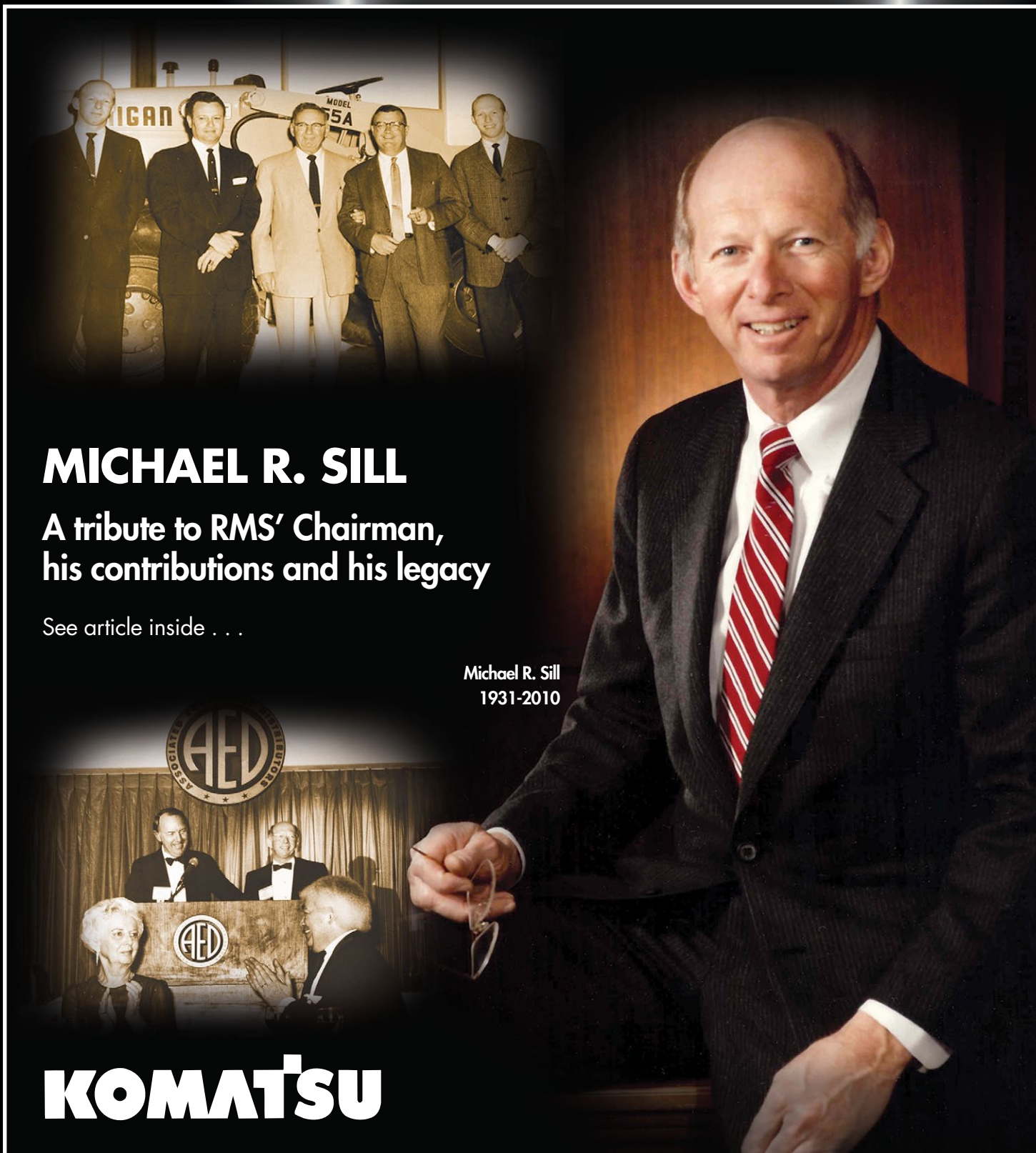




2010 NO. 2, JULY

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS



MICHAEL R. SILL

A tribute to RMS' Chairman,
his contributions and his legacy

See article inside . . .

Michael R. Sill
1931-2010

KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II



Dear Friends:

My family and I want to take this opportunity to thank you for your kind thoughts and well wishes at the passing of my father. It's quite an honor to his memory that so many of you were touched by him. I encourage you to read the feature on my Dad inside this issue.

My Dad was active with RMS for 40 years and during that time, he was an active contributor to the construction industry. He was a true people person who took a great deal of interest in RMS customers, their businesses and their families.

Even after he retired as President/CEO in 1994, he continued to serve as RMS' Chairman, and was a proud cheerleader for our successes and a reliable mentor during periods of challenge and opportunity.

Dad loved the construction industry and cherished the many relationships he formed over the years. He has made a lasting impact on what RMS is today. I feel especially blessed that he was my Dad and am thankful every day for the great times we shared.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.

A handwritten signature in black ink that reads "Mike Sill II". The signature is written in a cursive, flowing style.

Mike Sill II
President and CEO



ROAD SIGNS

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RMS presents a tribute to the legacy of its Chairman, Michael R. Sill, and his contributions to the company and the industry.

GUEST OPINION

Legal expert Christopher Hill provides some helpful tips to ensure your construction contract leads to a profitable project.

WHAT TO EXPECT

Here's what to look for during the second year of the economic recovery plan.

NEW PRODUCTS

If you've got a heavy-duty digging job, Komatsu has the machines you need. Check out the heavy-duty booms on Komatsu's new PC350LC-8, PC350HD-8 and PC450LC-8 excavators.

MORE NEW PRODUCTS

See how improved visibility from a newly designed cab increases operator productivity in Komatsu's new GD655-5 motor grader.

PRODUCT UPDATE

Find out how a redesigned work platform on Komatsu's PC160LC-8 excavator helps operators boost productivity.

