

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

RMS ADVENTURE TOUR

Check out the photos from the annual motorcycle ride across Iowa.



NEW D65-16 DOZERS

A long list of new features
adds to efficiency and
lower O&O costs

See article inside . . .



KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II

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service you'll
need**



Dear Valued Customer:

Signs continue to point to a recovering economy and an increase in construction activity. It's been a long time coming, and we're optimistic the upward trend will continue. As it does, the need for machinery will increase. At RMS, we're ready to help you find the equipment you need, whether for purchase or rental.

We believe we represent the best manufacturers in the industry and are proud to be aligned with companies such as Komatsu, which sets the bar in terms of new construction equipment features that provide efficiency and productivity. In this issue of *Road Signs*, read about how Komatsu is ramping up to bring those same attributes to Tier 4 engine standards, much of which go into effect January 1, 2011.

You'll also find articles on Komatsu's new D65 dozers and PC78US-8 excavator. Like other new Komatsu products, these are innovative machines designed to maximize productivity while at the same time, keeping your O&O costs in line. Some of you will look for financing to purchase these and other machines, and if that's the case, you'll be interested in the Komatsu & You feature that provides insight from Vice President & Treasurer Ben Norris on how Komatsu Financial can be of service to you.

We're always at your service as well. When you purchase or rent machinery from RMS, it comes with our pledge to stand behind it with well-trained and highly skilled technicians who can diagnose and fix issues, and perform routine service along with preventive maintenance. We also have the parts you need if you choose to service your equipment yourself.

Whatever your needs, please don't hesitate to call or stop by one of our 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

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RMS ADVENTURE TOUR

Bikers get great views of eastern, southeastern Iowa landscape on annual customer appreciation ride



The scenery included open roads through farm country.

RMS Iowa/Illinois Sales Manager Larry Smith (right) rallies the bikers and gives them some last-minute instructions before the ride begins on July 15.



Bernard, Bertram, Clarence, Wyoming, Baldwin. Towns that don't stand out on an Iowa map, but each saw the large number of bikers participating in Road Machinery & Supplies Annual Adventure Tour customer appreciation event. This year, the group of about 100 traveled the highways and back roads of eastern and southeastern Iowa on a 260-mile trip.

The trek began on the east edge of Dubuque early on July 15 with riders leaving from the Heartland Inn parking lot. Riders gathered in the same lot and the hotel's hospitality room the night before for a "Fire Up" event that allowed them to meet for the first time or get reacquainted with many they've seen at previous Adventure Tour Trips.



Fred Lukins with Lukins Construction (left) and Dale Ronfeldt of Soil Solutions were some of the first bikers to arrive at the "Fire Up" event on July 14 in Dubuque.

Jared Chambers of Chambers Ltd. and wife Pam Chambers look forward to the ride.





Bikers climbed several hills on the trip, including one coming into the city of Brighton in southeastern Iowa.

"The first night is always fun and really sets the tone for the ride," said RMS' Iowa/Illinois Sales Manager Larry Smith, who organized the ride. "It's something customers look forward to almost as much as the ride itself. Our staff really enjoys putting it on for them."

Continued . . .



The pre-bike-ride dinner saw customers such as Randy Van Dyne of Kevin Kent Construction and his wife, Diane, arrive on their bikes.



RMS COO Dave Johnson (left) talks with riders at the pre-ride event on July 14.

Rick McKenna of Martin Marietta and Lynne McKenna pose with their bike during the "Fire Up" event.



Riders began the Adventure Tour at the parking lot of the Heartland Inn in Dubuque. It was the start of a 260-mile journey through eastern and southeastern Iowa.



Western Engineering was represented by Steve Epley and wife Jean.



Kevin Heck of Soil Solutions and wife Vickie arrive at the "Fire Up" event.



Becky Bertram and Tim Wynkoop of Wynkoop Equipment prepare for the ride.



Randy Bitner of Norris Asphalt and wife Karen look forward to the ride.



RMS Territory Manager Joel Davidson (left) and Ryan Michaelson of Michaelson Construction have a laugh at the "Fire Up" event.



Becky Pemble and husband John of Pemble Digging and Drainage prepare for the bike ride.

Food, fun and relaxation were part of tour

... continued



Two gas stops sponsored by RMS and some of its manufacturers were part of the trip, including this one in Oxford Junction and another in Eldon. RMS personnel filled the tanks while bikers lined up.



After completing the bike ride and getting a little rest, bikers enjoyed the patio at Honey Creek Resort at Lake Rathbun, where they also had dinner and an after party.



Jim Cornelson, President of Broce Broom, handed out screaming monkeys which became the mascot of the 2010 Adventure Tour.



Jim Jensen of J. Petticord and wife Jodie show off their bike.

Following the second gas stop, riders began the final leg of the Adventure Tour by crossing the Des Moines River bridge near the town of Eldon that is home to the Gothic-windowed house featured in Grant Wood's famous American Gothic painting.



Once on the road, bikers enjoyed some of Iowa's best scenery, including the Eden Valley Nature Center, which lies just south of Baldwin and was the first rest stop. From there, the group headed south and west toward its first gas stop at Oxford Junction. As in the past, RMS, Komatsu America and other manufacturers, such as Broce Brooms, KPI/JCI and Volvo sponsored the gas stops and other amenities of the Adventure Tour.

