

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

LEICHTY & SON CONSTRUCTION

Simple philosophy, experience
help southeastern Iowa
contractor build long list
of satisfied customers

See article inside . . .



KOMATSU

(L-R) President Irvin Leichity,
Lucy Leichity and Vice
President Kurt Leichity

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**The future
is here**



Dear Equipment User:

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

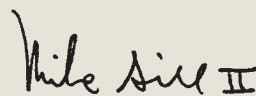
Komatsu has always been on the leading edge when it comes to making such equipment, and in this issue of your *Road Signs* magazine, that's more apparent than ever. We believe you'll find the article on the Hybrid excavator and the technology behind it very interesting and an insight into what the future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

Because the Hybrid excavator isn't designed for every application, Komatsu continues to manufacture other products designed to keep your bottom line in check, such as the new D21 dozers and the CD110R crawler carrier, also featured in this issue.

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

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

Sincerely,
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II
President and CEO



ROAD SIGNS

**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

Mike Sill II,
President/CEO

IN THIS ISSUE

LEICHTY & SON CONSTRUCTION

See how quality service has become the formula for success for this southeastern Iowa contractor.

GUEST OPINION

Brandon Borgna, Communications Manager for the American Trucking Association, comments on the need for a long-term approach to improve highway infrastructure.

LOOKING AHEAD

Read what industry observers have to say about signs of an economic recovery in the construction industry.

NEW PRODUCTS

Learn all about Komatsu's revolutionary Hybrid PC200LC-8 excavator that can save up to 41 percent on fuel compared to conventional PC200 models.

UTILITY PRODUCTS

Check out Komatsu's new D21A-8 and D21P-8 small dozers, which are powerful, versatile dozers, especially in tight quarters and fine-grading applications.

MORE UTILITY PRODUCTS

Find out how Komatsu's new CD110R-2 crawler carrier provides a way to haul on-site materials in all types of ground and weather conditions.

DEMO DAYS UPDATE

Take a look at the future of construction equipment as Komatsu debuts its new Hybrid PC200LC-8 excavator.

Published by Construction Publications, Inc. for



www.rmsequipment.com

SAVAGE

Corp. Headquarters
5633 W. Highway 13
Savage, MN 55378
(952) 895-9595
(800) 888-9515

DULUTH

314 Garfield Ave.
Duluth, MN 55802
(218) 727-8611
(800) 888-9535

VIRGINIA

315 N. Hoover Road
Virginia, MN 55792
(218) 741-9011
(800) 752-4304

IRON MOUNTAIN

1910 N. Stevenson Ave.
Iron Mountain, MI 49801
(906) 774-7011
(800) 888-9565

DES MOINES

100 Sheridan Street
Des Moines, Iowa 50313
(515) 282-0404
(800) 555-1445

SIOUX CITY

1400 North Highway 75
Sioux City, Iowa 51105
(712) 252-0538
(800) 633-9104

CEDAR RAPIDS

2525 16th Ave.
Cedar Rapids, Iowa 52406
(319) 363-9655
(800) 616-6615

MILAN

606 West 10th
Milan, Illinois 61264
(309) 787-1742
(800) 633-9114

David Johnson,
Chief Operating Officer

John Ruud,
VP Northern Operations

Bill Holte,
Treasurer/CFO

Chuck Petter,
VP MIS

Mike Mencil,
VP Product Support

Elizabeth Kragthorpe,
Administrative Services
Manager

Jeff Boraas,
Manager, Credit &
Finance

SAVAGE

Brian Durfee,
Sales Manager

Rich Cooper,
Service Manager

Mike Cheney,
Parts Manager

DES MOINES

Larry Smith,
Sales Manager,
Southern Operations

Craig Alcott,
Product Support
Manager

Dawn Conlan,
Sales Administrator

RMS RENTALS

Mark Rossi,
General Manager

Ken Carlson,
Service Manager

Joe Wallace,
Service Manager

Dave Lange,
Parts Manager

POLAR PARTS

Ray Warmka, Manager

SIOUX CITY

Michele Meyermann,
Parts Manager

Pete Limoges,
Service Manager

VIRGINIA

John Ruud, VP Northern
Operations

Doug Blake,
Parts Manager

Tom Hoshal
Service Manager

CEDAR RAPIDS

Eric Green,
Service Manager

Joe Scanlon,
Parts Manager

DULUTH

Byron Little,
Service Manager

IRON MOUNTAIN

Mike Windell,
Service Manager

MILAN

Ty Gainey, Branch Product
Support Manager

Paul,
Parts Manager



LEICHTY & SON CONSTRUCTION

Simple philosophy, experience help southeastern Iowa contractor build long list of satisfied customers

Father-and-son team Irvin and Kurt Leichty can boil down Leichty & Son Construction's success to two words: quality service.

"It's really that simple," said Irvin Leichty, the second generation of the Leichty family to provide excavation and other construction-related services to customers throughout southeastern and east-central Iowa. "My father passed on that ideal to me, and I've always stressed it as well. Success in this business is built on backing up your word and providing a quality finished product."

That philosophy has led the Leichty family to its 60th anniversary in business. Irvin's father, Leonard, was the first generation, forming Leichty Construction in 1950 with a single dozer. Leonard's wife, Ruth, played an instrumental role as well. Sons Irvin and Dallas joined their dad and later took over operations upon Leonard's passing. Dallas eventually went out on his own, so Irvin and his son Kurt formed Leichty & Son in the early 1990s. Irvin is President of the Mount Pleasant-based company, and Kurt is Vice President. Irvin's wife, Lucy, handles bookwork.

Leichty & Son Construction is a family business that includes (L-R) President Irvin Leichty, his wife Lucy Leichty, who does bookwork and their son, Vice President Kurt Leichty.

One area of expertise the family is well-known for is farm tiling and terrace work. In fact, the family is an industry pioneer, having installed the first tile outlet terrace ever built in Henry County. That was in the early 1970s, and since then, the Leichtys estimate they've completed more than 2,500 such projects, a large number for repeat customers.

"Many of our customers have personal relationships with us that date back several decades," noted Kurt. "It's hard to put a number on how many times we've worked for any one customer, especially when it comes to farm tiling, which remains a specialty of ours. Those customers depend on us to get in and out as quickly as possible so they can get their crops in the ground."

