

Featured in this issue:

NORTHERN METAL RECYCLING

Merger of four companies produces
enhanced processing
capabilities, better
customer service

See article inside...



KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II



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Dear Equipment User:

As we move toward the 2008 construction season there are a couple of good reasons to be optimistic, despite a challenging economy.

Transportation Funding

The Minnesota legislature this week overrode Governor Pawlenty's veto of a comprehensive transportation bill that generates an additional \$6.6 billion in revenue for transportation initiatives over ten years.

For the first time since 1988, Minnesotans can feel confident that road and bridge projects will have adequate funding available to move forward on a timely basis. I have personally invested a great deal of energy in this initiative over the past decade and it is especially satisfying to finally see our transportation needs addressed.

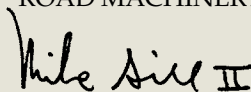
The Iowa legislature will be considering a bill to generate about \$130 million in annual fee income. It is expected to be a close vote, so stay close to your representatives this session and encourage their support.

Economic Stimulus Act

Many are unaware that Congress passed the Economic Stimulus Act of 2008 which reinstates the 50-percent first-year depreciation bonus on new equipment purchased this year. More specifics are provided in the article that follows later in this publication, but the last stimulus package in 2003 gave many customers the necessary impetus to invest in their business. Make sure to take advantage of this program if it fits your business needs.

When you have an opportunity, thank your legislators and industry associations for their support of these important initiatives. Best wishes to you for a healthy and safe construction season.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II
President and CEO



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Mike Sill II,
President/CEO

IN THIS ISSUE

NORTHERN METAL RECYCLING

Read how four metal-recycling companies joined forces to provide better service to customers.

ADDED VALUE

See why a purpose-built SENNEBOGEN 835 M material handler provides a production advantage for Northern Metal Recycling.

GUEST OPINION

Learn more about the Economic Stimulus Act, put into effect by Congress and the President to stimulate the U.S. economy.

INDUSTRY OUTLOOK

While industry forecasters differ in their outlook for the construction industry in 2008, the real story is what's happening in your local area.

NEW PRODUCTS

Find out how variable traction control gives Komatsu's small wheel loaders firmer footing in varying ground conditions.

CRUSHING PRODUCTS

Learn why Komatsu's new BR580JG-1 mobile jaw crusher offers greater production to crushing and recycling operations.

PRODUCT NEWS

Not sure whether a compact track or skid steer loader is best for your operation? This product overview and comparison chart provides the answers you need to get the right equipment.

Published by Construction Publications, Inc. for



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A SALUTE TO AN RMS CUSTOMER

NORTHERN METAL RECYCLING

Merger of four companies produces enhanced processing capabilities, better customer service



Andrew Staebell,
CEO

A little more than a year ago, the companies that make up what is now Northern Metal Recycling were all in competition with one another. Each was doing its own thing with the goal of recycling more material than the other. The four firms still remain in operation, but the competition to outdo each other has faded as they joined forces under one umbrella.

The four companies that comprise Northern Metal Recycling — American Iron & Steel Company, Great Western Recycling Industries, Phillips Recycling and Metals Reduction Company — all have a long history in the upper Midwest of taking in all types of metals and turning them into a product that is sold to such customers as steel mills. Combining the four companies gave Northern Metal Recycling 12 strategic locations from which to work and more resources for each yard to

add the necessary equipment and personnel to increase production.

“Each separate entity brought a certain niche, and by combining the forces of the four, we’re able to strengthen the business as a whole,” said CEO Andrew Staebell. “This was a really good move for all involved and brought together a wealth of experience in the recycling industry. It also gives each facility valuable resources that they might not otherwise have had or been able to obtain as an individual entity. Putting them all together has gone very smoothly, and they all complement each other very well. We’re very proud of how the individual leaders of each company have meshed together and made Northern Metal Recycling the strongest player in the region in terms of scope of facilities and ability.”

Northern Metal Recycling is split into three divisions: St. Paul, Minneapolis and Western, which includes locations outside of the Twin Cities. In Minnesota, Northern Metal has locations in both Twin Cities, St. Cloud, Glenwood, Wilmar and Starbuck. Additional locations in North Dakota include Bismarck and Milnor. Nearly all are served by railcar and the Twin Cities facilities are located along the Mississippi River. The company has two barge-loading facilities for quick and efficient movement of materials downriver. It also trucks materials between locations, has roll-off service and does off-site processing.

“Northern Metal services two types of customers: those who have material they want to sell to us, and customers who buy processed metal from us,” explained COO Jeff Kempin. “Those who bring us material vary from the individual who has a bag of aluminum cans to demolition contractors who have multiple



Jeff Kempin,
COO

Northern Metal Recycling uses several Komatsu excavators, including this PC300LC-7 equipped with a shear for cutting metal at the company’s St. Cloud facility.



loads of iron and steel. We also will go to customers' sites and process larger material they can't transport to us.

"On the other side of the spectrum are steel mills, foundries, smelting plants and primary aluminum plants, among others, that are buying what we process," he added. "Our goal is to satisfy both. We do that by making sure the product coming in gets a fair price and the product going out is of the highest quality and meets the customer's specification."

Changing perceptions

Northern Metal Recycling Western Division President Scott Helberg said the process of bringing material in, processing and sending it back out quickly for reuse is changing consumers' perspective of what the company does.

"For years, the common perception was that these businesses were a junkyard where people brought stuff and it never left," he said. "We're working hard to educate people about what we do and how it affects their everyday lives. Nearly 100 percent of what we bring in is processed and back on a truck, railcar or barge within days or weeks in most cases. Consumers are more than likely using something today that was recycled very recently. It's really a dynamic process."

The management team at Northern Metal Recycling credits a veteran staff for making the process go smoothly. When the four companies combined, they gave Northern Metal Recycling an employee roster of more than 250, some of whom have been in the metal-recycling industry a decade or more. In addition to Staebell, Kempin and Helberg, key individuals include St. Paul Division President Bob Kaplan, Starbuck Yard Site Manager Tonya Helberg and Western Division Operations Manager Adam Shea.

"There's a great depth of experience here, and that plays an important role in ensuring our customers' satisfaction," said Staebell. "They know how to sort and process the different types of metal to ensure it has the right properties our clients need. Also, because we're more of a service-based business than ever before, all our employees are like frontline



Operator Norman Bley moves a storage container with a Komatsu WA380-6 wheel loader. "That machine gives us a great deal of versatility because we can push piles and load with the bucket one minute and the next pick up bales or storage containers with the forks," said COO Jeff Kempin.



salespeople that help us assist customers. Our employees know that the most important thing we do is satisfying the customer and they work hard at it."

Durable equipment is essential

The metal-recycling industry demands hard work from machinery as well. For much of its equipment needs, Northern Metal Recycling turns to Komatsu wheel loaders and excavators equipped with shears, magnets and grapples.

"Each company had its own philosophy on equipment, and we're in the process of melding those together and gleaning the pieces together that fit," Staebell said. "One thing that was common among all of them was a positive experience with Komatsu excavators. Several of our yards have older models with a high number of hours on them and they continue to produce. Their durability is a real asset to us because we're in a business that can be very hard on machinery."

Kempin said that durability played a key role in Northern Metal Recycling's decision to buy two new Komatsu wheel loaders within the past year. Working closely with Road Machinery & Supplies Territory Sales Manager Lyle Knutson, Northern Metal purchased a WA380-6 and a WA450-6, and equipped the machines with quick couplers for fast changes from bucket to forks.

"Those machines give us a great deal of versatility because we can push piles and load with the bucket one minute and the next pick up bales or storage containers with the forks," said Kempin. "The operators like the power and smoothness and simplicity of the operation, and our maintenance personnel like



Scott Helberg,
President Western
Division



Adam Shea,
Operations
Manager Western
Division



Tonya Helberg,
Starbuck Yard
Site Manager

Continued . . .

New capabilities, locations add to growth

... continued

how quickly they can service the machines and get them back into production. They're very fuel-efficient as well, and with fuel prices climbing, it's good to have machines that will keep our costs down as much as possible. As we go forward, one of the things we're looking for is a more consistent fleet of equipment



Lorrie Brodie,
Maintenance
Manager



Steve Leider,
Assistant Yard
Supervisor



John Kolesar,
Operations
Superintendent



(L-R) Western Division President Scott Helberg, CEO Andrew Staebell and COO Jeff Kempin meet with Road Machinery & Supplies Territory Manager Lyle Knutson. "Service is a major factor in our equipment-buying decisions, and Lyle and the parts and service personnel at RMS have done a very good job for us," affirmed Helberg.



