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ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

MEYER CONTRACTING

More than 25 years experience has helped this firm weather construction market ups and downs

See article inside . . .



Kathy Meyer,
Owner/CEO



Verlyn Schoep,
President/COO



Leroy Meyer,
Equipment Manager

KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Always looking
for ways to
improve your
bottom line**



Dear Valued Customer:

The construction season is fully upon us, and we at Road Machinery hope you're off to a good start. We're prepared to help in any way we can, whether it's equipment purchase or rental, parts or service.

We've said it many times: we're proud of the equipment manufacturers with which we associate ourselves. All are among the leaders in the construction and mining industries when it comes to production, efficiency and reliability.

For example, Komatsu continues to set the pace in hybrid machinery. It was the first — and still the only — manufacturer in production of a hybrid excavator. Before others even have their first such excavator on the market, Komatsu is introducing its second-generation model, the HB215LC-1.

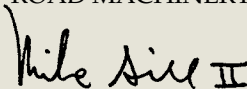
You've also heard a great deal in the past year about interim Tier 4 standards that went into effect January 1. Komatsu did more than just put in new, lower-emission engines. It added standard features that make its new models more efficient, allowing you to get the same or better production with less fuel, less soot and lower NOx emissions.

Komatsu is about more than just the machinery. It's always looking for ways to improve your bottom line with new technology, such as KOMTRAX, and has worked to make many new machines "plug-and-play." That means they're equipped so that all you have to do is bolt on your GPS system and activate it.

This issue of *Road Signs* has some informative articles that will give you insights into the new machines and technology Komatsu has to offer. As the economy continues to improve, and you begin to look for new equipment, we hope you'll consider these machines. Keep in mind, bonus depreciation and additional expensing are still available for tax savings in 2011.

As always, we're prepared to support the new machines, as well as any machinery in your current fleet. Contact one of our branch locations to learn how we can be of service to you.

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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MEYER CONTRACTING

Experience, diversification help Minnesota firm weather construction market ups and downs



Kathy Meyer,
Owner/CEO



Verlyn Schoep,
President/COO

Despite the economic conditions of the past few years, Meyer Contracting continues to grow. That's partly due to lessons learned throughout more than 25 years in the construction industry, including the formation of Meyer Contracting during a recessionary period in the early 1980s.

"We learned quite a bit about how to survive during trying times," said Owner/CEO Kathy Meyer, who helped found the business in 1984 and incorporated it three years later. Management also includes new President/COO Verlyn Schoep and Meyer's son Leroy, who is Equipment Manager/Quality Control Manager/Safety Coordinator. "Getting through is tough, but it also makes us stronger and smarter. We learned how to be productive and efficient with limited resources and staff."

When founded, Meyer Contracting's focus was sewer- and water-line installation in and around the Twin Cities area. Limited resources meant no equipment, so Meyer rented what was needed to complete the company's first project, installing 400 feet of storm sewer and six catch basins along Timberlake Road in St. Paul.

One of Meyer Contracting's first big expansions came as the result of work on a light-rail project about 10 years ago in the Twin Cities. It's currently working on another light-rail job that includes installation of temporary and permanent site utilities.

Meyer Contracting executed the \$21,000 project as a prime contractor, completed it on schedule and immediately went to work as a subcontractor on a larger utility installation on a park job for the city of Edina. The company has stayed busy ever since.

"Word got out, and people started calling us asking for bids," recalled Kathy. "We did a lot of work as a subcontractor on reconstruction projects, putting in new utilities, which was our niche. That was the background we came into business with, so we played to our strengths. That's really all we did for about 15 years."

More than a utility company

While utility installation remains a primary component of the Maple Grove company's services, it's by no means Meyer Contracting's sole focus anymore. During the past decade, growth at Meyer Contracting has been both large and somewhat swift. It started in 2001, when the company landed a job doing utility installation as part of a light-rail project in the Twin Cities. That job doubled the size of the business.

Kathy noted it was around that time she realized Meyer Contracting needed to make some other changes. "We could see the projects changing and getting larger and larger. We knew we had to adjust to the market or be left behind."

In 2003, Meyer Contracting added an earthwork division that offers site development, mainly for commercial clients. It's also added demolition and general contracting to its list of services, as well as structural concrete, which offers cast-in-place structures.

"We're more of a full-service contractor now," said Schoep. "That's helped us grow our client base, and allows us to easily move among



market segments. We can do public-bid projects as well as offer our existing and new customers a larger package of services. Meyer Contracting also provides design-build services and we work with customers to find more efficient and cost-effective ways to approach projects."

"As opportunities have presented themselves, we've made a conscious effort to take advantage of them," added Leroy Meyer. "Some of it was precipitated by our customers, many of whom we've worked with on a repeat basis for several years because they've come to trust us to get the job done on time and on budget. In fact, about 70 percent of our work is done for repeat customers."

Several of those are or have been standout projects in the Twin Cities metro area, including work on the light-rail system that will connect Minneapolis and St. Paul. Working as subcontractor, Meyer will put in temporary utilities along the entire 11-mile route and will do the final site utility installation on the west section of it. That involves installation of about four miles of six- to 48-inch water, storm and sewer piping.

Other highly visible jobs include installation of new, and abandonment of old, utilities as part of the reconstruction of the I-35W bridge that collapsed in 2007, as well as construction of the concrete box culvert that serves as a pedestrian tunnel under the bridge. It also installed and relocated utilities for the Minnesota Twins' new stadium, which involved closing off a major artery into downtown Minneapolis.

"We're not afraid to take on challenging projects because we're confident that our personnel can handle any situation, not only from a quality, on-time standpoint, but safely and effectively," said Schoep, noting that the company has about 60 employees and a total of about 12 crews. "Many have been with Meyer Contracting a very long time, and as we've expanded, there's been a conscious effort to hire experienced people who meet our stringent standards."

Sold on Komatsu equipment

Meyer Contracting has high standards for its equipment as well. When the company added



Meyer Contracting uses several pieces of Komatsu equipment, including this PC78, used here to lift a trench box on a light-rail project in Minneapolis.