"We automatically put some regular customers on our schedule at the beginning of the year because we do work for them every year," added Irvin. "We're proud that they continue to place their trust in us, and that they're willing to pass our name along to potential new customers. That's how our business has grown."

Diversification adds to project list

Through the years, Leichty & Son Construction has also installed numerous septic systems for many of those same customers. Last year, Kurt and his wife, Beth, formed Leison Pumping, a division of Leichty & Son, which specializes in maintenance of septic systems installed by the parent company. It offers tank pumping, line jetting, hydro excavating and system inspection. While a large percentage of the company's work remains agricultural and septic related, Leichty & Son works for private residential, commercial and road construction contractors as well.

"We generally do agricultural work in early spring and late fall," explained Kurt. "In between,





Leichty & Son Construction has nine pieces of Komatsu equipment, including dozers and excavators used here to construct a pad for a hog confinement building. "We really believe Komatsu is the best in the business," said President Irvin Leichty. "Several contractors we know and work with have added Komatsu pieces to their fleets based on our recommendation."

we do the bulk of our other work. Obviously, it's important for us to be diversified and perform all types of excavation-related services. We can offer full site packages as well as break out individual components, including basement digs and demolition."

Memorable projects include constructing a 26-acre lake near Wayland, where Leichty & Son moved more than 90,000 yards of dirt to dig the lake to depth, built an island in the middle of it and constructed a dam. While that was a large amount of earth, the lake project pales in comparison to the 11 miles of county road G36 Leichty & Son built in three phases during the 1970s in Washington County.

"We moved nearly 750,000 yards, which is probably the largest amount ever for us," said Irvin, who noted it's one of many projects Leichty & Son has helped construct, totaling more than 50 miles of highway in southeastern Iowa. "Because we worked in phases, we weren't moving it all at once. However, it was all tied to the same road, so there was quite a bit of coordination involved. I'm pleased to say we did it all on time and on budget."

More than 300 years experience

The Leichtys say they're able to deliver a diversity of projects because they have experienced and versatile employees. Key members of the staff of about a dozen include Foreman Tom Arbogast, who's worked with the Leichtys for about 30 years, and three other foremen, Matt Stalder, K.C. Rich and Danny Stevens.

Leichty & Son employees are often split into multiple crews, depending on work load. The Leichtys estimate they do dozens of tiling jobs each year along with several excavation projects.



Foreman K.C. Rich uses a Komatsu PC50MRZ to backfill a foundation in Washington, Iowa. "The PC50 works equally well in tight spots or open areas," said Rich. "It has good power for its size, and it's efficient."

"In total, we have more than 300 hundred years of experience between us and our staff," said Irvin, who pointed out that Leichty & Son has never laid off an employee in its history. "That's something we just can't put a price on. They deserve much of the credit for our success, due in part to their willingness to do anything we ask of them. They can run machinery, put pipe in the ground — whatever it takes, including equipment maintenance and service."

Durable, efficient equipment means less downtime

On nearly all of its projects you'll find Komatsu equipment, which Leichty & Son began using in the early 1990s when it bought a D65EX dozer. The company has put more than 16,000 hours on it, and still uses it nearly every day.



Tom Arbogast,
Foreman

Continued . . .



Working hard to meet customer expectations

... continued

"Despite its hours, we've never had to do anything to it other than routine services, and it's still productive," stated Kurt. "Not long after we bought the dozer, we added a Komatsu PC200 excavator and our experience was similar to the D65. Having machinery that lasts and doesn't cost us downtime is essential. That is something we hadn't always experienced with other brands. But because those two pieces worked so well for us, we've continued to add Komatsu."

Kurt noted that every piece of Komatsu machinery the company has purchased continues to be as productive and reliable as the first two it bought. Recent additions include a PC200LC-8 and a PC50 MRZ compact excavator. The company also owns PC220LC-6 and PC220LC-7 excavators; D65EX-12, D65WX-15 and D41EX-12 dozers; and a GD650A-2 motor grader.

"One feature that really stands out is Komatsu's fuel efficiency, which is especially true in the new PC200LC-8 and the D65WX-15," said

Foreman Tom Arbogast. "For example, I can run the D65 about 10 hours between fills, which is much longer than any other brand we've run in the past. That equates to more production and less downtime."

Leichty & Son handles maintenance, calling on Road Machinery & Supplies' Cedar Rapids Service Department as needed. "Because our Komatsu equipment is so durable, we rarely have to call RMS for service, but any time we have, they've responded quickly," confirmed Kurt. "The service department has been excellent to work with, and our Territory Manager, Joel Davidson, does a great job of meeting our equipment needs."

"We really believe that Road Machinery and Komatsu are the best in the business," added Irvin. "Much of our business has come from word-of-mouth referrals, and we've done the same for RMS and Komatsu. Several contractors we know and work with have added Komatsu pieces to their fleets based on our recommendation."

Taking nothing for granted

Like many contractors, the Leichtys believe it's important to be members of contractors' associations, such as the Associated General Contractors (AGC), the Iowa Onsite Waste Water Association (IOWWA), and the Land Improvement Contractors Association (LICA), which Leonard Leichty helped establish.

"There's a lot to be learned from working with others who share similar interests and values," said Irvin. "As members of those organizations, we can discuss with other members ways we've approached jobs. Sometimes that leads to a better way to handle a project, which saves time and the customers' money. They always appreciate that."

With a reputation for delivering satisfaction, the Leichtys work hard every day to meet customer expectations. "We take nothing for granted," Irvin emphasized. "We've built a solid reputation, but that only gets us so far if we don't work to maintain it. That's possible by continuing to deliver on our promises. It's important that we take that approach every day."

That attitude assures a bright future for the company, which already has numerous projects lined up for the coming months. ■



Leichty & Son recently purchased this PC200LC-8.



Foreman Matt Stalder pushes material into a pile using a Komatsu D41 dozer on a jobsite in Washington, Iowa.





DASH-8 SERIES

100%_{LC}

(the LOGICAL CHOICE
for your next excavator)

KOMATSU[®]

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

100% Komatsu.