Yard Foreman Steve Valez dumps a pile of material with a Komatsu WA450-6 wheel loader. "It's the perfect machine for our applications," said Valez. "The lifting capacity is tremendous and the ride is unbelievable. We're definitely getting better production than before."



instead of a hodgepodge of brands. Certainly, Komatsu will play a big role."

Northern Metal Recycling appreciates the role Road Machinery & Supplies plays in keeping downtime to a minimum as well. "Our maintenance staff handles most items, but we occasionally call on RMS," said Western Division President Scott Helberg. "In our business, if a machine goes down, we need it fixed instantly so we can stay productive. RMS has responded very quickly anytime we've needed them. Service is another major factor in our equipment-buying decisions, and Lyle and the parts and service personnel at RMS have done a very good job for us."

State-of-the-art shredder coming soon

Northern Metal Recycling continues to take a long look at ways it can continue to do an excellent job for its customers as well. The company is looking for other potential locations and markets to serve and is adding to existing locations.

It's in the process of refurbishing part of its large Minneapolis location to house what will be one of the most environmentally advanced shredder facilities in the nation. The project includes remediating old soil and building a firm footing for the machine. The shredder will be completely enclosed by a custom-engineered containment building. The machine will sort the materials and conveyers will stack them.

"It's a very streamlined process, and with the enclosure, the noise won't go outside," said Kempin. "We have shredders at some of our other locations, but nothing this advanced. It's a huge investment, but the return for us and our customers will be outstanding."

It's just one part of the overall picture Northern Metal Recycling is putting together, according to Staebell.

"We're going to continue to grow our capabilities to buy, process and sell metal," he said. "To do that, we'll have to enhance what we do and continue to base our business on good customer service. Each separate company brought that to the table when they came together and it's what we'll do as Northern Metal Recycling going forward from here." ■



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NEW PRODUCTS

ADDED VALUE

SENNEBOGEN scrap handler ups productivity for Northern Metal Recycling

When Northern Metal Recycling combined the resources of four metal-recycling entities, the prospect of further growth was part of the plans. Part of that growth means ramping up production at all its facilities, including Glenwood, Minn., where a staff of four processes and loads out thousands of tons of material each month.

It's seen a considerable boost in material during the past half year, handling a wide variety of metals ranging from shavings to old railcars that have outlived their usefulness. Handling the load increase meant adding equipment, including a 94,500-pound SENNEBOGEN 835 M material handler purchased from Road Machinery & Supplies' Savage branch with the help of veteran Territory Sales Manager Lyle Knutson. Purchased about a year ago, its main function is moving massive amounts of material with a high-powered magnet.

The SENNEBOGEN 835 M features a working radius up to 62 feet, keeping the need to move it to a minimum. In addition, the operator can hydraulically elevate the roomy and comfortable cab to almost 20 feet for better visibility.

"It gives us versatility because we can use it to load, sort and move materials," said General Manager Ryan Robards of the 266-horsepower machine. "The advantage of the elevating cab is that I can see down into a trailer while loading a truck. With its long reach, I can position the machine at the back of the trailer, extend the boom out and work the entire trailer length. It's more efficient because the machine can remain in one position during the entire loading process, so there's no extra or wasted movement. I get a better view into the trailer and know where to place the magnet to pack material down for a more even load."

User-friendly operation means better production

Northern Metal Recycling thoroughly tested the SENNEBOGEN 835 M before deciding it was the right machine to meet its needs. "We demo'd it in several of our facilities and found it to be a very user-friendly machine," said Northern Metal Recycling COO Jeff Kempin. "It's a very simple machine to operate, which lends itself to better production."

"We also like that it's easily serviced with readily available components that we buy from RMS," he added. "Other machines we looked at had a lot of specialty parts that would have had to come from a long distance. That meant an increase in downtime, and we weren't willing to risk that. We've been very happy with the production it gives us and will certainly consider that when we're in the market for more scrap handlers." ■



Jeff Kempin,
Northern Metal
COO



Glenwood General Manager Ryan Robards loads a truck and sorts metal with a SENNEBOGEN 835 M. It has a working radius up to 62 feet, and the cab can be elevated to almost 20 feet for better visibility while loading trucks.



DEPRECIATION BONUS

Congress and the President have prescribed powerful medicine to stimulate the U.S. economy



Christian A. Klein

On February 13, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. The goal: encourage business purchasing.

Under the new law, companies that buy equipment (and other eligible property) in 2008 can depreciate an additional 50 percent of the cost in the year. To be eligible for bonus depreciation, the equipment must be new and

Christian A. Klein is Vice President of Government Affairs and Washington counsel for the Associated Equipment Distributors. More information about the new capital investment incentives is available at <http://www.depreciationbonus.org>. This article is provided for informational purposes only and is not tax or legal advice.

The Economic Stimulus Act provides for temporary bonus depreciation on new equipment purchases in 2008, helping trim tax bills in the short term.

placed in service before January 1, 2009. The depreciation bonus is elective (you do not have to use it) and applies for both regular and alternative minimum tax purposes.

The ESA also significantly boosts Sec. 179 expensing limits for 2008. Companies can now expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179 (but can still use the depreciation bonus.) Unlike the depreciation bonus, Sec. 179 expensing can be applied to both new and used equipment. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

Trimming this year's tax bill

By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term. But there is a catch: The more you depreciate now, the less you will be able to depreciate later. In other words, your tax bill in future years will be slightly higher because you have less to deduct.

If history is any guide, the temporary capital investment incentives will boost equipment purchasing in the months ahead as savvy companies take advantage of the law to buy newer, more efficient, and more environmentally friendly equipment. Check with your tax professional to learn about making Sec. 179 and the depreciation bonus work for you. ■



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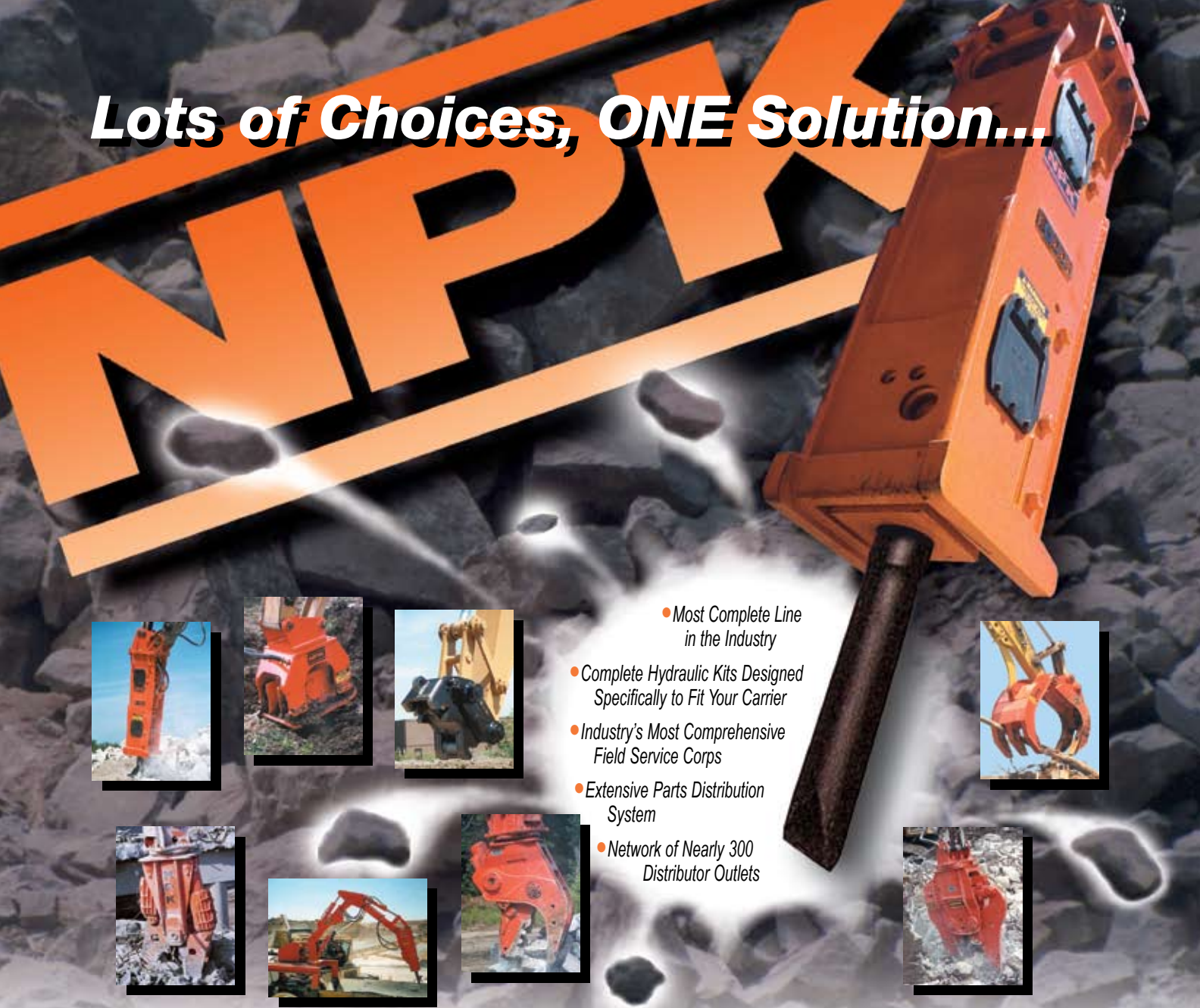
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INDUSTRY OUTLOOK

CONSTRUCTION SPENDING

Nationally, 2007 shows decline for first time in 14 years, but location tells the real story

It's said that "all politics are local." In this election year, the same could be said about the health of the construction economy. It's all local. Although every day seems to bring more news about the housing slump and how it's negatively impacting construction, the depth of the problem depends almost entirely upon your location, location, location.