There was a second gas stop in Eldon, but in between the two fuel-ups, riders stopped for lunch at the city park in Riverside. Following the second gas stop came the final leg of the journey to Honey Creek Resort at Rathbun Lake near Centerville. After a brief rest, attendees were treated to dinner on the patio of the resort, which offered a nice view of the lake.

"As always, everyone had a good time," said Smith. "The weather was nice, the scenery was great and the company couldn't have been better. We're already looking forward to next year's ride." ■



Riders saw some beautiful scenery along the way, including wooded areas and rock ledges near the Eden Valley Nature Center.



(L-R) Joe Hewitt, Ryan Michaelson and Scott Michaelson of Michaelson Construction enjoy dinner and a view of Lake Rathbun at Honey Creek Resort following the ride.



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LEGISLATION WEAKENS EFFORTS

AGC says proposed climate bill undermines efforts to build greener and make infrastructure more efficient

Improving the efficiency of our built environment — including commercial buildings, transportation infrastructure and water systems — presents one of the greatest opportunities to reduce power consumption and cut greenhouse gas emissions. After all, the U.S. building inventory accounts for 35 percent of the nation's manmade greenhouse-gas emissions and consumes 40 percent of the nation's energy, while our aging and inefficient transportation network accounts for another 27 percent each of the energy consumption and greenhouse gas emissions.

Despite this tremendous opportunity, senators have proposed legislation that makes it harder to construct new, more energy-efficient buildings and factories, improve aging infrastructure and eliminate traffic congestion that wastes fuel and pollutes the environment. By allowing the EPA a virtually free hand to approve or deny construction and rehabilitation projects, the bill creates regulatory obstacles that will raise construction costs, delay projects and stifle demand. Worse, by taking funds raised through the proposal's new transportation fees and committing all but a small percentage of unrelated spending, the legislation leaves our aging and inefficient roads, airways and transit systems vastly underfunded.

The inevitable consequences of this bill are higher taxes, fewer jobs, and continued reliance on wasteful buildings, inefficient infrastructure and leaky water systems. Stifling economic growth and neglecting our primary environmental challenges is not an effective way to address climate change. Instead, Congress and the Administration should focus on the measures we identify in our "Building a Green Future" plan.

Our green construction plan identifies steps public officials, developers and the construction community must take to lessen the impact of our built environment. Measures in the plan include doubling existing energy-efficiency tax credits for commercial buildings; passing the Building Star program that invests \$6 billion in improving the efficiency of commercial buildings; and speeding review and boosting tax credits for green building projects.

The plan also calls for public building projects to incorporate state-of-the-art environmental solutions and for the federal government to make pragmatic investments in research and technology. It makes it easier to launch new transit projects, shifts cargo traffic to energy-efficient barges and accelerates federal approval for new transportation projects in congested corridors. And it calls for making the level of transportation investments virtually every expert agrees is needed to improve capacity and reduce traffic.

What the senators appear to have forgotten is that you can't simply regulate a greener future, you have to build it. ■



Stephen Sandherr,
CEO of AGC

Construction equipment, such as Komatsu's revolutionary Hybrid PC200 excavator, can play a major role in reducing the impact construction has on the environment.



A BLUEPRINT FOR ECONOMIC GROWTH

AGC lays out a plan to “Build Now for the Future”

While there are sparks of an economic recovery, many believe it is tenuous and needs an added boost of both confidence and dollars to firmly take hold. That’s especially true in the construction industry, where investment spending has been dramatically lower in the past couple of years and unemployment is nearly double the national average.

While the American Recovery and Reinvestment Act, also known as the stimulus package, may have helped stave off an even worse crisis, there are those in the construction industry who believe it didn’t go far enough. They also think that while it had some short-term effect, it doesn’t address future construction or economic needs.

“The money (in the stimulus plan) will be invested over several years and much of it will be used to offset declining state and local investment,” said the Associated General Contractors (AGC) of America. “In other words, the stimulus is not enough to turn around a trillion-dollar industry.”

AGC’s plan calls for increased infrastructure investment, as a way to jump start not just construction, but the overall economy.

Industry groups are calling for increased investment in housing, infrastructure and transportation. AGC is leading the charge with its recently released “Build Now for the Future: A Blueprint for Economic Growth.” It’s a comprehensive approach to rebuilding a construction industry that’s seen more than 1 million workers unemployed and construction spending decline by \$193 billion last year compared to 2008, an 18-percent drop.

AGC’s blueprint lays out a case that rebuilding the construction industry will boost job creation and economic growth. The document asserts that construction and infrastructure investments enhance our ability to compete globally and construction investments help improve public health and protect the environment.

“This plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” said the AGC. “While these changes are critical to reversing the current crisis in the construction industry, they are also essential to rebuilding, expanding and sustaining the broader U.S. economy by raising tax revenue and creating a more efficient national infrastructure for the movement of goods and services.”

Three key areas

AGC’s plan hits three key areas, including rebuilding private construction that accounts for 70 percent of construction activity. To do this, the organization calls for net operating loss carryback, repeal of the alternative minimum tax, increased tax credits for energy efficiency and extending tax cuts to preserve private capital.

