



2007 NO. 3, AUGUST

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

Featured in this issue:

THEMESCAPES, INC.

St. Paul company creates themes for a variety of customers throughout the U.S.

See article inside...



Hai Tieu,
Controller/Project
Manager

KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II



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Dear Equipment User:

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That's the case for Komatsu, where a leading business-ranking organization recently named Komatsu as the top Japanese company, winning out over such perennial corporate powerhouses as Canon and Toyota.

The *Nihon Keizai Shimbun*, Japan's leading economic and business daily newspaper, published by Nikkei Inc., annually evaluates top Japanese companies based on overall corporate excellence. The evaluation takes into account earnings and growth potential; flexibility and social responsibility; research and development; and youthfulness.

Komatsu's growth capability was given particularly high marks in the evaluation as was its global competitiveness and willingness to change its business structure for long-term success. The fact that Komatsu invests heavily in research and development keeps it on the cutting edge of the industry and is another strong factor in its success.

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Mike Sill II
President and CEO



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Mike Sill II,
President/CEO

IN THIS ISSUE

THEMESCAPES, INC.

Read about this unusual concrete services company that creates unique themed concepts throughout the U.S.

GUEST OPINION

Allen Schaeffer, Executive Director of the Diesel Technology Forum, comments on the new low-sulfur fuel now being produced for off-road vehicle use and its impact on the construction industry.

MANAGING YOUR BUSINESS

With the pool of available construction workers rapidly drying up, the construction industry will need to do more to recruit and retain talented workers.

NEW PRODUCTS

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

UTILITY NEWS

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

MORE NEW PRODUCTS

If you're looking for a tight-tail-swing excavator that offers increased production capability, the new Komatsu PC138USLC-8 has got what you need.

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A SALUTE TO AN RMS CUSTOMER

THEMESCAPES, INC.

St. Paul company creates themes for a variety of customers throughout the U.S.



Hai Tieu,
Controller/Project
Manager

Walk through an amusement park in the United States and you're likely to see mountains, statutes of wild animals or other hardscape sculptures that represent natural settings and the creatures that inhabit them. Chances are those realistic settings were designed by St. Paul-based Themescapes, Inc.

Experienced since 1971 as a concrete services leader, Themescapes' owners have developed Themescapes into one of the country's premier artistic concrete businesses, specializing in offering clients customized works that are not only realistic, but functional.

"We still do a variety of concrete work, but in a different vein," said Controller Hai Tieu, who also serves as a part-time Project Manager. He's part of a management team that includes President Peter Nasvik and his sons, Director of Operations Ole Nasvik and Director of Product Distribution Kaarl Nasvik. Peter Gunnarson is Director of Art & Design and Michael Carlson is Lead Drafter/CAD Designer and Project Manager.

Themescapes' specialties include making a variety of rock-like structures such as these, which are part of the Moose Mountain Golf project in the Mall of America.



"Since 1997, our emphasis has been specialty concrete work that involves themed concepts, such as replicating nature," Tieu explained.

The concepts are varied and include everything from tropical scenes with volcanoes and jungle settings to sculptures of polar bears on an ice field and dinosaurs. Themescapes designs can not only be seen in amusement and water parks, but hotels, casinos, restaurants, zoos and museums.

No two jobs the same

"Just about anything someone can dream up, we can do," claimed Tieu. "Most of our work comes from customers who have an idea in mind, but don't know how to make it come to life. They give us some basic information, such as what theme they want, the size of the location and a budget. We work with them to either put together a full design or to tweak something they already have. We'll do whatever it takes to suit their needs.

"There really is no limit to what we can produce, and that's one of the benefits of working for the company," he added. "The work is never the same. Occasionally, we'll get similar ideas, but there are differences in each one that make them unique. We never do the same thing twice."

But Themescapes often works for repeat customers, such as the Rain Forest Café restaurants around the country, or clients with similar interests such as Mystic Lake Casino near Minneapolis and Treasure Island Casino in Las Vegas. They've also worked with Six Flags theme parks, and have done numerous projects in the amusement area inside the Mall of America.

"Millions of people have seen our work," said Tieu. "When you think about it, that's quite an accomplishment, but at the same time

it's a responsibility. Realizing that many people are going to see your work means we have to be very conscientious and detail-oriented so that it looks as authentic as possible. We don't want it to have a negative impact."