MILESTONES

Komatsu recently celebrated the production of the 930th unit of its "ultra class" 930E electric-drive truck. Learn why it has become such a popular mining truck.

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MICHAEL R. SILL

Chairman of RMS leaves longstanding legacy

Road Machinery & Supplies Co. Chairman Mike Sill Sr. passed away in late May, leaving behind a legacy of growth, service, longstanding relationships and family ties. Sill was 78. A memorial service was held for him at St. Mark's Episcopal Cathedral on June 4.

Mike Sill Sr. grew up in Duluth, Minn., and graduated from Duluth Central High School and the University of Minnesota Duluth before serving in the U.S. Air Force. Following military service, he returned to Duluth to join Road Machinery & Supplies Co., which was founded by his dad in 1926.

Mike Sr. started with RMS in 1953, and three years later moved to Minneapolis to open a branch office. During Sill's tenure as President, and along with his twin brother, Mitch, RMS added numerous product lines and locations in Minnesota and the Upper Midwest.

"Dad always had the philosophy to align the company with the first or second preferred manufacturer in each product category," said Mike M. Sill II, who took over as President/CEO upon his father's retirement in 1994. "He really was driven to grow the company. Mike Sr. and Mitch focused on attracting quality lines and backing those brands with first-rate service, and RMS took off as a result."

Bringing quality equipment on board was only part of what made Mike Sr. successful in the equipment industry. "My Dad was also a great judge of character," said Mike II. "He hired good people, in whom he always took a genuine interest. He managed by walking around. Dad was out talking with technicians, management and anyone else who worked here to get insight from them. Then, he'd take that feedback and employ it to make the company better, not only as a place to work but a place customers could turn to for equipment and the service and support to back it up. He surrounded himself with quality people, mentored them and gave them the ability to make decisions."

Mike II said that approach directly impacted customers, whom his father cared about deeply. During his presidency, Mike Sr. spent a lot of time cultivating relationships and working with customers to build their businesses. "Dad valued helping our customers, and many contractors grew as a result of that help. He loved auctions, and often bought used equipment so RMS would have a good used inventory that customers could tap into as an alternative to new. We were one of the first companies to get into renting new equipment and using rental purchase options, which customers really liked."

Michael R. Sill,
Chairman of RMS



Excellent counsel

In addition to selling equipment, Sill was very involved in the construction industry itself, serving as President of the Associated Equipment Distributors in 1985, and as a board member of the Associated General Contractors of Minnesota. He also was an active member of the Minnesota Underground Contractors Association.

"He saw the benefit of being in these organizations because they helped our customers and the industry," said Mike II. "Dad would go to the conventions and work the room, talking with everyone. He really cared about people and took an interest in their lives and families. And he never forgot anyone. In fact, he often asked about customers, employees and other people he'd met after he retired. The reverse was true also; people were always asking about him. I've received quite a number of letters since his passing from people who really looked up to him as a friend and a mentor," Sill II added. "He truly cared about people first and foremost, and it showed."

Mike II himself received a great deal of good counsel from his father. "Dad and I were very close, and there's no denying the significance of that. Even after he retired, we talked several times a week. He was always willing to offer advice and feedback, and his advice was always good. I feel very blessed to have had his guidance.

"He offered that guidance right up to his passing, as he would always call in to our Monday morning company meetings just to listen to what was happening with RMS, its manufacturers and customers. Dad very much enjoyed it."

Long history of service

Mike Sr. also enjoyed serving outside the industry. He worked on the board of Habitat for Humanity of Collier County in Florida, where he and wife of 51 years, Barbara, retired. He was a member of the Young Presidents Organization, serving as Chapter Chairman and on the National Board of Directors. He was a member of the Chief Executive Organization and World Presidents Organization, meeting world leaders while traveling for the groups.



Michael R. Sill (at podium, right) served as national President of the Associated Equipment Distributors in 1985 and was active on the boards of many other industry and national organizations and businesses.



RMS took on statewide coverage of Clark Equipment in 1959. In this photo, Michael R. Sill (far left), his father, Michael M. Sill (center), and brother Mitch Sill (far right) are pictured with Clark Representatives. Michael M. Sill founded Road Machinery & Supplies Co. in 1926.

In 1976, he was with the first U.S. delegation of businessmen on a trade mission to Cuba.

Sill served on company boards for the First Bank of Minneapolis, the Franklin National Bank, Venturian, Vaughns and Polaris Industries.

He was a resident of Naples, Fla., and spent summers at his home in Deephaven, Minn. In addition to his wife, Barbara, and son, Mike, survivors include another son, Douglas, daughters Debra and Patricia, and six grandchildren. ■



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COVER YOURSELF

Some helpful hints to ensure your construction contract leads to a profitable project

The news is everywhere that construction spending is down. Contractors face the liability issues inherent in having to cut prices while construction material costs either increase or stay the same. However, opportunities exist for a construction contractor to turn a profit, even in these seemingly dire times.

In order to do, so a contractor must plan ahead, run a project smoothly and professionally, assure that its contracts contain terms that protect it from liability as best is possible in an uncertain world, and assure prompt action to collect, should those terms be breached (whether with a lawsuit, mechanic's lien, or possibly a Miller Act claim).

One key to avoid having to pursue this last course of action is to make sure that you, as a general contractor, subcontractor or supplier, run your portion of the construction job smoothly. Good relationships with those both upstream and downstream can go a long way toward heading off problems before they blossom into legal action. The construction guidelines published by a coalition that includes the Associated General Contractors are a good starting point for advice on this topic.

Another way to avoid problems and protect yourself as a construction professional is through the use of escalation clauses in your construction documents. These clauses allow a subcontractor to pass on an increase in materials cost to a general contractor (or a GC to an owner) under certain circumstances. Absent such a clause in your contract, you (as the downstream construction company) will likely have to eat any increased costs under a fixed-price, lump-sum contract. Of course, an escalation clause is just one protection that you can build into your contracts. A

knowledgeable construction attorney can help you incorporate others.

