

## C.J. MOYNA & SONS

Grading large, fast-track road jobs is the specialty of this Elkader, Iowa, earthmoving contractor

See article inside . . .



John P. Moyna,  
President

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Mike Sill II

**See what users  
are saying  
about new  
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machines**



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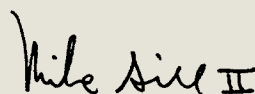
If you find a need for new equipment during this busy time, please let us know. Komatsu continues to roll out its new Tier 4 Interim equipment, which we believe you'll find among the most efficient and productive on the market. In this issue of your *RMS Road Signs* magazine, you can see what users are saying about the machines and their technology and service support. You can also read about the new PC210LC-10 excavator, which builds on the popular PC200LC models.

Like Komatsu, we're dedicated to keeping your owning and operating costs down. We help you do that in several ways, including the Tier 4 Interim machines, which come with complimentary scheduled maintenance through the exclusive Komatsu CARE program. Our trained technicians handle all the work, using genuine Komatsu parts and fluids.

We do some of that technician training right here at RMS. Our technicians also train at Komatsu's Training and Demonstration Center in Cartersville, Ga. There, Komatsu provides education on best practices to make parts and service personnel more efficient, maximizing your uptime.

Finally, during this busy construction season and throughout the year, we know you'll frequently encounter areas of road construction. Sometimes it seems inconvenient, but keep in mind those orange signs and cones are good for all of us as they represent progress toward better roads, bridges and other infrastructure. Like you, we're pleased that Congress passed legislation for even more highway and infrastructure construction.

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Mike Sill II  
President and CEO





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**Mike Sill II,**  
President/CEO

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# C.J. MOYNA & SONS

## Grading large, fast-track road jobs is the specialty of this Elkader, Iowa, earthmoving contractor



John P. Moyna,  
President

When a big road job needs to be done in Iowa, there are only a handful of companies with the resources to do it. One such company is C.J. Moyna & Sons of Elkader, Iowa, and that big road job this summer is an I-380 reconstruction project near Waterloo.

The Iowa DOT authorized six and one-half miles of reconstruction of I-380 southbound from just west of River Forest Road in Evansdale to the U.S. 20 interchange. That stretch of road was built in 1984 and has reached the end of its useful life. The project is a total pavement replacement that will also widen the roadway by two feet.

C.J. Moyna & Sons specializes in grading large road jobs. On the I-380 project, as a sub to the paving contractor, the company did all the prep work, starting with removal of approximately 10 inches of concrete roadway, plus an additional 18 inches of material underneath. The company crushed, screened and recycled that material, including concrete, and also crushed virgin rock that was brought in for the job. In addition, C.J. Moyna & Sons graded the roadway, placed a geo-grid for stabilization, then replaced and compacted the base so it was ready for paving.

"On site, we crushed and recycled about 130,000 tons of pavement and crushed about

30,000 tons of virgin aggregate that we imported to make up for the 80,000 yards of unsuitable material we had to haul away," said Project Manager Rick Easton. "After the road is paved, we'll come back and do shoulder construction, then finish the job off with topsoil and seed. As with many paving jobs, we're basically the first one in and the last to leave.

"This section of road carries about 32,000 vehicles per day, so the state made on-time completion a priority," he noted. "We started with double shifts working 20 hours a day, seven days a week. Thanks to good weather, we got a great start and were able to wrap up our pavement removal, crush, recycle and sub-grade prep well ahead of schedule. Turning the job over to the paver early is something we routinely try to do. We take a great deal of pride in completing challenging, high-profile jobs like this and making them look easy."

### Innovation leads the way

Of course, doing such jobs is never easy, but C.J. Moyna & Sons has a history of successful jobs, dating back to its founding in 1947.

"My grandfather C.J. Moyna started the company shortly after World War II, working all by himself with one dozer," said current President John P. Moyna. "He basically drove his dozer from farm to farm throughout Clayton County, Iowa, doing whatever heavy work the farmer needed. The company progressed from farm work into other excavation activities when my dad, Jack, and his brother Jerry, came on board in the early 1960s.

"When I joined in 1979, we had about 20 employees," Moyna recalled. "We've grown substantially since then, in part because I wanted to expand our territory beyond northeast Iowa. Today, we work throughout the Upper Midwest

C.J. Moyna & Sons crews worked day and night earlier this summer to remove and crush onsite six and one-half miles of I-380 product near Waterloo, Iowa.