866.513.5778 www.komatsuamerica.com

A LONG-TERM APPROACH

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



Brandon Borgna

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

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

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

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

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

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



USE THE BEST to be your best.

As a designer and manufacturer of high-quality attachments, we at Genesis are committed to providing solutions to professionals in the construction, demolition and scrap recycling industries. Because Road Machinery & Supplies has championed that same commitment for decades, we are especially proud to be a member of Road Machinery's family of suppliers.

Equipment users in Minnesota and Iowa can benefit from both Road Machinery's expertise and Genesis attachments, which are designed to provide the highest levels of performance, productivity and bottom-line profits.

Genesis attachments include:

- **XP Mobile Shears**
- **LXP Processors**
- **Versi Pro Mini Processors**
- **Mechanical Pulverizers**
- **Severe-Duty Grapples**
- **DemoPro Concrete & Steel Processors**
- **and many more . . .**



Road Machinery and Genesis.
Two of the best, ready to help you do yours.
Call today.



1000 Genesis Drive
Superior, WI 54880

Phone: (715) 395-5252
Fax: (715) 395-5255

www.genesisattachments.com
E-mail: info@genesisattachments.com



PALADIN
DEMOLITION AND RECYCLING

It's a clean sweep...



Broce Broom
THE LEADER



With a wide range of options, Broce Brooms are versatile enough to handle nearly any sweeping challenge. From optional curb sweepers and water spray systems to scraper blades and a choice of engines, you can customize your Broce Broom to meet individual jobsite needs.

All self-propelled Broce Brooms have a standard hydrostatic drive and a compact wheel base for better maneuverability in tight places. Our sound-suppressed cab provides maximum operator comfort and visibility for optimal productivity and safety.

To find out how Broce Brooms can help you make a clean sweep every time, contact your Broce dealer for a demonstration.



rmsequipment.com

SAVAGE, MN
(800) 888-9515
VIRGINIA, MN
(800) 752-4304
DULUTH, MN
(800) 888-9535
DES MOINES, IA
(800) 555-1445
SIOUX CITY, IA
(800) 633-9104
CEDAR RAPIDS, IA
(800) 616-6615
MILAN, IL
(800) 633-9114
IRON MOUNTAIN, MI
(800) 888-9565

LOOKING AHEAD

OUTLOOK 2010

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

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

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

The McGraw-Hill forecast on construction starts reverses a three-year period during which construction starts declined by 7 percent, 13 percent and 25 percent annually. Total construction activity is down 39 percent from its peak at mid-decade.

Construction put-in-place

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

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

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

Housing to pick up

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

The National Association of Home Builders (NAHB) is also optimistic, predicting single-family housing will increase 35 percent this year to 600,000 starts. “Things will start picking up again by summer,” Bernie Markstein, Director of Forecasting at NAHB told ENR. “It looks like the market has hit bottom, and now it is going to be a long, slow dig out of this.”

Continued . . .

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



Economists see growth this year

... continued

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

Public works increasing

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

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

ARTBA Vice President of Policy & Economist Alison Premo Black attributes the increase in

part to the American Recovery & Reinvestment Act (also known as the economic stimulus program), but cautions that long-term success depends upon reauthorization of the multi-year federal surface transportation bill and future economic growth.

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

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

Recovery in place

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

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

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

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



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

UNLEASH PRECISION PLACEMENT



HIT YOUR MARK WITH LULL® TELEHANDLERS. Place your load. Accurately. Safely. Efficiently. Every time. You can with Lull telehandlers. Only Lull gives you the ability to move an entire load 80 inches horizontally at full height. And the capacity to lift up to 6,000 lb of brick, block or steel as high as 54 feet. With an operator-friendly joystick, you're in control. Stay on target. Unleash the power of Lull.



877-JLG-LIFT | www.jlg.com



SAVAGE, MN • (952) 895-9595
DULUTH, MN • (218) 727-8611
VIRGINIA, MN • (218) 741-9011
IRON MOUNTAIN, MI • (906) 774-7011

DES MOINES, IA
SIOUX CITY, IA
CEDAR RAPIDS, IA
MILAN, IL

• (515) 282-0404
• (712) 252-0538
• (319) 363-9655
• (309) 787-1742

www.rmsequipment.com

NPK

ATTACHMENTS

...designed, built and backed by NPK.



NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, compactor/drivers, quick attach couplers, grapples, material processors, primary/secondary crushers, pedestal boom systems and our latest product offering the versatile Breaker Bucket.

An experienced engineering and service team is ready to help you with special applications and installation kits.

NPK

NPK CONSTRUCTION EQUIPMENT, INC.
 7550 Independence Drive
 Walton Hills, Ohio 44146-5541
 Phone: 440-232-7900 or 800-225-4379
 Fax: 440-232-4382
 Internet: www.npkce.com



- | | | | |
|---|--|--|---|
| HQ: 5633 W. Hwy. 13
Savage, MN 55378
(952) 895-9595
(800) 888-9515 | Duluth, MN 55802
(218) 727-8611
(800) 888-9535 | Virginia, MN 55792
(218) 741-9011
(800) 752-4304 | Iron Mountain, MI 49801
(906) 774-7011
(800) 888-9565 |
| Cedar Rapids, IA 52406
(319) 363-9655
(800) 616-6615 | Des Moines, IA 50313
(515) 282-0404
(800) 555-1445 | Milan, IL 61264
(309) 787-1742
(800) 633-9114 | Sioux City, IA 51105
(712) 252-0538
(800) 633-9104 |

NEW PRODUCTS

NEW HYBRID EXCAVATOR

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

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

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

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

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

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

"Obviously, the fuel savings depend on the application, but our testing shows significant fuel reduction under a variety of applications," said Dave Grzelak, CEO and Chairman of Komatsu America. "There's also a significant reduction in CO₂ emissions with the hybrid. Compared to a conventional PC200LC-8, our data show that during the course of 2,000 hours — a fairly typical number of hours put on an excavator in a year — the hybrid emits up to 25 tons less. That's equivalent to taking nearly 600 5,000-gallon tanker trucks off the road. That's something to be very excited about."

Continued . . .



