



2011 NO. 1, FEBRUARY

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

CONTINUED PRODUCTIVITY

Why your older Komatsu
equipment remains
an efficient and
reliable choice

See article inside . . .



FIRST LOOK

RMS Rentals demo's
Link-Belt TCC-750



KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Forecasts are
optimistic for
2011 construction
industry**



Dear Valued Customer:

As we move into the new year, we hope that 2011 brings you greater prosperity. We're optimistic that this year offers a better outlook for the construction industry and the broader economy. Indeed, several industry groups have forecast an increase in construction work this year. You can read their views in our Construction Spending Forecast article.

As the construction industry rebounds, machinery demand will increase. Komatsu is introducing new products this year, and among them will be new units with interim Tier 4-compliant engines in the 175- to 750-horsepower range. Komatsu met the new standards without sacrificing power or productivity. If you're in the market for new machines, these are an ideal choice.

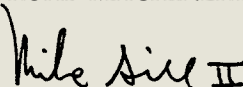
If you're looking for used equipment, we have a great selection. Even with high hours on them, Komatsu used machines are a great option. In this issue of your *Road Signs* magazine, several customers share why they value their older Komatsu equipment.

Remember too, that the tax act passed late last year offers great advantages for new and used equipment purchases, including a 100-percent depreciation bonus for new equipment placed in service after September 8, 2010, and through December 31 of this year. In 2012, that bonus drops to 50 percent. The new tax act doubled 2011 Sect. 179 expensing levels to \$500,000, with a phase-out threshold of \$2 million. The additional expensing is available on both new and used equipment and offers a nice tax advantage.

Older or newer, maintenance is a factor in your owning and operating costs. At RMS, we want to work with you to maximize your uptime and production. We have maintenance plans and other options available to do that at a reasonable cost.

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Mike Sill II
President and CEO



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Mike Sill II,
President/CEO

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CRANE CORNER

RMS recently gave customers a first look at Link-Belt's 75-ton TCC-750 crane.

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INDUSTRY OUTLOOK

Take a look at the positive forecast for construction spending in 2011.

EQUIPMENT MANAGEMENT

Find out why your older Komatsu machines continue to offer efficient and reliable productivity.

NEW MINING PRODUCTS

See why Komatsu's largest wheel loader, the WA1200-6, is also one of its most productive and fuel-efficient.

KOMATSU & YOU

Komatsu Vice President of Product Marketing Erik Wilde discusses machine improvements for 2011, including Tier 4 changes, the new hybrid excavator and 3-D machine-control systems.

UNDER THE HOOD

Thought oil sampling was only for new machines under warranty? Learn why the benefits of oil sampling increase as a machine ages.



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FIRST LOOK

RMS Rentals demonstrates Link-Belt TCC-750 crawler crane at open house

Customers got a first-hand look at the latest Link-Belt crane in the RMS Rentals fleet during a demonstration of the 75-ton TCC-750 crawler. More than 30 were in attendance at the RMS Training Center in Savage, where they were given a classroom presentation as well as the demonstration and a catered lunch.

"We had a great showing," said Jeff Sisk, RMS Rentals Crane Specialist and Territory Manager, who noted that the crane is available for demonstration, rental and sale. "The entrance of the machine was a little dramatic as it arrived on site just as we were ending the presentation, but it turned out well. It was a good chance for customers to see what the TCC-750 can do and how to use it to their advantage."

The TCC-750 offers several advantages, including a full-power, four-section boom, with greaseless, Teflon wear pads and a reach of 38 to 115 feet with a maximum tip height of 121 feet. Operators can use two modes: "A" for increased capacities in short radii and "B," which extends all four sections equally for longer reach. A quick-reeve boom head and lightweight, nylon head sheaves reduce weight and make rigging easy. A hammerhead boom nose allows operations at high boom angles.

The boom, coupled with 36-inch triple-grouser track pads, allows the TCC-750 to navigate terrain that a lattice crawler with flat pads can't. Options include a 35- to 58-foot, two-piece, on-board, lattice fly with offsets of two, 15, 30 and 45 degrees. The maximum boom and jib length is 179 feet.

The TCC-750's main drum has nearly 17,000 pounds of line pull with three-quarter-inch wire rope. It has a maximum line speed of 364

feet per minute, and operators can maneuver a pick with pilot-operated joysticks controls from a large, comfortable cab with a robust frame and interior to dampen vibration.

"This is a great machine for many applications, including power-line and pipeline work, bridges, as well as general contractor use," said Sisk. "One especially attractive feature is the TCC-750's narrow track gauge, which allows it to be used in tighter quarters. For instance, a road contractor might use it in a place where right-of-way is an issue, or for setting barricades. It's a very versatile machine, and users can take that versatility even further by adding one or more optional attachments."

Easily transported

One or two trucks can transport the crane, depending on local restrictions. Special to the TCC-750 are a completely sealed lower and



Jeff Sisk,
RMS Rentals
Crane Specialist
and Territory
Manager

Continued . . .