List of services grows

To ensure the look is realistic, Themescapes employs 40-plus full-time craftsmen, painters, installers, artists and designers. During its peak season in spring and summer, the payroll doubles, with much of the work hired locally in whatever location Themescapes happens to be working one of the six to eight jobs it has going at any one time.

"We make our concrete simulated-rock panels here in St. Paul, then ship them to the location where we're working; we buy the rest of the materials and hire labor at the local level," Tieu explained. "We can do jobs on a fast turnaround, meaning a few days notice to a couple weeks, but that's rare. Typically, we have about three months from the time a design is brought to us until we are on site and ready to build. That gives us plenty of time to make all the necessary preparations. For instance, to make a realistic-looking rock face, we'll go out to a quarry or hillside and make a mold from it. Then our artists will turn that into a final product. It's an extensive process."

Themescapes' major emphasis remains in concrete works of art, but the company has expanded to include building components of a theme from other materials as well. Tieu said adding new services was in response to customer requests.

"They want more of a one-stop shop," noted Tieu. "Customers would often ask for fiberglass props on top of a hill or a cabin built in the middle of a mountain setting. Those extra features tend to be life-size, so it became necessary to hire carpenters and lathers. We're involved in nearly all construction trades to some extent, including painting murals."

Potain crane saves time

That was evident on Themescapes' recent project in the Mall of America, where the

Continued . . .



Themescapes used this Potain Igo MA13 electric crane to move materials in and out of The Moose Mountain Golf project in the Mall of America. "It saved us about 40 percent in terms of time spent on labor to get materials to the third floor and bring the demolition debris down," said Controller/Project Manager Hai Tieu.



Moving the Potain Igo MA13 crane into place meant maneuvering it through tight corridors. "Its size was perfect because we couldn't get a larger crane in the mall," said Controller/Project Manager Hai Tieu. "At the same time, it had excellent lifting capacity."

Rental crane was answer to special need

... continued

company worked extensively on the new Moose Mountain Adventure Golf course. It's located on the third floor of the mall in what used to be a dinosaur exhibit. Tieu and his crew can look out across the center courtyard and see a good deal of Themescapes' previous handiwork.

"We helped with the look of the Camp Snoopy ride and some of the other parts of that play area," Tieu pointed out. "It's nice to see one of our previous jobs, and at the same time, know we're part of new progress in there as well."

The new project involved making props for the 18-hole golf course, as well as pouring cement ramps, building rooms and hanging additional props the company had made through subcontractors. Themescapes worked closely with mall security to set up scheduling so that most work could be done at night to avoid excess noise and potential hazards to shoppers.

Getting materials to the third floor was a challenge in the beginning, but Themescapes alleviated the problem by renting a Potain Igo MA13 electric crane from RMS Rentals, with the help of Territory Manager Tim Rients. It features 3,968 pounds of lifting capacity with more than 72 feet of operating hook radius, while fitting into about the same space as a full-size car.

RMS Rentals Territory Manager Tim Rients (left) worked with Themescapes Controller/Project Manager Hai Tieu on renting the Potain Igo MA13 crane. "Tim and the staff at RMS Rentals were very thorough in making sure our needs were met," said Tieu.



"It saved us about 40 percent in terms of time spent on labor to get materials to the third floor and bring the demolition debris down," Tieu noted. "Before, we had to move small quantities with carts through service elevators, then our guys would have to load and wheel them outside the building. With the crane, we could load a large dumpster and bring it down in larger quantities, and the dumpster could be driven out. Getting materials to the third floor meant just rigging them and lifting with the crane."

The crane benefited Themescapes in many ways, according to Tieu. "Its size was perfect because we couldn't get a larger crane in the mall, but at the same time it had excellent lifting capacity. There isn't much time spent in setting it up or tearing it down, so we were able to use it right away, which saved us money. We also saved on fuel. The mall wouldn't let us bring in a crane that used fuel. Because the Igo is electric, we direct-wired it.

"It was easy to use too," he added. "We parked it on the bottom floor, so running it by wireless remote was an advantage. A workman on the third floor could see the exact spot where he needed to maneuver the load. I can definitely see a use for it on many of our projects."

Tieu was also impressed with RMS Rentals' help in getting set up. "Tim and the staff at RMS Rentals were very thorough in making sure our needs were met. They came and measured the area to make sure it would fit. Once that was determined, they delivered it to us at night and helped us set it up. A crane technician showed us how to use it, and within a few hours we were up and running."