Dave Grzelak,
CEO and Chairman,
Komatsu America



Armando Najera,
Product Manager
Excavators

Brief Specs on the Komatsu Hybrid PC200LC-8 Excavator

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

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



Hybrid productivity remains high with less fuel

... continued

To watch the new Hybrid PC200LC-8 excavator in action, go to www.komatsuamerica.com and click on the "Find out about Komatsu Hybrid Excavator" link.

A very efficient system

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

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

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

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

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

Monitor displays status of stored energy

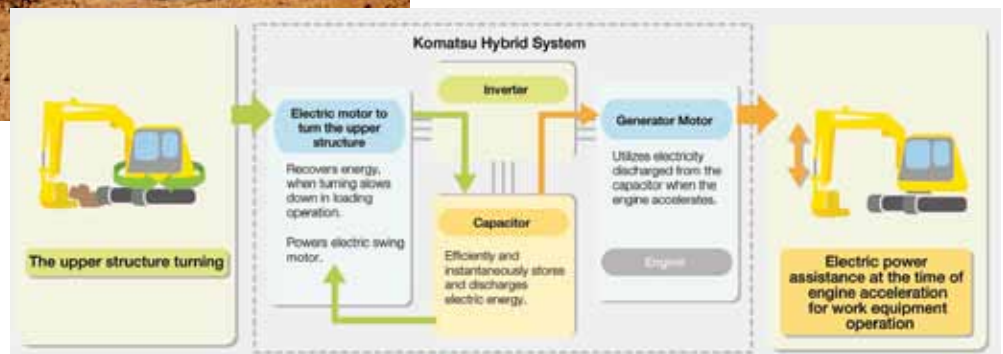
Similar to a standard PC200LC-8, the Hybrid has a seven-inch LCD monitor that displays valuable information regarding machine location, utilization, hours and service intervals. It also comes standard with Komatsu's KOMTRAX remote machine-monitoring system.

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

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



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





TOUGH THEN.



Crushing



Screening



Track Plants



High Frequency Screening



Material Handling



Washing & Classifying

TOUGHER NOW.

Pioneer Engineering Works built their first rock crusher, the Pioneer No. 12 Jaw Crusher, in 1928. And although the company name has changed over the years, the dedication to designing and building the world's toughest, most reliable aggregate processing and recycling equipment has never wavered.

That tradition continues today through our branding with other Astec companies; Johnson Crushers and Astec Mobile Screens. With our full line of washing and classifying, rock crushing, horizontal screening, high frequency screening, material handling and aggregate-related products.

We were tough then... and we're even tougher now.



www.kpijci.com



HQ: Savage, MN
(952) 895-9595
(800) 888-9515

Des Moines, IA
(515) 282-0404
(800) 555-1445

Duluth, MN
(218) 727-8611
(800) 888-9535

Cedar Rapids, IA
(319) 363-9655
(800) 616-6615

Virginia, MN
(218) 741-9011
(800) 752-4304

Milan, IL
(309) 787-1742
(800) 633-9114

Iron Mountain, MI
(906) 774-7011
(800) 888-9565

Sioux City, IA
(712) 252-0538
(800) 633-9104



DOZERS

100% control

(productivity runs in this family)

KOMATSU®

You're committed to getting things done on time and on budget, and you need dependable, hard-working machines to meet your deadlines day after day. The Komatsu D31, D37, D39 and D51 dozers all feature the reliability and versatility that have made Komatsu the choice of owners and operators for years:

- Hydrostatic Transmission (HST) for superb accuracy and smooth control
- Excellent blade visibility that minimizes operator guesswork and reduces cycle times
- All the daily maintenance items centralized in one location for convenient access

Whether you're looking for a 78, 89, 105 or 130 horsepower machine, you can be confident you'll get a full day's work—and then some—from dozers that are...

100% Komatsu.

866.513.5778 www.komatsuamerica.com

THE VALUE OF SMALL DOZERS

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

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

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

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

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

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

Six-way blade

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

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



David Caldwell,
Product Manager

Brief Specs on Komatsu D21A-8 & D21P-8 Dozers

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

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



For more information
about the D21 dozer
and to see video of the
machine in action — go
to www.videoapi.com





COMPACT EXCAVATORS

100%

precision

KOMATSU®

Komatsu compact excavators are right at home working in tight spaces. With advanced Proportional Pressure Control (PPC) joysticks, these machines give you precise handling without sacrificing speed, reach or capacity. Plus, they have all the features that make Komatsu excavators the choice of owners and operators across the country.

- Low-effort Proportional Pressure Control (PPC) joysticks
- Spacious, ergonomically designed operator platform
- Industry-leading 360-degree visibility
- Tilt-forward operator cab structure for ease of service access
- Switchable excavator control pattern without tools (ISO/SAE)

When there's no room for error, the choice is 100% clear. Put our compact excavators to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

866.513.5778 www.komatsuamerica.com

MORE UTILITY PRODUCTS

KOMATSU'S CRAWLER CARRIER

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

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

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

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

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

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

A wealth of uses

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

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



Robert Beesley,
Product Manager

Brief Specs on Komatsu CD110R-2 Crawler Carrier

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

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



To watch this machine and others in action, go to www.videocpi.com





HD605-7 & WA600-6

100% loaded
(with features that deliver results)

KOMATSU®

When it comes to loading and hauling large amounts of material, speed and capacity mean productivity. But to turn that productivity into profitability, you have to consider maintenance, fuel efficiency and reliability. The Komatsu WA600-6 and HD605-7 fit this equation perfectly.

- Fuel-efficient, Tier-3 engines and optimized hydraulics deliver maximum work per gallon.
- Precise, responsive controls allow for faster cycle times.
- Advanced diagnostic technology simplifies maintenance and service.

When every minute—and every dollar—count toward your bottom line, rely on the rugged dependability of precision-engineered machines that are...

100% Komatsu.

866.513.5778

www.komatsuamerica.com

DEMO DAYS UPDATE

LOOKING AT THE FUTURE

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

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

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

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

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

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

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



Demo Days attendees listen to a brief presentation at the Komatsu Training and Demonstration Center in Cartersville, Ga.



Demo Days featured an array of Komatsu equipment.



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

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



SURESTRIKE



WE HAVE YOUR SOLUTION.