While a few parts of the country are indeed in a downturn fueled by a sour housing market, other regions — primarily those that didn't experience the rapid rise and speculative buying that occurred in some of the hottest real estate markets in 2004, 2005 and 2006 — are still doing just fine. Perhaps not at the level of activity that occurred during the peak of the boom years, but houses are still being built in much of the country. And nonresidential construction, along with public construction, continued to show nice gains last year.

That said, 2007 did mark the end of a remarkable national run for construction. For 14 straight years, total construction spending grew each and every year — four times by double-digit numbers. The compounding cumulative effect of these increases means construction dollar volume was almost three times higher at the end of 2006 than it was in 1993. The final figures for 2007 weren't available at press time, but forecasters estimated that the decline would end up somewhere between 4 percent and 8 percent.

So what will 2008 bring? Here is what the leading forecasting firms are projecting.

A mixed bag of forecasts

According to Engineering News-Record (ENR), McGraw-Hill Construction, a leading forecasting firm of which ENR is a unit,

predicts the sharpest 2007 decline — down 8 percent — followed by another 2 percent decline in 2008.

McGraw-Hill blames the housing crisis almost exclusively for creating last year's drop, as well as this year's projected continuing slide. Nonetheless, McGraw-Hill Construction's Chief Economist Robert Murray refused to call it the end of the up cycle that began in 1991.

"If single-family housing is excluded, construction activity in 2007 registered a 3 percent gain, and (2008's) decline is ... very modest....," he was quoted as telling ENR. "The downside on the nonresidential building and public works side of the forecast is minimal."

Here's a quick review and outlook for 2008 from a variety of sources serving the construction industry.

Continued . . .

The housing slowdown has received a lot of national news attention, but the problem is most acute in just a handful of areas. In many parts of the country, houses are still being built and the National Association of Homebuilders expects "a modest recovery" to begin in the third quarter of this year.



Some sources hold optimistic forecast

... continued

According to ENR, the Portland Cement Association cites a continuing downturn in residential construction for its somewhat bearish assessment of 2008. PCA is forecasting a 3.9 percent drop in 2007 followed by a 3.7 percent decline in 2008. It has low expectations for a housing rebound this year, projecting an 8 percent drop in total residential construction in 2008, on top of a 17 percent residential slide in 2007.

At the other end of the spectrum are industry management consultant FMI Corp. and Reed Construction Data.

FMI Corp. is forecasting a less-than-5-percent decline in 2007, followed by a near 2 percent increase in total construction put-in-place in 2008. "We are probably on the optimistic side of the forecasting business but we don't see current events impacting the overall economy, which should continue to be strong," FMI Construction Economist Heather Jones told ENR.

FMI Corp. expects health care, public safety, education and power sectors to lead the way back, and forecasts only a 2 percent drop in total residential construction in 2008.

The Reed Construction Data forecast is even rosier, with a prediction that construction spending will be down only 1.7 percent in 2007 and will rebound with a 7.1 percent increase in 2008. According to Reed, the gains will be small early in the year, but will progressively increase. Reed notes however that there is a "larger-than-usual error range about this forecast since the forecast period includes a projected turnabout from decline to increase," and because housing start trends are "still somewhat fuzzy."

"Good growth in front of us"

As for those housing starts, the National Association of Homebuilders (NAHB) says the industry should bottom out in 2008 and "begin a modest recovery," starting in the third quarter. NAHB Chief Economist David Seiders cites a solid overall economy and jobs growth; core inflation remaining under control; an easing of the credit crunch in mortgage markets; and an improvement in the supply-demand equation as excess inventories are whittled down.

Underscoring the idea that housing is more of a local and regional problem than it is a national one, NAHB reports that a majority of markets (200 of 363) continue to experience "modest and sustainable" appreciation in house values, adding, "The fallout from irresponsible subprime ARM lending will *not* include deep, nationwide house price declines."

While acknowledging that there's been some national weakening in permit numbers, NAHB says many of the stronger markets in the country remain at or above preboom levels of production. The organization projects total housing starts in 2007 to register 1.363 million and expects that figure to fall to 1.2 million in 2008 before rebounding in 2009.

"By the end of 2009, we may be at a pace of 1.5 million units of new housing production," said Seiders. "Once we are out of the woods, we should see good growth in front of us, maybe 2 million per year." ■


Public construction, such as road building (right), and commercial construction (below) continued to show growth in 2007 with solid increases expected to continue this year as well.



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NEW PRODUCTS

NEW SMALL WHEEL LOADERS

Variable traction control system gives Dash-6 models firmer footing

Improving on what was already a good thing is never easy, but Mike Gidaspow, Komatsu Product Marketing Manager for Wheel Loaders, says Komatsu did it with the launch of its new Dash-6 models of the WA200, WA250 and WA320 wheel loaders. The main reason: they now offer the advantage of variable traction control.

Variable traction control allows operators to fine-tune the machine to match ground conditions. The traction control switch reduces the tractive effort of the machine when traveling at low speed. Combined with torque proportioning differentials, or optional limited-slip differentials, the variable traction control provides several benefits.

"The WA200, WA250 and WA320 have long been trusted, versatile machines in road work, utility, agricultural and a host of other applications," noted Gidaspow. "With the enhancements we've made, such as variable traction control and Tier 3 engines, users are going to find them to be even more effective and productive."

Each loader has three variable traction control modes (A, B and C) that offer different levels of traction control. The A mode allows for 75 percent tractive effort, B provides 65 percent and C offers approximately 55 percent.

"The previous models had only one level of traction control, which was basically on or off. With the new WA200-6, WA250-6 and WA320-6, users get three," noted Gidaspow, who added that parallel tool carrier versions will be coming very soon. "The variable traction control offers an advantage when operating on soft ground where the tires are apt to slip. It eliminates excessive bucket penetration and reduces tire slippage during stockpile loading to improve the work efficiency."

"Komatsu's hydrostatic loaders have always had a great deal of pushing power, and these are no different," Gidaspow added. "Usually, that's good, but sometimes it can be too much power. In those instances, the tires tend to spin, so the power isn't going to the ground. With the variable traction control, the operator can reduce the pushing power and the spin. Reducing tire slippage will extend tire life, and with tire prices climbing, that will make a big difference in the bottom line."

S-mode, Max. traction

An S-mode is also standard, and provides optimum driving force for operation on



Mike Gidaspow,
Product Marketing
Manager Wheel Loaders

Continued . . .

Brief Specs on Komatsu Dash-6 Wheel Loaders

Model	Net hp	Operating weight	Bucket Capacity	Breakout force
WA200-6	126 hp	23,160-23,457 lbs.	2.2-3.2 cu. yd.	18,298-23,038 lbs.
WA250-6	138 hp	25,441-25,904 lbs.	2.5-3.5 cu. yd.	24,250-30,535 lbs.
WA320-6	167 hp	31,590-32,070 lbs.	3.0-4.2 cu. yd.	24,870-33,380 lbs.

Komatsu's new small wheel loaders have variable traction control, which allows operators to fine-tune the machine to match ground conditions. Each loader has three variable traction control modes that offer different levels of traction control from 75 percent to 55 percent tractive effort.



New features offer efficiency, operator comfort

... continued

slippery road surfaces. "Many contractors also do snow removal in the winter, and the S-mode is well-suited for those conditions," said Gidaspow. "It changes the tractive effort curve to reduce slipping when traveling at a low speed."

A Max. traction switch is also standard and is located on the work equipment control lever, so it's easy for the operator to turn it on or off. When the traction control is on or S-mode is selected, pushing the Max. traction switch cancels the setting of the traction control temporarily and increases the tractive effort to full. Pushing the switch or changing from forward to reverse again automatically returns the tractive effort to its set value. That's useful for operations such as stockpile work, which requires temporary, large tractive effort.