Special to the TCC-750 are a completely sealed lower and hydraulically retractable side frames, making it the largest telecrawler that can transport with its tracks attached.



Crane customers preview new Link-Belt crane

... continued

The Link-Belt TCC-750 features a full-power, four-section boom with greaseless, Teflon wear pads and a reach of 38 to 115 feet with a maximum tip height of 121 feet.



Customers had a chance to view the TCC-750 and see its many unique features.

hydraulically retractable side frames, making it the largest telecrawler that can be transported with its tracks attached. The tracks also provide jobsite versatility, with a retracted gauge of 8.4 feet. Two additional gauges at 11.9 feet and 14 feet (fully extended) are features of the crane.

The TCC-750 is available with a hydraulic-powered earth auger in two sizes: a 293 cc motor and more than 15,000 foot-pounds of torque, and a 195 cc motor and more than 22,000 foot-pounds of torque.

Several members of the Road Machinery & Supplies and RMS Rentals staff were on hand, as was Link-Belt Territory Manager Kelly Fiechter. Attending the demonstration were:

Curt Rudolph and Ben Lovin — Ames Construction;

Fran Nelles — McCrossen Construction;

Verly Shoep — Park Construction;

Rick Keller, Sean Picht and Paul Grinnell — Fabcon Inc.;

Jeff Bistodeau and Steve Wurscher — Ceko Ltd.;

Blaine Jordan, Cole Jordan and Jerry Peterson — Jordan Crane and Rigging;

Paul Hanson — Rocket Crane;

Jim Hickman and Wayne Seppelt — Tri State Drilling;

Greg Thiesen — Gridor Construction;

Steve Swanson — Modern Crane. ■



Link-Belt Territory Manager Kelly Fiechter (above) presented the TCC-750 to RMS Rentals customers (below) and then gave a demonstration of the machine.



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THE ROAD AHEAD

The President's proposal is a start, but only a drop in the bucket of what's needed to fix infrastructure



Howard Roth

Howard Roth is the Global Real Estate Leader and a Partner with Ernst & Young LLP's Real Estate practice. This article originally appeared in GlobeSt.com

President Barack Obama has proposed a \$50 billion investment in infrastructure. Howard Roth says it's a start, but much more is needed to update aging roads, bridges and other transportation sectors.

President Barack Obama's announcement of a proposed \$50 billion program to improve America's roads, bridges and transportation system has once again brought infrastructure to the forefront of public discussion. Although we'd like to think the U.S. has better infrastructure than the rest of the world, that's actually not the case. The fact is, compared to most of the developed world, our infrastructure is much older and in desperate need of repair.

We only have to look at the age and condition of water mains for evidence of this. A recent New York Times story revealed the somewhat startling statistic (based on EPA data) that, on average, a major water line bursts somewhere in the country every two minutes. Add to this the fact that our roads, thousands of our bridges and dams and parts of our rail system date back well into the last century, and it becomes clear that our infrastructure is inadequate.

The proposal put forth by the President included a six-year program to rebuild 150,000 miles of roads, maintain 4,000 miles of rail track

and build 150 miles of runways, with a total cost of \$50 billion. This may seem like a grand program, but last year the American Society of Civil Engineers estimated the minimum investment needed to bring the country's infrastructure, including roads, bridges, rail and airports, up to standard is \$2.2 trillion and counting.

The President recently backed up his call with a new report from the Treasury Department and the Council of Economic Advisers cataloging a 50-percent fall in infrastructure spending in the country since 1960. The U.S. spends just 2 percent of GDP on infrastructure, compared to 9 percent in China and 5 percent in Europe. There's a clear danger the U.S. will continue to fall behind in global competitiveness if we continue to shortchange our infrastructure.

Of course, the President's proposal is also about jobs. More than 1.5 million construction workers have been sidelined during the recession, and a major building program such as that proposed by the President would go a long way to putting people back to work, as well as creating jobs throughout the next decade. In fact, analysts suggest that without the Obama plan in place, highway spending in the U.S. may fall as much as 5 percent this year. Bottom line: more jobs will likely be lost in the construction sector, which would have a negative impact on real estate.

The proposal to establish a formalized approach to the country's transportation infrastructure challenges, including the possible establishment of a National Infrastructure Bank, would be a good first step to start addressing the United States' significant infrastructure challenges, but more is needed. With our water delivery, wastewater treatment and utility infrastructure all needing attention, this is just a drop in the bucket. ■



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CONSTRUCTION SPENDING FORECAST

Economists see a boost of up to 8 percent as part of overall growth in the economy

As the economy tries to heal, forecasts for the construction industry call for growth in 2011 in most sectors, with a total value of as much as \$445 billion, according to a McGraw-Hill Construction report released late last year. That total would be an 8 percent rise from 2010, part of an overall growth of 2.5 percent in the U.S. economy predicted by McGraw-Hill.

Single-family housing should see the strongest growth at 27 percent, with more than \$126 billion in construction starts. That will depend on several factors, including the foreclosure mess getting sorted out. Following closely behind is multifamily housing, with an expected rise of \$23.6 billion, a 24-percent gain from last year.