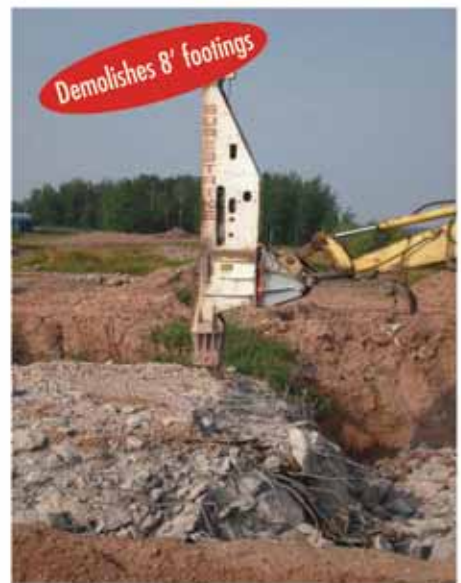
CONCRETE DEMOLITION

- ✓ High production
- ✓ Quiet operation
- ✓ Demolish concrete without destroying your excavator
- ✓ Fast cycle time
- ✓ Low maintenance

Call for our "Try and Buy" Offer
Toll Free: 866-472-8844

SURESTRIKE INTERNATIONAL

Luck, Wisconsin 54853
866-472-8844
www.surestrike.biz
info@surestrike.biz





**Receive up to
\$500
in Rebates!**

8 Brands You Can Trust... Hundreds Of Tough Attachments

Get **Back 2 Work** with performance-driven attachments that show up ready to dig, move, scrape, compact, clean, rake and drill every day on your highway- and bridge-related jobs.

Contact us to work with the brands that have always delivered great results.

www.back2work.com

Available through Road Machinery & Supplies Co.

**PALADIN.**
CONSTRUCTION GROUP

-  **BRADCO**
-  **CP**
-  **CUSTOMWORKS**
-  **PFC**
-  **HARLEY**
-  **J&B**
-  **McMILLEN**
-  **SWEEPSTER**

The Power of Combined Excellence

SERVING YOU BETTER

COMPUTER-BASED TRAINING

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

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

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

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

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

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

Minimizing downtime

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

credit and satisfies a prerequisite to taking another course.

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



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

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





LET'S WORK.

In these uncertain times, you need a partner you can rely on.

Volvo not only builds high quality road building equipment — we back our machines with the most knowledgeable people in the industry. With your experience and our expertise, let's work together to ensure the infrastructure of tomorrow is a resounding success.

Let's work. Visit your local **Road Machinery & Supplies Co.** dealer today.

MORE CARE. BUILT IN.

VOLVO CONSTRUCTION EQUIPMENT



www.rmsequipment.com

SAVAGE
Corp. Headquarters
5633 W. Highway 13
Savage, MN 55378
(952) 895-9595
(800) 888-9515

DES MOINES
100 Sheridan Street
Des Moines, IA 50313
(515) 282-0404
(800) 555-1445

DULUTH
314 Garfield Ave.
Duluth, MN 55802
(218) 727-8611
(800) 888-9535

SIOUX CITY
1400 North Highway 75
Sioux City, IA 51105
(712) 252-0538
(800) 633-9104

VIRGINIA
315 N. Hoover Road
Virginia, MN 55792
(218) 741-9011
(800) 752-4304

CEDAR RAPIDS
2525 16th Ave.
Cedar Rapids, IA 52406
(319) 363-9655
(800) 616-6615

IRON MOUNTAIN
1910 N. Stevenson Ave.
Iron Mountain, MI 49801
(906) 774-7011
(800) 888-9565

MILAN
606 West 10th
Milan, IL 61264
(309) 787-1742
(800) 633-9114

THE PEOPLE INSIDE

TAKING ON A NEW ROLE

Brian Durfee adds Sales Manager to his list of duties at RMS' Savage location

Brian Durfee started working in the construction equipment market more than 30 years ago. Having sold a wide variety of machinery, he was well-prepared to take on the role of Sales Manager at Road Machinery & Supplies' Savage headquarters in late 2009.

His experiences have taught him to never be complacent when it comes to selling equipment and to always focus on providing quality customer service. In his new role, Durfee oversees a staff of territory managers who cover two-thirds of the state of Minnesota.

"As Sales Manager, I'm trying to achieve the 'trifecta' — meaning that at the close of the sales process, the customer, RMS and the salesman are all satisfied," explained Durfee. "My job, along with the sales staff, is to match the right machine to meet customers' individual needs. We want both existing and new customers to know that we are committed and capable of serving them as well as, if not better than, anybody in the business. If we can achieve these two things, our customers will make money and we will sell equipment."

One of Durfee's aims is to show existing and new customers that RMS has lines of equipment that can help them garner new business by expanding upon what they already do. "In today's marketplace, the more you can offer, the better. We have a strong lineup of equipment that can help construction companies broaden their horizons and seek out new areas such as crushing, paving or demolition.

"We're well-known for our construction equipment lines, such as Komatsu, but we also carry specialty products that can be used in ethanol-production plants, waste-transfer

facilities, landfills and the windmill industry," he added.

Ensuring customer satisfaction

Durfee grew up working in the family construction equipment business. His father owned Duke Durfee Equipment in North Mankato, Minn. He started out in the wash bay in high school and after graduating from Mankato State, went to work in a sales territory. The Durfees sold their business, and Brian worked as the branch/sales manager prior to going into the used equipment business on his own for several years.

"In 1998, I learned that RMS was looking for a used equipment manager," he recalled. "As a competitor of RMS for so many years, I gained a respect for how they took care of their customers and employees. I am excited to take on the sales manager position and the opportunity to continue taking care of our customers." ■



Sales Manager Brian Durfee, pictured here with a Volvo MW500 milling machine from RMS's rental fleet, wants customers to know that he and everyone at RMS are committed to serving them better than anyone else in the business.

MORE INDUSTRY NEWS

Water infrastructure sees big boost in funds this year

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

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

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

"Green" building contractors could face potentially serious risk

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

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

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

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

Updated DOL employment guide available

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

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

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

New EPA stormwater regulations take effect

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

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

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

*Now available through RMS in
Minnesota as well as in Iowa!*

THEY DON'T COME HOME 'TIL THE JOB'S DONE.