► VIDEO

C.J. Moyna & Sons owns four KPI-JCI crushers, all of which were on the I-380 job at the same time. (Above) An FT5260 track impactor plant and FT6203 screen plant crush and screen material. (Left) A specially built KPI-JCI FT4250 is on the same job.

and, with more than 200 employees, we've become a good-size company. But I give full credit to my grandfather, father and uncle. They, and the employees who were here with them, laid the foundation for what we could become."

What C.J. Moyna & Sons has become is one of the leading earthmoving/road-building contractors in the region.

"We don't pave, but we do all the preparation for paving," said Moyna. "That means pipe work, grading, crushing, fill and compaction. We build the substructure for the pavement to sit on. Our specialty is successfully completing jobs with difficult deadlines."

One of the reasons C.J. Moyna & Sons is so good on those fast-track earthmoving jobs is because of its ability to innovate.

"We're always looking to do the construction equivalent of building a better mousetrap," Moyna explained. "We try to approach each job creatively with an eye on finding ways to do it simpler, faster and better. And we're not afraid to try something new. In the early '80s, we were the first contractor in the Midwest to use articulated trucks to move material. Then in the mid-'90s, we were the first to use double scrapers. We also own a number of patents. This innovative approach allows us to bid rather aggressively and pass the savings on to the owner or general contractor."

"The way the company approached the crushing segment of the I-380 job shows remarkable ingenuity," said Ron Griess, KPI-JCI Product Manager, who was on site recently to view the project. "Crushing the material and essentially laying it right back down again using a track plant, basically eliminates transportation costs and saves a huge amount of time and money."

## Productive and reliable crushing equipment

Another reason C.J. Moyna & Sons is able to work quickly is because it's been willing to invest in a large, efficient, equipment fleet. On a typical road job, one might see one or two crushers, depending on the amount of recycling involved. On the I-380 job, C.J. Moyna & Sons had four KPI-JCI crushers. "We're fortunate to have the resources to do a job of this size, and we're willing to commit the resources needed to get it done on time," said Equipment Manager Jason Marmann.

C.J. Moyna & Sons bought its first crusher in about 2000. In 2008, it got its first track crusher. Today, it has four KPI-JCI track-mounted impactor plants — one FT5260 (750 tph) and three FT4250s (400 tph), along with two FT6203 track-mounted screen plants.

"We turned to KPI-JCI crushers because they were the first to really take an interest in tracking and screening — where we can start



Jason Marmann,  
Equipment Manager



Scan this QR code using an app on your smart phone to watch video of C.J. Moyna & Sons' machines at work.

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Continued . . .



# Performance, not promises from C.J. Moyna & Sons

... continued

at one end of a job and walk all the way up through it, crushing as we go. Other brands had tracks so the machines could move, but you had to stop working them in order to move them. With KPI-JCI we can crush, screen and track all at the same time.

"Also, KPI-JCI was willing to work with us to put together the plant that we wanted," Marmann continued. "For us, it's all about production, and with our plants, we don't have to stop. The crusher, the screen and the excavator that feeds it are all moving as they work. We just walk right through a job and windrow material as we go. That method allows us to get more tons per hour, which improves profitability."

Marmann says C.J. Moyna & Sons also likes KPI-JCI equipment for its reliability and durability.

"Obviously, it's a tough application. Our KPI-JCI machines hold up to it very well, and a big reason for that is the support we get, from both the manufacturer and the distributor. Road Machinery & Supplies helps us get maximum uptime from our equipment. Our RMS Sales Rep Brad Johnson, Iowa Division Product Support Manager Craig Alcott, Aggregate Sales Specialist Brad Sykora, Cedar Rapids Service Manager Eric Green and all their service techs have a good sense of urgency. They realize that support is a big reason we went with them, so they take good care of us. The RMS parts staff also does a great job supporting our needs."

Besides the track equipment, Moyna has partnered with RMS for several products,

including a Sandvik Cone Plant, three Sandvik rock drills, several NPK hammers and material processors, Volvo rollers, Broce brooms, JCI screen plants and a Kolberg Super Stacker, along with several bins, feeders and conveyors.

## Equipment, staff add to success

Moyna credits a combination of manpower and horsepower for his company's ability to successfully complete big jobs like the I-380 project.