"While the economy is still facing headwinds, the stage is being set for construction to see modest improvement in 2011 from (2010's) very weak activity," said Robert A. Murray, Vice President of Economic Affairs at McGraw-Hill Construction during a recent presentation. "We're turning the corner, slowly. As 2010 becomes the final year of a very lengthy and unusual construction cycle, 2011 will be the first year of renewed growth for overall construction activity."

Increases extend to commercial buildings, where a 16-percent gain is expected by McGraw-Hill. That follows a three-year decline in building new stores, offices, warehouses and hotels. Manufacturing buildings are expected to increase 9 percent in dollars and 11 percent in square feet.

Other industry experts forecast similar improvements in green building, residential building, building product manufacturing, building materials, technology and the economy as a whole.

"The U.S. economy is in the second year of economic expansion," said Camilli Economics President Kathleen Camilli. "While the growth rate is currently modest, momentum is likely to grow as the economy responds to an ongoing monetary and fiscal stimulus in the pipeline. Notwithstanding the financial crisis's impact on residential and nonresidential construction, growth in this sector of the economy will continue to be driven by innovation in building technologies."

Modest growth this year, bigger next

Reed Construction Data expects a rise in nonresidential construction sectors of 2.7 percent in 2011, with an increase of 12.9 percent the following year. Reed expects increases in all sectors in 2011, including a 7.1-percent jump in health-care construction, 4.4 percent in commercial, 2.5 percent in education and more than 1 percent in manufacturing, amusement/

Continued . . .

Economists predict housing to see growth of more than 20 percent, including single-family and multifamily, as part of an overall boost in construction spending.



Growth anticipated in several sectors

... continued

recreation and lodging. Significantly higher growth is expected in all those areas, as well as office, religious and public safety in 2012.

"Commercial building construction spending will see the largest positive impact from the monetary stimulus," said Reed Construction Data Chief Economist Jim Haughey, citing the Federal Reserve's quantitative easing plan announced in late 2010. "Developers will get cheaper credit

rates, higher space demand, more valuable building assets to pledge as collateral for new project loans and lenders with more cash. The restraint on housing starts cannot be solved by cheap credit as we have learned in the past few years. However, apartment construction will benefit similarly to other commercial buildings. Institutional buildings and the largely public, heavy construction sector will fare about the same as single-family and condo construction. The supply of construction funds for these markets is largely isolated from short-term changes in financial markets."

Material prices to rise too

Haughey said cheaper credit, a cheaper U.S. dollar and higher equity prices are positive for the near-term spending outlook. Inflation will remain low, but rise enough to end concerns of deflation. "There will be a noticeable rise in inflation for commodities used in construction materials," said Haughey. "Commodity price inflation has been near zero in recent months but will rise back to the 5-percent to 6-percent range."

Others see commodity and materials prices rising as well. Associated General Contractors' Chief Economist Ken Simonson said material prices were up considerably in the fourth quarter of 2010, are likely to be "volatile" in 2011, and noted that an Energy Information Outlook report forecasts diesel fuel to rise 22 cents on average from last year.

"It seems likely that materials that are traded globally, such as oil, copper and steel (especially the scrap that forms the raw material for most construction steel), have a greater risk of near-term price spikes than materials for which demand stems from domestic construction, such as concrete, asphalt, wallboard and lumber," said Simonson.

He added, "Consequently, contractors may face a two-tier pricing picture in 2011: volatility and large spikes for some materials, stable and shrinking prices for others. Meanwhile, owners are likely to be as resistant as they have been in 2010 and 2009 to pass-throughs of price increases. Contractors will need to be sure they or their subcontractors can absorb possible price spikes." ■



Material prices were up in the fourth quarter of 2010 and are expecting to rise more in 2011, especially those traded globally, such as steel and copper.

Growth in several sectors is anticipated, such as commercial, institutional and health care.



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CONTINUED PRODUCTIVITY

Why your older Komatsu equipment remains an efficient and reliable choice

The advent of interim Tier 4 emissions standards was ushered in as the calendar turned to 2011, affecting machinery with engine horsepower in the 175 to 750 range. While the standards mandate a reduction in soot and other emissions in new machines, that doesn't mean you have to immediately get rid of your older dozers, excavators and wheel loaders.

"Many of our customers prefer to continue using their older Komatsu pieces because they've found them reliable and a good fit for their business," said Komatsu's Erik Wilde, Vice President, Product Marketing. "They go right on racking up the hours on those machines."

Contractors using Komatsu equipment, such as Webber, LLC, continue to turn the hour meter to impressive numbers. Webber does heavy highway work, and its two subsidiaries recycle materials and manufacture precast concrete barriers. The company also has sand pits and concrete and asphalt plants. For more than 20 years, Komatsu excavators, dozers and wheel loaders have been in the companies' fleets.