A Meyer Contracting operator uses a Komatsu PC200LC-8 equipped with a hammer to break rubble. "Our excavators give us some versatility because we can use them to dig utility trenches, hammer, mass excavate or lift pipe into the trench," said Leroy Meyer, Equipment Manager.

its dirt division about eight years ago, it demo'd several brands of equipment and chose to start with a Komatsu D65 dozer purchased from Road Machinery & Supplies with the help of Sales Representative Phil Major.

"Despite using another brand previously, our operators tested with open minds," said Leroy. "Komatsu stood out, especially in the hydraulics. We knew Road Machinery would stand behind it, so that gave us additional peace of mind. That D65 has about 5,000 hours on it now, and it's still productive. It sold us on Komatsu equipment."

Meyer Contracting has since added one of Komatsu's award-winning D51 dozers, the first in the state of Minnesota. "The D51 is the entire package: it's productive, fuel-efficient, has good



Leroy Meyer,
Equipment Manager

Continued . . .



Meyer Contracting expands services, area served

... continued

balance and excellent visibility. Our operators love it," reported Leroy.

Additional Komatsu units include PC78, PC400 and PC200 excavators. "Our excavators give us some versatility because we can use them to dig utility trenches, hammer, mass excavate or lift pipe into the trench," explained Leroy, who noted that the company has also purchased Volvo compaction equipment from Road Machinery & Supplies and rented equipment through RMS Rentals in Savage. "We evaluate the equipment we buy based on performance, price and durability, and the Komatsu and

Volvo pieces have all been outstanding. So has RMS. We call on them for service or warranty issues as needed. They respond quickly, so we're very happy with our relationship with Phil and RMS."

Continuing to look at new opportunities

In the past several years, Meyer Contracting's work has increasingly expanded beyond the Twin Cities metro area. The company has worked in five upper Midwest states on a number of diverse projects. The Meyers and Schoep say that's not likely to change.

The company also won't change its outlook on expanding services. In fact, Meyer Contracting recently took on a contract to build sound walls along I-35W. "We believe the more diversified we are, and the more we can offer our customers, the better it is for us and them," stated Kathy Meyer, who has served as Committee Chairwoman to the National Transportation and Infrastructure Subcommittee. She represented the National Association of Minority Contractors as it partnered with the Association of General Contractors to work on common goals.

"Being a DBE is another way we can help our customers because many of the governmental projects require a certain percentage of the work be done by those types of businesses," said Kathy. "We're probably the most full-service DBE around, so we're giving them added value in several ways."

That added value, along with quality work, has helped Meyer Contracting win numerous awards, including Minnesota Department of Transportation DBE of the Year for its work on the I-35 W bridge project. That same year, it was named Small Business of the Year by the Twin Cities Business Journal.

"It's taken a lot of hard work and dedication to get to this point," acknowledged Kathy. "Adapting to the market has helped us weather the ups and downs, and there's a great group of people here who are innovative and good problem solvers. That's worth a lot in the business, not only to us, but to our customers. If we continue to offer that value, the work will be there." ■

(L-R) Meyer Contracting President/COO Verlyn Schoep and Equipment Manager Leroy Meyer meet with Road Machinery & Supplies Sales Representative Phil Major at the Meyer Contracting headquarters in Maple Grove, Minn.



Meyer Contracting relies on Komatsu dozers, including this D51. "The D51 is the entire package: it's productive, fuel-efficient, has good balance and excellent visibility. Our operators love it," said Equipment Manager Leroy Meyer.



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MISPLACED PRIORITIES?

AED says administration's transportation funding should focus more on highways and roadways

In his 2012 fiscal-year budget, President Barack Obama proposed a six-year, \$556 billion surface transportation package. The amount represents a substantial increase in transportation funding and includes an immediate \$50 billion cash infusion to create jobs, a proposed national infrastructure bank and a heavy emphasis on expanding high-speed rail.

The \$556 billion proposal is nearly double the \$285 billion package authorized in SAFETEA-LU, the last highway bill, which expired in September 2009. Legislation to establish a new, multi-year investment highway blueprint has languished in Congress for the past two years.

The call for such a substantial increase continues the administration's recent focus on transportation investment as a way to create jobs and ensure America's long-term economic competitiveness — even as it raises questions about misplaced priorities. The president's proposal would allocate \$53 billion for high-speed rail and \$30 billion to establish a national infrastructure bank over the next six years. Yet the mainstay of our nation's transportation network, roads and highways, are largely neglected beyond vague promises of support.

Also conspicuously absent from the president's budget are new funding mechanisms. User fees, the most viable option for providing guaranteed, long-term funding for surface transportation, have been dismissed as a non-starter by the president. Instead, Obama's proposal seeks to find funds by consolidating highway programs and hoping for a congressional bipartisan funding mechanism.

In sum, the president's transportation budget document is long on rhetoric, short on the details, and, in some respects, appears divorced from the new political realities in Washington. For example, despite broad public support for smaller government, Obama has proposed spending increases without making tough choices to pay for them. And despite the fact that many Republicans oppose high-speed rail, the administration made it the centerpiece of its transportation program.

AED shares the administration's belief that substantial investments in surface transportation are needed to ensure our long-term economic competitiveness. However, we have a clear difference of opinion about priorities.

With all that said, keep in mind that this is just the first salvo in a long battle. The highway reauthorization story will continue to develop in the weeks ahead, as the House and Senate hold additional hearings and roll out their own proposals. Stay tuned. ■

This article is from the Associated Equipment Distributors, a trade association representing companies in the distribution, rental and support of equipment. Its members account for more than \$15 billion of annual sales of construction equipment and related supplies and services in the U.S. and Canada.

The Associated Equipment Distributors (AED) says the president's proposal doesn't put enough emphasis on surface transportation, such as roadways and highways.





