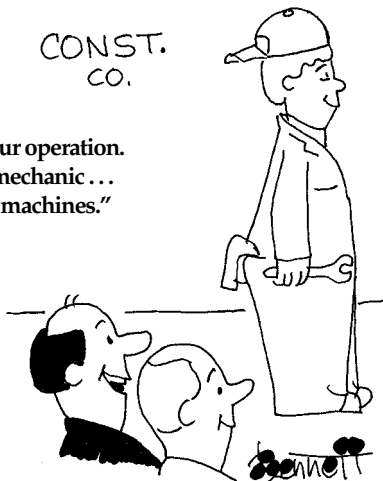
"We're the low bidder... and I can't find a single mistake in our figures!"



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



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



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



## MORE INDUSTRY NEWS

# Small business health insurance being studied

The House Small Business Committee recently held a hearing on the state of healthcare for small business. The committee acknowledged that rising healthcare costs are one of the biggest concerns for small businesses, and that fewer entrepreneurs are able to provide adequate health insurance to their employees.

According to the committee, of the 46 million uninsured Americans, more than half live in a household headed by a small-business owner or employee. While most businesses that employ more than 200 provide health insurance to their employees, less than half of small-business employers offer coverage.

As House Small Business Committee Chairman Nydia Velázquez (D-NY) noted, "The high cost of healthcare is a serious

obstacle for small businesses that are trying to compete in the global marketplace. We know small firms pay more per employee to provide health insurance than large firms and that many of our nation's main job creators simply cannot afford it. Meaningful reform that addresses these concerns is a necessity, and this committee will be working to find a solution to this ongoing crisis."

Possible solutions to the problem include changing the tax treatment of health insurance, exploring reinsurance options, and expanding pooling options available to small businesses. A recent AED survey shows that members believe Congress should enact legislation to reduce small-business insurance costs, thus helping members provide health insurance to their employees. ■

*This article appeared in AED's (Associated Equipment Distributors) "Washington Insights" newsletter*



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## DISTRIBUTOR CERTIFIED

# STRENGTH IN NUMBERS

## How customers benefit from the growth of Komatsu's Certified Used equipment program



*For more information  
on Komatsu  
Distributor Certified  
used equipment, call  
our sales office today.*

Back in 1999, Komatsu started certifying used equipment so buyers would know exactly what they were getting when they bought a Komatsu used machine. No more guesswork. No more hoping you're getting a good deal, but fearing you might be buying somebody else's problem. With Komatsu's Certified Used equipment program, you could buy used with confidence.

The program started with just a handful of distributor technician-evaluators trained to inspect used machines. Today, there are more than 600 such certified inspectors.

"The growth of the program and the growth of the number of trained evaluators is significant because it ensures a high level of

consistency from coast-to-coast," said Komatsu Director of ReMarketing Lee Haak. "All of our technician-evaluators are trained to the same standards and certified by the same person, Komatsu ReMarketing Training Manager Alan Christensen. They all use the same worksheet and the same criteria. Wherever you are in North America, if you buy a Komatsu Distributor Certified used machine, you're assured of what you're getting and of what the machine is going to do."

### Full disclosure

The Distributor Certified evaluation process includes diagnostic tests and covers all essential aspects of machine operation, from the engine, drive train and hydraulics to the undercarriage, work equipment and electrical system.

"The inspection and resulting rating basically constitute a 'full disclosure' report to the buyer of that piece of equipment," explained Christensen. "We're providing honest, straightforward and factual information. Sometimes, when we find issues, we repair them. But mostly, we're here to give a true assessment of a used machine's status."

The inspection/assessment is something each evaluator takes very seriously, according to Christensen. "The evaluator's name is on that report. By signing it, he is, in essence, looking the salesman in the eye and saying, 'You can tell your customer he can buy this with confidence because I've given it a thorough inspection.' It's like his own personal seal of approval."

Because of the rigorous inspection, Komatsu distributors are willing to stand firmly behind the product, which is also often eligible for extended warranties and special rates from Komatsu Financial. ■

(Right) Following about five hours of classroom training, technicians are critiqued on their practice evaluations.