"Komatsu has been our top equipment choice because it has proven time and again to be productive and reliable," said Donnie Poplaski, Director Equipment Department for Webber. "We have some wheel loaders with more than 25,000 hours and excavators pushing 13,000 to 15,000 hours that still have the original componentry. That says a lot about the quality that Komatsu offers."

Komatsu quality means its equipment runs even in the toughest conditions. Shawn and Todd Harders have found that to be the case with the D65 dozers and PC200 excavators they use to do agricultural and wetland work. The brothers own and operate Harders Dozer

& Scraper Work, which often clears land in inhospitable areas.

"We've always believed Komatsu excavators are top-of-the-line," said Todd. "We use our PC200s to remove trees or stack trees that the dozers push up. We also use them to dig channels. Working in water up to two feet deep, which we often do, is tough on equipment. We have 10,000 hours on a Dash-6 excavator that's more than 10 years old. That's a good testament to how well our Komatsu equipment works and lasts."

Hour after hour

Grant Meenach, founder and President of Kern Pacific nearly echos those sentiments. Meenach recently added a PC800LC-8 to a fleet that's always leaned heavily toward Komatsu equipment. Not long after Meenach went into

Continued . . .

Many contractors use older Komatsu excavators for a variety of purposes, including such rugged applications as demolition.



Durability and reliability are advantages

... continued

business for himself in 1998, he purchased a PC220LC-5 excavator and a WA320-3 wheel loader.

Of course, the latest model PC800LC hydraulic excavator has helped Kern Pacific quickly

complete even deep digs up to 30 feet. Meenach said his older Komatsu equipment still does an excellent job of helping the company stay productive and complete projects on time.

"I've kept buying Komatsu equipment because its durability means it runs and runs without costing us downtime," Meenach acknowledged. "We've put up to 15,000 hours on a wheel loader without doing much more than routine maintenance. And, when I believe it's time to trade or sell, Komatsu holds its value."

Demo starts a trend

All it took for ready-mix concrete producer Ellensburg Cement Products to see Komatsu's value was a demo that compared apples to apples. The third-generation family business began using Komatsu products about 10 years ago. President Jeff Hutchinson explained that from the first time the company used a Komatsu excavator, he saw a big difference.

"We had a different brand of excavator that was getting very old and wasn't giving us the productivity we wanted," said Hutchinson. "We called the top equipment dealers in the region and told them we wanted to demo their machines, so they all brought similar-size excavators out for us to try. Bottom line, the Komatsu PC600 performed the best."

Ellensburg Cement Products eventually traded in its initial PC600 for another, and began buying additional Komatsu pieces, including a WA600 wheel loader, a WA500 wheel loader and an HD325 haul truck.

"All of our Komatsu units have held up really well," said General Superintendent George Seubert. "We use the WA600 to feed the crusher and the WA500 to feed the wash plants. We now have 8,000 hours on the WA600. It still runs great. Also, fuel consumption on both wheel loaders and the excavator has been very good."

Consistently fuel efficient

Fuel efficiency is one reason Brannan Sand and Gravel keeps purchasing Komatsu equipment. It helps that its Komatsu units maintain low fuel consumption even as the hour meter creeps into the five-digit range.



Companies such as Brannan Sand and Gravel use older Komatsu wheel loaders to charge crushers and as general-purpose machines. "What I'm looking for is reliability and fuel efficiency — machines I can count on every day and that won't break me paying for diesel fuel — and that's what I get from our Komatsu machines," said Aggregate Production Supervisor Jim Thompson.

Contractors often rely on older Komatsu equipment because they find that even with high hours, it works in less-than-ideal conditions. "We've always believed Komatsu excavators were top-of-the-line," said Todd Harder of Harders Dozer & Scraper Work. "We have 10,000 hours on a Dash-6 excavator that's more than 10 years old. That's a good testament to how well our Komatsu equipment works and lasts."



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... continued

Brannan Sand and Gravel is part of the Brannan Companies, which include Brannan Ready Mix and Brannan Construction. With the three entities, Brannan Companies handle complete projects for heavy highway and commercial development as a general or subcontractor, as well as supplying materials.

The Brannan Companies rely heavily on Komatsu equipment, including excavators, wheel loaders and haul trucks, especially in their material pits. "We started using Komatsu machines eight or nine years ago," said Equipment and Shop Division Manager Chuck Irsik. "We'd been running another brand prior to that, but when we were in the market for a new wheel loader around 2001, we thought we should probably do some demos and compare prices. Komatsu performed well in the demo and was priced fairly, so we decided to give it a try. Komatsu machines have been a mainstay for us ever since. They are productive, reliable units that last a long time."

"All of our Komatsu pieces in the pits have performed well, including those that have a lot of hours on them," added Aggregate Production Supervisor Jim Thompson. "What I'm looking for is reliability and fuel efficiency — machines I can count on every day and that won't break me paying for diesel fuel — and that's what I get from our Komatsu machines."

Komatsu machines maintain their reliability and longevity into the thousands of hours. "All of our Komatsu units have held up really well," observed Ellensburg Cement Products General Superintendent George Seubert.