Finally, make sure that all the details are hammered out up-front in the contract documents. Many problems will be avoided by clear contract drafting that assures all parties know the deal before the project starts. Surprises cause litigation much more often than clear contracts, even in claims situations.

Taking these relatively simple steps should help you concentrate on completing the work and making money doing it. ■



Christopher G. Hill

Christopher G. Hill is a lawyer at the Richmond, Va., firm DurretteBradshaw PLC, a LEED AP and a member of Virginia's Legal Elite in Construction Law. He specializes in mechanic's liens, contract review and consulting, occupational safety issues (VOSH and OSHA), and risk management for construction professionals. Mr Hill authors the Construction Law Musings blog at <http://constructionlawva.com>.

Running a job smoothly and hammering out contract details are a couple ways that can help you turn a profit on any job, according to lawyer Christopher G. Hill.





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WHAT TO EXPECT

TAKING STOCK OF THE STIMULUS

Increased construction spending expected during second year of the economic recovery plan

A significant increase in construction spending under The American Recovery and Reinvestment Act (ARRA) is expected as the economic stimulus package heads into its second and final year. Estimates show about \$20 billion was spent for infrastructure projects during the first 12 months of the plan, only a little more than 10 percent of the total allotted.

When the \$787 billion stimulus package was passed last year, nearly \$135 billion was appropriated for various transportation and other infrastructure funding. The early focus was on “shovel-ready” projects, those that could be started within 120 days of the plan’s enactment. Spending for longer-term jobs would come later, much of it this year.

“Many projects are just now getting underway, and will be creating jobs throughout 2010 and beyond,” said Vice President Joe Biden, appointed to oversee the stimulus package. “Work on many Recovery Act projects will accelerate in the spring and summer months as weather conditions permit work on roads, bridges, water projects and Superfund cleanups.”

Though only \$20 billion has been spent, more than \$104 billion has been obligated, meaning projects are approved and waiting for construction to begin. The increased spending is expected to contribute 1.4 percentage points to gross domestic product growth in 2010. The pace of actual spending is slated to more than double, from about \$3 billion per month to more than \$7 billion.

“I think we’ll see a lot more stimulus money going into actual contracts and actual hiring in 2010 than we did in 2009,” said Ken Simonson, Chief Economist of the Associated General Contractors of America in a recent Wall Street Journal article.

TIGER projects announced

One area of the economic stimulus package to see an increase in spending is Transportation Investment Generating Economic Recovery (TIGER), a discretionary grant program that’s different from traditional hard-bid projects. The Department of Transportation recently announced \$1.5 billion in TIGER grants for more than 50 projects throughout the country.

According to the DOT, TIGER grants target major national and regional transportation projects that are in many cases difficult to

Continued . . .

More than \$1.5 billion in TIGER grants, part of the economic stimulus package, were recently awarded with projects falling into sectors such as freight rail, road and bridge repair and community livability.



Some construction job growth taking place

... continued

pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner and more livable.

The TIGER grants have been popular, with states pitching for the funds. More than 1,400 applications were submitted for review, totaling nearly \$60 billion.

Key sectors for investment under the TIGER program include freight rail, road and bridge repair and community livability. Eleven national freight projects, 13 highway infrastructure projects and 22 community livability projects, which are designed to give Americans more choices about how they travel and improve access to economic and housing opportunities in their communities, were announced.

"The TIGER program takes a new, common-sense approach to investing scarce federal resources on transportation projects of national significance," said a U.S. Department of Transportation outline announcing the grants. "Unlike other federal transportation programs, TIGER funds are open to all types of projects, from roads and bridges to transit and rail. In order to receive funding, each project must show how it will help the United States meet its national goals, most importantly growing and rebuilding the economy."

Construction spending under the economic stimulus ramps up during 2010 with more money slated to be spent than during the first year of the act.

Jobs per \$1 billion spent beat prestimulus estimates

Spending more funds under The American Recovery and Reinvestment Act is good news to an industry that's been one of the hardest hit by unemployment. Critics have pointed to the stimulus plan as a failure for not creating or saving more jobs. They've also panned government bureaucracy for provisions of the act that they say have delayed stimulus spending.

Proponents of the bill acknowledge that there have been hiccups, but overall it's made a significant contribution and will continue to provide even more positives this year. Simonson points to a federal employment report that showed heavy civil employment remained stable earlier this year, an area where the bulk of stimulus-funded construction activity was spent.


"One of the few areas of construction to see increased spending in 2009 was in highway and roads according to the latest Census Bureau figures," he noted. "Considering the massive overall declines in construction activity last year, this is a strong sign the stimulus is having a positive impact."

Citing a recent federal report, Simonson said highway projects during the past year saved or created about 280,000 construction jobs. That equates to about 15,000 jobs per billion dollars spent, better than prestimulus estimates of about 9,700. Simonson indicated the ramp-up in spending this year will also lead to increased hiring of new workers or the return of some laid-off employees.

"The good news is that 2009's delays mean significantly more stimulus-funded opportunities for contractors in 2010," Simonson said. "We expect to see many more stimulus-funded projects come on line, especially for building contractors. This work will provide a much-needed lifeline for contractors, allowing them to retain many of their workers."

"The stimulus is one of the few bright spots the construction industry experienced last year," he added. "The stimulus is saving construction jobs, driving demand for new equipment and delivering better and more efficient infrastructure for our economy." ■





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NEW PRODUCTS

NEW EXCAVATOR MODELS

Heavy-duty booms offer increased durability in PC350LC-8, PC350HD-8 and PC450LC-8 models

Stress on an excavator's boom can significantly shorten its life and increase long-term owning and operating costs. That's why Komatsu took a big step in extending that life expectancy by introducing heavy-duty booms on its new PC350LC-8, PC350HD-8 and PC450LC-8 models.