It also wants to eliminate disincentives on global investments in U.S. commercial real





estate, restore “Fast Track” trade promotion authority and remove trade barriers that inflate costs. Additionally, the plan calls for extending Term Asset Backed Securities Loan Facility, which allows private investment programs to fund construction projects, and extending first-time home buyers credit.

The second key area is boosting investments in infrastructure to provide industry stability and economic efficiency. AGC wants federal investments in transportation programs to double. Revenues would come from a transition to vehicle-miles tax, a right-size federal gas tax and encouragement of public-private partnerships. Further investment in federal buildings, clean-water programs, flood control, inland waterway navigation and establishment of a national infrastructure bank are necessary.

Further funding in this area could be possible from expanding and making permanent the Build America Bonds program and adding an exemption on construction from the private activity bond cap.

The third part of AGC’s plan calls for a revision of what it terms “restrictive policies and regulations” in order to speed construction and ease costly delays. It wants to streamline environmental reviews, accelerate licensing of new nuclear power plants and establish a multiyear capital budget for public works. The organization calls for a rejection of the Clean Water Restoration Act, but encourages green construction, avoiding



government-mandated labor agreements and rescinding Buy American requirements.

Significant return on investment

AGC believes the public will see a significant return on investment with its plan. By boosting economic activity, tax revenues will rise, offsetting some of the tax credit costs in the blueprint. By raising and modernizing user fees, establishing a Water Trust Fund and expanding public-private partnerships, revenues for infrastructure investment will rise. “The cost of inaction will be far greater than anything outlined in this plan,” said AGC.

“Every billion dollars invested in nonresidential road activity adds \$3.4 billion to the gross domestic product, increases personal earnings by \$1.1 billion and creates or sustains 28,500 jobs,” according to the group’s plan. “Almost 19,000 of those jobs would be in areas outside the immediate construction sector, including equipment manufacturing, materials supply, food service, health care and retail. In other words, the best way to generate new economic activity, increase employment across economic sectors and grow the economy is to rebuild demand for construction services.” ■

Boosting infrastructure investment would provide stability and efficiency, according to AGC’s plan.

“The plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” it said.

CLEANER FUEL

Ultra-low-sulfur diesel now more widely available for off-road vehicles

Cleaner-burning diesel fuel is now more widely available for off-road vehicles as ultra-low-sulfur diesel (ULSD) became available at retail facilities June 1. The new fuel contains 97 percent less sulfur than previous diesel fuel, and can be used in existing engines, providing about a 10 percent reduction in emission particulates.

“(This) is another milestone for clean diesel and clean air, as our nation’s farm tractors and construction machines will now have access to cleaner ultra-low-sulfur diesel fuel,” said Allen Shaeffer, Executive Director of the Diesel Technology Forum. “Two-thirds of all farm and construction equipment relies on diesel engines due to their unique combination of power, fuel efficiency, economical ownership and operation, and legendary reliability and durability.”

Beginning June 1, all highway diesel fuel supplied in the U.S. must be ultra-low-sulfur diesel, and at least 80 percent of fuel refined in the country for use by off-road vehicles must be ultra-low-sulfur diesel. The new fuel contains 97 percent less sulfur than previous diesel fuel, and can be used in existing engines.

Availability of the fuel comes ahead of a big step in Tier 4 engine mandates. Beginning next year, Interim Tier 4 standards take effect for 175- to 750-horsepower engines. Diesel machinery will be required to use cleaner grades of oil and fuel in the effort to reduce particulate matter, such as nitrogen oxides and hydrocarbons.

According to the Diesel Technology Forum Web site, “This new, ultra-clean fuel is important because sulfur tends to hamper exhaust-control devices in diesel engines, much like lead once impeded the catalytic converters on gasoline cars. Just as taking the lead out of gasoline in the 1970s enabled a new generation of emissions-control technologies that have made gasoline vehicles more than 95 percent cleaner, so will removing the sulfur from diesel help usher in a new generation of clean-diesel technology.”

“Benefits are significant”

Ultra-low-sulfur diesel has been available since 2006, but as of June 1, all highway diesel fuel supplied in the U.S. must be ULSD, and at least 80 percent of fuel refined in the country for use by off-road vehicles must be ULSD, containing a sulfur content of only 15 parts per million. Shaeffer said its widespread availability will help expand opportunities for clean-diesel retrofits for off-road use in existing fleets.

“The advanced clean diesel system — combining cleaner fuel, state-of-the-art engines and effective exhaust-control technology — will play a leading role in helping cities and states meet strict new air-quality goals set by the federal government,” said Schaeffer. “The benefits of the new cleaner fuel are significant.” ■





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NEW D65-16 DOZERS

A long list of new features, including 6-way and sigma blade options, adds to efficiency and lowers O&O costs

More dozing capacity and greater efficiency in a variety of applications are always an advantage. Komatsu's new D65-16 model dozers — EX, WX and PX — provide both, thanks to a long list of new features, including a Power Angle Tilt (PAT) blade and a fuel-efficient, 205-horsepower, Tier 3 engine.