Keeping the personal touch

There is no shortage of projects to keep Themescapes running for a long time to come. While working on the Moose Mountain project, Tieu said the company was contacted about doing another project in the mall to start soon.

"They just keep coming," he said. "We've certainly got our hands full now, but we're not looking to expand rapidly with more than what we can manage and produce quality results. That's been the hallmark of the company, and a big reason why Themescapes has grown to this point." ■

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CLEANER DIESEL

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

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

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

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

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

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

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

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

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



Allen Schaeffer,
Executive Director,
Diesel Technology
Forum

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



SOLVING THE LABOR SHORTAGE

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

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

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

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

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

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

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

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



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

Contractors feel the pinch

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

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

Contractors like Redding have felt the pinch first hand.

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

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

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



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

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

Changing perceptions of the industry

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

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

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

Continued . . .

Extra effort needed to recruit, retain workers

... continued

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

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

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

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

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

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

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

A hopeful trend

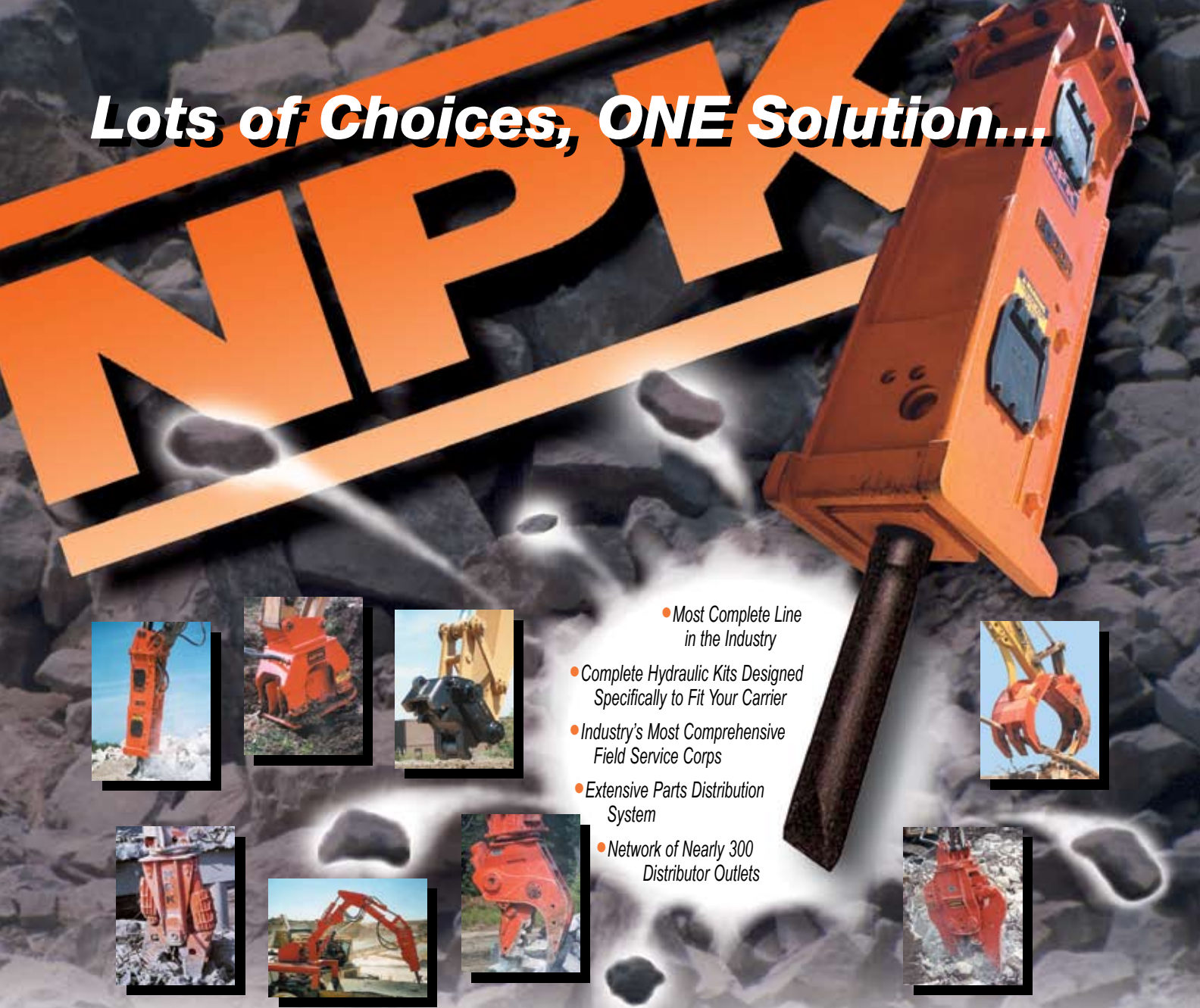
Whyte said NCCER's curriculum sales have increased from about \$1 million in 1993 to more than \$13 million last year. It's a trend he hopes continues, as it means more prospects for employment in the construction trades.