Like Komatsu's other Dash-6 models (WA380 through WA480), the new WA200, WA250 and WA320 are powered by ecot3, Tier 3-compliant, turbocharged engines that reduce emissions without reducing power or fuel efficiency. Each model got a boost in horsepower and operating weight that helps increase tipping loads compared to its predecessor.

Also new is a hydraulically driven, auto-reversible fan. When the switch is in the automatic position, the fan intermittently revolves in reverse for two minutes every two

hours and can be easily reprogrammed for other cycles.

"The auto reverse fan works great in high-debris applications by keeping the radiator cleaner and reducing the amount of time the operator has to spend outside the machine cleaning it out," Gidaspow said. "It works automatically, but the operator can also manually reverse the fan if he feels it is necessary, depending on conditions."

An outstanding choice

Less time cleaning the radiator means more time in the cab, which is larger and more operator-friendly. Komatsu moved the air-conditioning system from the back to the front to allow more space for seat adjustment. An electronically controlled directional lever lets the operator change direction with the touch of a finger, without removing his hand from the steering wheel, which is on a tiltable steering column. A multifunction control lever, integrated with a forward and reverse switch, allows easy operation to reduce fatigue and increase controllability. An adjustable wrist rest is standard, as is a right-side control panel where the operator can control the speed range, maximum travel speed in first gear, tractive effort and reversible fan. Wide, pillarless, flat glass provides excellent front visibility.

The improved Equipment Management Monitoring System (EMMS) is mounted in front of the operator for easy viewing, so he can check gauges, warning lights and feature functions, such as action-code displays and replacement-time notices.

"Also standard is KOMTRAX, Komatsu's remote monitoring system which can send location and other valuable information about the machine to a secure Web site, where Komatsu and its distributors can track error codes and schedule maintenance," said Gidaspow. "Komatsu offers five years of free service, which is unprecedented in the industry. It's just another advantage that Komatsu offers on these new machines. Along with all the other features the WA200-6, WA250-6 and WA320-6 have to offer, they are outstanding choices for anyone who uses these size classes of wheel loaders." ■

Komatsu added its ecot3, Tier 3-compliant turbocharged engines to the new WA200-6, WA250-6 and WA320-6 wheel loaders for better fuel efficiency with lower emissions.



CRUSHING PRODUCTS

THE NEW BR580JG-1

Komatsu's mobile jaw crusher offers greater production to crushing and recycling operations

As more projects call for the recycling and reuse of existing materials, mobile crushers have become increasingly in demand. So has the need to crush more material faster, a task handled by Komatsu's new BR580JG-1, the largest in the Komatsu lineup of mobile crushers.

The BR580JG-1 (replacing the BR550JG) is powered by a fuel-efficient, water-cooled 345-horsepower Tier 3 engine that's suitable for a variety of applications, including quarry, demolition, and highway construction where old pavement is crushed to make base material. An electronically controlled common-rail fuel-injection system is EPA Tier 3-certified and provides low-noise operation that's fuel-efficient, powerful and productive.

"These are on-site crushers designed to save the customer hauling, fuel and dumping costs," said Mike Vigil, Product Manager, Mobile Crushers. "The savings are potentially enormous; therefore, this segment of the market is growing rapidly. Komatsu designed the BR580JG to help users be more productive and efficient in their operations, not only by producing significant tonnage per hour, but through ease of setup and maintenance. It's mobile, so it can be up and running in a matter of minutes and adjusted quickly and easily to switch among materials."

"A powerful tool"

A large-capacity hopper is accessible from three sides for material loading. Depending on the size of material needed, the new BR580JG-1 jaw crusher uses an automatic discharge system that makes it easy to change the opening of the discharge port with a simple one-touch operation. The opening is adjustable from 2.2 to 7.9 inches OSS (Operating Side Setting). Sprinkler nozzles are standard at the jaw entry,

discharge and main conveyer discharge to minimize dust.

Komatsu's BR580JG-1 has several special features, including the patented HydrauMind™ fully hydraulic drive system that delivers the right amount of oil through load-sensing and pressure-compensated valves, sensing overloads and automatically slowing the feeder down.

"We worked with crusher users to design the BR580JG-1 to not only be the largest in its size class, but to be the most efficient and cost-effective machine for their operations," said Vigil. "We believe this machine will be a powerful tool in the crushing and recycling industries and is a perfect complement for operations that want to add those services to their lists of capabilities." ■



Mike Vigil,
Product Manager,
Mobile Crushers

Brief Specs on Komatsu BR580JG-1

Net Hp	Operating Wt.
345	108,000 to 112,440 lbs.

Komatsu's new BR580JG-1 mobile jaw crusher is suitable for a variety of applications, including quarry, demolition and highway construction where old pavement is crushed to make base material.





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PRODUCT NEWS

WHEELS OR TRACKS?

What to consider before you buy a compact track or skid steer loader

In the last five years, the market demand for Compact Track Loaders (CTL) has more than doubled in size, speaking volumes for the capability and versatility of these rubber-track machines. Because of this surge in sales, many in our industry speculated that the track machines would completely replace rubber-tire skid steer loaders (SSL). After gaining experience with both types of machines, owners and manufacturers have learned that each machine (SSL or CTL) has its place.

The skid steer loader is very agile and quick, making tight and spin turns easily. It operates well on solid or relatively dry soils and on hard and abrasive surfaces. Tires are considered a maintenance item and can be economically and quickly replaced when worn.

Compact rubber-track loaders excel not only on dirt, but in less-than-ideal traction conditions. The CTL can work effectively in wet, muddy and soft soil or where wheels can't go. The key to their success is the added flotation provided by the large surface area of the tracks riding over the ground. The long and wide track surface also allows CTLs to work on slopes where a wheeled machine would tip.

Compact track loaders are not as well-suited as skid steer loaders to applications that require tight turns (spin turns) or on abrasive surfaces. Although they will work effectively on abrasive surfaces, track wear will accelerate and new tracks cost about four times more than new tires.

"The best suggestion we can make to prospective purchasers is to clearly understand the strengths of the SSL versus the CTL, and have a clear picture of the machine's intended work environment before deciding which machine will be best suited for those purposes," said Bob Beesley, Komatsu Product Manager. ■

Wheels or tracks?



Both compact track loaders (CTL) and rubber-tire skid steers (SSL) offer numerous advantages to help make your business efficient and productive. Use the chart below as a guide when consulting with your Komatsu sales professional about the purchase of a new or used CTL or SSL.

In Comparison

Komatsu Models	SK1020-5	CK30-1	SK1026-5	CK35-1
Machine Type	SSL	CTL	SSL	CTL
Rough Terrain		X		X
Poor Ground Conditions		X		X
Pavement	X		X	
Snow and Ice	X		X	
Materials Yard	X		X	
Hard Surface-Recycling	X		X	
Gradeability		X		X
Tight Turns-Spin Turns	X		X	
Flotation		X		X
Max Travel Speed	X		X	
Rated Operating Capacity/lbs.	2,000	2,485	2,650	2,755
Percent of Tipping Load	50	35	50	35
Tipping Load/lbs.	4,000	7,100	5,300	7,870

Brief Specs

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

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INDUSTRY EVENT

UTILITY EQUIPMENT EXPO UPDATE

Attendees get a chance to demo machines and see Komatsu's offerings at ICUEE

Getting a chance to see a wide variety of the latest in utility machinery is just one of the many advantages of attending the International Construction and Utility Equipment Exposition (ICUEE). Another is the ability to run some of the equipment and see how it compares side-by-side against the competition.

"This is really a unique opportunity for owners and operators to get in the seats and try machinery out; it's like no other equipment show," said John Facchinei, Director, Product Marketing of the Komatsu Utility Division. "If they like what they see, we have product managers on hand or they can go back and contact their local distributor to get more information. From our standpoint, it's a nice way for us to show the breadth of our product offerings in our utility lineup."

Komatsu's offering was one of the largest on display at the show, held in Louisville, Ky., featuring more than a dozen machines, including compact excavators, from the 1,960-pound PC09 to the 15,850-pound PC78US. Skid steers on display were the SK815 and SK1020, complemented by CK30 and CK35 compact track loaders. WB142-5, WB146-5 and WB146PS-5 backhoe loaders were available to run, as well as a WA100M wheel loader.