Unavailable in some previous models, a six-way PAT blade can now be used on all new D65s. The hydraulic blade tilt, angling functions and manually adjustable blade pitch expand versatility and productivity in a wide range of applications. It's well balanced for light and medium dozing operations as well as providing precise grade cutting required in site prep, golf course or house pad applications. The blade is 100-percent Komatsu, and is stringently tested for durability.

"Users like the PAT blade because it rolls material forward so well, it takes less horsepower to move it," said Product Manager Bruce Boebel. "Komatsu designed the blade to keep that material rolling in front of it and away from hoses and cylinders. That extends their life and reduces maintenance costs."

Boebel said adding a PAT blade to all new D65s came about as a result of customer feedback, but it's not the only blade option. A revolutionary Komatsu SIGMA blade is available for the D65EX-16 and D65WX-16 models. It's designed for heavy dozing applications and keeps more material to the center, giving it a 15-percent boost in productivity when compared to a typical semi-U. PX and EX models can also be equipped with a straight blade.

"Having blade options allows users to choose what's going to best suit their business and the type of work they do," said Boebel.

"Each blade has its particular purpose, and matching the blade to the application is a vital part of being able to move material efficiently so per-yard costs stay low."

Lock-up torque converter, two modes

Power to push any blade full of material comes from a highly efficient lock-up torque converter that automatically transfers engine power directly to the transmission. The result is increased dozing speeds compared to

Continued . . .



Bruce Boebel,
Product Manager

Brief Specs on the Komatsu D65-16 Dozer		
Model	Operating Weight	Net Horsepower
D65EX-16	43,980 lbs.	205 hp.
D65PX-16	46,960 lbs.	205 hp.
D65WX-16	45,570 lbs.	205 hp.

All new D65-16 models can be equipped with a six-way Power Angle Tilt blade that rolls materials forward, resulting in less horsepower used and better fuel efficiency. A lock-up torque converter and two-mode transmission are also new features in the Tier 3 machines.



To see this machine in action,
find this article in our online
magazine at
www.RMSRoadSigns.com



Longer undercarriage life, easier maintenance

... continued

previous D65 models. Operators can select from two gearshift modes, automatic and manual, to fit the appropriate application.

At the same time, in Auto mode the lock-up torque converter helps reduce fuel consumption by as much as 10 percent with the new D65s. New Power and Economy modes allow operators to match the needed performance to the job for maximum efficiency. E mode can be used for all general dozing, leveling and spreading applications, providing the right mix of speed and power for maximum fuel savings. P mode is for slot dozing, ripping or other applications requiring maximum production where engine power has priority over fuel efficiency.

"Our excavator users rave about the ability to choose modes based on work load, and it makes sense in dozing as well," stated Boebel. "If you don't need full power to get the job done, why use it? The ability to change modes to suit the application gives users added versatility. They have one machine for multiple uses."

PLUS extends undercarriage life

The new D65-16 models come with Komatsu's Parallel Link Undercarriage System (PLUS) — the EX and WX models also have an additional foot of track on ground — that provides up to double the wear life of conventional undercarriages. The rotary bushing system virtually eliminates bushing wear, and wear

limits of the link and carrier roller are increased to balance the extended life of the bushing.

Added undercarriage life also comes from an improved, self-adjusting, idler support that applies constant downward pressure to the wear plate of the idler guide, preventing bouncing and vibration and reducing noise. It also acts as a scraper that keeps materials out. A full guarding package, designed with customer feedback, offers added durability and lower maintenance time and cost.

"The biggest cost of owning and operating a dozer is the undercarriage, and by extending its life, Komatsu is keeping that cost down," noted Boebel. "We want customers to produce with these machines for a long time to come, and the new and enhanced features we added to the undercarriage accomplish that."

Efficient maintenance

Added efficiency in the D65-16s comes from better visibility in the larger ROPS/FOPS cab that puts the operator higher and more forward for improved sight to the blade. The cab is ultra quiet at a 75-decibel rating, and an air-ride seat and rear hydraulics are standard. A seven-inch, in-cab, color monitor allows owners and operators to track fuel consumption and idle time, as well as other functions, using Komatsu's KOMTRAX technology that comes standard and is free for the first five years.

KOMTRAX helps provide better maintenance tracking to ensure proper service intervals are met, further keeping owning and operating costs down. Komatsu's new D65 models also feature easy routine maintenance that includes daily engine checks grouped at the left-hand side of the engine compartment. A wide-core cooling package and manually reversing fan allow for quick cleaning of the radiator without leaving the cab.

"There are so many things you can point to that make these new models an upgrade over previous ones," said Boebel, who noted that the dozers can come with Topcon plug-and-play or Trimble ready. "We designed these from the ground up with a list of enhancements our customers wanted. The result is more efficient and reliable machines, which is what they asked for." ■

EX and WX models can be equipped with a SIGMA blade designed for heavy dozing applications. Blade visibility is better in the new D65s as the cab was designed to move the operator up and forward.





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MORE NEW PRODUCTS

NEW PC78US-8

Compact excavator provides upgraded features that increase productivity, reduce O&O costs

A machine that offers more horsepower, operating weight and increased digging depth at lower owning and operating costs and emissions would be a major asset to your business. Komatsu's new PC78US-8 excavator offers all that in a compact package that works well in small and mid-size applications.