"For us, it's never about promises; it's always about performance. We had all four of our track crushers on the I-380 job, along with dozens of other mobile machines. We also had 62 guys working there. We were on the job 20 hours a day, seven days a week, including during the Memorial Day holiday weekend. We turned the project over to the paver in 14 days, which I think is really amazing and a credit to our managers and the entire work force."

Moyna is proud of his company's heritage and proud of the company's people. "Any company is only as good as its workers. We believe ours are among the best in the industry. We don't have much turnover. Virtually everybody here who's in a management or supervisory capacity has worked their way up through the ranks."

Moyna points to a recent conversation with state inspectors to illustrate the quality of the employees at C.J. Moyna & Sons. "I pulled up on the I-380 job and asked a couple of inspectors, who didn't know who I was, how the job was going. They said, 'awesome,' and went on to describe how professional the guys were and how they all seemed to enjoy what they were doing. Those kinds of comments make me feel really good and very appreciative of our work force."

Regarding the future, Moyna says he believes C.J. Moyna & Sons is still growing, but he's less interested in that than in how the company achieves growth. "Our goal is to improve each day and get bigger by getting better. I want us to do all the little things right and I believe if we do that, the big things will take care of themselves. As long as we can maintain that attitude and live by that philosophy, I'm optimistic about what lies ahead for us as a company." ■

(L-R) KPI-JCI Product Manager Ron Griess, C.J. Moyna & Sons Equipment Manager Jason Marmann and Project Manager Rick Easton joined RMS Sales Rep Brad Johnson on the I-380 jobsite. "We appreciate the support we get from both KPI-JCI and RMS," said Marmann.





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# ADVENTURE TOUR HITS MILESTONE

## RMS' annual motorcycle ride marks its 10th anniversary, 2,500 miles ridden

Larry and Sandy Smith served as hosts of the RMS Adventure Tour.



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[www.RMSRoadSigns.com](http://www.RMSRoadSigns.com)



▶ VIDEO

The ride took several twists and turns during the nearly 250-mile trek.

An aerial photo taken by Timm Wynkoop of Wynkoop Equipment shows riders near Tipton.



Road Machinery & Supplies' RMS Adventure Tour hit a milestone this summer, celebrating its 10th anniversary with a nearly 250-mile ride that took participants through three states. This year's trek started from the Stoney Creek Inn in LaCrosse, Wis., where RMS and Komatsu sponsored a pre-trip party the night before the ride.

"Through the years we've had some great trips, and this year's was no exception," said Larry Smith, Sales Manager, Southern Operations, who has organized the event since its inception. "Of course, what makes the Adventure Tour so enjoyable is the chance to see and catch up with our customers. We really appreciate them taking the time out to come and enjoy a nice ride through some beautiful country."

More than 60 bikes participated in the ride that briefly touched Wisconsin and Minnesota before crossing into Iowa. There, riders wound through the hills and bluffs along the Mississippi River, passing in and out of historic river towns, including Lansing, Harper's Ferry, Marquette and McGregor, on the way to the first stop at Pikes Peak State Park. From a scenic overlook, participants got a great view of the Mississippi and surrounding area in three states.

RMS' Larry Smith kicks off the ride by giving some last-minute information before heading out of LaCrosse, Wis.







Riders went under the Mississippi River bridge at Lansing, Iowa, on the first part of the Adventure Tour.

Back on the road, riders made their way to the first gas stop in New Vienna then headed to Maquoketa Caves State Park for lunch, a second gas stop in Tipton and the final destination of the Riverside Casino in Riverside, for a post-ride dinner party. Gas stops were sponsored by Felling Trailers and Sennebogen, lunch by SANY cranes and dinner by KPI-JCI/Astec.

## More than 500 hours in preparation

Smith said when the ride pulled into the Riverside Casino, he hit another milestone, reaching 2,500 miles ridden during the 10 Adventure Tours. He figures that in total, he's logged four times that number of miles in preparation and tour rides combined.

"It takes quite a bit of time to map out each ride and decide where to start and end, as well as where to stop along the way," said Smith, who figures that it takes about 50 hours of preparation time for each event. "Part of that is riding the route about a week ahead of time to check for things such as road construction, so we can adjust if need be."

*Continued . . .*

RMS Territory Manager Ron Sebastian fills the tank for Randy Garrett of Norris Asphalt during one of two gas stops, sponsored by Felling Trailers and Sennebogen.