(Below) Komatsu ReMarketing Training Manager Alan Christensen conducts a training session at a Komatsu distributor.







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If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

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



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'04 KOMATSU PC160LC-7KA, 9'6" arm, JRB QC, 48" flat sand . . . . \$117,500



'06 IR DD110HF, Quality re-born and paint, 2,600 hrs on eng. . . . . \$91,500



'99 KOMATSU WA320-3, JRB forks, bucket and QC, a/c, new lug tires . . . \$102,750



'99 KOMATSU D65EX-12, OROPS, new u/c, semi-u blade, new paint. . . \$83,500

## Manufacturer/Model

S/N

Year

Hours

Price

## Manufacturer/Model

### HYDRAULIC EXCAVATORS

KOMATSU PC30MR-1, New paint, rubber tracks, blade, OROPS	12394	1999	1,865	\$27,750
KOMATSU PC35R-8, OROPS, push blade, 12" rubber tracks	37585	1999	3,234	\$19,750
KOMATSU PC45R-8, OROPS, push blade, aux hyd, 70% u/c	F20849	2001	1,926	\$27,500
KOMATSU PC-95, Cab, aux hyd	21d5006482	2001	3,877	\$49,500
KOMATSU PC120-6, 9'11" arm, GP bkt (ricks), no a/c	60553	1999	4,782	\$52,500
KOMATSU PC120-6, Very nice shape, no a/c, GP bkt 29"	60798	1998	1,628	\$49,500
KOMATSU PC138USLC, 10' stick, GP bkt, 20" rubber pads, mech thumb	1819	2004	2,416	\$79,750
KOMATSU PC150-5, U/c 90% remain, GP bkt, runs good	7205	1994	9,562	\$35,500
KOMATSU PC150LC-6, Plumbed, GP bkt, mech QC	K30491	1998	9,176	\$61,500
KOMATSU PC150LC-6K, 9'6" arm, u/c 60%	K30791	1999	8,346	\$59,500
KOMATSU PC160LC-7KA, 9'6" arm, JRB QC, 48" flat sand	K40392	2004	1,058	\$117,500
KOMATSU PC200LC-6, GP bkt, 40% u/c	A82138	1996	13,000	\$42,500
KOMATSU PC200LC-6, new paint, 9'8" arm, 31.5" pads, 42" FB sand bkt, QC	A83995	1998	8,429	\$57,500
KOMATSU PC200LC-7L, JRB hyd coupler, hyd thumb, u/c 60%	A86132	2002	4,733	\$102,500
KOMATSU PC200LC-7, A/c, 9'6" arm, u/c 60% remain	201030	2002	2,939	\$93,500
KOMATSU PC220LC-6, 50% u/c	A80189	1996	9,500	\$62,000
KOMATSU PC220LC-6, 10' arm, a/c, 25" Esco GP bkt, hyd pumps serviced	A83492	1997	5,841	\$87,500
KOMATSU PC220LC-7, Cab, a/c, 10' arm, 48" GP, new u/c	A86020	2002	5,868	\$118,750
KOMATSU PC220LC-7L, a/c, 11'6" arm, u/c 60%	A86149	2003	2,600	\$133,500
KOMATSU PC220LC-7, A/c, 10' arm, 30" bkt (off)	A86022	2002	6,189	\$118,750
KOMATSU PC270LC-6LF, 60' Pierce Pacific long front, GP bkt	A85163	2002	1,529	\$205,750
KOMATSU PC300LC-6, 64' long front, no a/c	A80033	1996	12,272	P.O.R.
KOMATSU PC300LC-6, A/c, quick coupler, aux plumbing	A80612	1997	10,081	\$77,500
KOMATSU PC300LC-6, Hyd genset, new TT, rebuilt eng 1-06, a/c, 50% u/c	A80572	1997	7,042	\$139,750
KOMATSU PC300LC-6, Plumbed unit, NPK hammer (extra)	A84494	2001	4,232	\$155,900
KOMATSU PC300LC-6LC, 13'4" arm, plumbed, a/c (doesn't work)	A80514	1997	12,225	\$82,500
KOMATSU PC300LC-6, New turbo, a/c, u/c 65%, 60" GP	A84458	2001	7,232	\$117,750
KOMATSU PC300LC-7, Plumbed, JRB QC, sand bkt	A85005	2002	5,944	\$166,500
KOMATSU PC300LC-7, 13' arm, sand bucket, a/c	A86147	2004	3,241	\$172,000
KOMATSU PC400LC-6, New swing brng, '98 LaBounty MSD70r shear	A80056	1996	9,731	\$205,000
KOMATSU PC400LC-6, 15'9" arm, no a/c, u/c 50%	A80127	1996	9,968	\$73,500
KOMATSU PC400LC-6, 15'9" arm, new u/c, a/c works	A80536	1998	12,498	\$109,500
KOMATSU PC400LC-6, 13'1" arm, no bkt	A85045	2001	6,721	\$159,500
KOMATSU PC400LC-6, A/c, 15'9" arm, no bkt	A85208	2002	4,492	\$207,900
KOMATSU PC400LC-6, 15'9" arm, sand bkt, 36" pads	A85137	2002	8,509	\$167,500
KOMATSU PC400LC-6, 15'9" arm, 3.875-cu.-yd. RB bkt, a/c, 36" pads	A85153	2002	6,610	\$167,500
KOMATSU PC400LC-6, Exc. cond., 15'9" arm and sand bkt	A85161	2002	6,732	\$167,500
KOMATSU PC400LC-6, Excellent condition, 15'9" arm, 70% u/c	A85169	2002	6,293	\$197,900
KOMATSU PC400LC-6, 15'9" arm, 31.5" pads, 72" sand bkt, 25% u/c	A85142	2002	7,223	\$165,500
KOMATSU PC400LC-6LM, 11'2" arm, 36" pads, 65-70% u/c, GP bkt	A85187	2002	4,528	\$223,500
KOMATSU PC400LC-6LM, 15'9" arm, like new!	A85310	2003	5,672	\$220,000
KOMATSU PC600LC-6, 36" pads, 17'3" arm, cwt removal, 100% u/c	11026	2001	7,103	\$298,500
KOMATSU PC750LC-6, 44" pads, 6-cu.-yd. sand bkt, serviced and tuned	10243	1999	8,855	\$296,750
KOMATSU PC750LC-6, 17' arm, wide pads, 2 bkt	10236	2000	4,117	\$407,500
KOEHRING 6625-7, U/c good, GP bucket	66087	1991	10,000	\$20,000
<b>EXCAVATOR ATTACHMENTS</b>				
LABOUNTY BLS-40, Bucket linkage shear for PC200	BLS40101	1997		\$12,500
NPK H4X, PC160-150 breaker hammer, works ok	40241			\$4,350
GP bkt, PC400, 54" 2.5 cu. yd., like new	E4039	1997		\$12,500