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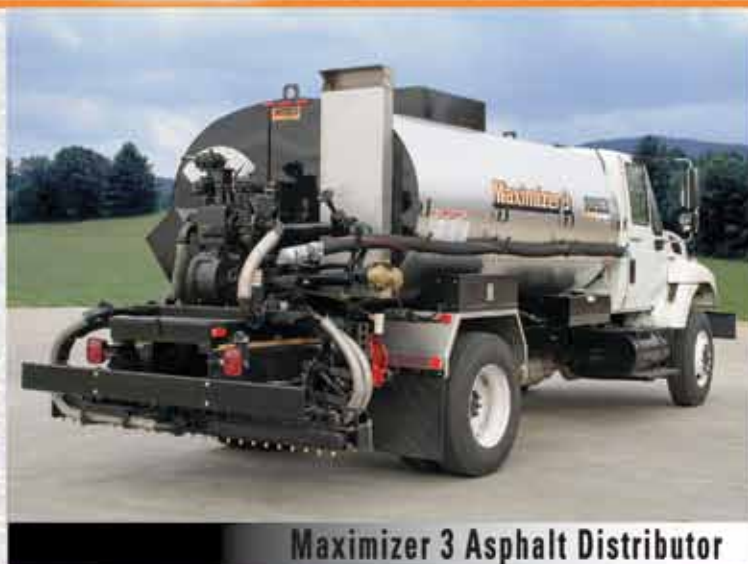


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NEXT-GENERATION HYBRID EXCAVATOR

Komatsu makes significant improvements to what remains the world's only hybrid excavator

Last year, Komatsu introduced the industry's first hybrid hydraulic excavator to the North American market. This year, it's releasing the HB215LC-1, an updated hybrid that features significant improvements over the original model.

"The original hybrid model is an excellent machine — a good digger that's approximately 25 percent more fuel-efficient than the traditional PC200," noted Komatsu Excavator Product Manager Armando Najera. "We learned a lot from our first hybrid model. We now have more than a million operating hours in the field with that original hybrid. The information we gained and the feedback we got from customers led to significant improvements in the second-generation HB215LC-1."

Key improvements include:

- A service valve to power hydraulic attachments;
- An enhanced monitor panel;
- Improved serviceability;
- A five-year/7,000-hour warranty on hybrid powertrain components.

The HB215LC-1 delivers fuel savings that average 25 percent compared to a similar-size, non-hybrid excavator. And, on jobs where there's lots of swinging, fuel savings can be much higher than that. It's also a huge step forward from an environmental standpoint, reducing CO₂ emissions by almost 17 tons annually (based on operating 1,500 hours per year) compared to a conventional PC200.

"The phrase 'win-win' is over-used, but in this case, it's exactly what users get," said Najera. "The new hybrid provides the same

performance with lower fuel costs and less environmental impact. As fuel costs continue to go up, the owning and operating costs of the HB215LC-1 become more and more favorable."

For more information on the Komatsu HB215LC-1, including an explanation of Komatsu hybrid technology, call your sales representative or our nearest branch location, or go to www.komatsuamerica.com/hybrid. ■



Armando Najera,
Komatsu Excavator
Product Manager

Brief Specs HB215LC-1 Hybrid Excavator

Operating Weight	Power	Bucket Capacity
47,530 pounds	139 hp	1.57 cu. yd.

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The HB215LC-1, Komatsu's second-generation hybrid hydraulic excavator, has a service valve to power attachments and is 25 percent more fuel-efficient than a similar-size conventional excavator.



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EQUIPMENT IMPROVEMENTS

TIER 4 EXCAVATORS

Added features help your bottom line while meeting new interim standards

Low emission standards don't have to equate to decreased production or efficiency. Komatsu proves that with its new PC240LC-10 and PC290LC-10 excavators, which feature interim Tier 4 engines that reduce particulate matter and NOx emissions while making you more profitable.

"Users won't sacrifice any production with these new machines," said Product Manager Doug Morris. "What they will see is better efficiency, with up to 10 percent less fuel consumption compared to the Tier 3 models they replace."

The PC240LC-10 replaces the PC220LC-8, while the PC290LC-10 takes the place of the PC270LC-8. Both new machines are powered by Komatsu's interim Tier 4 engine technology that features a Komatsu Diesel Particulate Filter (KDPF), Variable Geometry Turbocharger and Cooled Exhaust Gas Recirculation, among other technologies that reduce emissions and add efficiency. Both have increased horsepower and operating weight compared to previous models.

Komatsu didn't simply replace the engine and model numbers with the PC240LC-10 and PC290LC-10. The new excavators use advanced hydraulic-matching techniques to better optimize the engine and hydraulic performance.

"With low-speed matching, higher displacement pumps can deliver a higher flow amount at lower engine speeds," explained Morris. "In addition, the machine can adjust the engine speed based on the flow output for better efficiency."

Improved in several ways

Working modes on the new excavators are set through a new easier-to-use, high-definition, seven-inch monitor panel that also has a new Eco Guidance feature, which provides operational information and advice for

maximizing economy. It also keeps the operator aware of KDPF condition, as well as offering enhanced maintenance monitoring.

"Along with the other new features, these excavators come with Level 4 KOMTRAX that has additional information compared to its predecessors. They have a whole host of other new features, including a new reach boom and arm on the PC290LC-10 that offer an additional one to two feet of working range," noted Morris. "The cabs are improved, and we made them easier and quicker to service and maintain. So, we went well beyond just adding a new engine in order to provide machines that are not only better for the environment, but better for the bottom line." ■



Doug Morris,
Product Manager

Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC240LC-10	55,256 lbs.	177 hp	1.85 cu. yd.
PC290LC-10	66,756 lbs.	196 hp	2.13 cu. yd.

Komatsu's new interim Tier 4 excavators have low-speed matching, allowing users high flow even at low speeds. They are also more fuel-efficient without sacrificing productivity.

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NEW!