Despite the fog, participants were treated to a great view of the Mississippi River at Pikes Peak State Park.



Jeff Hewitt, from Godbersen Smith, and his wife, Jo Dee, participated in the ride.



Larry Smith, RMS Sales Manager, Southern Operations (right), has a laugh with Brett Finnegan of LL Pelling and his wife, Amy, during the party the night before the ride.



Steve Downing, Owner of Downing Construction, and his wife, Deb, returned for another ride.

Following lunch, riders made their way out of scenic Maquoketa Caves State Park.





# Three-state journey enjoyed by all

... continued



The Adventure Tour hit many back roads in eastern Iowa.



Participants enjoyed some pool at the pre-ride party.



Wynkoop Construction's Steve Bahnsen and his wife, Wanda, show off their bike.



Pat Kramer of Kluesner Construction and his wife, Deb, are ready to ride.



Steve Epley, Vice President of Operations with Western Engineering and his wife, Jean, pose with their bike.

Riders are spread out across the landscape as far as the eye can see. (Photo courtesy of The Road Connection.)



Smith credits RMS personnel for making each Adventure Tour go as smoothly as possible. "Dawn Conlon and Craig Alcott are among a tremendous group of people who work hard and take time out to help organize and support the event. Craig was an initial catalyst in starting the event, after he and I participated in a ride put on by the Iowa Concrete Paving Association. We believed it would be a good way for us to show our appreciation for our customers."

Smith and Alcott are the only riders who have attended all 10 Adventure Tours. Smith's wife, Sandy, and Alcott's wife, Barb, have each missed only one.

"The initial ride took us from Dubuque to Red Wing, Minnesota," recalled Alcott, RMS Product Support Manager. "We had about 25 bikes, and the initial response was very good. It continued to grow from there. Everyone who attends is an avid motorcycle rider, which contributes to the ride's popularity. Customers even suggest to us areas where we should ride, which says a lot about how much they enjoy and look forward to it."

Several customers have attended multiple rides, including Steve Downing, Owner of Downing Construction. "The rides always have some great scenery, and Larry and RMS do a good job of taking care of us," said Downing, who rode with his wife, Deb. "I also enjoy the comradery that goes along with it. It's a chance to catch up with some people I haven't seen in a while and find out what's going on with them." ■

Winn Corporation Owner Terry Winn and his wife, Crystal, who is Secretary for the company, lead a group of riders into the Riverside Casino in Riverside, Iowa, the stopping point for Adventure Tour 2012.





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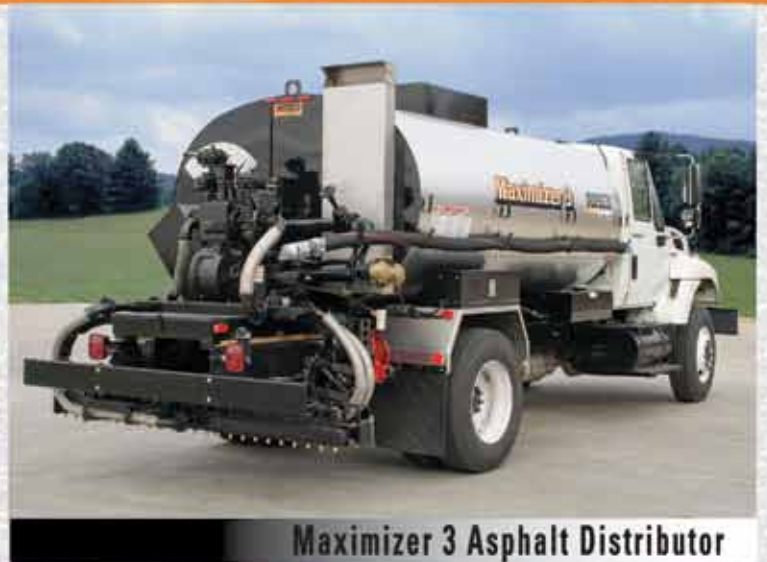


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# HIGHWAY BILL FINALLY PASSES

## Two-year bill brings some certainty to surface transportation, transit construction

Congress passed and the President signed a bill in midsummer that funds highway and other transit projects, providing money for roads, bridges and other infrastructure for 27 months. Dubbed MAP-21 (Moving Ahead for Progress in the 21st Century), the measure comes nearly three years after the previous highway bill, SAFETEA-LU, expired in September of 2009.