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

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



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NEW PRODUCTS

NEW DOZERS

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

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

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

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

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

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

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

Lower cost per yard

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

Continued . . .

Brief Specs on Komatsu D51 Dozers

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

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



New D51 models have plenty to offer

... continued

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

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

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

More durable with easier service

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

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

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

Operator comfort enhanced

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

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

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





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UTILITY NEWS

HIDDEN VALUE

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

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

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

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

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

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

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

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

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

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

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

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

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

Brief Specs on Komatsu Skid Steer Loaders

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



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

MORE NEW PRODUCTS

PC138USLC-8

New tight-tail-swing excavator offers increased production capability



Trenton Glore,
Komatsu Hydraulic
Excavators Marketing
Manager

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

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

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

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

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

Larger, quieter cab

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

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

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

Brief Specs on the Komatsu PC138USLC-8

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

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



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THE KOMTRAX TEAM

Helping you get the most out of your equipment is a group effort at Komatsu

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

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

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

In Rolling Meadows, Komatsu has a dedicated KOMTRAX room with electronic maps that track each and every KOMTRAX-installed machine in the country. Komatsu also has a team of individuals there who monitor and take action on the information that's provided.

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

Less downtime and lower costs

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

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

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

For more information on how KOMTRAX can work for you, contact our service department today.

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



AT YOUR SERVICE

TECHNICIAN CONTEST

Top Komatsu distributor technicians test their skills at annual competition



**Wade Archer,
Komatsu's ATC
Director**

At the Komatsu Advanced Technic Contest (ATC), technicians had one hour to troubleshoot equipment under the watchful eye of Komatsu judges. Scoring criteria included how well contestants used their manuals and diagnostic tools to fix preset problems.

Top Komatsu distributor technicians from across the nation competed for pride — and prize money — in the Komatsu Advanced Technic Contest (ATC) April 23-26 at the Komatsu Training Center in Cartersville, Ga.

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

The ATC features five different pieces of recently introduced Komatsu equipment. This year's event consisted of troubleshooting a WA600-6 wheel loader, a D155AX-6 dozer, an HM400-2 articulated truck, a PC200LC-8 excavator and a CK30 compact track loader. Cash prizes in each category were \$4,000 for a first-place finish, \$3,000 for a second-place finish and \$2,000 for third. Fourth-place finishers were awarded a trophy.

"The prize money is a nice benefit, but these are highly competitive guys who want to be judged as the best among their peers," said ATC Director Wade Archer. "That alone is a huge incentive."

This year's ATC produced the largest field of participants in the history of the competition with 45 technicians from 15 Komatsu distributors across the country. To participate in the ATC, many of the technicians had to win an internal competition within their own distributorship.

Benefiting customers

While the competitive atmosphere of the ATC presents a different environment than what technicians encounter in the field, Archer said the knowledge and experience gained from competing against their peers help technicians polish their skills and better serve their customers.

"This whole experience is a training tool," Archer noted. "We bring the guys in and give them a chance to show us what they can do. They're gaining experience trying to diagnose and correct problems that they will encounter with their customers. I guarantee this will help make them even better at what they do and more able to address their customers' needs." ■



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KOMATSU & YOU

MINIMIZING DOWNTIME

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

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

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

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

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

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

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

Continued . . .



Frank Pagura,
VP, Parts



Mike Tajima,
VP, Service

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

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

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

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

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

KOMTRAX is central to Customer Support System

... continued

long time. We're definitely committed to having not only all the new machine parts that our customers need to keep their equipment up and running, but also all the parts they might need for the older machines they have in their fleet.