### CRAWLER DOZERS

KOMATSU D31P-20, OROPS  
 KOMATSU D32E, OROPS  
 KOMATSU D37E-2, OROPS, 70% u/c  
 KOMATSU D38P-1, OROPS, Cummins, 24" pads, u/c 25%  
 KOMATSU D41P-6, OROPS, sweeps, very good u/c  
 KOMATSU D41P-6, OROPS, 60% u/c  
 KOMATSU D41P-6, OROPS, 27.5" pads, 40% u/c  
 KOMATSU D61EX-12, Cab, a/c, 24" pads, 60% u/c  
 KOMATSU D61PX-12, New paint, new u/c and new cab  
 KOMATSU D65EX-12, OROPS, new u/c, semi-U blade, new p  
 KOMATSU D65PX-12, Cab, a/c, rear screen, sweeps, new p  
 KOMATSU D65PX-12, Cab, u/c 10%  
 KOMATSU D65PX-12, Cab, a/c, heat, new u/c, many new re  
 DEERE 450, GTC longtrack, woods pack, OROPS, painted  
 KOMATSU Ripper, off of D65EX-12

### COMPACTION

IR DD24  
 IR DD24, Asphalt roller  
 IR SD40D, Smooth drum  
 IR SD70F, 66" sheepfoot  
 IR SD77DX, Cab  
 IR SD77FX, TF sheepfoot  
 IR SD70FB, Sheepfoot with blade, lug tires  
 IR SD100F, 84" sheepfoot roller  
 IR DD70HF  
 IR DD110HF, Quality re-born and paint, 2,600 hrs on eng  
 IR SD115D/F/B, Cab  
 IR SD115F