Since then, nine, short-term funding extensions kept some money flowing to transportation projects. But industry organizations all complained that the lack of a long-term bill was adversely affecting contractors by creating uncertainty at the state and local level.

The bill totals \$120 billion, covering the remainder of this fiscal year, which ends September 30, and the next two fiscal years. Attached to it was a student loan deal to keep

interest rates at the current 3.4-percent rate for one year at a cost of about \$6 billion.

The measure provides \$40.4 billion in highway investment for fiscal year 2013 and \$41 billion for 2014. It includes \$12 million each year to support new pavement technologies to speed the adoption of cost-effective, sustainable pavement, as well as improve pavement design, maintenance and construction, according to the National Asphalt Pavement Association.

Construction and equipment industry groups had lobbied Congress hard for passage of a measure before the November election. It's hoped that the new bill will be a job creator for an industry that's seen unemployment well above the national average.

### Faster environmental reviews

Both sides compromised to complete the deal.

Republicans dropped the Keystone Pipeline from their original proposal. They also agreed to abandon language that would have blocked the Environmental Protection Agency from regulation of ash generated by coal-fired power plants.

Democrats agreed to halve the time allowed for environmental reviews. This will mean speedier approval of projects and will shorten the length of time it takes to complete highway and bridge projects, which is estimated at an average of 13 years, according to the U.S. Chamber of Commerce. They also conceded on a funding issue regarding new bike paths and pedestrian safety projects.

The law gives states additional flexibility in spending federal money, imposes new safety regulations and expands a federal loan guarantee program to encourage private investment in transportation projects, according to a Yahoo

MAP-21, the new highway bill, provides funding for bridges and roads while allowing faster approval for such projects.







The new \$120 billion highway bill, passed by Congress in late June, is good news to the construction industry. The funding will provide some much-needed stability to the highway market, bringing jobs and certainty to contractors, equipment dealers and other industry suppliers.

News article. Private investment may well be needed, as estimates show the current gas tax does not cover the cost of transportation programs. Forecasts say revenue will continue to decrease with people driving less and greater fuel efficiency of cars and trucks.

## Industry reaction

Industry groups praised Congress for passing the 27-month Highway Bill. But almost all concur that Map-21 doesn't go far enough. They want certainty past 2014.

"The leadership of the House and Senate should be congratulated for getting the conference report done," said National Asphalt Pavement Association President Mike Acott. "The additional year of funding will bring short-term certainty for the highway market and, at the very least, will help sustain jobs in the asphalt-pavement industry."

"This is a long-awaited, positive development for the construction equipment industry," said Associated Equipment Distributors Chairman Larry Glynn. "Contractors around the country have been on life support over the last few years. This bill will provide much-needed certainty for contractors, dealers and suppliers."

"The members of Congress that worked so hard to craft this message .... understand the benefits to our economy," said Stephen

E. Sandherr, Chief Executive Officer of the Associated General Contractors of America. "Today's legislative accomplishments must be seen, however, as the start of a broader effort to address the long-term funding challenges that still threaten the federal transportation program. That is why we look forward to resuming our work on an even longer-term transportation measure that includes key revenue reforms, as soon as Congress returns."

## Long-term needs

The new transportation bill comes on the heels of recent information that predicted the American Society of Civil Engineers (ASCE) would likely give the nation's infrastructure a D grade when it releases its next report in 2013. The last report card in 2009 put our infrastructure shortfall at \$2.2 trillion. It's assumed that figure will be considerably higher in 2013.

"The report card isn't saying we don't spend money on infrastructure; it's saying .... we should be spending a greater amount," said ASCE President-Elect Greg DiLoreto in a recent Bloomberg article. "As civil engineers, we feel we are stewards of the infrastructure. It's what we know best. It's just like a doctor telling you that you have a heart condition. We're taking it to the concrete and saying, 'America, you have a mortar and bricks problem with your infrastructure.'" ■

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# REACTION TO HIGHWAY BILL

## Measure contains “good news and bad news” says Transportation Association leader

*The new highway bill that Congress passed in late June was welcome news throughout the construction industry. However, it was not the long-term, significant funding measure that many believe is needed. The following article is from Pete Ruane, President and CEO of the American Road & Transportation Builders Association (ARTBA).*

In the short term, the bill will provide stability in federal funding for state and local transportation projects. The elimination of earmarks should also accelerate the speed at which federal funds impact the market for transportation improvements. That's the good news.