NEW D65-17 DOZERS

Komatsu's list of productive features doesn't stop with Interim Tier 4 engines



Bruce Boebel,
Product Manager

Brief Specs of the Komatsu D65-17 Dozers

D65EX-17
44,355 lbs.
205 hp

D65PX-17
47,335 lbs.
205 hp

D65WX-17
45,945 lbs.
205 hp

When Interim Tier 4 standards went into effect, Komatsu wasn't satisfied with simply putting a compliant engine into its new D65-17 dozers. While the three new models all meet the EPA interim Tier 4 requirements to reduce soot and NOx emissions, they have additional features that make them more efficient while maintaining productivity.

Last year, Komatsu rolled out its Tier 3 D65s that increased horsepower to 205, while lowering fuel consumption by as much as 10 percent compared to previous models. The new D65-17 models built upon that efficiency by lowering fuel consumption an additional 5 percent while maintaining horsepower with a new automatic transmission with lockup torque converter. It automatically transfers engine power to the transmission, offering greater powertrain efficiency.

"Users understand that new standards are inevitable, but they don't want them to affect

performance or uptime," said Product Manager Bruce Boebel. "They can be confident the new Komatsu D65-17s will not only produce like previous models, but do it with less fuel consumption."

Operators can select from two gearshift modes — automatic and manual — to fit the appropriate application: automatic for general dozing offers a choice of four forward and reverse speeds, while manual for dozing and ripping rough ground offers three. The automatic transmission shifts to the optimal gear range based on working conditions and load.

An excellent combination

Komatsu's innovative SIGMA blade, which is designed keep more material to the center for 15-percent better productivity compared to a Semi-U, is available for the standard EX and wide-track WX models. Customers can equip those models, as well as the low-ground-pressure PX, with a power angle tilt (PAT) blade, which can be adjusted six ways for added versatility and productivity. A new toggle switch allows the operator to easily angle the blade.

Komatsu also redesigned the joysticks for maximum control, offering a relaxed posture and superb fine control to minimize operator fatigue. A newly designed cab is larger, with an operator's seat that's three inches higher and four inches closer to the blade for excellent all-around visibility. A new seven-inch, high-resolution LCD monitor displays all machine information and is integrated with the interim Tier 4 technology.

"These dozers are at the top of the class, not only because of the new features, but also the proven systems we integrated," said Boebel. "The D65-17s are a great combination of new technology with the best of the previous models, and they're cleaner and greener." ■

The new D65-17 dozers have several new features, including an automatic transmission with lockup torque converter that automatically transfers engine power to the transmission for greater powertrain efficiency.



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- Variable Traction Control with S-Mode reduces tire slippage
- Dynamic braking eases operation and extends wet-disc brake life

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PEORIA MANUFACTURING OPERATIONS

Komatsu's mining-truck plant focuses on quality haulers that meet the toughest standards

Early this year, Komatsu's Peoria Manufacturing Operations (PMO) surpassed the 1,000-unit mark for production of its popular 930E electric mining truck. It's a major accomplishment, especially considering the massive size of the 320-ton haulers, which are approaching their 15th year on the market and have become the best-selling, ultra-class mining trucks in the world.

It's even more impressive considering that PMO produces more than the 930E at the Peoria facility. Each day, more than 600 employees do everything from design and engineering, to assembly of five truck models — the 200-ton 730E, the 240-ton 830E, the 280-ton 860E-1K, the 930E and the 360-ton 960E-1K — which are shipped to some of the world's largest mines.

Globally, the demand for these trucks continues to climb as coal, copper, gold and other types of mines ramp up production. In turn, Komatsu's PMO is looking to increase its capacity. Currently, the PMO produces one to one-and-one-half trucks per day. Soon, it plans to up that to two trucks per day. As part of the effort, it's in the process of expanding with a new 20,000-square-foot addition in the works.

"We've developed our processes to the point of being able to assemble a truck in about half the time we did a decade ago, and with demand up, that's very significant," said Jerry Potter, who oversees the process of putting the trucks together as Manager of Manufacturing Operations. "With the expansion, I'm confident we'll be able to meet our production goals."

In addition to expanding the facility, PMO is in the process of hiring new staff members to join an experienced team that's focused on quality, especially considering the mining trucks it produces frequently run 24 hours a

day, seven days a week and routinely rack up more than 100,000 hours during a lifetime.

"Next to safety, quality is our utmost priority," said Doug Springer, Manager Product Quality. "We have 14 inspectors who oversee everything but, technically, everyone in the assembly line is an inspector. Anyone who believes there's a potential quality issue can stop the manufacturing process until it's resolved. Our goal is always zero issues that would affect performance, reliability and longevity of Komatsu mining trucks."

Welding is critical

Springer notes that welding is one aspect that's especially critical during the fabrication of the truck frames, which are considered the backbones of the trucks. Three shifts a day with about 60 welders on each shift are used to put up to 1,000 pounds of welds into a truck. Each welder must meet exacting standards.

Continued . . .

One of the critical aspects of building a Komatsu mining truck is superior welding of the frame. Each weld is ultrasonically tested and thoroughly inspected before a frame moves into the assembly process.



Jerry Potter,
Manager of
Manufacturing
Operations



Doug Springer,
Manager Product
Quality



Quality components go into Komatsu trucks

... continued

"We do a lot of training for new hires, and we are constantly evaluating," said Theresa Kline, Superintendent of Welding. "We ultrasonically test welds to ensure they pass before a frame moves on for assembly."

Senior Welding Engineer Ed Spadoni added, "Proper welding is critical because if not done right, it affects the structural integrity of the truck, which in turn affects its life and function. Our mining customers work around the clock to meet production goals, so any extra bit of downtime is detrimental. We work with them to ensure we're meeting their strict standards."

Quality components

While welding is taking place on truck frames, truck components such as hoists, cylinders, rear and front suspension and brake systems are assembled. PMO produces its front

suspension systems in house, but works with suppliers for other components.

"The mines rely on us for quality equipment and that starts with quality components," said Mark Schatsiek, who recently moved into the position of Superintendent of Logistics after serving as Superintendent of Components for several years. "Just as the mines have exacting standards for us, we have stringent requirements that our vendors must meet. When a truck goes into production, we start by putting all the necessary components into a kit that's brought to the assembly area where our staff puts it together. We're running two shifts a day."