Familiarity leads to purchase

Owner/President Bob Quinn was already familiar with Komatsu equipment when he founded Quinn Construction in 1992. The company does general earthwork and demolition, using several PC200LC excavators, a PC220LC excavator and two WA500-1 wheel loaders.

"I've always believed that proper maintenance is vital, because it ensures that the equipment performs to its maximum capabilities, even with a high number of hours," said Quinn. "The other factor I'm adamant about is buying quality equipment to start with, and that's why over the years we've purchased and stayed with Komatsu. I used Komatsu machinery when I worked for someone else and saw first-hand how well it performed. When I started acquiring equipment, Komatsu was at the top of my list."

Quinn appreciates the versatility the excavators provide, as he uses them for excavation as well as equipping them with quick couplers to run several attachments for demolition. "We get a lot of flexibility from the excavators," said Quinn. "The wheel loaders have been outstanding as well. We used to do some crushing, and we originally bought them for feeding the crushers. Now they're general-purpose machines. Both have about 16,000 hours on them and are still as productive as they were when we purchased them."

In it for the long haul

Komatsu's Wilde said he hears numerous similar stories around the country and throughout Canada as users continue to see the value, reliability and productivity in even the oldest Komatsu machines.

"In many cases, equipment users like to keep machinery as long as possible because it continues to earn them profits long after it's paid off," said Wilde. "With Komatsu equipment, they're confident that's going to be the case. We do everything we can from a product support standpoint for that to happen by continuing to stock parts at our distributors, parts depots and main parts location. When customers are ready to add to or update their fleets, our latest technology models are an excellent choice for many reasons. Like our customers, we're in it for the long haul." ■

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NEW MINING PRODUCTS

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New WA1200-6 offers you more productivity with less fuel consumption

The WA1200-6 is Komatsu's largest wheel loader and one of its most productive and economical, thanks to improvements built around customer input and feedback. Among the most productive features is a new 1,765-net-horsepower engine that has a full 132 horsepower more than its predecessor.

Despite the increased horsepower, the 477,000-pound WA1200-6 uses 15 percent less fuel in an EPA-compliant, Tier 2 engine. A new, dual-mode, active-working hydraulic system allows the operator to select between normal and powerful loading, while the optimum oil flow in the working system increases efficiency and reduces cycle times. Komatsu extended the dump clearance, and added stability by improving the static tipping-load rating.

"The WA1200 is a primary production machine in all types of mines that depend on wheel loaders for excavation and loading," said Steve Thorson, Product Marketing Manager, Mechanical Drive Mining Equipment. "Our mining customers provided us with valuable information that we then used to improve on the WA1200-3, which the new model replaces. We did it without sacrificing power or production and, in fact, we improved per-ton/per-yard costs."

Komatsu included an additional torque converter cooler as standard equipment to reduce oil temperature and increase cooling capacity. For hydraulic cooling, a new pump with increased oil capacity helps lower oil temperature. Two additional air cleaners were introduced and the size of the elements increased to 15 inches for more capacity.

Operator controls optimum performance

An engine rpm-control system with auto deceleration allows the operator to set the

engine rpm at the optimum work-performance level and control speed smoothly with the accelerator. The variable transmission cut-off system for the left brake pedal is adjustable by a switch at the operator's seat. When loading, the low setting reduces brake impact to prevent spillage, while the high setting can be used for traveling.

"A couple of areas customers were adamant about improving were the operator environment and serviceability," said Thorson. "We did that by increasing the size of the cab, which now includes a seat for trainers to ride along with a new operator. It's also easier to operate, thanks to joystick and fingertip controls. From a service standpoint, we grouped the service points in a central location to reduce the amount of time necessary to change fluids and filters. Overall, the WA1200-6 is a better machine, designed for higher production and increased profits." ■



Steve Thorson,
Product Marketing
Manager,
Mechanical Drive
Mining Equipment

Komatsu's largest wheel loader, the new WA1200-6, offers several upgrades that, compared to the previous model, improve productivity and per-ton/per-yard cost to move materials.



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MACHINES IMPROVED FOR 2011

Komatsu VP discusses Tier 4 changes, new hybrid excavator and 3-D machine-control systems

QUESTION: Each year, Komatsu makes product improvements. What's new for 2011?

ANSWER: The latest changes to our product line have been driven by Tier 4 emissions standards that went into effect January 1 of this year. The requirement covers engines from 175 hp up through 750 hp (Example: D65-D375 dozers, PC220-PC1250 excavators, WA380-WA600 loaders, etc.). This requirement reduces particulate matter by 90 percent and NOx by 45 percent in the machines' exhaust when compared to the Tier 3 requirement.

Our Tier 4 platform is based on our proven Tier 3 engine platform and technology. To achieve Tier 4 on these models, we added a diesel particulate filter similar in function to other manufacturers. To optimize machine performance, we added in the robust Komatsu Variable Geometry Turbocharger (KVGT) and a large-capacity Exhaust Gas Recirculation System. Both systems are hydraulically actuated for precision control and reliability.