The bad news is there is no new money. And even with their federal funds, we are now in a situation where 28 states have invested less in highway and bridge projects over the past 12 months than they did in prerecession 2008, even when adjusted for inflation.

We view this bill – as we believe congressional leaders do – as just “Step One,” which is making the significant program and policy reforms needed to restore public confidence in how the federal government is investing their money in transportation and mobility.

“Step Two” is coming to grips with how to fund the nation's investments in transportation infrastructure and mobility over the longer term. That tough job remains. And it will require the same bipartisan, bicameral leadership and cooperation that was ultimately demonstrated on this bill.

Our mission is crystal clear: to do everything possible to ensure that the proper level of transportation investment is viewed as a core

priority as the looming, larger discussion and legislative activity begins in earnest on Capitol Hill to define the proper role of the federal government in the 21st century and how it utilizes the public's money.

We commend Senate Majority Leader Harry Reid (D-Nev.), House Speaker John Boehner (R-Ohio), Senate Environment & Public Works Committee Chair Barbara Boxer (D-Calif.), EPW Ranking Member Jim Inhofe (R-Okla.), Senate Finance Committee Chairman Max Baucus (D-Mont.), House Transportation & Infrastructure Committee Chairman John Mica (R-Fla.), and T&I Committee Ranking Member Nick J. Rahall (D-W.Va.) for their steadfast and dogged determination to get the job done. ■



**Pete Ruane,**  
President and CEO,  
American Road &  
Transportation Builders  
Association (ARTBA)

Although Congress finally passed a new, bipartisan, highway bill, many believe it doesn't provide the long-term stability needed to support transportation infrastructure.



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## NEW PRODUCTS

# EXCAVATOR EXCELLENCE

## Greater fuel efficiency, lower emissions make Komatsu's new PC210LC-10 even better than its popular predecessor

**W**hen Tier 4 Interim standards were announced, the challenge was to take already proven and productive machinery and reduce emissions without losing performance. Komatsu's new PC210LC-10 excavator does just that, with greater fuel efficiency as a bonus.

"The previous PC200 models, which the PC210LC-10 replaces, were popular because they were proven to be among the most productive excavators in their size class," said Komatsu Product Marketing Manager Brian Yureskes of the 47,000-pound-class PC200 excavators. "They're good machines in a wide range of applications. That holds true with the new PC210LC-10, with several added benefits, including up to 10 percent better fuel efficiency, depending on the application."

Yureskes notes that Komatsu achieved better fuel economy through advancements in engine and hydraulic-pump control technology, utilizing a combination of both newly designed pumps and advanced matching techniques. Komatsu did it without sacrificing power, as the PC210LC-10 maintains the same digging forces and lifting capacity of the previous model.

"The machine has larger displacement pumps, which are capable of providing higher flow at lower engine speeds," explained Yureskes. "Because the pumps are able to generate more volume per revolution, the engine speed does not need to be as high in order to achieve the same amount of hydraulic flow. That reduces fuel consumption by allowing the machine to operate at a lower engine speed without compromising pump flow.

"With variable-speed matching, the machine makes slight adjustments to engine speed

based on the amount of hydraulic flow the application requires. Whenever high flow is required, such as during heavy digging or trenching, the engine speed will adjust to accommodate the flow demand. In lower-flow applications, such as leveling or fine grading, engine speed will slightly reduce in response to the lower hydraulic work load. Previous models would operate at consistent engine speeds regardless of hydraulic demand, so fuel consumption was consistent even during low-flow applications. This slight reduction in engine speed improves fuel efficiency."

Like other new Tier 4 Interim excavators, the PC210LC-10 has increased operating weight and net horsepower compared to its predecessor. Both are about 10-percent higher compared to the PC200LC-8. An optional, lighter counterweight is available



**Brian Yureskes,**  
Product Marketing  
Manager, Excavators

*Continued ...*

**Komatsu's Tier 4 Interim PC210LC-10 provides up to 10 percent better fuel efficiency, depending on application, while maintaining the productivity of the PC200LC-8.**



# Improvements abound in new PC210LC-10

... continued

to accommodate regional transportation regulations. The PC210LC-10 also has 13 percent more drawbar pull, which improves steering and maneuverability.