The PC78US-8 replaces the PC78US-6, offering almost 400 additional pounds of operating weight. The popular long arm is now standard, offering a larger working range than the previous standard arm. A 55-horsepower, direct-injection, Interim Tier 4 engine provides better fuel efficiency without sacrificing power or productivity.

"It's a great machine for a variety of construction projects, as well as utility and landscaping jobs," said Product Manager David Caldwell. "With the tight tail swing, it's very useful in confined areas."

Using Komatsu's HydrauMind™ hydraulic system, the PC78US-8's pressure-compensating Closed Loading Sensing System (CLSS) ensures each function works according to its control input regardless of the load, giving the operator precise control. An engine-speed sensing system maintains engine speed under all conditions, so the engine's full power potential is always available. An auto-idle feature senses when the machine is not working and reduces rpms to conserve fuel.

Productivity features

A number of the new PC78US-8's features add to productivity, including load-sensing, automatic, two-speed travel that provides 10.7 percent faster high-speed travel. Komatsu also improved traction force by 2.6 percent, enhancing blade performance and enabling the new PC78US-8 to power through turns.

Auxiliary hydraulics and the Level 3 KOMTRAX package (Komatsu's exclusive wireless machine-monitoring system) are standard equipment. Inside the spacious cab that's 3.6 percent larger, a seven-inch, color, multifunction monitor gives the operator the ability to easily navigate between functions. The monitor allows operators to select from five working modes for power, economy, lifting, breaker and attachments; to adjust the flow rate to auxiliary attachments without leaving the cab; and to modify the heat and air conditioning for maximum comfort throughout the day.

Komatsu made maintenance easier with an engine hood that can be opened in confined spaces, a wide-opening side hood, and extended, 500-hour arm and boom lube intervals and 500-hour engine oil and filter changes. In addition, the new machine comes with a standard three-year, 3,000-hour warranty.

"Our previous PC78US-6 model was very popular because of its power and productivity in tight jobsites, and we have further improved upon that," said Caldwell. "It's a valuable addition to any fleet, especially for those contractors who do utility work, landscaping, residential and non-residential construction." ■



David Caldwell,
Product Manager

Brief Specs on Komatsu's PC78US-8 Excavator

Model
PC78US-8

Operating Weight
16,240 lbs.

Net Hp
55 hp*

Digging Depth
15 feet, 5 inches

**Interim Tier 4
emissions-certified engine*



The new PC78US-8 has several upgrades that make it more productive and efficient in small to mid-size applications.

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READY FOR NEW REGULATIONS

Komatsu is geared up for the big leap in Tier 4 emission standards that start next year

Throughout the past several years you've heard a lot about Tier 3 emission standards for construction equipment, and chances are you have one or more machines that meet that criteria. In the next few months, the industry will shift to another gear, bringing a heavy dose of new Tier 4 standards to a large number of engines and all the compliance levels that go with them.

Tier 4 standards come in two phases, with the interim phase beginning next year and focusing on particulate matter reduction requirements. Final standards will come later and deal with oxides of nitrogen (NOx) and hydrocarbons. Tier 4 interim standards for smaller engines, ranging from 25 to 74 horsepower, are already in effect. However, OEMs have the option of skipping Tier 4 interim standards if they implement Tier 4 final standards one year ahead of schedule, in 2012.

Emission standards don't cover the type of machine, rather they apply to the horsepower of the engine, and a very large number of construction machines with engines in the 175 to 750 range will be affected when the interim phase comes in January of 2011. A year later, 75- to 174-horsepower machines will have to meet the interim phase.

So what do the new standards mean for construction machinery? Tier 4 rules cut the soot an engine can emit by 90 percent compared to Tier 3, and cut NOx by 45 percent during the interim phase. When final compliance goes into effect in 2014, NOx will have to be cut by an additional 80 percent, meaning new-machine emissions will be close to zero.

In addition, diesel machines will be required to use Tier 4-specific engine oil, use ULSD

fuel containing less than 15 ppm sulfur, and maintain emission filters. While meeting these new standards is challenging, Komatsu has already announced it's set for the new requirements to take effect.

"We were ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski. "Komatsu has always been an innovator, and constantly looks for ways to not only meet current and future standards, but exceed them when possible."

Technology behind the engines

Murawski said machine performance won't be affected, and in some cases, may actually be improved. Komatsu engineered new excavators, dozers, wheel loaders, trucks and other equipment in the new horsepower range to meet the standards without sacrificing productivity or fuel efficiency.



Chuck Murawski,
Senior Product
Manager

Continued . . .

Equipment in the 175- to 750-horsepower range, such as Komatsu's WA500-6 wheel loaders and HM400-2 articulated trucks, must meet Tier 4 interim standards beginning January 1, 2011. "Komatsu was ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski.



Komatsu steps up to Tier 4 with innovative design

... continued

Komatsu did so in a variety of ways, including a newly designed, KVGT (Komatsu variable-geometry turbocharger) that varies the air flow and delivers optimum air volume to the engine combustion chamber under all speed and load conditions. The result is cleaner exhaust gas and improved fuel economy while maintaining power and performance.