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

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

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

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

With CSS, we're able to streamline the process and cut out the waste. Now, a technician knows in advance what problem he's going out to work on. With that information, he not only spends less time troubleshooting and diagnosing, but

he's able to take with him the parts and tools he's going to need to make the repair on the first trip. It's much more efficient. The end result is the customer is back up and operating sooner, and often, the repair cost is less.

QUESTION: How does CSS accomplish that?

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

The time and money savings for the equipment owner is substantial. Sometimes, CSS will even identify an issue before a machine goes down. This repair-before-failure scenario is ideal.

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

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

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

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

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

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



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



INDUSTRY NEWS

Fuels tax increase proposed to meet highway funding shortfall

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

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

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

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



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PALADIN HEAVY CONSTRUCTION

A man with a beard and safety glasses, wearing a blue Reman polo shirt and a tan cap with the Reman logo, is working on a machine. He is holding a tool that is being used by a robotic arm. The background is a blurred industrial setting.

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PRODUCT SUPPORT

IMPROVING CUSTOMER SERVICE

RMS working hard to implement new computer-based information system to benefit customers

Road Machinery & Supplies COO Dave Johnson believes a dealer/customer relationship involves more than a sale of machinery. It means having good communication between both parties when it comes to service, parts and other aspects of customer satisfaction. With that in mind, he and the rest of the RMS team are implementing a new computer-based information system that will allow customers immediate feedback to a wide range of questions about their equipment.

"Customers don't want to wait for an answer," said Johnson. "If they have a question, whether it's about a parts order, service call or an invoice, it's important to take care of them quickly. Our new computer system will give customers real-time access to virtually any information they need regarding their equipment, whether or not it's something we sell."

The system — known as PFW Intellidealer — will give the customer access to a wealth of past and future information, including: parts orders; service history; invoices for parts, service, rental and equipment purchases; machine serial numbers on all equipment purchased from RMS; and direct service scheduling, parts ordering, and parts tracking. Once the system is operational, customers will sign on to RMS' PFW system through an ID and password.

"The system provides information from quite a ways back, in some cases, years," said General Parts and Services Manager Mike Mencil. "It provides a lot of detail as well. For instance, when service work is performed, the invoice will be broken down in segments, so the owner can see each component that was worked on individually. He'll be able to see the parts and labor on a bucket repair separate from the engine work, if they were done on the same service call."

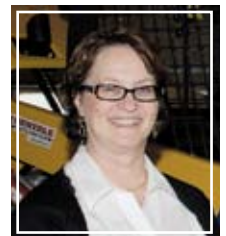
"In addition, the PFW system allows for better communication between departments," added Administrative Services Manager Elizabeth Kragthorpe. "In the past, each department had separate records, and when customers called in, they might have to go through several people to get their questions answered. With the PFW system, all their information is in one place, so our employees have the ability to take care of our customers more quickly and efficiently."

Ready in the near future

RMS has already begun implementing the system and inputting information. That information will be available in the near future.

"We want it to be fully operational before customers use it because when they do, it's going to be of tremendous benefit to them," said Johnson. "That's why we chose PFW; we knew it was the best way to give our customers more information to help them better track and take care of their equipment." ■

When fully operational, the new computer-based system will allow customers access to their machines' history and any future parts and service needs. Customers will also be able to schedule services and order parts, as well as check detailed invoices and other critical information.



Elizabeth Kragthorpe,
Administrative Service
Manager



Mike Mencil,
General Parts and
Services Manager



DISTRIBUTOR CERTIFIED

MORE VALUE IN USED EQUIPMENT

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



Lee Haak,
Komatsu ReMarketing
Director



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

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

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

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

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

No communication fees

Most manufacturers now offer some type of Web-based monitoring system similar to KOMTRAX, but Komatsu is the only one installing it free at the factory as standard equipment. With other brands it's an option that can be installed, for a price, at the buyer's request. Equally significant, there are currently no KOMTRAX communication fees, whereas other manufacturers charge a monthly service fee for communication.

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





KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



*If it can be measured,
we measure it!*

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

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 and click on "used equipment."