## Eco Guidance, Komatsu CARE

Additional new features of the PC210LC-10 include an enhanced LCD color monitor with improved resolution. Through the monitor, operators can set the proper working mode and program the attachment control, with the ability to store up to 10 attachments. It also has an Eco Guidance feature that gives the operator information on ways to improve fuel economy.

"We want operators to maximize productivity in the most economical way so their per-yard, per-ton costs are the lowest possible," noted Yureskes. "There are times when maximum output is necessary, but often it's unnecessary, and the operator can run the machine in a different mode that uses less fuel. Eco Guidance alerts them to those situations. It will also alert them to excessive idling, showing that it might be better to shut a machine down to save fuel and operating hours."

Once the PC210LC-10 reaches its routine service intervals, the work is covered by Komatsu CARE. This exclusive program

provides complimentary, factory-scheduled maintenance for the first three years or 2,000 hours, performed by distributor technicians using genuine Komatsu parts and fluids. Serviceability is improved with the addition of handrails around the upper structure, a rear-opening hood, battery-disconnect switch, swing-out cooler and improved diagnostics through the monitor.

"Komatsu CARE ensures that those service intervals are done properly, with the goal of longevity, reliability and lower owning and operating costs throughout the lifetime of the machine," said Yureskes. "In addition, we provide two, complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges at 4,500-hour intervals. Komatsu and its distributors track the service intervals through KOMTRAX 4.0, then set up the scheduled maintenance."

The KDPF is one of several components that reduce emissions on the Tier 4 Interim PC210LC-10. Through passive and active regeneration, the KDPF uses heat to burn soot. Other components include the Komatsu Variable Geometry Turbocharger (KVG) and the exhaust gas recirculation system. Komatsu designed the components to work in harmony for maximum efficiency.

## Cab improvements

Komatsu further boosted productivity by improving the operating platform in the PC210LC-10 with an integrated ROPS cab designed to minimize noise. A high-back, heated, air-suspension seat provides more comfort for the operator.

"We saw the new emissions standards as an opportunity to build a machine that not only meets regulations, but improves upon what users have already come to know as the leader in its size class," summarized Yureskes. "We believe that anyone who uses the new PC210LC-10, whether for digging trenches, mass excavation, clearing, demolition, landscaping or a host of other applications, will find it to be a class leader. We encourage anyone who's interested to try one out. We're confident that the results will speak for themselves." ■

The PC210LC-10 has increased operating weight, net horsepower and drawbar pull, compared to its predecessor.





# DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## CUSTOMER COMMENTS

# TIER 4 TESTIMONIALS

## Here's what users are saying about Komatsu's new interim machines and their technology

The past couple of years saw the introduction of Tier 4 Interim emissions standards for many machines used in the construction industry. Regulations required reducing Nox by 45 percent and soot by 90 percent. With new technology, Komatsu achieved the standards while improving production and fuel efficiency as well. Komatsu also introduced KOMTRAX 4.0 and Komatsu CARE, a program that offers complimentary scheduled service on Tier 4 Interim machines. Here is what a few of the users of these innovative new wheel loaders, dozers, articulated trucks and excavators have to say about the machines.

"We're very impressed with the new Tier 4 machines, because they're as productive as previous pieces in that size, with greater fuel efficiency. The PC360 is very powerful and also smooth to operate. We use the D65s quite often for discing-in drilling mud on the farms, and they have good power to get through that heavy material. One of our operators, who's very loyal to another brand, called in to tell us how much he liked the D65 and claimed it was his machine now. That said a lot to us." — **Brian Foster, Equipment Manager, J.W. Hughes Excavation, Inc., a multifaceted contractor that works in the Texas oil market.**

"It was practically a foregone conclusion that we'd purchase Komatsu; it was just a matter of which machine was the right fit. We decided that the Tier 4 Interim machines fit the best, not only in terms of productivity, but meeting the tough California emissions standards. I have to admit, I was never a Komatsu guy, but working with ERSI and using these machines has made me a believer. They have good reach, power and stability. Our operators love them." — **Sonny Centeno, Senior Project Manager for**

**Environmental Remediation Services' West Coast operations, which was set up about a year ago. An East Coast-based company, ERSI has used Komatsu equipment in its demolition operations for several years.**

"I am very impressed with the improvements made on the new D65-17. The Sigma blade allows more ground to be moved during a longer push. Because the ground we move can be hard, we use the ripper quite often, and the D65 has the power to get through it." — **Carl Morgan, President of Morgan Tools, which builds locations for gas and oil companies in the Southwest. Morgan Tools is a longtime Komatsu user and now has three Tier 4 Interim D65-17 dozers.**

*Continued . . .*

New Tier 4 Interim machines, such as the PC490LC-10 excavator, have proven to be as or more productive than their predecessors, with greater fuel efficiency.