Unique features stand out

Product Manager for Compact Excavators David Caldwell listed some of the unique features of the excavators on display. "The PC35 and PC50 now have a four-way blade, which angles 25 degrees right and left and has up and down capabilities," Caldwell noted. "The biggest advantage is in backfilling. The operator doesn't have to reposition the

machine as often, so it speeds up operation. It will be available on future models as well. Also, the tilt-up canopy on the PC27 and PC35 have been simplified. Users can now remove two bolts instead of six and tilt up the operator's platform only. In the past, users had

Continued . . .



ICUEE attendees had the chance to try the latest in utility equipment, including Komatsu's PC35MR-2 excavator.

Komatsu's display area included a variety of machines such as compact track loaders, skid steer loaders, excavators and backhoe loaders.



John Facchinei,
Director, Product
Marketing,
Utility Division



David Caldwell,
Product Manager,
Compact Excavators



Jeff Aubrey,
Product Manager,
Backhoe Loaders

Komatsu utility machines attract interest

... continued

to tilt up the ROPS structure as well. Now they have full access to the hydraulic components, the swing motor and the backside of the engine where the alternator and starter are located."



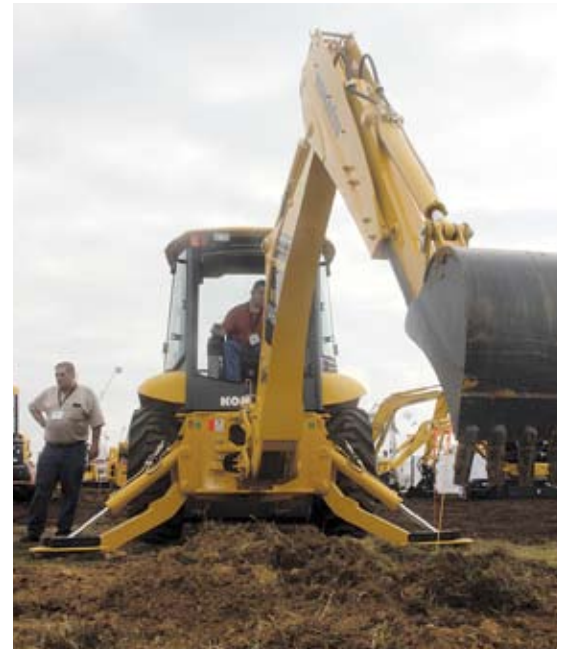
Following heavy rains, Komatsu product managers demonstrated the benefits of Komatsu's skid steer and compact track loaders by moving dirt in the display area.

David Caldwell, Product Manager for Compact Excavators, shows attendees some of the benefits of Komatsu excavators, such as the tilt-up canopy and four-way blade on the PC50MR-2.



The WB146PS-5 (the PS stands for Power Shift) backhoe loader was also a key member of the Komatsu display. "What makes this machine unique is that it uses the left lever to shift, rather than using a shifter in the floor, so the operator doesn't have to take his hand off the wheel to switch gears," said Jeff Aubrey, Product Manager, Backhoe Loaders. "With a powershift machine, the operator can put it in second gear and use a trigger button on the loader lever to control between first and second. He can put it in first gear to charge a pile, then immediately kick into second to quickly get back to the truck for loading. He's getting more done in less time."

Accomplishing more in less time is also an advantage of the ICUEE show. "This show allows users to see a large number of machines in a short time without going from dealership to dealership and taking a lot of valuable time to test equipment," said Facchinei. "We're here to help them see how Komatsu stands out from the competition and what we have to offer in terms of productive equipment and the service and support to back it up." ■



One of the benefits of ICUEE is the opportunity for attendees to demonstrate equipment, such as Komatsu's WB146-5 backhoe loader. Also available at the show was the WB146PS-5, which features power shift.

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KOMATSU & YOU

"A GREAT TIME TO BE PRESIDENT"

Komatsu America Corp.'s new President views current construction economy as an opportunity

QUESTION: You became President of Komatsu America Corp. in April of 2007. Is this a good time to be President of Komatsu America?

ANSWER: Clearly, it's a more challenging market than we've seen for the last three or four years, primarily because of the housing slowdown. Exactly how challenging remains to be seen. We're predicting that overall construction equipment sales in North America in 2008 will be decreasing from 2007. Due to substantial growth for Komatsu in Asia, in particular in China, that means North American sales will account for about 20 percent of Komatsu Ltd.'s total sales, whereas in recent years, it was about 30 percent.

That said, I think it's a great time to be President of Komatsu America. Any manufacturer can sell equipment when demand is booming. But in a somewhat tighter market, you need to be a cut above. I believe Komatsu and its distributors are a cut above, and our present economic environment presents an excellent opportunity to prove that to our customers.

QUESTION: In your opinion, what makes Komatsu "a cut above" its competition?

ANSWER: Quality and reliability are the keys to everything we do as a manufacturer. Our mission is to supply high-performance and high-quality products and services to our customers. We believe we have the most productive and most efficient machines in the world. Our effort now is to improve our customer relationships. Of course, we have always tried to work with our customers to meet their needs, but this is a renewed point-of-emphasis for us this year.

QUESTION: How do you go about improving relationships with customers?



**Hisashi "Jim" Shinozuka,
President/COO,
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.

In April 2007, Hisashi "Jim" Shinozuka was appointed President and Chief Operating Officer of Komatsu America Corp.

Born and raised in Osaka, Japan, Jim earned a law degree from Waseda University in Tokyo. Upon graduation in 1978, he joined Komatsu, starting in production control at the Oyama factory where Komatsu engines are made.

Since that initial job, Jim has held many positions, with numerous postings around the world, including stops in Mexico, Istanbul and Miami. Immediately prior to becoming President of Komatsu America, Jim served as General Manager, Americas and European Business Division at Komatsu Ltd. global headquarters in Tokyo.

Upon accepting the position of Komatsu America President, Jim and his wife, Hiroko, moved to Chicago, home to Komatsu's North American headquarters. The Shinozukas have two children, a married daughter and a son who's attending university in Japan.

"I'm pleased and excited to be a part of Komatsu America Corp.," said Jim. "Chairman Dave Grzelak and I work together as a team to set policy, implement strategy and to constantly monitor the construction equipment industry and our place in it. It's my job to see that Komatsu America is always moving in the right direction, and that we're taking the necessary steps that will allow us to best serve our employees, our distributors, and most of all, our customers."

Continued . . .

KOMTRAX gives Komatsu the industry edge

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ANSWER: We believe our KOMTRAX machine-monitoring system is tremendously beneficial for our customers and will go a long way toward cementing a relationship. The KOMTRAX system provides the customer with information, including location, service-meter readings and fuel efficiency reports. With the customer's approval, his Komatsu distributor also has access to the information and can use it to take care of basic maintenance services, track machine performance and offer advice regarding possible repairs or component replacements that will save money, lessen downtime and improve performance over the long term.

With KOMTRAX, Komatsu, our distributors and our customers are working together as

With the KOMTRAX machine-monitoring system, which is installed on virtually all Tier 3 Komatsu machines, contractors can track their equipment's performance from a laptop or office computer.



Komatsu America Corp. President Jim Shinozuka believes Komatsu's current product lineup is "the best it's ever been," and says the company's target is to have two-thirds of its products be "unique and unrivaled."



a team to improve machine performance, productivity and owning and operating costs. We see it as a win-win-win relationship that improves communication and benefits everybody.

QUESTION: Don't most manufacturers have a similar machine-monitoring system?

ANSWER: Many do offer such a system, but there are big differences between their systems and ours. For example, KOMTRAX is standard, factory-installed equipment on virtually all new Tier 3 machines. It's not just offered as an add-on from the dealer. That's because Komatsu doesn't view KOMTRAX as a commercial product to sell, but rather as a tool that enhances communications among the customer, distributor and Komatsu. As a result, Komatsu can offer a better fleet-management opportunity to our customers. With KOMTRAX, customers can expect higher productivity and lower cost per ton.

QUESTION: Other than KOMTRAX, what differentiates Komatsu equipment from the competition?

ANSWER: We commit substantial spending on research and development (R&D) to ensure that we remain an industry leader, in particular regarding technologies that make our machines more productive and more efficient. This R&D commitment enables us to continually release new and updated products.

We believe right now our product lineup is the best in our history and we also think it's the best available. Our target during the next year or two is to have two-thirds of our product lineup be clearly and demonstrably superior to any competitive machine. The Japanese word for such equipment is "Dantotsu," which means it's unique and unrivaled.

QUESTION: Komatsu sometimes refers to itself as a "total solution provider." What does that mean?