Komatsu designed the heavy-duty booms to provide increased strength and durability compared to the PC300LC, PC300HD and PC400LC, which these new machines replace. Large cross-sectional structures, thick, high-tensile-strength steel, and partition walls help the boom and arm resist bending and torsional stress, making them more durable.

"The new machines basically maintain the same performance capabilities of their predecessors in terms of horsepower and bucket capacity," noted Doug Morris, Product Manager, Excavators. "However, heavy-duty booms are now standard to increase the durability of the work equipment. As with previous models, contractors will choose the model that best suits them based on factors such as the applications in which they use them, site conditions and breakout force."

Added reliability features of the new models include a sturdy frame structure. Its revolving frame, center frame and undercarriage were designed using advanced CAD analysis technology for better durability and longer life. Components, such as engine, hydraulic pumps and motors, control valves and electronic devices, are exclusively Komatsu-manufactured for seamless integration into the machines. Metal guard rings protect hydraulic cylinders, and hydraulic hoses equipped with O-ring seals provide extended, leak-free life.

Komatsu lengthened undercarriage life with grease-sealed tracks and track links with struts, which offer superior durability. Longer track life is part of an overall effort by Komatsu to lower owning and operating costs.

"Contractors will find these new machines a little more robust in all applications, whether digging utility trenches, loading trucks, mass excavation or demolition," said Morris, who noted a PC350HD-8 model is available that combines the upper structure of a PC350 with the lower part of a PC450. "Komatsu built in additional value by using more durable



Doug Morris,
Product Manager,
Excavators

Continued . . .

Brief Specs on the Komatsu PC350LC-8, PC350HD-8 and PC450LC-8 Excavators

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC350LC-8	77,362-79,037 lbs.	246 hp	0.89-2.56 cu. yd.
PC350HD-8	85,305-88,771 lbs.	246 hp	0.89-2.56 cu. yd.
PC450LC-8	97,372-104,058 lbs.	345 hp	1.47-3.75 cu. yd.

Heavy-duty booms on Komatsu's new excavators provide increased strength and durability compared to their predecessor models.

To read the article online and watch this machine in action, go to www.RMSRoadSigns.com



New excavators feature five working modes

... continued

components that offer improved reliability, better maintenance and service intervals, and cab improvements that make the operator more productive.”

Built-in productivity

Five working modes — Power, Economy, Lifting, Breaker and Attachment — help users get the most efficient production out of the PC350LC-8, PC350HD-8 and PC450LC-8. Using different modes, the operator can match engine speed, pump flow and system pressure to the application. For example, when high digging force isn’t needed, operators can switch to Economy mode for better fuel economy and savings. Power mode provides maximum production for faster cycle times, when needed.

Operators choose modes using the self-diagnostic, multifunction, color monitor that’s among the industry’s most advanced diagnostic systems. In addition to mode selection, the Komatsu-exclusive system identifies maintenance items, reduces diagnostic times, indicates oil and filter replacement hours and displays error codes. When the operator turns on the machine, check-before-starting items appear, and if abnormalities are found, a warning lamp blinks and a buzzer sounds to alert the operator. During operation, continuous machine condition checks help prevent serious problems from developing, allowing the operator to concentrate on the work.

Komatsu crafted the excavator cabs with operator comfort and productivity

in mind. The new design features a wider cab, high-back seat and reduced noise and vibration levels. The pressurized cab also helps minimize outside dust from entering.

In addition, the new, highly rigid cab has a pipe-structured framework with reinforced strength for high durability and impact resistance. A larger glass area provides excellent visibility of the work area, while a skylight offers better overhead visibility. Large side-view mirrors give the operator clear views to both sides of the machine and a standard rearview camera lets him see behind the machine.

Longer service intervals

The PC350LC-8, PC350HD-8 and the PC450LC-8 can work longer before requiring downtime for routine maintenance. High-performance filters extend replacement intervals to every 500 hours for the engine oil and filter, 1,000 hours for the hydraulic filter and 5,000 hours for the hydraulic oil. All grease points, except the bucket, are at 500-hour intervals. Large-capacity air cleaners and high-pressure, in-line filters at the pump discharge ports are standard.

Each excavator has easy service-access points, including side-by-side radiator and oil cooler modules for quick removal, cleaning and installation. Engine oil-level check, oil fill port and fuel filter have improved accessibility as does the engine oil filter and fuel drain valve. An eco-drain valve is standard and enables easier and cleaner engine oil changes. A fuel prefilter that separates water and removes contaminants minimizes potential fuel problems.

“While there are noticeable changes, we kept key elements of the previous models that are proven productive and efficient, such as the efficient, high-pressure, common-rail Tier 3 engines that provide high productivity with low fuel consumption and emissions,” said Morris. “KOMTRAX remains standard and allows owners and operators to track machine function and service intervals, among other items, which help keep downtime to a minimum. From that standpoint, users won’t notice change, but in terms of other direct links to owning and operating costs, they’ll see some significant improvements.” ■

Komatsu added value to its new excavators with features such as heavy-duty booms, five working modes, reinforced cabs with larger glass area and longer service intervals.



MORE NEW PRODUCTS

ADDED VALUE

Komatsu's new GD655-5 motor grader cab design is among features that improve productivity

One of the keys to productivity in motor grader work is the operator's ability to see the material and the blade as clearly as possible. Komatsu enhanced that ability in the new GD655-5 with a patented hexagonal cab that provides improved all-around visibility.

"The better visibility, the better production," said Product Manager Steve Moore. "We set out to make the most comfortable, productive and efficient motor graders possible. Komatsu did that by adding features, starting with a low-noise operator platform design that's similar to the unsurpassed, award-winning cabs in our small-dozer line. Then we built on that to provide even more value."

Better visibility is only part of the value-added equation, as Komatsu increased both horsepower and operating weight by nearly 10 percent, while decreasing fuel consumption by 20 percent compared to the GD655-5's predecessor. Its new, patented, dual-mode transmission system is mounted in the front for better weight distribution and provides on-the-go, full power shifting as well as inching capability and automatic shifting in the higher gear ranges.