### WHEEL LOADERS

KOMATSU WA65, Cab, bkt and forks  
 KOMATSU WA250-3, QC, bkt and forks, fresh paint  
 KOMATSU WA320-3, 30% tires, 3.25-cu.-yd. b.o.e., a/c  
 KOMATSU WA320-3, JRB forks, bucket and QC, a/c, new lug  
 KOMATSU WA420-3, new paint, bkt with teeth, tires 20%  
 KOMATSU WA450-5, A/c 50% radials, Kom Scale/printer  
 KOMATSU WA450-5, 5-cu.-yd. JRB bkt and QC  
 KOMATSU WA480-5L, 6-cu.-yd. b.o.e., Mich. 50%, load scale  
 KOMATSU WA500-3, Cab, a/c, joystick, scale  
 KOMATSU WA500-3, 7-cu.-yd. bkt, a/c, joystick control  
 KOMATSU WA600-1L, cab, a/c, 12' b.o.e., Mich. 40%  
 KOMATSU WA600-1L, Cab, a/c, Mich. 40-50%, 12'b.o.e.  
 CATERPILLAR 972G, A/c, ride control, tires 15%, scale  
 CATERPILLAR 990, 8-cu.-yd. bkt, eng OH 15,000 hrs, tran OH  
 CASE W14, Fair condition  
 HOUGH 90, Cab



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'96 KOMATSU PC400-6, New swing bmg,  
'98 LaBounty MSD70R shear. . . \$205,000