Service problems take a big bite out of your bottom line. If you want pumps that'll finish the job without a trip to the shop, better get Gorman-Rupp. No other pumps last as long or need so little service. In fact, our removable coverplates, long life seals and replaceable wearplates make field maintenance quick and painless. And no one makes more contractor models. Gorman-Rupp. So reliable, they keep pumping profits long after other pumps come home for good.

The Pump People™

GOR
GORMAN-RUPP
PUMPS



HQ: Savage, MN
(952) 895-9595
(800) 888-9515

Cedar Rapids, IA
(319) 363-9655
(800) 616-6615

Duluth, MN
(218) 727-8611
(800) 888-9535

Des Moines, IA
(515) 282-0404
(800) 555-1445

Virginia, MN
(218) 741-9011
(800) 752-4304

Milan, IL
(309) 787-1742
(800) 633-9114

Iron Mountain, MI
(906) 774-7011
(800) 888-9565

Sioux City, IA
(712) 252-0538
(800) 633-9104

USED EQUIPMENT

Ask for Brian for more information • (800) 888-9515 • (952) 895-959



'04 KOMATSU PC78US-6, A/C, blade, steel track w/pad, 5,552 hrs. \$38,500



'03 KOMATSU PC160LC-7, 9'6" stick, aux. hyd. mech. coupler, 5,420 hrs. \$63,900



'03 KOMATSU WA100-5, A/C, b.o.e., new tires, 4,188 hrs.. \$43,500



'98 CAT D5M XL, OROPS, Sweeps, 25% u/c 3,616 hrs. \$33,900

Year Mfgr. Model//Descr. Hours S/N Price

HYDRAULIC EXCAVATORS



2004	KOMATSU	PC09-1	721	10529	\$11,500
2000	KOMATSU	PC30MR-1	1,887	12394	\$15,500
2005	KOMATSU	PC50MR-2	1,153	6412	\$29,170
2004	KOMATSU	PC78US-6	5,575	5994	\$38,500
	KOMATSU	PC95R-2	4,006	21D5006482	\$36,000
2006	KOMATSU	PC158USLC-2	1,644	10150	\$76,500
2003	KOMATSU	PC160LC-7	5,459	10096	\$63,900
1998	KOMATSU	PC200LC-6	0	A83780	\$31,500
1999	KOMATSU	PC200LC-6	5,852	104794	\$117,500
2002	KOMATSU	PC200LC-7	4,778	201741	\$66,500
2004	KOMATSU	PC200LC-7	3,259	A86862	\$78,500
2004	KOMATSU	PC200LC-7	2,873	A86843	\$84,500
2005	KOMATSU	PC200LC-7	2,509	A87606	\$93,500
2003	KOMATSU	PC200LC-7L	4,882	A86477	\$67,500
2001	KOMATSU	PC220LC-6	6,300	A85263	\$105,900
2002	KOMATSU	PC220LC-7	6,306	A86020	\$109,500
2002	KOMATSU	PC220LC-7	7,346	A86022	\$83,500
2006	KOMATSU	PC270LC-8	2,373	A87029	\$127,500
	KOMATSU	PC300LC-6	8,085	A84453	\$117,000
1997	KOMATSU	PC300LC-6	8,715	A80572	\$87,500
1997	KOMATSU	PC300LC-6LF	10,522	A80612	\$108,000
1997	KOMATSU	PC400LC-6	9,426	A80257	\$79,500
2002	KOMATSU	PC400LC-6	7,671	A85142	\$105,000
2002	KOMATSU	PC400LC-6	5,141	A85187	\$193,500
2006	KOMATSU	PC400LC-7E0	3,562	A87009	\$207,500
2001	KOMATSU	PC600LC-6	7,615	11026	\$257,500
1999	KOMATSU	PC750LC-6	92,500	10243	\$189,000
	HYUNDAI	R250LC-7	3,794	N70110004	\$85,000
2006	HYUNDAI	R160LC-7	2,000	N50110465	\$57,500
2005	HYUNDAI	R210LC-7	2,535	N60613505	\$66,000
1998	HYUNDAI	R290LC-3LR	4,358	E90C10523	\$47,500
2002	HYUNDAI	R290LC-7	5,500	N80110246	\$52,500
2001	HYUNDAI	R360-3	5,553	EH02GK10279	\$45,000
1999	HYUNDAI	R360LC-3	8,805	EH02FE10208	\$39,000
2004	HYUNDAI	R360LC-7	5,037	NA0110157	\$105,000
2006	HYUNDAI	R360LC-7	3,892	NA0110809	\$149,000
2006	HYUNDAI	R360LC-7	3,268	NA0110550	\$145,000
2006	HYUNDAI	R450LC-7A	3,039	NB0310041	\$175,000
2005	JOHN DEERE	330LC	2,419	804328	\$119,000
2003	JOHN DEERE	450LC	5,522	FF0450X090626	\$105,000
1989	CAT	E110B	4,854	8MF00124	\$17,500

BACKHOE LOADERS



2003	KOMATSU	WB150AWS-2	4,647	F80061	\$39,500
1994	NPK	C8B PLATE COMPACTOR	0	7991	

MOTOR GRADERS



2002	LEEBOY	635B	649	185	\$37,500
1980	JOHN DEERE	670A	4,677	08282T	\$19,500
	JOHN DEERE	570	0	000418U	

Year Mfgr. Model//Descr. Hours S/N Price

WHEEL LOADERS



2003	KOMATSU	WA100-5	4,188	70057	\$43,500
2002	KOMATSU	WA180-3MC	7,179	A81189	\$53,000
2008	KOMATSU	WA200-6	0	70153	\$93,500
2005	KOMATSU	WA250-5	3,241	A73542	\$79,500
2002	KOMATSU	WA250PT	8,000	A78172	\$58,375
2005	KOMATSU	WA250-PT5	2,765	70742	\$95,000
1990	KOMATSU	WA320-1	12,299	10523	\$21,500
2005	KOMATSU	WA320-5	1,681	A32429	\$82,500
2005	KOMATSU	WA320-5L	2,189	A32704	\$89,500
2006	KOMATSU	WA380-5L	1,268	A52697	\$129,500
2005	KOMATSU	WA450-3	9,326	A36286	\$118,500
2003	KOMATSU	WA450-5L	10,119	A36147	\$105,000
2003	KOMATSU	WA480-5L	10,002	A37021	\$114,500
1992	KOMATSU	WA500-1	21,731	10273	\$55,000
1998	KOMATSU	WA700		A20010	\$72,500
1999	CASE	570LXT	2,440	JJG0260500	\$15,000
2005	HYUNDAI	HL740-7	3,432	LF0110478	\$55,000
2006	HYUNDAI	HL757-7	1,806	LD0110728	\$69,500
2003	JOHN DEERE	444H	5,170	587104	\$49,500
2006	JOHN DEERE	824J	9,419	605348	\$137,500
1984		W30	9,312	9156235	\$10,500
1995	CAT	924F	19,282	5NN00296	\$29,900