"The operator has total control and can run the grader in direct drive (manual mode) for tough grading, or with the lock-up torque converter (auto mode) for fine work that may require inching," said Moore. "The higher horsepower allows for better productivity at higher speeds in applications such as road building and maintenance and snow removal. The combination of manual and auto is very effective for low-speed smooth operation by virtually eliminating engine stall. Komatsu is the only manufacturer to offer that."

Additional control valves

Komatsu also offers two additional control valves for a total of ten, making attachment additions easier. Other new standard features include a Turbo II precleaner, right and left independent blade-lift float, front-bar-mounted lights and a toolbox with lock. KOMTRAX 2.5 is also standard, providing better maintenance tracking. Users can perform nearly all services from the ground, including fueling for faster fill-ups.

"That reduces downtime and boosts production time," noted Moore. "Another key element is a new hydraulic, variable-speed, reversible fan that minimizes dust entering the radiator, which also minimizes downtime. With the GD655-5, as well as other Dash-5 motor graders we're introducing, we set out to engineer a machine that would significantly improve productivity and profitability. More horsepower and operating weight, as well as additional standard features, add value for anyone who uses a motor grader." ■

A new hexagonal cab provides exceptional all-around visibility and is among several new features designed to improve productivity and reduce owning and operating costs.



Steve Moore,
Product Manager



To read the article online and watch this machine in action, go to www.RMSRoadSigns.com

Brief Specs on Komatsu GD655-5 Motor Grader

Model	GD655-5
Net hp	218 hp
Operating Weight	38,415 lbs.
Blade Width	14 ft.





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MORE COMFORTABLE CAB

Redesigned work platform of the PC160LC-8 helps operators maintain productivity

A common adage in equipment says “a comfortable operator is a more productive operator.” Starting with that nugget of wisdom, Komatsu designed its new PC160LC-8 to foster an environment where operators can thrive.

The PC160LC-8 has a newly designed, larger cab (compared to the Dash-7 model) with excellent sound absorption. Noise-source reduction and a quieter Tier 3 engine, hydraulic equipment and air conditioner make the excavator’s noise level similar to a new automobile. Viscous damper mounting coupled with a highly rigid deck reduces vibration as well.

“There’s more to the equation than just noise and vibration reduction,” noted Product Manager Doug Morris. “The cab is pressurized with automatic air conditioning, an air filter and a higher internal air pressure to minimize the amount of dust that enters the cab. Operators who have used the PC160LC-8 notice right away how much more comfortable it is.”

Operators can set the temperature in the cab using the upgraded LCD monitor panel, which also allows them to set the proper working mode to match conditions. Five modes are available, including an Economy mode for lighter digging and loading, which reduces fuel consumption by 10 percent compared to the Power mode.

Durable, easy to maintain

No matter the conditions, operators can be confident that the PC160LC-8 will get the job done. Komatsu engineered it with a boom and arms of thick-plate, high-tensile-strength steel. Designed with large cross-sectional areas and generous use of castings, working attachments exhibit long-term durability and high resistance to bending and torsional stress.

“The PC160LC-8 is the largest in what’s considered our light excavator line, but don’t let the word ‘light’ fool you. It has the strength and durability to handle substantial work loads,” said Morris. “At the same time, it’s light enough at less than 40,000 pounds to be easily transported, as well as mobile enough for maneuverability on the jobsite. It’s great in commercial and residential applications.”

Morris said with KOMTRAX as standard equipment, it’s also easy to track and maintain proper service intervals. The radiator, aftercooler and oil cooler are arranged side-by-side for quick cleaning, removal and installation. Maintenance costs are reduced with high-performance filtering materials and long-life oil that extend intervals to 500 hours for engine oil and filter, 1,000 hours for hydraulic filter and 5,000 hours for hydraulic oil. ■

Brief Specs on Komatsu PC160LC-8 Excavator

Model	Net Hp	Operating Weight	Bucket Capacity
PC160LC-8	115 hp	36,770-37,740 lbs.	0.48-1.24 cu. yd.

The PC160LC-8 has a larger, more comfortable cab, helping keep operators productive longer. It also features an efficient engine, low fuel consumption and is easily transported.



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MILESTONES

MAGIC NUMBER — 930

Komatsu's legendary "ultra class" truck reaches a historic milestone

In 1996, Komatsu became the first equipment manufacturer to introduce an AC drive system into a large mining truck. In the 14 years since its introduction, Komatsu's 930E electric-drive truck has become the best selling "ultra class" truck in the world.

On March 1, Komatsu celebrated production of the 930th unit of its 930E series, which is designed and built at Komatsu's Peoria Manufacturing Operation in Peoria, Ill.

"The 930E represents Komatsu's genuine passion to see our customers succeed," said Don Lindell, Product Manager for mining trucks. "Based on data from real-world performance, we continue refining the features of the truck to lower the operating cost per ton."

That "real-world" data is gathered from 930Es that are operating around the world — from North and South America to Africa, Asia and Australia. The largest concentration of 930Es is in Chile, which is the world's largest copper-producing country. In fact, the massive Collahuasi copper mine in the mountains of northern Chile has more than 40 930Es, including historic unit number 930.

A key to Autonomous Haulage System

Because of its technology and reliability, the 930E is often used in remote locations and difficult applications. It is also a key part of Komatsu's Autonomous Haulage System which allows trucks to operate without drivers, thereby improving fuel efficiency, lowering production costs and lengthening truck life.

With a payload capacity of 320 tons (276 cu. yds.), the 930E is Komatsu's second-largest

mining truck, next to the 960E. Depending on the model, it is available with 2,700 or 3,500 gross horsepower (brake power). ■



Employees at Komatsu's Peoria Manufacturing Operations pose with the 930th Komatsu 930E haul truck. All of the 930 trucks were designed and built at the plant.