"Our initial feedback has seen more responsive machines that consume less fuel," said Murawski. "The Tier 4 machines are completely Komatsu-designed and -manufactured, including components, so we control quality and performance. All machine systems work in harmony."



Dozers such as the Komatsu D155AX-6 Sigma will be required to meet interim Tier 4 standards next year, while smaller dozers, such as the D51EX-22, have until 2012 to meet regulations.

The PC88MR-8 is equipped with a 65-horsepower engine that meets Tier 4 interim standards.



Other key features of the new technology include:

- A Komatsu-designed and -developed high-efficiency, diesel-particulate filter that captures more than 90 percent of particulate matter. The engine controller initiates passive and active regeneration automatically as needed to oxidize the particulates while the engine is running, which allows uninterrupted machine operation. A special oxidation catalyst eliminates the need for a traditional fuel burner, reducing maintenance costs and increasing reliability.
- A computer-controlled, heavy-duty High Pressure Common Rail System delivers the precise quantity of pressurized fuel into the engine combustion chamber, using multiple injections to achieve complete fuel burn and reduce exhaust emissions. Wear-resistant materials provide improved fuel-injector life.
- A heavy-duty, cooled Exhaust Gas Recirculation System, which has already proven effective in Tier 3 models, has been enhanced for increased capacity to further reduce NOx to Tier 4 levels. Larger, more robust components ensure reliable performance during demanding work conditions.
- A new fuel/air combustion chamber, located at the top of the engine piston, has a new shape designed to improve combustion and further reduce NOx, particulate matter, fuel consumption and noise.
- The engine and machine equipment function in harmony as the electronic control system performs high-speed processing of information from sensors throughout the machine. The result is reduced fuel consumption, noise, NOx and particulate matter.

"What customers get with these machines is solid production with lower emissions and less fuel consumption," said Murawski. "Komatsu technology has once again produced machines with a competitive edge." ■

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MORE INDUSTRY NEWS

Study shows theft of construction equipment a major issue

Results of a recent study show more than 13,000 pieces of construction equipment were stolen last year, with towable items such as generators, welders and air compressors being the top targets. The thefts were largely committed by organized crime rings, according to the 10th Annual Construction Equipment Theft Study done by LoJack Corporation.

Newer equipment is the most common theft target because of its high resale value. While towables were the top items stolen, backhoe loaders, skid steers, wheel and track loaders

were not far behind. More than 82 percent of the pieces stolen were never recovered.

Poor on-site security, easy access to open cabs, one key that fits all and a lack of product identification numbers and records make construction equipment easy targets, according to the study. LoJack suggests labeling all equipment with unique ID numbers in several locations on the equipment, keeping accurate records, focusing on site security and using theft deterrent systems, such as wheel locks and battery disconnects. All are good practices in theft prevention and recovery. ■

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OFFERING FINANCING SOLUTIONS

VP Financial Services and Treasurer Ben Norris says helping customers purchase equipment is top priority

QUESTION: What role does Komatsu Financial play in customer purchases?

ANSWER: First, Komatsu Financial is interested in the success of every deal, but we're not a replacement for traditional lenders. We encourage those buying equipment to shop around and find the best rates and terms that they believe will benefit them the most. However, Komatsu Financial offers a vast array of options that equipment buyers can use to finance or lease their Komatsu machines.

Komatsu makes efficient and productive products that are cost-effective, and we believe, put more profit in our customers' pockets. Komatsu Financial wants to help ensure customers are able to purchase Komatsu pieces by providing financing solutions, whenever they're needed.

QUESTION: Will you only finance new Komatsu equipment?

ANSWER: First and foremost that's what we do. Most of our customers are buying new pieces of equipment because, again, newer models tend to be more efficient and productive. But, if a customer believes a used piece is more of an advantage to them, we'll certainly work with them. From the used side, we'll finance competitive brands as well. For instance, if a distributor took a competitive piece on trade, and a customer is interested in purchasing it, we're here to help.

QUESTION: What's the advantage to using Komatsu Financial?

ANSWER: First, Komatsu Financial offers a stable, cost-effective and viable financing solution to customers by providing core product financing of Komatsu equipment. Second, we provide the best service in the

Continued . . .



Ben Norris,
VP Financial Services/Treasurer

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.

Ben Norris has witnessed firsthand the massive growth Komatsu has undergone during the past 30 years. He's currently Vice President Financial Services and Treasurer of Komatsu America, as well as President of Komatsu Financial, a wholly owned subsidiary of Komatsu America. He's also served as Finance Sales Manager and Controller in his 25 years with Komatsu.

Ben started in finance operations after graduating with a Bachelor of Science degree in finance from Illinois State in 1984. He received his MBA in 1990 from DePaul University, and served on the 2006 National Security Forum as a civilian guest at the Air War College at Maxwell AFB in Huntsville, Ala.

As Vice President Financial Services and Treasurer, he's responsible for assets and liabilities for Komatsu America. He oversees a staff of more than 50 finance professionals who work with Komatsu distributors and customers to provide financing options for equipment purchases.