With those components and the frames ready, the rest of the truck heads to another assembly area where it really takes shape. During the course of a few days, the electrical assembly, cab, deck supports, fuel tanks, control cabinets, hydraulics and other related items come together into a final product.

"Once we have it all put together, we thoroughly test a truck for proper function," explained Mike Drew, Superintendent of Assembly. "Then we disassemble it because a truck is too large to ship as a unit. The pieces are put on railcars or trucks to be shipped to their destination." ■



Theresa Kline,
Superintendent
of Welding



Ed Spadoni,
Senior Welding
Engineer



Mark Schatsiek,
Superintendent
of Logistics



Mike Drew,
Superintendent
of Assembly

Once the frame meets PMO's stringent standards, the truck is moved to assembly where it takes shape with installation of the cab, electric assembly and control cabinet.



Quality components make up the truck, including the wet-disc brakes which are assembled at PMO.



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A SUCCESS STORY

MACHINE MONITORING PAYS OFF

Clearing contractor relies on Komatsu excavators with KOMTRAX to maintain productivity

Because Jaski Inc. covers such a large territory, Owner Luc Tremblay says people often think the company is much larger than it is. Founded in 2001 as a forestry contractor — Tremblay now focuses on land clearing, mainly for power companies — Jaski, Inc.'s territory is about 300,000 square miles, but Tremblay has only five Komatsu PC78 and PC138 excavators equipped with brush cutters in his fleet.

"People see our machines on the side of the road clearing brush away from power lines or for better visibility on the roadways and assume we have about 200 machines," said Tremblay, who made the transition to land clearing and brush cutting about six years ago. "In truth, we're all over the place, covering such a large territory to ensure we take care of our customers. Our projects range anywhere from a few acres up to 100."

In most cases, Jaski has only one machine working on any given project. Despite hundreds of miles distance between jobs, Tremblay has confidence jobs will get done quickly and efficiently. Part of the reason is a group of experienced operators. The other is that those operators are using late-model Komatsu excavators equipped with KOMTRAX, Komatsu's remote machine-monitoring system.

"Obviously, there's no way I can get to every job, so I have to trust my operators and my equipment," said Tremblay. "Neither lets me down. The reliability of the Komatsu excavators has been a vital part of our success. The first one I bought was a PC78 because it had an extra hydraulic pump and offered continuous flow-on-demand to operate the brush cutter. I haven't looked at another brand since."

KOMTRAX a "must have"

Each time Tremblay buys a new Komatsu excavator, he works closely with his Komatsu distributor to equip the excavators for brush-cutter attachments. The distributor also tracks his Komatsu machines using KOMTRAX, as does Tremblay. The system comes standard and is free for the first five years on nearly every new Komatsu machine.

"It's a must-have for us," stated Tremblay. "KOMTRAX helps me track maintenance and stay up-to-date with it, which is vital to me. I can also track fuel consumption and per-hour production. Having that information allows me more accurate bidding compared to doing it manually. The combination of the Komatsu excavators and KOMTRAX has really helped make Jaski a more efficient, reliable and profitable company." ■

Komatsu's KOMTRAX system lets users track critical machine information, even in the most remote locations, from their computers. It's standard on nearly all new Komatsu equipment, and available as a retrofit for older machines.



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A WINNING COMBINATION

Komatsu dozers and Topcon 3D-MC² put you to grade in fewer passes

If you could be four times more productive with your dozer and potentially eliminate the need for an additional grading machine, would that be an advantage? It's possible when your Komatsu dozer is outfitted with Topcon's 3D-MC² machine-control system.

"Traditional finish grading without any machine-control system generally takes multiple passes at low speeds," said Komatsu Marketing Engineer Jason Anetsberger, noting that Komatsu worked closely with Topcon to optimize performance of Komatsu dozers with Topcon machine-control systems. "Standard 3D technology typically allows users to double their speeds compared to a manual dozer. The 3D-MC² system doubles the speed again."

The 3D-MC² system uses the same easy-to-use interface as previous Topcon 3D machine-control systems, according to Anetsberger. It allows operators to get to grade in even fewer passes, decreasing fuel usage and machine wear, while improving per-yard costs and profits.

"It's as easy to use as any previous system," noted Anetsberger. "Customers tell us that even the newest operators are able to grade nearly as well as skilled veterans of the 3D-MC² system. It works really well with our efficient dozers to cut the time it takes to reach grade. That's a huge advantage for their bottom line."

"Plug-and-play"

Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning all the user has to do is bolt the Topcon 3D-MC² system onto the machine, calibrate, and it's ready for use. The system uses Topcon's GX-60 control box, GPS+ antenna, MC-R3 receiver and a new 3D-MC² sensor, all paired with advanced

controlling software to provide position updates up to 100 times per second. The MC² sensor combines a gyro, compass and inertial sensor to measure the X, Y & Z position as well as the roll, pitch and acceleration of the dozer.

"No matter how you look at it — either as four times faster production over a manual dozer or two times better than existing 3D technology — the 3D-MC² system improves efficiency and can have a significant, positive impact on the amount of materials you push and/or place," explained Anetsberger. "Because it's that much faster, in essence, the user is getting the production of two machines in one, and it may even replace the need for a motor grader." ■



Komatsu dozers equipped with Topcon's 3D-MC² machine-control system can help you get to grade up to four times faster compared to a manual dozer. Most new Komatsu dozers can be ordered Topcon "plug-and-play" equipped, meaning they are ready for the user to simply bolt on a Topcon system.



NEW FORESTRY SERIES

Upgraded features provide increased durability in XT models

Strength and durability are essential to production in the forest. That's why Komatsu designed its new XT series of feller/bunchers and harvesters with increased durability and added productivity features.