The Komatsu 930E was the first mining truck with an AC drive system and is the best-selling "ultra class" mining truck in the world.



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ALWAYS LOOKING FORWARD

Komatsu Vice President of R&D says making quality products is a never-ending process

QUESTION: How does Komatsu start the research and development of a new product?

ANSWER: Research and development is a never-ending process. When a new machine is introduced, we're already thinking about how to improve upon it. Of course, when the machine is introduced, we're not automatically working on building the next version of it. We study its attributes and how it's performing in the applications for which it was designed. Then we look for ways to improve upon it, keeping in mind that our goals include improving our customers' costs of moving materials.

QUESTION: How much input do customers have in the process?

ANSWER: A very significant amount. Our customers are a vital part of the research and development process. After all, they're the ones using the machines, so we value their assessments of our products. In some cases, we start by surveying customers to find out what they want to see in a new machine. We marry that with what our research and development tells us, then set out to build a machine that will offer the productivity and performance our customers want to see. As we do that, we're constantly testing, retesting, and making sure that the machine meets all governmental standards and requirements.

One example is our D51 dozers with the cab-forward and Super Slant nose design. Customers told us that they wanted to be able to move more dirt at a lower cost. They indicated that improved visibility would be a significant step in the process. We took that information and incorporated it into dozers that offer excellent views all around the machine, especially to the blade and material, so the

Continued . . .



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

Ike Mochida, Vice President of North American Research & Development

This year marks Ike Mochida's 35th anniversary with Komatsu. He joined the company in 1975 after graduating from Tokyo University with a degree in Mechanical Engineering.

His first duties were designing special applications for small and medium dozers, including safety devices. Eventually, he became responsible for the entire development process of building new dozers and was transferred to the U.S. Technical Center in Chattanooga. Two years ago, he was named Vice President of the North American Research & Development division, overseeing R&D for both technical centers (Chattanooga and Peoria) in North America.

"In the 35 years I've been with Komatsu, the company's aim has never changed," said Mochida. "It's to constantly work to design and build machines that make our customers more productive and efficient. We've done that with their input and our technological advances, which in many cases has improved their per-yard and per-ton costs. I find the process enjoyable."

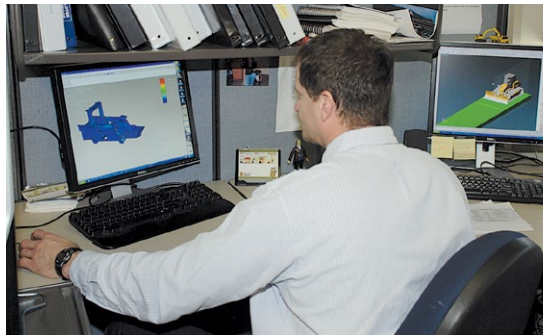
Mochida also enjoys traveling the U.S., especially areas of wide-open landscape and mountains. He also likes reading and playing golf with his wife Sonoko. The couple has two grown daughters.

Many resources used in product development

... continued

operator is more productive. Consequently, cost per yard was improved. Komatsu added to that with fuel-efficient Tier 3 engines and lower maintenance costs. The result was an award-winning, technologically advanced dozer that customers rave about. As a result,

Komatsu uses CAD and other technology in the research and development of its new products. "Technology has become an ever-increasing part of our R&D," said Ike Mochida, Vice President of North American R&D. "It streamlines things, but it doesn't replace the most important aspect of our process: customer input and ideas."



Komatsu research and development is incorporated into new products, many of which are built in three North American manufacturing plants. OEM components, such as engines, are an integral part of the process.



The D51 dozer with its cab-forward and Super Slant nose design is a result of input from customers who wanted increased productivity and improved visibility.



we've incorporated the Super Slant design into other dozer sizes.

QUESTION: What other types of machines in North America is Komatsu focusing its R&D on?

ANSWER: The emphasis in North America is multidimensional. We have three manufacturing plants that produce several machines, not only for the North American market, but globally. The Chattanooga, Tennessee, facility where I am located, produces excavators and articulated trucks. In Newberry, South Carolina, it's wheel loaders and utility machines. The Peoria, Illinois, plant focuses on mining products. Peoria is a "mother" plant, meaning all research, development, manufacturing and production of mining trucks takes place there, as opposed to a piece of the process done here and another done somewhere else. Another part of that is that all components are genuine Komatsu OEM and integrated into the design, which makes for superior quality and reliability. It creates better communication and streamlines our production when everyone involved with producing a particular machine is in the same place.

QUESTION: How many people are involved in the process?

ANSWER: It depends on the machine, but there are always several individuals working on research and development of a product. We have about 130 people in R&D, but of course they aren't the only ones involved. We work with engineering and manufacturing to assure that when a machine is in development, everyone is on the same page. Having multiple people at work on one project means we can take different views and incorporate them into the design of a better product.

QUESTION: What's Komatsu working on now?

ANSWER: As I mentioned, it's a never-ending process. Starting next year, Tier 4 engine technology is slated to ramp up, so we're working to ready our machines for that. At the same time, we're working on designs that will ensure our products continue to have more productivity, efficiency and reliability for which those machines have always been known. ■

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Top service personnel square off at annual Komatsu Advanced Technician Competition



Wade Archer,
KATC Director

Top service personnel from North American distributors competed in the annual Komatsu Advanced Technician Competition (KATC), held March 2 to 4 at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"We changed the format from the previous few years," explained Wade Archer, Technical Training Instructor and Director of the

KATC program. "In January of this year, we held a qualifying event in which any distributor technician could compete. The four competition categories were: Excavator, Wheel Loader, Dozer and Truck. The top technicians from each of four geographic regions were then eligible to come back for the national competition in March. Other factors that determined their eligibility included completing certain training and educational opportunities throughout the year."