'05 IR SD77DX, 66" smooth drum, 232  
hrs. . . . . \$82,500



'01 KOMATSU WA500-3, Cab, a/c,  
joystick, scale. . . . . \$157,500



'04 KOMATSU PC300LC-7, 13' arm, a/c,  
3,300 hrs. . . . . \$172,000

S/N	Year	Hours	Price	Manufacturer/Model	S/N	Year	Hours	Price
				<b>PAVERS</b>				
46673	1996	2,517	\$37,250	BLAW-KNOX PF200, Rubber-tire paver	20012	1992		\$12,750
75968	1999	4,278	\$32,500	LEEBOY 8500T, automatics (grade), 2 steering bxs, 8-15 Legend	42910	2005	1,485	\$53,500
A2252	1990	6,177	\$27,500	LEEBOY 8500T, High deck, elec steer	41282HD	2004	1,200	\$55,000
85647	1997	4,160	\$28,500	LEEBOY 8500HD, High deck, elec steering	1966HD	2000	3,500	\$39,500
B20971	1998	3,543	\$59,500	LEEBOY L8500T, 8'-15' screed	2445LD	2001	1,860	\$39,500
B20530	1997	4,264	\$45,000	LEEBOY L8500T, High deck, manual steering	2773HD	2002	2,596	\$54,500
B21227	1999	5,111	\$66,500	LEEBOY 8500, Low deck, manual steering	2446LD	2001	2,098	\$52,500
B1636	2001	2,536	\$101,750					
B1705	2001	4,673	\$114,750					
62711	1999	5,242	\$83,500	<b>FORKLIFTS</b>				
62266	1998	5,830	\$78,500	TEREX SS636, Cab, tires 10-20%	981286	2000	1830	\$27,500
61750	1997	9,780	P.O.R.	LULL 644E,	19157	2003		\$53,500
60414	1993	10,265	\$75,500	LULL 944E-42, Cab, tires 40%	18789	2003	3128	\$55,000
801657	1994	2,718	\$35,000	LULL 844C-42, Cab, 75% tires	01w21p22-3580	2001	5500	\$44,500
	2000		\$14,000	LULL 644B-37, OROPS, new tires, carr tilt	99v241w21-1483	1999	2300	\$32,500
				LULL 1044C-54, OROPS	00AB21P19-700	2000	4069	\$77,500
171169	2000	583	\$26,500	LULL 944E-42, OROPS	18783	2003	2006	\$73,500
5826-SAC	1994	165+	\$15,500	LULL 844C-42,	221430	1998	4890	\$46,000
161903	2000	1,353	\$42,500	PETTIBONE 6044, OROPS, carriage tilt, mech quick tach	6044-111	2000	2685	\$30,000
142555	1995		\$34,500	GRADALL G6-42P, Cab, very clean unit	16001956	2003	1847	\$63,900
SD6255183408	2005	232	\$82,500	TEREX SS842, OROPS	981222	1998	2912	\$45,500
173005	2002	1,124	\$67,500	TEREX SS842, OROPS	981014	1998	3388	\$43,500
147032	1996	2,088	\$37,500	MASSEY FERGESSEN 6500, All-terrain, str. mast, 6,500 lbs. @14'	2026600422	1976	332	\$15,500
149617	1997	3,838	\$49,500	PETTIBONE B-68, 33' lift, 5,000 lbs. cap, mini mast	5-367	1982	5107	\$13,500
DD6253173998	2003	1,559	\$73,500					
6250159629	2006	8	\$91,500					
SD6258154051	1998	1,876	\$79,500	<b>SKID LOADERS</b>				
156471	1999	3,419	\$57,500	KOMATSU SK1020-5, OROPS, hi-flow, non-turbo	F00116	2004	783	\$23,750
				KOMATSU SK1020-5, OROPS, hi-flow, non-turbo	F00114	2004	825	\$23,750
HA940139	1999	1,639	\$29,500	TASKMASTER Ramrod, Stand-on skid loader	4115142	2004	11	\$15,000
A70167	1998	3,373	\$77,500	CATERPILLAR 246, OROPS, new tires, skid loader	5S207011	2003	1840	\$19,500
A30224	1997	8,355	\$65,000	BOBCAT 763, OROPS	512238880	1999	1667	\$15,000
A31550	2001	4,195	\$102,750	CASE 40XT, Cab, no door, new tires	JAF0345915	2002	888	\$19,000
H30144	1998	5,489	\$89,500					
A36147	2003	7,684	\$197,750					
A36048	2002	6,845	\$157,500	<b>MISCELLANEOUS</b>				
A37021	2003	8,384	\$165,000	NEW HOLLAND 575B, Std. hoe, cab, heat, tires 50%	PE768962	1998	5,928	\$26,500
A71015	2001	9,828	\$157,500	GALION 160, cab, 14' moldboard, hyd, controls	160-c-01218	1960	6,139	\$8,950
A71059	2002	10,183	\$158,500	RAYGO Razor 350, Cab, new tires, 8' board	72b0170d	1981	2,581	\$16,000
A10419	1993	18,285	\$68,000	POTAIN HD40A, 8,818-lb. cap, 75' hook height, 114' radius	86241	2000		P.O.R.
A10427	1993	20,122	\$68,000	PIONEER 5x12, Triple-deck screen				\$17,500
AXC00448	2002	8,619	\$122,500	WALTECH 20/40, 20" wide, 40' long, 5-hp elec mtr, towable	RS065	2004		\$9,850
7HK00086	1994	24,187	\$220,000	ONAN 625KW, 40' trailer, switch gear installed	n/a		1,034	\$77,500
911250	1973	n/a	\$11,750	FELLING (Michigan) ET7000, 500-gallon fuel trailer	1F9FS12244107735	1997		\$2,950
27MC-02024	1968	2,402	\$7,500	DETROIT 400KW, Standby power genset on skid, 300-gal fuel	J990013362	1999	31	\$53,900
				DETROIT 300KW, 480/277 volt, 3 phase, 4 wire, 60 hertz	1D1972-1	1987		\$37,500
				TOWMASTER T20LP, Tag trailer, 35" deck hgt, used 1 season, 25MGVW	163130	2004		\$10,500
				LOAD KING 2027-0-3, Triple-axle (single-tired) belly-dump trailer	15449	1988		\$10,500
				TIMBERJACK 608, Log Max 650 head, new Cummins, new u/c	969015	1996	14,145	\$72,500
				FABTEK FT153H, Harvester, 4-roller FABTEK head	153-49-2951700	2000	8,386	\$129,500
				DEERE 643	800036	1994		\$49,500

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