Komatsu's new models, the XT430-2, XT430L-2, XT445L-2 and XT450L-2, replace its former Valmet brand FX/FXL series. Leading the upgrades on the new XT series is an improved undercarriage that increases track system durability. Among the new features are roller guards extended to the front and back with better

track-shoe-support-plate clearance to reduce track-chain side loading on uneven ground.

Further upgrades include cutouts added to the track frame, which reduce debris packing and improve roller maintenance; better track drive sprockets with mud/snow relief to reduce packing; new, full-length track slider plates that provide a larger surface area for extended life; two additional bottom track rollers on the XT430L for better weight distribution and improved roller and track link life; and a 20-percent-increased idler recoil spring preload on the XT430L to maintain better track tension and positive sprocket engagement.

Komatsu also enhanced the swing systems with a swing drive that now runs in a sealed grease bath for better pinion lubrication. In addition, improved gears with better hardening provide longer life. An updated swing bearing with dowels and swing-machinery pilot hole provide better swing gear alignment and easy adjustment when servicing. An added grease fitting to the swing drive case helps extend bearing life.

The XT series — built at Komatsu's Chattanooga Manufacturing Operation — is designed for simpler servicing, including a relocated engine oil filter to make it easier to change and relocated swing-bearing lubrication points for easier access. ■

Forestry products will now bear the Komatsu name

Komatsu forestry products will now carry the Komatsu name after years of being branded as Valmet. The Komatsu forestry line consists of a wide range of products, including feller/bunchers, harvesters, forwarders and heads.

"With the strength of the Komatsu brand, we will provide excellent value and service support to our forestry customers and dealers," said Norio Kido, Executive Vice President, Forestry Products. "We understand our customers' needs, and our dedication to technical innovation, combined with Komatsu's industrial tradition, manufacturing technology and quality assurance, means we can deliver the best the forestry industry has to offer." ■



BETTER DAYS AHEAD

Komatsu's Ed Powers sees continued growth and optimism in construction industry

QUESTION: As we all know, the construction industry has been hit hard the past several years. Where does it stand now?

ANSWER: Many have referred to the past few years as the "Great Recession," however, we're optimistic that recovery is in motion. Throughout our entire 2010 business year, the construction equipment market grew an average of 32 percent in North America, compared to 2009. Another key indicator, tracked monthly, is our North American hour utilization. Our 2010 per-month utilization, tracked through our 23,000 KOMTRAX-populated machines, exceeded 2009 and 2008. In some cases we are comparing the hours to an all-time market low in 2009, but it's positive and deals are being made. We're expecting the same level of recovery throughout 2011 and beyond.

In speaking with contractors at CONEXPO in March, the majority were very optimistic, indicating that business had been picking up steadily and asking, 'When can Komatsu deliver?' There remain some lagging indicators, such as our housing market and unemployment, but the worst is behind us. We can attribute a good portion of our 2010 recovery to Uncle Sam's tax incentives, such as the extension of the Depreciation Bonus, accompanied by Sec. 179. What's encouraging is that this incentive is extended through 2011 with even larger matching dollars.

QUESTION: Often, as recovery happens, businesses start buying equipment. As users begin adding to their fleets or replacing older machines, why should they choose Komatsu?

ANSWER: After the recent wake-up call this industry experienced the last three years, we've all become much more after-market cautious. Today, the customers' primary focus is their after-sales efficiencies, as well as their owning and operating costs. This creates a perfect opportunity

Continued...



Ed Powers, Vice President and General Manager, Construction Equipment Division

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.

After graduating from the State University of New York in 1988, Ed Powers started at Komatsu in the finance department, which included collections.

"The goal was always to find a way to help customers keep their machines. That may have meant restructuring a payment schedule or some other method that allowed the user, who may be behind, to continue using that machine until things turned around. During the economic downturn the past couple of years, Komatsu has kept the same philosophy with positive results."

April 2011 marks the start of Ed's 24th year with Komatsu, including the past three as Vice President and General Manager, Construction Equipment Division. His prior responsibilities included Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Region Manager of Rental Services, Deputy Regional Sales Manager and Finance Field Representative. During his career, he also earned his MBA at Keller Graduate School of Management in Chicago, Ill.

"I've had a very well-rounded experience throughout my career with Komatsu. This has helped me see the equipment industry from all perspectives, but primarily from the customer's point of view. Seeing things from customers' perspectives, and listening to their needs has made me a better decision-maker and emphasized the value of relationships."

Ed and his wife, Berta, will soon celebrate their fourth wedding anniversary and their daughter, Joselyn's, first birthday.

Komatsu technology leads the way

... continued

for Komatsu, as the world's most technically advanced manufacturer of earthmoving equipment, to step up, stop talking about it and prove that we manufacture the most reliable and lowest cost-per-hour products in the industry.

As most know, we don't spend a lot of money advertising our brand. We'd rather put those dollars into research, development and being the leader in innovation. As a result, we were the first to introduce a hybrid excavator, which has been shown to be as reliable and efficient as our traditional excavators, with 25-percent to 40-percent fuel savings. We are already rolling out our next generation of hybrid models before most OEM's even introduce their first.

When it comes to telematics, no other OEM has Komatsu's experience with remote asset management. With more than 200,000 machines reporting globally, Komatsu knows about a customer's technical problem before the operator does. Between Komatsu customers and our highly engaged dealer network, we are using KOMTRAX information to improve machine utilization and reduce owning and operating costs.

Komatsu's investment in research and development has given us another opportunity to show our strength as a leader. We are excited to be launching several interim Tier 4 products this year, with engines ranging from 175 to 750 horsepower. Once again, our engineers have not only met stringent governmental emissions regulations, but also improved machine

performance and fuel efficiency. As this industry continues to introduce Tier 4 technology, two key concerns lie in the marketplace — the cost of maintenance and its reliability.

How is Komatsu going to differentiate itself from the competition? We are so confident in our technology and our distributors' service capabilities that we are going to offer a three-year complimentary maintenance care package for all Tier 4 products. A key component to the servicing and reliability of our Tier 4 products will rely on KOMTRAX, which will help customers manage required maintenance and provide constant preventive support. That is peace of mind!