QUESTION: Two years ago, Komatsu introduced the first hybrid hydraulic excavator. What's new for hybrids in 2011?

ANSWER: We're bringing out our second-generation hybrid excavator before any of our top competitors introduce their first. The Komatsu HB215LC-1 will replace the current Hybrid PC200LC-8 in the Komatsu lineup. We took our last three years of experience in the market to further optimize the system. Another key improvement is the new ability to run hydraulic attachments.

QUESTION: Beyond Tier 4 and the HB215LC-1 hybrid excavator, are there other ways Komatsu is using technology

Continued . . .



**Erik Wilde, Vice President
of Product Marketing**

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.

Erik Wilde joined Komatsu in 1997 as an Assistant Service Engineer for mining dozers. He became Product Manager for hydraulic excavators in 2001, was promoted to Director of Product Marketing in 2004 and is now Vice President of Product Marketing. Erik's primary responsibility is to help drive development of new products and to promote and market Komatsu products to distributors and equipment users.

"Komatsu is the second-largest manufacturer of construction and mining equipment in the world," he said. "We engineer and design our machines from the ground up with Komatsu-made parts and components. That's how we assure quality. Equally important is technological innovation, which is so ingrained at Komatsu it's included in our logo (the offset T in the Komatsu logo symbolizes technological innovation). Our goal with each product is to provide equipment users with a machine that delivers the best value in the industry."

When he's not on the job, Erik enjoys doing almost anything outdoors, from hiking to fishing to kayaking. He, his wife and their three children (nine, seven and five) also enjoy water skiing, snow skiing and snowboarding.

Improving machine performance and lowering costs

... continued

to improve machine performance for equipment users?

ANSWER: We've always considered ourselves to be the technological innovation leader in the equipment industry. That's what we hang our hat on. We believe our on-board diagnostics and user interface are far beyond what our competition offers, especially on new Tier 4 machines.

The next generation of KOMTRAX will be on all Tier 4 units. We were the first manufacturer to offer such a wireless, machine-monitoring system with free

communication as standard equipment. This newest version will be even more user-friendly, will provide more information to the customer, and will help Komatsu and its distributors support the machine even better.

QUESTION: What's going to be the next big thing in construction equipment?

ANSWER: Hybrid machines or anything else that reduces fuel consumption. The cost of fuel is a significant part of equipment owning and operating costs. Anything that lowers the total amount spent on fuel will be big for the foreseeable future.

Also 3-D machine-control systems. The cost benefits of a stakeless work site are proven and the technology is being transferred into other products. At Komatsu, we work closely with the industry leaders to enhance the machine to system interface and performance. We even offer "plug and play" systems to make it easier for our customers to connect our machines to their 3-D machine-control packages. This technology is rapidly advancing and will continue to expand for years to come, delivering higher productivity and lower costs for our customers.

QUESTION: What can we expect from Komatsu in the future?

ANSWER: Komatsu is committed to delivering the highest-quality products that optimize productivity while delivering low operating costs. Our 2011 Tier 4 products will exceed those expectations and our customers can expect us to deliver that same value proposition with models requiring Tier 4 in 2012. ■



In 2011, Komatsu will introduce its second-generation hybrid excavator before most other manufacturers will have come out with their first.

(Right) Komatsu has worked closely with laser-grading manufacturers to come up with a new 3-D machine-control system that dramatically improves fine dozer grading.



The industry-leading KOMTRAX machine-monitoring system gets a Tier 4 upgrade in 2011 to make it more informative and more user-friendly.



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KA-14

OIL SAMPLING AND ANALYSIS

Beyond warranty — the benefits of oil sampling increase as a machine ages

When you finance a new piece of equipment, you're required to participate in an oil sampling and analysis program as part of the machine warranty. Why? In part, because, if the manufacturer is going to be on the hook for a repair bill, it wants it to be a low-cost, preventive-maintenance repair rather than a high-dollar, high-downtime, unexpected emergency repair.

"Scheduling the repairs suggested through oil analysis saves end users time and money compared to reacting with emergency repairs," said Matt Beinlich, Manager, Technical Support Center (Komatsu Service Department). "When detected early in oil sampling, repairs are less expensive and do not risk unexpected downtime. With oil analysis, our customers can 'look inside' their engines, transmission and hydraulic systems for early warning signs of future failures."

Obviously, issues become more frequent as a machine ages. Despite that fact, many equipment owners choose to discontinue oil sampling once the warranty period is over.

"Sampling when a machine is under warranty may be required, but continuing to sample later in a machine's life is at least as important," said Beinlich. "When machines age, there are more opportunities for the application or environment to change, and this has an effect on overall machine health. The cost of continuing to sample oil is tiny compared with the expense of emergency repairs. Robust oil analysis programs can even give end users the confidence to extend planned component intervals."