ANSWER: It means we cover all the bases for our customers. We offer all types of machines and all sizes, from the smallest to the largest. It means that, in conjunction with our distributors, we're able to provide the parts and service support to keep that equipment up and running. And most of all, it means we're committed to helping our customers succeed, in any way we can. ■



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PRODUCT SUPPORT

IMPROVING AVAILABILITY

Komatsu speeds parts orders with the completion of eight regional depots



Frank Pagura,
VP of North American
Parts Operations

Komatsu, long an industry leader in parts availability, further strengthened its commitment to keeping owners' downtime to a minimum with the completion of eight regional parts depots. Located throughout the United States and Canada, the depots are designed to expedite parts orders.

The newest depot recently opened in Savannah, Ga. It joins a list that includes Pittsburgh, Las Vegas, Minneapolis, Denver and Portland in the U.S., and Vancouver and Toronto in Canada. In addition, Komatsu has a master parts distribution center in Ripley, Tenn.

"These regional parts depots combine to significantly increase our available warehouse space and improve our overall parts availability," said Frank Pagura, Vice President, North American Parts Operations. "They're strategically located so we can deliver

parts to the distributor quickly and effectively. Our distributors already have a vast inventory of parts on hand, and these regional depots are one way to augment that."

The regional parts depots are part of a comprehensive three-tier approach to parts fulfillment:

- Komatsu will work closely with its distributors to monitor and improve local parts stocking and availability of "on-the-shelf inventory" at distributor locations. This will ensure Komatsu and its distributors optimize their "common parts" inventory to best meet customer needs.
- The eight regional parts depots add another layer of support to the parts network with dedicated and continuous nightly trucking routes between Komatsu's master parts distribution center, the regional parts depots and distributor locations.
- Komatsu has improved the customer service, technical assistance and response teams as well as increased the inventory levels and parts availability at its master parts distribution center. This facility has 584,000 square feet of inventory space, operates 24 hours a day Monday through Friday (7 a.m. to 3 p.m. on Saturday), with call-in service available during all other hours and holidays. Customers always have 24-hour access to parts books and ordering at Komatsu's parts Web site, www.epartscentral.com

"The regional parts depots are definitely a milestone, but it goes a lot deeper than that," said Pagura. "This is the culmination of planning and restructuring to improve and strengthen our total parts availability and distributor and customer support at all levels." ■

Komatsu regional parts depots, like this one in Las Vegas, are strategically located to deliver parts to the distributor quickly and effectively.





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Couple your Kmax teeth with one of five styles of Hensley excavator buckets (TL, GSK, HP, HPS and HPX) and you are ready to handle anything from dirt and clay to the toughest quarry applications. Your local Komatsu dealer can help you find the right tooth series and bucket needed for your application, so call today for more information.



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MANUFACTURING UPDATE

NEW PLANT

Hensley Industries' new foundry increases availability of ground-engaging tools for mining machines

Hensley Industries, part of Komatsu Ltd., officially inaugurated its new foundry in Dallas with a ribbon-cutting ceremony and tour of the facility last November. The new foundry will focus on ground-engaging tools for the mining industry and features a capacity of 1,300 tons of castings per month.

Ralph Huebner, Hensley's Executive Vice President for Sales and Marketing said there were two primary reasons the plant was needed. "Our products have gained worldwide acceptance, and with the explosion in the construction and mining industries in the past few years, this new foundry allows us to expand capacity and bring product to the market quickly."

With nearly 2,000 products, Hensley Industries has long been a leader in the manufacture of ground-engaging tools for earthmoving and mining equipment, including the KMAX tooth system, which features a reusable locking mechanism for quick installation and removal. Hensley also has an attachment division that produces such products as buckets.

"This plant sets up Hensley as a major supplier of mining castings for Komatsu, and offers consistent high-quality supplies with efficiencies for cost control to keep the plant viable for a long time," noted Paul Rudd, General Manager-Manufacturing for Hensley, who helped design the new foundry.

"We're very proud of what we accomplished. We set out to build a very modern facility that was environmentally friendly and an asset to our neighbors. We've done that by investing in such items as a dust-collection system and noise suppression. We also recycle nearly 100 percent of the waste products produced during the manufacturing process. It's truly state-of-the-art."

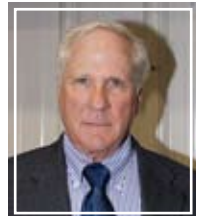
Kunio Noji, President of Komatsu Ltd., addressed the crowd and helped cut the ribbon, which was held by several local schoolchildren at the 40,000-square-foot facility. Komatsu America President Jim Shinozuka and Komatsu Ltd. President Customer Support Mamoru Hironaka also were among the more than 200 people attending the event.

During his address, Komatsu Ltd. President Noji noted the reasons for the company's investment in the plant. "There were three reasons we chose to partner with Hensley to promote the growth of our companies," Noji said, "First, the people of Dallas are friendly and warm. Second, the people working in the Hensley factory have a high level of skill. Finally, Hensley has the ability to quickly respond to customer requirements, including development and design work. It has a history of quality products and service." ■

Komatsu Ltd. President Kunio Noji (below right) spoke before the ribbon-cutting ceremony that officially inaugurated the new Hensley Industries foundry that makes ground-engaging tools for mining machines (upper left). Hensley General Manager-Manufacturing Paul Rudd (lower left) gives attendees a tour of the new facility.



Ralph Huebner,
Executive VP-Sales
and Marketing,
Hensley Industries



Paul Rudd,
General Manager-
Manufacturing,
Hensley Industries



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THE PEOPLE INSIDE

WILL ELAM

Savage service manager focused on details of customer satisfaction

When Will Elam joined Road Machinery & Supplies' Savage branch as Service Manager, he brought with him not only a wealth of experience, but an attention to detail that he believes is an asset to the position.

"If we don't take care of every aspect of the customer's needs, he won't come back," said Elam, who has been with RMS nearly a year and a half after spending almost 15 years in a similar capacity with another dealership. "From a service end, it means getting to know the customer, what kind of work he does, how he uses his equipment and what potential maintenance issues he may face. No two customers are the same, so it takes a lot of work to get to know each one."

Elam noted that RMS is committed to doing that, not only in the service department, but throughout the company.

"We're working together — sales representatives, service, parts, product support to figure out ways we can better help our customers be more productive and profitable and see less downtime," he said. "It's not just a commitment at this store, but all our locations are taking an aggressive approach to customer needs. We're working to streamline everything, so that all stores operate in a similar fashion. The stores are also cooperating with each other by helping each other with service calls, if necessary."

Reducing downtime

When service technicians make a field service call, they are better prepared than ever before with fully equipped service trucks and technology that's designed to speed up the repair process. Elam noted that technicians now carry laptops that help diagnose problems, as well as allow service

technicians to look up parts manuals and other information electronically.

"The technician doesn't have to worry about having the proper manual because it's either on the computer, or he can look it up through the manufacturer's Web site," Elam said.

"Any time savings we can offer the customer is a benefit. Having been in the construction business before becoming a service manager, I realize from a customer standpoint how important machine uptime is. I've always stressed that we have to have the customer moving again in minimal time."

A native of Illinois and lifelong resident of Illinois and Indiana, Elam said the move to Minnesota has been very good for him and his wife of 30 years, Kim. They have two grown children and two grandchildren.

"I really like to hunt, fish and snowmobile, so moving here gives me a great opportunity to do more of those things," he said. "That's just a bonus to making the move to RMS." ■

Savage Service Manager Will Elam said customer satisfaction is in the details. "If we don't take care of every aspect of the customer's needs, he won't come back."



DISTRIBUTOR CERTIFIED

QUALITY USED EQUIPMENT

Komatsu Distributor Certified used machines add value to this contractor's operations



When Rupert Lemons bought and began running Carson Construction in 1980, doing dirt work wasn't on his mind. The Phoenix-based business' sole focus was concrete construction, but it didn't take long for Lemons to add excavation work.

"We weren't satisfied with the quality of work we were getting from the people who were preparing the subgrade for us, so I decided we should do it ourselves," said Lemons, who serves as President of Carson Construction, while his wife, Kay, is Vice President. "In those early stages, we did smaller jobs, such as sidewalks and driveways for private residences,

apartments and commercial properties. Once we added the dirt work, our focus shifted to doing more large-scale municipal projects."

Carson Construction typically works as a general contractor that self performs everything on a job from mass excavation and building walls to paving and installing street lights. Like all contractors, Lemons looks for value in the equipment he uses to get the job done. That's why he has several Komatsu Distributor Certified used machines in his fleet. The Komatsu Distributor Certified pieces include three PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher he typically uses at his Ten X quarry site near Wickenburg, Ariz.

Carson Construction Owner and President Rupert Lemons has several Komatsu Distributor Certified used machines, including PC400LC-7 excavators, a WA380-5 wheel loader and a BR380JG mobile crusher. "They've performed exceptionally well — beyond our expectations. They're a great value," he said.