"Komatsu Financial provides support to about 20,000 Komatsu end users, as well as our distributors throughout the United States and Canada," said Norris. "That's considerably higher than when I started with Dresser Leasing, which eventually grew into Komatsu Financial. One thing I'm most proud of is that through the transition into Komatsu Financial, and especially through the peaks and valleys of the construction industry, we've consistently provided stable, cost-effective and competitive financing."

Ben and his wife, Marybeth, are celebrating 20 years of marriage and have two sons aged 18 and 13. The Norrises enjoy golf, fishing, sports and travel.

Affordable solutions give buyers options

... continued

industry. We don't offer other types of loans or lines of credit. But because our rates and terms are in line with other lenders, customers can finance equipment with Komatsu, leaving their other sources of credit open to continue to grow their businesses.

Because equipment financing is our core business, we have been incredibly consistent

Komatsu Financial offers cost effective and viable financing solutions for all types of equipment.



According to Ben Norris, Komatsu VP Financial Services/Treasurer, the company is optimistic about the construction industry's future, and projections are for gradual growth ahead. Komatsu factories are ramping up production again, Norris noted.

Vice President Financial Services/Treasurer Ben Norris said Komatsu Financial's main aim is to help customers purchase new Komatsu equipment, such as the all-new D65EX-16 dozer.



throughout the years in providing affordable solutions through all types of market conditions. We understand that the construction industry has peaks and valleys, and the last couple of years would indicate that sometimes there are deep valleys. But through it all, we've maintained our book of business and haven't shied away from lending until the next peak hits. We also have more than 50 people on staff, many of whom have been here a decade or more, and they understand the industry better than anyone else.

QUESTION: Given the current economics, there are sure to be businesses that may fall behind on payments. How do you handle those situations?

ANSWER: Really, that happens in all economies for a variety of reasons. As I said, we understand there are going to be some rough times, and to be honest, there are times when we have to take a machine back. That's a last resort, however. Maybe it's just a matter of the customer waiting to get paid for a job, or the customer has work lined up months ahead but hasn't been able to start yet. It helps if the customer contacts us, and lets us know the situation. Our first priority is to work with customers to find solutions that will allow them to keep their machinery so they can continue working.

QUESTION: What do you see ahead?

ANSWER: We're optimistic about the construction industry going forward. We believe the industry has hit a firm bottom, and projections are for a gradual recovery and growth ahead. Our factories are ramping up again, so that as the market grows, we're in position to have the machinery ready that end users can put to work.

Those who are looking for machinery should contact their distributor first to find the right equipment to match their needs. That's the most important step in the equipment-buying process, and our distributors are excellent at doing that. Next comes financing, if needed. Komatsu distributors have strong credit or finance managers who can help buyers find financing with Komatsu Financial or an outside lender of their choice. ■

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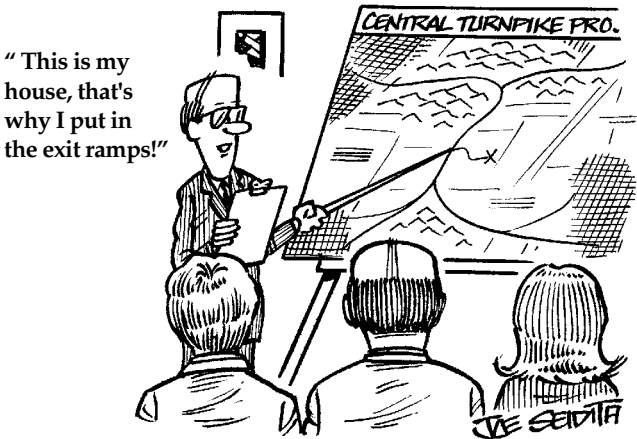
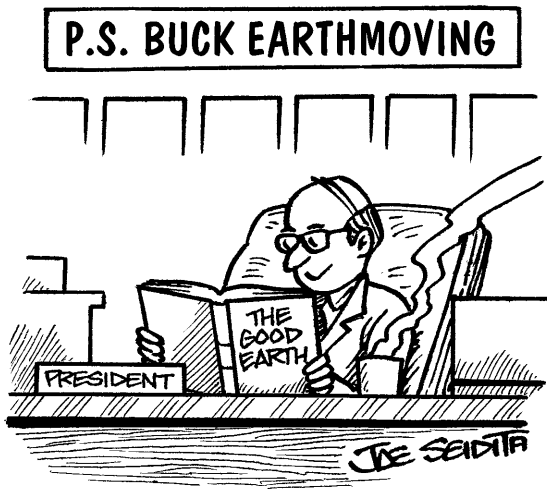
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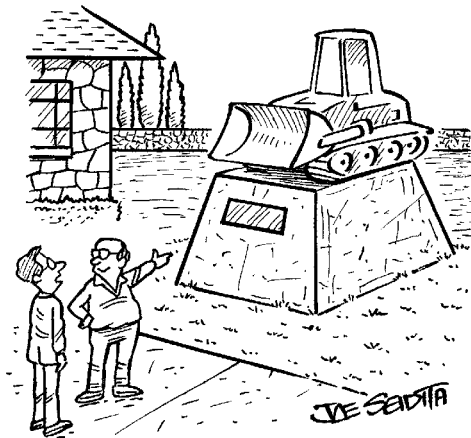
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SIDE TRACKS

On the light side



"You had your company's very first bulldozer bronzed?"



Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RMSRoadSigns.com

1. ANPETIWORR _____
2. NITAROTC _____
3. KOBECAB _____
4. RBIYDH _____
5. TAFESY _____
6. WYGAHIH _____

Did you know...

- A giraffe can go without water longer than a camel can.
- A mole can dig a tunnel 300 feet long in just one night.
- On average, a person laughs about 15 times a day.
- February 1865 is the only month in recorded history not to have a full moon.
- Maine is the only state whose name is just one syllable.
- One quarter of the bones in your body are in your feet.
- Our eyes are always the same size from birth, but our nose and ears never stop growing.
- The only 15-letter word that can be spelled without repeating a letter is uncopyrightable.
- Months that begin on a Sunday will always have a Friday the 13th.
- It takes a drop of ocean water more than 1,000 years to circulate around the world.

THE PEOPLE INSIDE

JOE GRAHAM

RMS Rentals Operations Manager enjoys meeting customer needs

In the past few years, RMS Rentals has added new lines of equipment and accessories to meet customer needs. In fact, a couple of years ago its growth prompted a move to a larger location in Savage that offers more room for inventory. A few months after the move, Joe Graham joined the team as Rental Operations Manager.

“Like many of the contractors we work with, RMS Rentals has grown to meet customer demands,” said Graham. “Our location has 50,000 square feet of building space, so we can keep much of our light equipment, trowels and saws inside. We also have ample outdoor space for larger rental equipment, such as Komatsu excavators, JLG boom lifts, Lull and Skytrack telehandlers and forklifts. We have a solid mix of items to fit nearly any customer need.”

Graham said meeting customer needs is his top priority. As Rental Operations Manager, he’s responsible for overseeing day-to-day operations at RMS Rentals. Handling rental contracts, service schedules, equipment preparation and trucking, and small equipment sales are all part of his position.

“I truly enjoy managing every aspect of the business,” stated Graham. “It’s satisfying to work with customers and know that the equipment, tools or accessories we’re sending out on rental or purchase are going to help them build their businesses. What I appreciate most is our customers’ loyalty. We see that repeatedly when they come back to us time and again as their needs change.”

Very satisfying

Though he’s been with RMS Rentals just a few years, Graham’s background in the equipment industry goes back a long way.

He worked with his father at an equipment company starting at the age of 14. Following high school, he went to Concordia College where he earned a degree in organizational management and communication with minors in marketing and leadership.

“My father worked for RMS for a while in the 1980s, and my brother worked in the wash bay in high school, so I was very familiar with the company when I came on board,” noted Graham. “RMS has a tremendous group of people dedicated to customer service, and we all work together to make that happen. That’s another aspect of the job I find very satisfying.”

Outside of work, Joe and his wife, Lisa, enjoy outdoor family activities such as fishing, snowmobiling and ATV riding with their oldest child, Lucas, and twins Jack and Liz. ■

RMS Rentals Operations Manager Joe Graham works closely with customers to ensure they have the right piece of equipment or accessory item to meet their needs. “What I appreciate most is our customers’ loyalty. We see that repeatedly when they come back to us time and again as their needs change.”



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



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	Mfgr.	Model//Descr.	Hours	S/N	Price
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HYDRAULIC EXCAVATORS



2004	KOMATSU	PC78US-6	5,575	5994	\$38,500
	KOMATSU	PC95R-2	4,006	21D5006482	\$36,000
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
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
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	Mfgr.	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
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	WA450-15L	9,326	A36286	\$118,500
2003	KOMATSU	WA450-5L	10,119	A36147	\$105,000
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
1984		W30	9,312	9156235	\$10,500

CRAWLER DOZERS



2008	KOMATSU	D275AX-5E0	857	30107	\$450,000
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
2005	JOHN DEERE	450JLGP	1,202	109504	\$38,500
2004	DRESSSTA	TD25H	5,580	P073101	\$139,500

SKID LOADERS



2004	KOMATSU	SK1020-5	888	37CF00114	\$16,000
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

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



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'04 DRESSA 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



'96 KOMATSU PC300LC-6L, A80032...
.....\$61,500

Year	Mfgr.	Model/Descr.	Hours	S/N	Price
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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	S80XLBS 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
	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
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	

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
2001	LEEBOY	8500LD	1,904	2445LD	\$29,500
2000	LEEBOY	8500T	0	8500T-2327LD	\$31,500
2002	LEEBOY	8500T	2,600	2773	\$42,500
2007	BLAW KNOX	PF6110	276	195038	\$267,500
2001	LEEBOY	TOPCON SONIC GRADE CNTRL 1-S	0	N/A	
2007	WACKER	BPJ5045A PLATE COMPACTOR	0	1756148	\$5,700

MISCELLANEOUS

2000	FABTEK	FT-133 PROCESSOR			\$89,500
2008	KOMATSU	425EXL HARVESTER			\$298,500
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
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	C4M88DWFB TRENCH SHIELD	0	C050101	
2005	CERDA	C4L48WFB TRENCH SHIELD	0	C050140	
2005	CERDA	C4M88DWFB TRENCH SHIELD	0	C050103	
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
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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