Komatsu Oil and Wear Analysis (KOWA)

Komatsu offers an effective, easy-to-use sampling program known as KOWA (Komatsu

Oil and Wear Analysis). Your Komatsu distributor can supply you with KOWA kits to draw oil and fluid samples. KOWA utilizes independent labs to analyze the fluid for such issues as fuel dilution, coolant leaks and contaminants — and to determine if there's excessive wear metal in the sample, an indication that a component might be failing prematurely.

You can get results rapidly through a free online service. Historical data and reports are available through customized software called KOWA-LOAMS (Lube Oil Analysis Management System). Your local Komatsu distributor will help you interpret the sample analysis, including recommending action you might want to take to protect your machine. ■

For more information on KOWA and how oil sampling throughout the life of your equipment can benefit your bottom line, contact your local Komatsu distributor.

Oil sampling is typically required on new machines as part of the warranty package. Komatsu urges equipment owners to continue sampling after the warranty period ends. "The cost of continuing to sample is tiny compared with the expense of emergency repairs," said Matt Beinlich, Manager, Technical Support Center.





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THE PEOPLE INSIDE

PUNDIT OF THE YEAR

RMS Territory Manager Ron Sebastian wins AED award for political predictions

Ron Sebastian says he follows politics “a little.” That may be an understatement. The Milan, Ill.-based Road Machinery & Supplies Territory Manager was named the Pundit of the Year by the Associated Equipment Distributors (AED) after winning the organization’s contest to predict the outcomes of last year’s elections.

“The idea was to pick the winners of 10 key senate races, as well as the balance of power in the Senate and the House,” explained Sebastian, who received a plaque and special recognition at AED’s annual summit in January. “I missed two senators and the overall total by a few. It was kind of exciting.”

Sebastian wasn’t named the winner right away. He and another contestant tied, meaning the contest went to tie breakers where Ron won. In the second tie breaker, Ron was named winner by coming closer in his guess of the total Republican gains in the House. He believes the outcomes of the election may have positive results for the construction industry.

Ron knows the construction industry well, having been a part of it nearly his entire life. His father owned a construction company, and Ron started selling equipment in 1972. He retired in February of 2010, but continued to “dabble” in the business by working with equipment dealers and individuals to find machinery through auctions and other sources. He joined Road Machinery & Supplies in October.

“Road Machinery contacted me about helping them find a new territory manager in this area, and eventually I ended up taking the job,” he said. “One appeal of coming back to work was the opportunity to work with many of the same customers I’ve known for a very long time. I consider them more than

customers, though, because we’ve developed good friendships over the years.

“Another thing that really stands out to me is the broad range of products RMS carries with dirt, asphalt and crushing equipment,” Sebastian continued. “Many years ago, I dealt with the latter two and really enjoyed it. There’s been a bit of a learning curve to get up to speed on the latest equipment, but I’m getting there.”

Sebastian said, however, there’s no learning curve when it comes to selling equipment. “I’ve always believed in being honest and sincere with customers. My aim is to find them the equipment that best meets their needs and provides the most value. I also believe in coupling that with offering outstanding parts and service capabilities to back it up, and RMS is second-to-none in those categories.”

Ron enjoys fishing and is involved in several civic and community service organizations, as well as veterans groups. He and wife, Jan, are approaching their 42nd anniversary and have four grown children, one of which has run political campaigns. “Wonder where she gets it from?” quipped Ron. ■

Milan Territory Manager Ron Sebastian was named Pundit of the Year by AED. Ron joined RMS in October, but has been in the equipment industry since 1972.



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'02 Komatsu PC400LC-6 with high-rise cab, 5,141 hrs \$193,500



'04 Komatsu PC200LC-7 with thumb, 3,213 hrs \$95,785



'94 Komatsu WA450-2, 21,000 hrs .. \$36,500



2008 Komatsu D275AEX-E0, 857 hrs \$450,000

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



	KOMATSU	PC95R-2	4,006	21D5006482	\$36,000
2006	KOMATSU	PC138USLC-2		1868	\$92,545
2003	KOMATSU	PC160LC-7	5,459	10096	\$63,900
2004	KOMATSU	PC200LC-7	3,213	A86843	\$95,785
2005	KOMATSU	PC200LC-7	2,509	A87606	\$96,000
2008	KOMATSU	PC200LC-8		C62069	\$134,500
2008	KOMATSU	PC200LC-8 w/shear		A88784	\$250,200
2001	KOMATSU	PC220LC-6	6,300	A85263	\$112,090
2002	KOMATSU	PC220LC-7	6,306	A86020	\$115,400
1997	KOMATSU	PC300LC-6 w/Genesis	8,715	A80572	\$106,400
1997	KOMATSU	PC400LC-6	9,426	A80257	\$79,500
2002	KOMATSU	PC400LC-6 w/Genesis	7,671	A85142	\$150,000
2002	KOMATSU	PC400LC-6 Highrise	5,141	A85187	\$193,500
2008	KOMATSU	PC400LC-8		A88095	\$285,000
2008	KOMATSU	PC400LC-8		A88273	\$285,000
2001	KOMATSU	PC600LC-6	7,615	11026	\$257,500
1999	KOMATSU	PC750LC-6	92,500	10243	\$189,000
	HYUNDAI	R250LC-7	3,794	N70110004	\$91,000
2006	HYUNDAI	R160LC-7	2,000	N50110465	\$57,500
2005	HYUNDAI	R210LC-7 w/hammer	2,535	N60613505	\$114,550
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	\$116,740
2006	HYUNDAI	R360LC-7 w/Genesis	3,892	NA0110809	\$350,350
2006	HYUNDAI	R360LC-7 w/Genesis	3,268	NA0110550	\$347,665
2006	HYUNDAI	R450LC-7A	3,039	NB0310041	\$175,000
2003	JOHN DEERE	450LC	5,522	FF0450X090626	\$115,670
1978	LINK BELT	5400		39G81170C	\$8,000
1998	CAT	311B		8GR00413	\$29,500