Carson Construction uses a Distributor Certified WA380-5 wheel loader in conjunction with its BR380JG mobile crusher at the Ten X quarry near Wickenburg, Ariz.



The right equipment decision

"Our first Distributor Certified machine was a PC400 excavator, which we used at the quarry to feed a crusher," Lemons noted. "It's a demanding application, but the machine never had a problem. That sold us on the value of the Distributor Certified machines and led us to buy the additional Komatsu pieces. I knew they had been inspected thoroughly and that they would have a good warranty. The low interest rates and financing through Komatsu Financial made them affordable.

"We've been proven right in our decision to buy the Komatsu Distributor Certified machines," he added. "They've performed exceptionally well — beyond our expectations. They're a great value. We do get into some rough conditions at the quarry and on some of our jobsites, but the excavators still have very good power to dig and they provide excellent cycle times. We expect that to be the case for some time to come. If we need additional equipment, Komatsu Distributor Certified used machines will be a first option for us." ■



KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

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*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

Ask for Brian or Steve for more information • (800) 888-9515 • (952) 895-9515



'06 KOMATSU PC160LC-7, 9'6" arm, 804 hrs.\$97,500



'97 KOMATSU PC300LC-6, A/C, 64' long front.\$139,500



'06 KOMATSU WA380-5, Ride control, 900 hrs.\$160,000



'05 KOMATSU WA600-3, Spade nose, 4,200 hrs.\$357,000

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 PC95, Cab, aux. hyd.	21D5006482	2001	3,877	\$49,500
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	2,818	\$79,750
KOMATSU PC150LC-6K, 9'6" arm, U/C 60%, new paint	K30791	1999	8,346	\$59,500
KOMATSU PC150LC-6K, 9'6" arm, U/C 60%	K32028	2000	9,118	\$61,500
KOMATSU PC160LC-7, 9'6" stick, mech. coupler, aux. hyd.	10096	2003	4,519	\$97,500
KOMATSU PC160LC-7, 9'6" arm	K40897	2006	804	\$97,500
KOMATSU PC200LC-6L, 9'6" arm, U/C 10% remain	A80456	1994	11,980	\$31,000
KOMATSU PC200LC-7L, JRB hyd cpl, hyd, thumb, U/C 60%	A86132	2002	5,143	\$102,500
KOMATSU PC200LC-7L, A/C, 9'6" arm, 1.5-cu.-yd GP, hyd., thumb	A86103	2002	3,771	\$95,000
KOMATSU PC200LC-7, A/C, 9'6" arm, 1.5-cu.-yd GP, hyd., thumb	A86062	2002	3,289	\$95,000
KOMATSU PC200LC-7, A/C, 9'6" arm, U/C 60% remain	201030	2002	3,279	\$93,500
KOMATSU PC200LC-7, A/C, 9'6" arm, GP bucket, U/C 80%, aux. hyd.	A86843	2004	2,500	\$119,500
KOMATSU PC200LC-7L, 9'7" arm, U/C 70%, JRB coupler	A87606	2006	1,696	\$128,500
KOMATSU PC200LC-7, A/C, 1.5-cu.-yd GP, U/C 80%	A87798	2006	1,337	\$118,900
KOMATSU PC220LC-5, 11'7" arm, U/C 20%	A70759	1993	19,900	\$27,500
KOMATSU PC220LC-6, 10' arm, mech. thumb, U/C 30%	A852063	2001	6,200	\$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	5,968	\$138,750
KOMATSU PC220LC-7, A/C, 10' arm, 30" bkt (off)	A86022	2002	6,287	\$118,750
KOMATSU PC228USLC-3, 31.5" pads, U/C 20%, 1.75-cu.-yd. sand bkt	20809	2001	6,096	\$87,500
KOMATSU PC270LC-6LF, 60' Pierce Pacific long front, GP bkt	A85163	2002	2,200	\$195,000
KOMATSU PC300LC-6, A/C, 64' long front	A80612	1997	10,081	\$139,500
KOMATSU PC300LC-6, hyd. genset, new TT, rebuilt eng., 1-06, A/C, 50% U/C	A80572	1997	7,399	\$139,750
KOMATSU PC300LC-6LC, 13'4" arm, plumbed, A/C, new paint	A80514	1997	12,225	\$93,500
KOMATSU PC300LC-6LE, 13'2" stick, U/C 50%, A/C	A83210	1999	7,850	\$75,000
KOMATSU PC300LC-6, New turbo, U/C 60%, gen set	A84458	2001	7,626	\$171,500
KOMATSU PC300LC-7, Plumbed, JRB QC, sand bkt	A85005	2002	6,069	\$173,500
KOMATSU PC300LC-7, A/C, sand bucket	A85551	2003	3,941	\$149,900
KOMATSU PC300LC-7	A85810	2004	4,856	\$167,500
KOMATSU PC400LC-6, New swing brng, '98 LaBounty MSD70R shear	A80056	1996	9,731	\$205,000
KOMATSU PC400LC-6, New paint, 58' demolition front	A80127	1996	9,968	\$126,500
KOMATSU PC400LC-6, GP bkt, 30% U/C	A80257	1997	9,326	\$109,500
KOMATSU PC400LC-6, A/C, 15'9" arm, U/C 60%	A80601	1998	6,812	\$108,500
KOMATSU PC400LC-6, 60' long front, new U/C, 60" ditch	A80536	1998	12,498	\$193,500
KOMATSU PC400LC-6, 13'2" stick, U/C 50%, A/C	32635	2002	6,619	\$159,500
KOMATSU PC400LC-6, A/C, 15'9" arm, no bkt	A85208	2002	4,553	\$207,900
KOMATSU PC400LC-6, 15'9" arm, sand bkt, 36" pads	A85137	2002	8,679	\$167,500
KOMATSU PC400LC-6, 15'9" arm, 3.875-cu.-yd. RB bkt, A/C, 36" pads	A85153	2002	7,235	\$167,500
KOMATSU PC400LC-6, Excellent condition, 15'9" arm and sand bkt	A85161	2002	6,902	\$182,500
KOMATSU PC400LC-6, Excellent condition, 15'9" arm, 70% U/C	A85169	2002	6,796	\$197,900
KOMATSU PC400LC-6, 15'9" arm, 31.5" pads, 72" sand bkt, 25% U/C	A85142	2002	7,293	\$165,500
KOMATSU PC400LC-6LM, 11'2" arm, 36" pads, 65-70% U/C, GP bkt	A85187	2002	5,131	\$223,500
KOMATSU PC400LC-7E0, 15'9" arm, 35.5" pads, 2-year warr.	A87009	2006	2,771	\$275,000
KOMATSU PC600LC-6, 36" pads, 17'3" arm, cvt removal, 100% U/C	11026	2001	7,350	\$298,500
KOMATSU PC750LC-6, 44" pads, 6-cu.-yd. sand bkt, serviced and tuned	10243	1999	9,211	\$256,500
CATERPILLAR 315L, Aux. hyd., U/C 10%, GP bucket	6YMO0919	1995	12,904	\$37,500
CATERPILLAR 215LC, 48" GP, aux. hyd.	9YB00785	1985	7,311	\$19,500
HITACHI EX200LC-5, JRB coupler, GP bucket, thumb	14M85235	1998	8,500	\$54,500
DEERE 160LC, 46" GP, new U/C, A/C	41005	1999	8,748	\$52,500
TAKEUCHI TB175, Aux. hyd., coupler, 24" & 36" GP	17511747	2003	187	\$42,500

EXCAVATOR ATTACHMENTS

LABOUNTY 110HDR, PC200 size	11664	2001		\$7,750
NPX H4X, PC160-150 breaker hammer, works ok	40241			\$4,350



CRAWLER DOZERS

KOMATSU D31E-18, New U/C, very clean
KOMATSU D31P-18, OROPS, 16" pads, U/C 50%
KOMATSU D37E-2, OROPS, 70% U/C
KOMATSU D38P-1, OROPS, Cummins, 24" pads U/C 25%
KOMATSU D39PX, Cab, rocket blade, U/C 60%
KOMATSU D41P-6, OROPS, sweeps, very good U/C
KOMATSU D61PX-12, Cab, A/C
KOMATSU D65EX-15, OROPS, rear hyd., std. blade
KOMATSU D65PX-12, Cab, A/C, heat, new U/C, many new repairs
CATERPILLAR D5M LGP, OROPS, 60% U/C
FIAT ALLIS FD30B, OROPS, winch
DRESSER TD7H, OROPS
DEERE 450G LT, OROPS, rear rake, 50% U/C
Komatsu Ripper, off of D65EX-12