QUESTION: What else is Komatsu doing to benefit customers?

ANSWER: It's all about the relationship and the after-market support. You can't have one without the other. Komatsu's strongest asset is its dealer network, with more than 300 locations across North America. Of those, 70 percent have been in business for more than 50 years. As a manufacturer, our job is to provide our dealers with ongoing support, training and the tools they need to earn credibility and establish lasting relationships.

The key word is "earn." Today it's not only about premium parts and service, but preventive maintenance practices (KOMTRAX), financing, used equipment, resale value and overall value propositioning. It's not just about closing the deal, but knowing customers' short- and long-term aspirations and how Komatsu can assist in achieving those aspirations. The relationship doesn't end when the machine is delivered. Rather, it continues to grow.

Today's technically advanced products and our customers' level of sophistication require a team effort between the dealer and manufacturer. The quality of the OEM is reflected in its dealers, and our customers recognize and expect it. That is what differentiates a manufacturer — its dealers, the quality of their people, and their commitment to product support. I am confident that Komatsu offers those qualities, so now instead of simply asking customers for their business, we can ask for the opportunity to earn it.

The bottom line is — we can manufacture the most technically advanced machine in the world, but if we can't support it, it's worthless. ■

Komatsu's second-generation hybrid excavator, the HB215-1, was introduced at CONEXPO. In 2011, Komatsu will also introduce excavators, wheel loaders, articulated trucks and dozers that meet interim Tier 4 engine standards.



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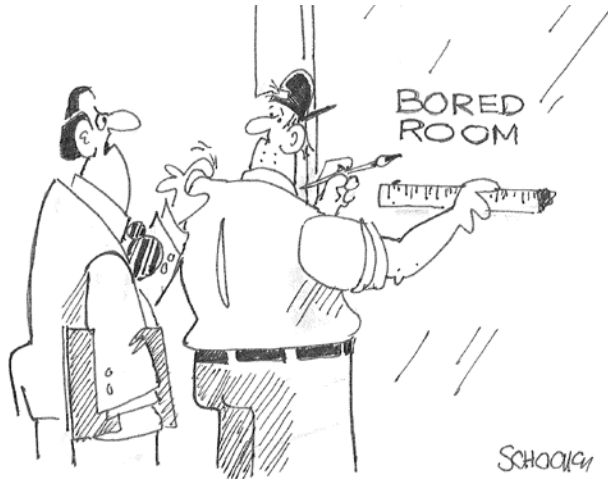
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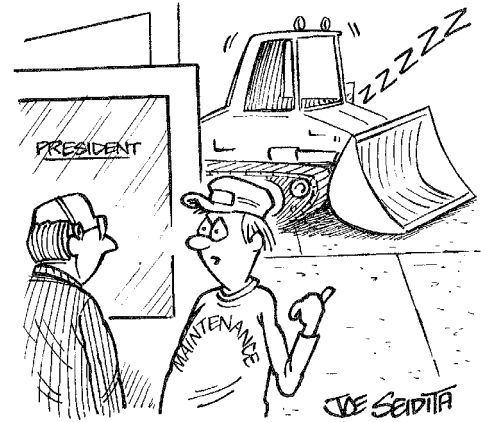
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SIDE TRACKS

On the light side



"Hold it right there, Peterson!"



"I can't find anything wrong with it... believe it or not... I think the bulldozer is just 'dozing.'"



"Malcolm, must you bring your work home with you?"

Did you know...

- The average American motorist spends six months during his/her lifetime waiting for red lights to turn green.
- U.S. Interstate 80, the main coast-to-coast route across America, passes through 12 states. From east to west, they are New York, New Jersey, Pennsylvania, Ohio, Indiana, Illinois, Iowa, Nebraska, Wyoming, Utah, Nevada and California.
- Roller coasters are classified by the U.S. Patent Office as scenic railways. The classification was first used for roller coasters in 1886.
- Fort Knox is located on Bullion Boulevard.
- The longest street in the United States is in Los Angeles, where Figueroa Street runs for 30 miles.
- In 1901, Connecticut passed the first statewide automobile legislation in the U.S., setting a speed limit of 15 mph on country highways and 12 mph on highways within city limits.
- There are 6,000 windows and 1,575 steps in the 102-story Empire State Building.
- Teflon was placed between the steel framework and the copper skin of the restored Statue of Liberty to prevent corrosion.

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. NIRGADG _____
2. TIRLKOFF _____
3. SOSIMENI _____
4. HAFRIGETS _____
5. TIRFEL _____
6. NAECEMIH _____

THE PEOPLE INSIDE

ANDY SCHWANDT

Savage Sales Manager works to build long-term relationships

Andy Schwandt may be relatively new to the Road Machinery team, but he brings plenty of industry experience and even has a history with the company. Schwandt joined Road Machinery's Savage branch as Sales Manager in December, after leaving Volvo, where he marketed its paving-line products to Road Machinery and other dealers.

Schwandt's other experience includes selling equipment in northern California after working as a production engineer in the New Mexico oil fields. He designed surface facilities and worked to design best practices in pumping oil and natural gas most effectively and economically. He started doing that right after graduating with a degree in chemical engineering from Rose-Hulman Institute of Technology in Indiana. Recently he completed an MBA from the Keller Graduate School of Management.

At Road Machinery, Schwandt will be in charge of branch sales of Volvo paving machines, along with the other lines of construction equipment Road Machinery carries, such as Komatsu and Sennebogen.

"As a Volvo representative, I worked with Road Machinery for about four years, so I really got to know many of the people who worked here. I was always impressed with how customer-focused and professional RMS is. That wasn't always the case with some of the other distributors I dealt with."

When the chance to join the Road Machinery team came up, Schwandt knew it would be a good fit for him. As the Savage Sales Manager, he is overseeing five territory managers who cover southern Minnesota. One of his goals includes getting out regularly with those territory managers to meet customers.