BACKHOE LOADER



1994	NPK	C8B PLATE COMPACTOR	0	7991
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MOTOR GRADER



2002	LEEBOY	635B	649	185	\$37,500
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WHEEL LOADERS



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
1994	KOMATSU	WA450-2	21,000	A25395	\$36,500
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	\$65,000
2005	HYUNDAI	HL740-7 w/bucket forks	3,432	LF0110478	\$72,730
2006	HYUNDAI	HL757-7	1,806	LD0110728	\$69,500
1968	JOHN DEERE	544		075796	\$14,700
1970	MICHIGAN	55GM3A		416A266	\$9,350

CRAWLER DOZERS



2008	KOMATSU	D275AX-5E0	857	30107	\$450,000
2000	KOMATSU	D61PX-12	5,731	1110	\$57,500
2001	KOMATSU	D61PX-12	5,571	B1617	\$97,500
2005	JOHN DEERE	450JLGP	1,202	109504	\$38,500
2004	DRESSA	TD25H	5,580	P073101	\$139,500

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



'04 IR SD116DX, 84" smooth drum, OROPS, 1,047 hrs\$54,500



'04 Timbco 425EXL, Quadco 22B disc saw feller buncher head, 6,035 hrs\$169,500

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



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

FORK & OTHER LIFTS

2003	KOMATSU	FCG25 STRAIGHT-MAST	4,294	567384A	\$15,000
2000	KOMATSU	FG25T STRAIGHT-MAST	2,485	515588A	\$13,500
2000	KOMATSU	FG25T STRAIGHT-MAST	3,504	515587A	\$13,500
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
1995	LULL	1044B TELEHANDLER	4,663	JUN95R16P12580	\$19,500
2000	LULL	1044C-54 TELEHANDLER	7,524	00AB21P19924	\$48,000
2000	LULL	1044C-54 TELEHANDLER	8,055	01AB18P19-1186	\$25,000
2004	JLG	1250AJP BOOM LIFT	2,028	300079614	\$89,500
1999	SKYJACK	3219 SCISSOR LIFT	179	226176	\$8,200

ROLLERS



2006	IR	SD25D	296	183141	\$37,300
2000	IR	SD40D	1,481	161903	\$21,000
1997	IR	SD40F	2,234	148246	\$29,000
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
2006	IR	DD24	165	6216190519	\$27,500

ROLLERS continued...



2002	IR	DD34HF	2,966	170554	\$19,500
2003	IR	DD70HF	1,664	DD6253173998	\$57,500
1999		RD25	626	5053404	\$14,000

PAVERS/COMPACTORS



2005	LEEBOY	8816	1,375	42660	\$94,500
2002	LEEBOY	8500 ELITE I	785	3040LD	\$51,500
2001	LEEBOY	8500LD	1,904	2445LD	\$29,500
2000	LEEBOY	8500T	0	8500T-2327LD	\$54,500
2002	LEEBOY	8500T	2,600	2773	\$59,500
2007	WACKER	BP5045A PLATE COMPACTOR	0	1756148	\$5,700
1998	BOMAG	BW11RH		A222C1600V	\$27,500

MISCELLANEOUS

	ONAN	625 KW GENERATOR	1,045	4171	\$57,500
1987	CAT	GENERATOR		6JA01404	\$9,350
2002	CAT	545KW GENSET	0	AER00227	\$77,500
		GENERATOR & VAN	0	4305	\$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	\$3,500
2005	CERDA	C4L48WFB TRENCH SHIELD	0	C050140	\$3,500
2005	CERDA	C4M88DWFB TRENCH SHIELD	0	C050103	\$3,500
2008	BARBCO	36/630 BORING	107	36630090836	\$98,500
2002	UNIVERSAL	130X150CRSHR CRUSHER	0	577X60	\$255,000
2005	KPI	CS4233H IMPACTOR PLANT	2,682	405461	\$198,000
	SETH-MEYER	MSP 4" PUMP	1,000	JE1706	\$9,000
	THOMPSON	6" DIAPHRAM PUMP	2,516	6V927	\$16,500
2004	TIMBCO	425EXL	6,035	AT4C2434092104	\$169,500

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