USED EQUIPMENT

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'04 KOMATSU PC160LC-7KA, 9'6" arm, JRB QC, 48" flat sand \$105,000



'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 PC27R8, Ditch Witch model mx27 w/ blade	3123A	2003	787	\$27,750
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	\$52,500
KOMATSU PC150LC-6K, 9'7" arm, 28" pads, 42" GP, U/C excellent	K30839	1999	3,049	\$69,000
KOMATSU PC160LC-7KA, 9'6" arm, JRB QC, 48" flat sand	K40392	2004	1,058	\$105,000
KOMATSU PC200-5, 9'7" arm, 31.5" pad, U/C 20%	47975	1989	6,306	\$20,000
KOMATSU PC200LC-6, GP bkt, 40% U/C	A82138	1996	13,000	\$42,500
KOMATSU PC200LC-7, A/C, 9'6" arm, U/C 60% remain	201030	2002	2,939	\$93,500
KOMATSU PC220LC-5, 11'6" arm, gen set	A35861	1990	2,997	\$27,500
KOMATSU PC220LC-6, 10' arm, mech thumb, U/C 30%	A852063	2001	5,706	\$106,500
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	5,647	\$139,500
KOMATSU PC220LC-7, A/C, 10' arm, 30" bkt (off)	A86022	2002	6,189	\$118,750
KOMATSU PC250LC-6, 27.5" pads, aux hyd, new swing bearing	A80281	1996	10,000+	\$69,500
KOMATSU PC270LC-6LF, 60' Pierce Pacific long front, GP bkt	A85163	2002	1,529	\$205,750
KOMATSU PC300LC-6, New paint, 64' long front, no A/C	A80033	1996	12,272	\$140,500
KOMATSU PC300LC-6, A/C, QC, aux plumbing	A80612	1997	10,081	\$82,500
KOMATSU PC300LC-6, hyd genset, new TT, rebuilt eng 1-06, A/C, 50% U/C	A80572	1997	7,042	\$139,750
KOMATSU PC300LC-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	\$173,500
KOMATSU PC400LC-3, 13' arm, 33.5" pads, 30% U/C, Komatsu diesel	A12176	1988	19,358	\$34,750
KOMATSU PC400LC-6, New swing bearing, '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, GP bkt, 30% U/C	A80257	1997	8,928	\$109,500
KOMATSU PC400LC-6, A/C, 15'9" arm, U/C 60%	A80601	1998	6,725	\$108,500
KOMATSU PC400LC-6, 15'9" arm, new U/C, A/C works	A80536	1998	12,498	\$109,500
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, Excellent condition, 15'9" arm and sand bkt	A85161	2002	6,732	\$182,500
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 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
KOEHRING 6625-7, U/C good, GP bucket	66087	1991	10,000	\$20,000
SAMSUNG SE130LCM, 8' stick, 28" pads, U/C 50%	UATY0461	1993	5,310	\$23,500
CATERPILLAR 315L, Aux hyd, U/C 20%, no bucket	6YM0019	1994	12,904	\$37,500
EXCAVATOR ATTACHMENTS				
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 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, Cab, A/C, new 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 D155AX-5, A/C, triple ripper, 70% U/C
 KOMATSU D65PX-12, Cab, A/C, heat, new U/C, many new re
 DRESSER TD7H, OROPS
 CASE 1450B, OROPS, sweeps, brush rake, U/C 90%
 CATERPILLAR D3C, OROPS, sweeps, U/C 60%
 KOMATSU Ripper, Off of D65EX-12

COMPACTION

IR DD24,
 IR DD24, Asphalt roller
 IR SD40D, Smooth drum
 IR SD70D/F, 66" with shell kit
 IR SD77DX, 66" smooth drum, cab
 IR SD77FX TF, Sheepfoot
 IR DD110HF, Quality re-born and paint, 2,600 hrs on eng
 IR SD115D, Cab, A/C
 BOMAG BW142PDB-2, 56" padfoot, blade, tires 25%

WHEEL LOADERS

KOMATSU WA180-1, 2-cu.-yd. b.o.e. bkt, 90% tires
 KOMATSU WA250-3, QC, bkt and forks, fresh paint
 KOMATSU WA250-3PT, Tool carrier, QC, forks, bkt, A/C, 20.5
 KOMATSU WA270, Wheel loader
 KOMATSU WA320-3, 30% tires, 3.25-cu.-yd. b.o.e., A/C
 KOMATSU WA380-5, A/C, 4-cu.-yd. b.o.e., ride control
 KOMATSU WA420-3, New paint, bkt with teeth, tires 20%
 KOMATSU WA450-5, A/C 50% radials, Komatsu Scale/printe
 KOMATSU WA450-5, 5-cu.-yd. JRB bkt and QC
 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, A/C, joystick, scale, new tires
 KOMATSU WA500-3, 7 cu. yd., joystick, new tires
 KOMATSU WA600-1L, Cab, A/C, 12' b.o.e., Mich 40%
 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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hrs. \$82,500