CRAWLER DOZERS



	KOMATSU	D41P	0	B20920	\$35,000
2008	KOMATSU	D275AX-5E0	1,398	30114	\$450,000
2008	KOMATSU	D275AX-5E0	857	30107	\$450,000
2003	KOMATSU	D39PX21A	2,650	1206	\$42,500
1998	KOMATSU	D41P-6	4,883	B21170	\$25,000
2007	KOMATSU	D51PX-22	1,385	B10028	\$93,500
2000	KOMATSU	D61PX-12	5,731	1110	\$57,500
2001	KOMATSU	D61PX-12	5,240	B1617	\$89,500
1996	KOMATSU	D65PX-12	0	61456	\$29,900
1999	KOMATSU	D65EX-12		62863	
2005	JOHN DEERE	450JLGP	1,202	109504	\$38,500
1998	CAT	D5M	3,662	5ES00362	\$33,900
1971	CAT	D6C		10K5677	\$21,500
1995	CAT	D8N	23,273		\$79,500
2004	DRESSTA	TD25H	5,580	P073101	\$139,500

SKID LOADERS



2004	KOMATSU	SK1020-5	888	37CF00114	\$16,000
2004	KOMATSU	SK1020-5	651	TF00046	\$16,500
2006	ASV	RC60	713	RSE01620	\$19,000
2006	ASV	SR70	1,689	SSA00515	\$28,250
2005	KOMATSU	SK1026	757	A80013	\$18,750
2004	LOEGERING	A/SK1020 TRACKS	0	20484 - 20485	\$5,500

ARTICULATING TRUCKS

2000	VOLVO	A40	113,860	A40V60512	\$118,000
	VOLVO	A25C	10,747	5350V60733	\$49,500
2000	VOLVO	A25C	12,208	5350V61723	\$79,500



CALL US AT (800) 888-9515 OR VISIT OUR WEBSITE
TO FIND OUT MORE ABOUT THESE PIECES

Special low finance and lease rates on most used equipment!



'01 KOMATSU D61PX-12, cab, A/C, good cond., new paint, 4,800 hrs
.....\$97,500



'04 DRESSSTA TD25H, A/C, 24" pad, 50% U/C, 3-shank ripper, 5,580 hrs..... \$139,500



'04 IR SD116DX, 84" smooth drum, OROPS,\$54,500



'02 Komatsu WA480-5L, 6 yd. b.o.e., Mich 50%, load scale, 9,888 hrs.\$114,500

Year	Mfgr.	Model/Descr.	Hours	S/N	Price
------	-------	--------------	-------	-----	-------

CRANES

2004	POTAIN	HD40A	1	96639	\$97,500
2003	POTAIN	HDT80	1	88669	\$129,500
2004	POTAIN	HDT80	2,519	97183	\$159,500
2003	POTAIN	SL122/J3 TRANSPORT DOLLY	1	46363	\$45,000
1997	GROVE	RT58B	8,240	86722	\$69,500

FORK & OTHER LIFTS

2003	KOMATSU	FCG25 STRAIGHT-MAST	4,294	567384A	\$15,000
2000	KOMATSU	FG25T STRAIGHT-MAST	2,485	515588A	\$13,500
2000	KOMATSU	FG25T STRAIGHT-MAST	3,504	515587A	\$13,500
2000	KOMATSU	FG25T STRAIGHT-MAST	1,876	515585A	\$13,500
2003	KOMATSU	FG25ST-12 STRAIGHT-MAST	2,371	564766A	\$14,500
2004	CROWN	30WRTT15 STRAIGHT-MAST	1	6A218163	\$8,900
2002	CROWN	30WRTT152 STRAIGHT-MAST	1	6A195926	\$8,900
	HYSTER	H225H STRAIGHT-MAST	9,206	C007D02340F	\$35,000
2002	HYSTER	H80XM STRAIGHT-MAST	8,100	K005V3425Z	\$15,000
	DAEWOO	G305-2 STRAIGHT-MAST	5,989	12-05748	
	GR	FG15HT14 STRAIGHT-MAST	512	160977A	
		EC50050-VA PARTS WAREHOUSE	623	E3556412221	
2001	HYSTER	S80XLBCS STRAIGHT-MAST	8,069	D004V07923R	
2006	LULL	644E-42 TELEHANDLER	418	160016925	\$38,500
2005	LULL	944E-42 TELEHANDLER	1,725	160007746	\$49,500
1995	LULL	1044B TELEHANDLER	4,663	JUN95R16P12580	\$35,000
2000	LULL	1044C-54 TELEHANDLER	7,524	00AB21P19924	\$48,000
2000	LULL	1044C-54 TELEHANDLER	8,055	01AB18P19-1186	\$47,500
1998	TEREX	SS842 TELEHANDLER	3,415	981213	\$15,000
	CAT	TH215 TELEHANDLER	2,497	VMHS00223	\$24,500
	GRADALL	A/4300 GRAPPLE	0	NA	
2004	JLG	1250AJP BOOM LIFT	2,028	300079614	\$89,500
1999	SKYJACK	3219 SCISSOR LIFT	179	226176	\$8,200
1996	JLG	SL15 SCISSOR LIFT	0	9644181296	