Four individual categories were part of the competition, and winners of each competed against each other for title of National Champion.



The team competition featured competitors working together to diagnose and fix problems on a "mystery machine," which turned out to be a CD110R-2 crawler carrier.



Those 10 technicians who qualified, started the first day of the national competition by competing in the category they placed in during the qualifying event. Winners were named at the end of the day, and each moved on to the next round where they competed against each other for the title of National Champion. During this round they had to diagnose and fix problems in the other three categories. Individual winners received a trophy and cash prizes, while the National Champion received a trophy, cash and a tool box filled with tools valued at about \$17,000.

In addition to competing individually, top finishers from the first day of competition were paired together with another technician from their region to compete as a two-man team on a "mystery machine," which turned out to be a CD110R-2 crawler carrier. Teams did not know ahead of time what the machine would be.

"Beyond honoring technicians for their excellence, the purpose of the KATC is to motivate technicians to take advanced training, which results in better, faster diagnostics and service to customers," noted Archer. ■



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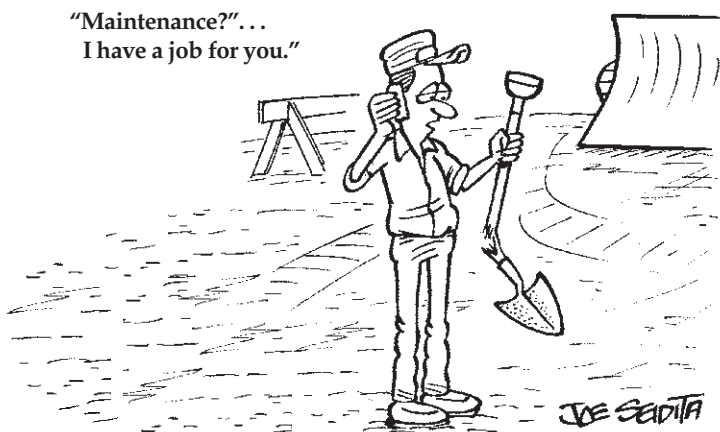
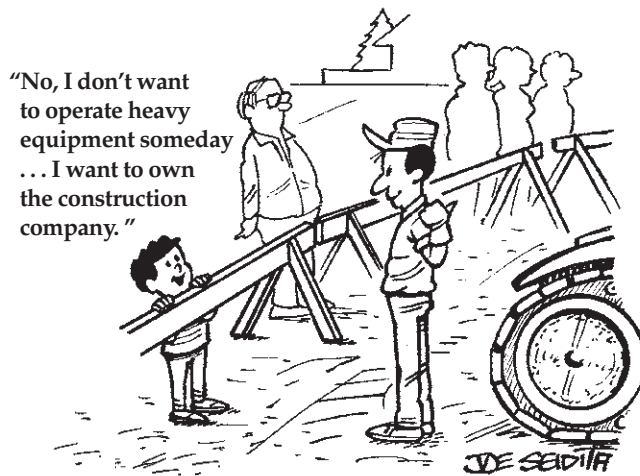
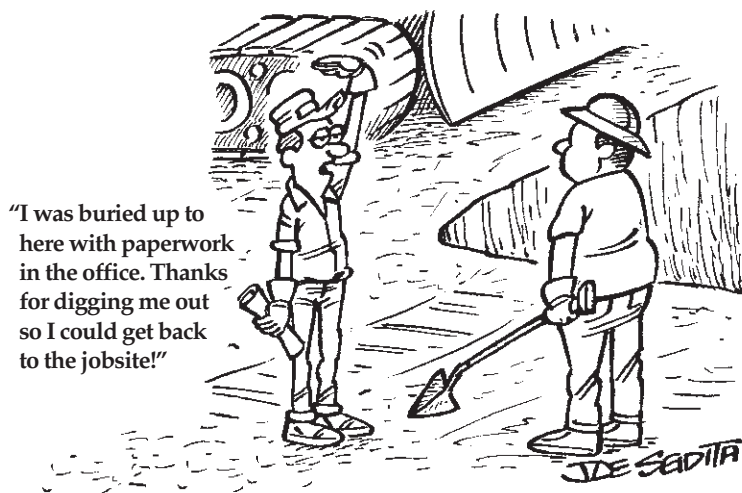
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SIDE TRACKS

On the light side



Did you know...

Komatsu was named after the city Komatsu, located in the Ishikawa Prefecture of the Hokuriku region in Japan. The actual name "Komatsu" translates into English as "little pine tree" and, according to legend, dates back to the middle of the Heian period (794-1192 AD). At that time, the monk-emperor Kazan planted a pine sapling during a tour of the Hokuriku region, and the area where it grew came to be called "sono no komatsubara" ("small-pine field with gardens"). This name is said to have been shortened to "Komatsu."

When Komatsu Iron Works separated from Takeuchi Mining Co. in 1921 to become Komatsu Ltd., the first logo that was chosen to represent the newborn company also symbolized this small pine tree. The logo underwent many modifications throughout the years, but remained faithful to its original "small pine tree" look until the late 1990s, when a major change was made and the current lettering was adopted.