COMPACTION

IR DD24, Asphalt roller
IR DD24, Asphalt roller
IR SD25D, Smooth drum
IR SD25D/F, 90% tires, shell kit
IR SD40F, Sheepsfoot
IR SD40D, Smooth drum
IR SD77DX, 66" smooth drum, cab
IR SD115F, 84" padfoot, 70% lug tires
IR DD110HF, Quality Re-born and paint, 2,600 hrs on eng.
IR DD-125, 84" double drum
IR DD130, 84" drum, good cond.
IR SD115D/F/B, 84" padfoot, cab, blade
IR SD116DX, 84" smooth drum, OROPS
DYNAPAC CC501, 84" double-drum roller

WHEEL LOADERS

KOMATSU WA100-5, A/C, b.o.e., 70% tires
KOMATSU WA180-3MC, A/C, 3-cu.-yd. JRB coupler and bucket,
KOMATSU WA250PT-3L, Coupler, bucket, forks, 60% tires
KOMATSU WA250-PT5, 3-cu.-yd., JRB coupler & forks, 90% bias
KOMATSU WA250PT-5, 3-cu.-yd., JRB coupler, 75% radials
KOMATSU WA320-3, Coupler, bucket & forks, 40% radial tires
KOMATSU WA320-3, 30% tires, 3.25-cu.-yd. b.o.e., A/C
KOMATSU WA320-3, A/C, ridecont., GP bucket w/teeth
KOMATSU WA380-5, Lim. slip, radials, ride control, 4.3-cu.-yd.
KOMATSU WA380-5, Aux. hyd., ride control, 90% rad. tires
KOMATSU WA420-3, New paint, bkt with teeth, tires 20%
KOMATSU WA450-1L, New paint, 50% rubber, b.o.e. bucket
KOMATSU WA450-2
KOMATSU WA450-3, A/C, 50% radials, b.o.e. bucket
KOMATSU WA450-3, A/C, 50% radials, b.o.e. bucket
KOMATSU WA450-5, A/C, 50% radials, Komatsu scale/printer
KOMATSU WA450-5, 5-cu.-yd. JRB bkt and QC
KOMATSU WA480-5L, 6-yd. b.o.e., Mich 50%, load scale
KOMATSU WA500-3, A/C, joystick, scale, new tires
KOMATSU WA500-3, New paint, 20% tires
KOMATSU WA500-3, 7-cu.-yd., joystick, new tires
KOMATSU WA600-3, Spade-nose bucket



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'03 KOMATSU D39PX, A/C, U/C 60%,
2,200 hrs.\$57,500



'07 KOMATSU D65EX-15, Rear hyd., 801
hrs.\$164,500



'01 KOMATSU PC300LC-6, Gen. set, U/C
60%.....\$171,500



'04 IR SD25D, Smooth drum, 506
hrs.\$33,500

S/N	Year	Hours	Price
40539	1988	2,500	\$23,500
40278	1987		\$12,500
A2252	1990	6,177	\$27,500
85647	1997	4,160	\$28,500
1206	2003	2,210	\$57,500
B20971	1998	3,686	\$59,500
B1822	2002	7,066	\$98,500
67548	2007	801	\$164,500
60414	1993	10,265	\$75,500
3CR00324	1997	9,738	\$53,000
30296	1987	4,203	\$28,000
P025772	1996	839	\$31,500
842045	1998	34,500	\$34,500
	2000		\$14,000

5826-SAC	1994	165+	\$15,500
6216190519	2006	106	\$35,000
6214176090	2004	506	\$33,500
18341	2006	245	\$57,500
148246	1997	2,285	\$34,500
161903	2000	1,441	\$42,500
SD6255183408	2005	319	\$89,500
152770	1998	7,128	\$49,500
6250159629	2006	265	\$91,500
167864	2001	1,933	\$74,500
163056	2000	4,199	\$42,500
SD6258154051	1998	1,951	\$85,000
176520	2004	3,000	\$69,500
60910814	2001	5,384	\$28,000

70057	2003	3,841	\$57,500
A81189	2002	6,336	\$68,000
A75086	1998	6,043	\$64,500
79274	2006	2,800	\$125,000
70742	2005	1,259	\$132,500
A31569	2001	4,459	\$79,500
A30224	1997	8,824	\$72,500
A31635	2001	5,624	\$77,500
A52697	2006	900	\$160,000
62166	2006	123	\$187,500
H30144	1998	5,600	\$89,500
A20129	1988	11,223	\$37,500
A25318	1993		\$45,000
A30078	1997	12,684	\$57,500
A30019	1997	13,678	\$57,500
A36147	2003	8,053	\$197,750
A36049	2002	6,988	\$157,500
A37021	2003	9,325	\$157,500
A71015	2001	10,428	\$172,500
A71110	2002	32,358	\$126,000
A71059	2002	10,517	\$173,500
52284	2005	4,283	\$357,500

WHEEL LOADERS CONT.

KOMATSU WA800-3, 14-cu.-yd. spade nose, joystick steer, central lube
DEERE 544, Old city loader, orange
CATERPILLAR IT28G, Mich. rad., coupler
CATERPILLAR IT28G, Foam-filled tires 20% remain

PAVERS

BOMAG 815-2, 8-15 screed
BLAW-KNOX PF4410, Carlson screed, grade, slope, joint
LEEBOY 1000, 8-13 screed
LEEBOY 8500T, 8-15 screed, pads 40%
LEEBOY 8500HD, High Deck, elec. steering
LEEBOY L8500T, High Deck, manual steering
LEEBOY 8500, Low Deck, manual steering
LEEBOY 8500, Low Deck, manual steering
LEEBOY 8816, 8-15 screed, grade, slope, joint, steer wheel

A5005 2000 31,230 \$169,000
117826T 1969 \$12,500
8CR00762 1997 17,000 \$57,500
DBT00945 2004 4,943 \$77,500

FORKLIFTS

LULL 644E
LULL 644b-37, OROPS, new tires, carr. tilt
LULL 1044C-54, OROPS
LULL 844C-42
GRADALL G6-42P, Cab, very clean unit
TEREX SS842, OROPS
TEREX SS842, OROPS
LULL 844C-42
LULL 844C-42
LULL 844C-42
GRADALL 534C-9, 9,000-lb. cap., cab
TEREX SS842, OROPS

19157 2003 \$49,500
99V241W21-1483 1999 2,300 \$32,500
00AB21P19-700 2000 4,069 \$77,500
221430 1998 4,890 \$46,000
16001956 2003 1,847 \$63,900
981222 1998 2,912 \$45,500
981014 1998 3,388 \$43,500
8W21P22-1139 1998 6,612 \$43,500
8W21P22-1147 1998 4,814 \$43,500
99W21P22-2349 1999 4,029 \$55,000
344439 1996 377 \$21,500
981213 1998 1,785 \$42,500

SKID LOADERS

KOMATSU SK815-5
KOMATSU SK1020-5, OROPS, hi-flow, non-turbo
KOMATSU SK1020-5, OROPS, hi-flow, non-turbo
TASKMASTER RAMROD, Stand-on skid loader

F00559 2003 299 \$26,000
F00116 2004 783 \$23,750
F00114 2004 825 \$23,750
4115142 2004 11 \$15,000

MISCELLANEOUS

NEW HOLLAND 575B, Std. hoe, cab, heat, tires 50%
RAYGO RAZOR 350, Cab, new tires, 8' board
PAYHAULER PY350
KAESER M-52, Deere diesel 57.7 hp, 185 cfm, skid mount
POTAIN HD40A, 8,818-lb. cap, 75' hook height, 114' radius
P & H R150, Rough terrain, 64' boom, 15 ton
ASTECC 291K, Mobile screen, 300-350 tph, 2 deck
KPI CS4233H, Portable impact plant, 100-200 tph
KPI 13-30X80, 80'X30' stack. conv., 400 tph
KPI 30X60, 60'X30' stack. conv., 500 tph
KPI 30X50, 50'X30' stack. conv., 590 tph
PIONEER 5x12, Triple-deck screen
ONAN 625KW, 40' trailer, switch gear installed
FELLING (MICHIGAN) ET7000, 500-gallon fuel trailer
DETROIT 400KW, Standby power genset on skid, 300-gal fuel
DETROIT 300KW, 480/277 volt, 3 phase, 4 wire, 60 hertz
OLYMPIA 50KW, Perkins, 250 amp, 50kw

PE768962 1998 5,928 \$26,500
72B0170D 1981 9,786 \$12,950
1183 2002 215 \$6,500
86241 2000 P.O.R.
39801 1975 7,898 \$37,500
42277 2005 2,239 \$140,000
405461 2005 2,107 \$295,000
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405465 2005 \$27,500
n/a n/a \$17,500
n/a 1,034 \$77,500
1F9FS122441077735 1997 \$2,950
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1D1972-1 1987 \$37,500
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