ROLLERS

2006	IR	SD25D	296	183141	\$47,000
2000	IR	SD40D	1,481	161903	\$21,000
1997	IR	SD40F	2,234	148246	\$35,000
2004	IR	SD45D/F	62	176475	\$35,000
1999	IR	SD70D	2,481	158562	\$29,500
2005	IR	SD77DX	467	SD6255183408	\$43,500
2005	IR	SD100D	1,170	52485	\$66,000
2002	IR	SD100DTF	3,330	170186	\$55,000
1998	IR	SD115D/FB	2,109	SD6258154051	\$55,000
2004	IR	SD116DX	1,047	176520	\$54,500
2004	IR	SD116F	1,877	175851	\$73,500
2006	IR	DD24	165	6216190519	\$27,500
2002	IR	DD34HF	2,966	170554	\$19,500
2003	IR	DD70HF	1,664	DD6253173998	\$57,500
	DRESSSTA	VOS2-42A	1,097	D4-5101	\$3,000
	STONE	WP3100	1,942	5199269	
		RD25	626	5053404	\$14,000
	VOLVO	A/SD100 PADFOOT SHELL KIT	0	A/187546	
	VOLVO	A/SD70 PADFOOT SHELL KIT	0	A/167213	

Year	Mfgr.	Model/Descr.	Hours	S/N	Price
------	-------	--------------	-------	-----	-------

PAVERS/COMPACTORS

2005	LEEBOY	8816	1,375	42660	\$94,500
2002	LEEBOY	8500 ELITE I	785	3040LD	\$37,500
2000	LEEBOY	8500HD	3,500	8500T-1966HD	\$34,000
2001	LEEBOY	8500LD	1,904	2445LD	\$29,500
2000	LEEBOY	8500T	0	8500T-2327LD	\$31,500
2002	LEEBOY	8500T	2,600	2773	\$42,500
2001	LEEBOY	LB8500	2,485	2446LD	\$29,500
2007	BLAW KNOX	PF6110	276	195038	\$267,500
2001	LEEBOY	TOPCON SONIC GRADE CNTRL 1-S	0	N/A	
2007	WACKER	BPU5045A PLATE COMPACTOR	0	1756148	\$5,700

MISCELLANEOUS

1990	OLYMPIA	96A01171-S GENSET	1,173	2026261	\$7,950
	ONAN	625 KW GENERATOR	1,045		\$57,500
2002	CAT	545KW GENSET	0	AER00227	\$77,500
		GENERATOR & VAN	0	TBD	\$33,500
	GENSET	V12	2,893	10581464	\$33,000
2002	KAESER	M52 SKID-MOUNT COMPRESSOR	226	1183	\$4,900
1989	SULLAIR	185DPC PORTABLE COMPRESSOR	4,334	004-105204	\$8,950
1997	ALLMAND	MAXI HEAT PORTABLE HEATER	7,790	9608H06	\$8,500
2005	ASTEC	FT291K SCREEN	2,592	042277-042278	\$124,500
1999	SVEDELA	6 X 16 SCREEN	0	26A447	\$75,000
2006	CERDA	C6H824FB	0	C060317	\$14,000
2004	CERDA	C4M820KE TRENCH SHIELD	2	C040479	\$5,750
2007	CERDA	C6H924KE-PNL TRENCH SHIELD PANEL	0	C070940	\$18,500
2007	CERDA	C6H924KE-PNL TRENCH SHIELD PANEL	0	C070941	\$18,500
2005	CERDA	C4M88DWFB TRENCH SHIELD	0	C050101	
2005	CERDA	C4L48WFB TRENCH SHIELD	0	C050140	
2005	CERDA	C4M88DWFB TRENCH SHIELD	0	C050103	
2004	CERDA	C4M820KE TRENCH SHIELD	0	C040454	
2008	BARBCO	36/630 BORING	107	36630090836	\$98,500
1993	ALLEN	40' MATERIAL SPREADER	0	90012327	
	BROS	LSPRM-8 SOIL MIXER	198	4156	\$49,500
2001	ROCKRAM	550 HAMMER	0	82007990	
	TELEDYNE	750 HAMMER	0	UNKNOWN	
1997		FT7G TRAILER	0	72735	
1994		PRO DESIGN TRAILER	0	D942523Y25000580	
2002	EXTEC	C12 CRUSHER	0	6674	\$165,000
2002	UNIVERSAL	130X150CRSHR CRUSHER	0	577X60	\$255,000
2005	KPI	CS4233H IMPACTOR PLANT	2,682	405461	\$226,000
	SETH-MEYER	MSP 4" PUMP	1,000	JE1706	\$9,000
	THOMPSON	6" DIAPHRAM PUMP	2,516	6V927	\$16,500
1999	MULTIQUIP	202TH HONDA TRASH PUMP 2"	0	618	\$900
1997	JOHN DEERE	690E DELIMBER	11,667	DW690EL563009	\$44,000
1997	TIMBCO	425C FELLER BUNCHER	12,000	42397	\$76,500
1988	BROCE	RC300 BROOM	2,907	86318	\$10,500

EB SITE AT WWW.RMSEQUIPMENT.COM

S AND THE REST OF OUR INVENTORY!

Equipment subject to prior sale or change without notice

KOMATSU

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Change Service Requested

Presorted Standard
US Postage Paid
C.P.I.

10-1

THE PEOPLE. THE PRODUCTS. THE SERVICE.

...WHERE YOU NEED THEM ...WHEN YOU NEED THEM.



www.rmsequipment.com

SAVAGE, MN (HQ)

5633 W. Hwy. 13
(952) 895-9595

DULUTH, MN

314 Garfield Ave.
(218) 727-8611

VIRGINIA, MN

315 N. Hoover Road
(218) 741-9011

IRON MOUNTAIN, MI

1910 N. Stevenson Ave.
(906) 774-7011

DES MOINES, IA

100 Sheridan Street
(515) 282-0404

SIOUX CITY, IA

1400 North Hwy. 75
(712) 252-0538

CEDAR RAPIDS, IA

2525 16th Ave.
(319) 363-9655

MILAN, IL

606 West 10th
(309) 787-1742



KOMATSU

VOLVO



Link-Belt
CONSTRUCTION EQUIPMENT

GROVE

SENEBOGEN
green line



BLOUNT



LOAD KING