Today, the Komatsu logo is a basic design that represents the Komatsu brand. It reflects the Komatsu image of reliability, stability, and strength. The well-balanced sophistication of the logo, the unique design of the letter "T" and the deep, vivid-blue color symbolize a bold corporate character and a leader in technological innovation.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. TIKJYSOC _____
2. NSOMISESI _____
3. CENTIHCINA _____
4. SOREGUR _____
5. MIWODETN _____
6. REQOTU _____

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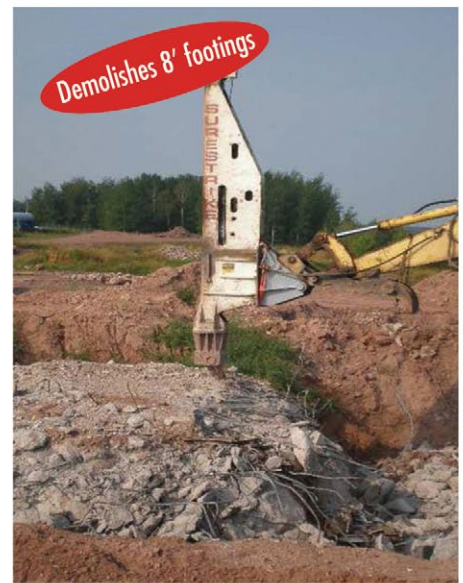
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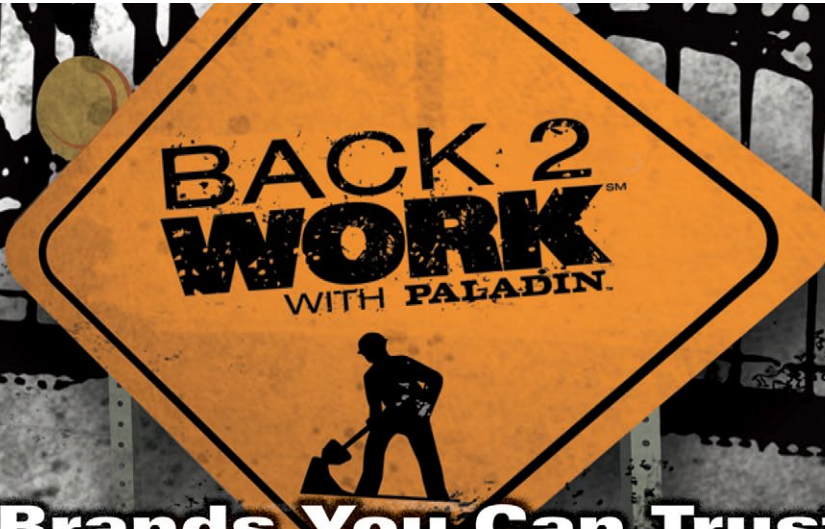
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SAFETY FIRST

STRESSING SAFETY

Master Instructor provides Competent Person training at RMS Rentals

Nearly 50 people attended the recent Competent Person training seminar held at RMS Rentals, led by Dan Williamson, National Sales Manager for CERDA Industries, a safety equipment manufacturer. The seven-hour training seminar focused on several important safety aspects of excavation and utility trench projects such as soils and testing and OSHA regulations.

"The Competent Person on a jobsite is responsible for safety aspects and ensuring companies are in compliance, so it's important they understand what's involved," said Williamson, who's one of only a handful of recognized Master Instructors by the National Utility Contractors Association (NUCA). "The seminar focuses on Subpart P of the federal Trench and Excavation Standards. When the seminar is done, my hope is that those in attendance walk away with a better awareness to take stock of their surroundings on the jobsite, identify potential hazards and work to correct issues before they have a chance to become catastrophic."

Williamson highlighted a couple standards that are basic to good safety practices in trenching, but are sometimes ignored. For example, any trench five feet or deeper must be sloped, shored or shielded and have a ladder for access or egress. Workers in the trench must have access to a ladder within 25 feet of their location.

"Those are just two of the many simple rules designed to address potential dangers and minimize them," he noted, adding that deeper excavations should have some sort of shoring, such as a trench box. "For some reason, though, the country still has a poor history of death and injury in the trenches. There are typically 100 to 150 deaths each year, many of

which can be prevented by simply taking the time to think ahead and plan. Ultimately, the goal should be no fatalities or injuries."

Of utmost importance

RMS Rentals General Manager Mark Rossi said that's why the company puts an emphasis on Competent Person training and hosts the seminars at its Savage headquarters. The company wants to get the word out that safety is of utmost importance.

"We value our customers, and we want to stress how important this is," said Rossi. "By taking the time to invest in Competent Person training, those contractors are making a commitment to ensuring not only their safety, but the safety of other workers. We're happy to help facilitate that in any way we can." ■

NUCA Master Instructor Dan Williamson recently led a Competent Person safety training seminar at RMS Rentals.



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2006 KOMATSU PC138USLC-2..... \$93,500



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



2008 KOMATSU D275AEX-E0 \$450,000

Year	Mfg.	Model//Descr.	Hours	S/N	Price
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HYDRAULIC EXCAVATORS



2004	KOMATSU	PC09-1	721	10529	\$11,500
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
2002	KOMATSU	PC200LC-7	4,778	201741	\$66,500
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
	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	\$95,000
2006	HYUNDAI	R160LC-7	2,000	N50110465	\$57,500
2005	HYUNDAI	R210LC-7	2,535	N60613505	\$66,000
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

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
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Year	Mfg.	Model//Descr.	Hours	S/N	Price
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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	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
2005	HYUNDAI	HL740-7	3,432	LF0110478	\$55,000
2006	HYUNDAI	HL757-7	1,806	LD0110728	\$69,500
2006	JOHN DEERE	824J	9,419	605348	\$137,500
1984		W30	9,312	9156235	\$10,500

CRAWLER DOZERS



2008	KOMATSU	D275AX-5E0	857	30107	\$450,000
2003	KOMATSU	D39PX21A	2,650	1206	\$42,500
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
2005	JOHN DEERE	450JLGP	1,202	109504	\$38,500
1971	CAT	D6C		10K5677	\$21,500
2004	DRESSSTA	TD25H	5,580	P073101	\$139,500

SKID LOADERS



2004	KOMATSU	SK1020-5	888	37CF00114	\$16,000
2006	ASV	RC60	713	RSE01620	\$19,000
2006	ASV	SR70	1,689	SSA00515	\$28,250
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



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'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
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CRANES

2003	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
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
	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
		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
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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
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	C4M88DWF TRENCH SHIELD	0	C050101	
2005	CERDA	C4L48WFB TRENCH SHIELD	0	C050140	
2005	CERDA	C4M88DWF 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	
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"		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

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