"This is a relationship business, and it is hard to build solid ones if the customers don't know you well," Schwandt stated. "My previous experience includes selling heavy equipment, where I developed not only good business relationships, but friendships as well. I want that to be the case here too."

Schwandt hopes they'll be longstanding relationships too, as he plans to stay in the Twin Cities area for many years. "My wife grew up here and has family here, so this position fits my goals both professionally and personally."

Schwandt and his wife, Kelly, have three children, Emily, Luke and Sarah, who are all under the age of five. He enjoys spending time together as a family doing outdoor activities, such as camping and four-wheeling. ■

Andy Schwandt joined the Savage branch as Sales Manager last December and oversees a group of territory managers who cover southern Minnesota.



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2008 Volvo SD45F, 4 hrs.
..... \$59,000



2008 Komatsu D51PX-22, 1,192 hrs. ...
..... \$122,000



2006 Komatsu PC138USLC-2,
3,781 hrs. \$79,500

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



2006	KOMATSU	PC138USLC-2	3,781	1868	\$79,500
2005	KOMATSU	PC160LC-7	3,400	K40465	\$79,500
2008	KOMATSU	PC200LC-8 w/shear	1,205	A88784	\$250,200
1998	KOMATSU	PC220LC-6	12,431	A83411	\$41,500
2001	KOMATSU	PC220LC-6	6,300	A85268	\$97,500
2005	KOMATSU	PC228USLC	7,472	31344	\$82,550
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	2,067	A88095	\$285,000
2008	KOMATSU	PC400LC-8	1,933	A88273	\$285,000
1999	KOMATSU	PC750LC-6	92,500	10243	\$189,000
2006	HYUNDAI	R160LC-7	2,000	N50110465	\$57,500
2005	HYUNDAI	ROBEX 210	2,340	N60614388	\$136,500
2006	HYUNDAI	ROBEX 210	1,955	N60614055	\$152,550
2002	HYUNDAI	R290LC-7	5,500	N80110246	\$52,500
2006	HYUNDAI	ROBEX 320	644	N9010519	\$118,500
2001	HYUNDAI	R360-3	5,553	EH02GK10279	\$45,000
2004	HYUNDAI	R360LC-7	5,037	NA0110157	\$116,740
2005	HYUNDAI	ROBEX 360	2,758	NA0110652	\$147,500
2006	HYUNDAI	R360LC-7 w/Genesis	3,892	NA0110809	\$350,350
2005	HYUNDAI	ROBEX 450	3,489	NB0110364	\$217,500
2006	HYUNDAI	ROBEX 450	2,259	NB0310040	\$189,500
2006	HYUNDAI	ROBEX 450	3,011	NB0310039	\$189,500
2006	HYUNDAI	R450LC-7A	3,039	NB0310041	\$175,000
2003	JOHN DEERE	450LC	5,522	FF0450X090626	\$115,670
1978	LINK BELT	5400	12,000	39G81170C	\$8,000

MOTOR GRADER



2003	LEEBOY	685B	1,025	685526	\$69,500
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WHEEL LOADERS



2006	KOMATSU	WA200PT-5L	2,713	68023	\$88,000
2008	KOMATSU	WA200-6	911	70153	\$98,975
2001	KOMATSU	WA320-3	9,300	A31279	\$51,500
1991	KOMATSU	WA380-1	15,359	20951	\$38,750
1994	KOMATSU	WA450-2	21,000	A25395	\$36,500
2005	HYUNDAI	HL740-7 w/bucket forks	3,432	LF0110478	\$72,730
2005	HYUNDAI	HL757-7	2,340	LD0110498	\$110,950

CRAWLER DOZERS



2008	KOMATSU	D51PX-22	1,192	B10963	\$122,000
2008	KOMATSU	D51PX-22	2,900	B10712	\$118,000
2001	KOMATSU	D61PX-12	5,571	B1617	\$97,500
2005	KOMATSU	D65EX-15	11,871	67717	\$95,500
2005	KOMATSU	D65PX-15	3,297	67671	\$127,500
2006	KOMATSU	D65PX-15	5,119	67738	\$153,000
2008	KOMATSU	D275AX-5E0	857	30107	\$450,000
2004	DRESSTA	TD25H	5,580	P073101	\$139,500

ARTICULATING TRUCKS

1996	VOLVO	A25C	12,740	5350V60733	\$49,500
2000	VOLVO	A25C	12,208	5350V61723	\$79,500
2000	VOLVO	A40	113,860	A40V60512	\$118,000

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1998 Komatsu PC220LC-6 12,431 hrs.
..... \$41,500



2006 Valmet 840.2, 8,739 hrs.
..... \$169,500



1991 Komatsu WA380-1, 15,359 hrs...
..... \$38,750



1996 Volvo A25C, 12,740 hrs.....
..... \$49,500

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
1998	TADANO	TR400E	00127	\$110,000	

ROLLERS continued...



2006	IR	DD24	165	6216190519	\$27,500
2003	IR	DD70HF	1,664	DD6253173998	\$57,500
2007	VOLVO	DD138HFA		193047	\$80,000
1999	WACKER	RD25	626	5053404	\$14,000

FORK & OTHER LIFTS

2003	KOMATSU	FG25 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
1999	SKYJACK	3219 SCISSOR LIFT	179	226176	\$8,200

PAVERS/COMPACTORS



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
2005	LEEBOY	8816	1,375	42660	\$94,500
2007	WACKER	BPU5045A PLATE COMPACTOR	0	1756148	\$5,700
1998	BOMAG	BW11RH		A222C1600V	\$27,500

MISCELLANEOUS

	ONAN	625 KW GENERATOR	1,045	4171	\$57,500
1999	SVEDALA	6 X 16 SCREEN	0	26A447	\$75,000
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
1994	NPK	C8B PLATE COMPACTOR	0	7991	\$5,100
2005	TIMBCO	415EX	7,820	2705-111005	\$199,500
2006	VALMET	840.2	8,739	211483	\$169,500

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GROVE

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