'01 KOMATSU WA500-3, Cab, A/C,
joystick, scale. \$172,500



'02 KOMATSU WA380-5, A/C, ride control,
4-cu.-yd. bkt. \$129,500

S/N	Year	Hours	Price
46673	1996	2,517	\$37,250
A2252	1990	6,177	\$27,500
85647	1997	4,160	\$28,500
B20971	1998	3,543	\$59,500
B20530	1997	4,264	\$45,000
B21227	1999	5,111	\$66,500
B1636	2001	2,536	\$101,750
B1724	2001	5,917	\$103,500
B1705	2001	4,673	P.O.R.
62711	1999	5,242	\$83,500
62266	1998	5,830	\$78,500
61750	1997	9,780	\$65,500
70064	1999	6,300	\$167,500
60414	1993	10,265	\$75,500
P025772	1996	839	\$31,500
8383308	1987	8,900	\$17,000
SL02555	1997	4,894	\$29,500
	2000		\$14,000

171169	2000	583	\$26,500
5826-SAC	1994	165+	\$15,500
161903	2000	1,353	\$42,500
178563	2004	680	\$72,750
SD6255183408	2005	232	\$89,500
173005	2002	1,124	\$67,500
6250159629	2006	8	\$91,500
148502	1997	3,300	\$49,500
10241V	1997	3,002	\$19,500

A75654	1996	6,296	\$31,500
A70167	1998	3,373	\$77,500
A78237	2003	3,097	\$77,500
H21230	2001	2,635	\$63,750
A30224	1997	8,355	\$65,000
A31550	2001	4,195	\$102,750
A52078	2002	2,375	\$129,500
H30144	1998	5,489	\$89,500
A36147	2003	7,684	\$197,750
A36048	2002	6,845	\$157,500
A36049	2002	6,219	\$157,500
A37021	2003	8,384	\$157,500
A71015	2001	9,828	\$172,500
A71059	2002	10,183	\$173,500
A10419	1993	18,285	\$68,000
AXC00448	2002	8,619	\$137,500
7HK00086	1994	24,187	\$220,000
911250	1973		\$11,750
27MC-02024	1968	2,402	\$7,500

S/N	Year	Hours	Price
3659	2002	1,618	\$23,500
42910	2005	1,485	\$53,500
41282HD	2004	693	\$44,500
1966HD	2000	3,500	\$39,500
2773HD	2002	2,596	\$54,500
2446LD	2001	2,098	\$52,500
933004	1985		\$17,500

S/N	Year	Hours	Price
19157	2003		\$53,500
18789	2003	3,128	\$55,000
01W21P22-3580	2001	5,500	\$44,500
99V241W21-1483	1999	2,300	\$32,500
00AB21P19-700	2000	4,069	\$77,500
18783	2003	2,006	\$73,500
221430	1998	4,890	\$46,000
8W21P22-1139	1998	6,612	\$43,500
8W21P22-1147	1998	4,814	\$43,500
99W21P22-2349	1999	4,029	\$55,000
16001956	2003	1,847	\$63,900
981286	2000	1,830	\$27,500
981222	1998	2,912	\$45,500
981014	1998	3,388	\$43,500
981213	1998	1,785	\$42,500
2026600422	1976	332	\$15,500
571920	1994	4,866	\$19,500

S/N	Year	Hours	Price
F00559	2003	299	\$26,000
F00116	2004	783	\$23,750
F00114	2004	825	\$23,750
4115142	2004	11	\$15,000
5S207011	2003	1,840	\$19,500
512238880	1999	1,667	\$15,000
JAF0345915	2002	888	\$19,000

S/N	Year	Hours	Price
PE768962	1998	5,928	\$26,500
F10837	2000	3,594	\$29,500
160-C-01218	1960	6,139	\$8,950
72B0170D	1981	2,581	\$16,000
40V60512	2000	12,958	\$139,000
86241	2000		P.O.R.
39801	1975	7,898	\$37,500
			\$17,500
RS065	2004		\$9,850
		1,034	\$77,500
1F9FS122441077735	1997		\$2,950
J990013362	1999	31	\$53,900

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