# Users seeing fuel savings with Tier 4 Interim equipment

... continued

"The first dozer proved reliable, and that really made us look at Komatsu as we added machines. Each one we've owned or rented has cemented that reliability. I admit, there was some apprehension with the new Tier 4 machines because of the new technology. But they've proven to be just as good as any piece of Komatsu equipment we've ever had."

— **Mark Sellin, President, Sellin Brothers, Inc.**

**A Minnesota-based excavation contractor, Sellin Brothers is a longtime Komatsu equipment user, including excavators, dozers and wheel loaders, in both its highway and underground utility divisions.**

"When we first started looking for a machine to replace one of our PC220s, we wanted another one. Our sales representative talked to us about the PC240, which replaced the PC220. We were hesitant at first because the PC220 has always been a reliable performer. The PC240 has a lot of new technology, and that made us a little apprehensive, but our sales rep, distributor and Komatsu said they would stand behind it. In less than a year, we've put more than 1,100 hours on it without any issues. It's proven to be just as effective as the machine it replaced, with less fuel usage. We're sold." — **Edwin Coggins, Co-owner of Coggins Farms & Produce, which grows and harvests several crops in the southeastern United States and uses the PC240LC-10 to clear trees and stumps.**

## KOMTRAX 4.0

"I can log onto the computer and get a lot of information about a machine, such as what time it started in the morning, what rpm it's running at, how much fuel it is using per hour, etc. It also gives us a level of security. Some of our jobs take us into tough areas, and with KOMTRAX, I can use a geofence to prevent a machine from starting between certain hours if it's not supposed to be running at that time. KOMTRAX is a great tool." — **Sonny Centeno, Senior Project Manager, Environmental Remediation Services**

"KOMTRAX is a very valuable tool that provides us with useful information. I can see actual working hours versus idle time and fuel consumption. That allows me to address any productivity issues I see with the operator, showing them ways to maximize fuel economy and production." — **Mark Sellin, President, Sellin Brothers**

"A light on the monitor indicates the Komatsu Diesel Particulate Filter is regenerating. Other than that, I can't even tell it's happening. I can keep working with no loss of performance, which I've found is all-around better than other excavators I've run." — **Davey Stabler, Operator, Coggins Farms & Produce.** ■



Komatsu's Tier 4 Interim machines come with KOMTRAX 4.0 and Komatsu CARE, a program that provides complimentary scheduled services.



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# AUTONOMOUS AGREEMENT

## Large Australian mining operation to use huge Komatsu driverless trucks

Komatsu and Rio Tinto, one of the largest mining companies in the world, signed a Memorandum of Understanding to take the next step in large-scale implementation of the Komatsu Autonomous Haulage System (AHS), with the two companies committed to deploying a minimum of 150 Komatsu AHS trucks. Built at Komatsu's Peoria Mining Operations, delivery of equipment will begin this year.

Rio Tinto has been testing the Komatsu AHS, the world's first commercial, autonomous, mining-haulage system, since December of 2008 at its West Angelas mine in the Pilbara region of Australia. During the trials, the AHS technology demonstrated clear value to the business, especially in the areas of health, safety and productivity.

"We're extremely excited to expand the Rio Tinto fleet to at least 150 AHS trucks in its Western Pilbara operations by the end of 2015," said Komatsu Ltd. President and CEO Kuno Noji. "Komatsu and Rio Tinto are global partners and have developed a strong alliance throughout the years. We are confident that our leading-edge technology will accelerate Rio Tinto's Mine of the Future™ objectives through improving safety and mine operations."

### Revolutionizing mining

The 930E-AT autonomous trucks enable users to haul 320-ton payloads without a driver. The dump trucks, which feature a 2,700-hp (rated brake power) engine, are equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network system. The trucks are operated and controlled via a supervisory system.

"This announcement further reinforces our longstanding alliance with Komatsu," said Tom Albanese, Chief Executive of Rio Tinto. "Autonomous haulage is an important component of our Mine of the Future™ program. These new, 150, autonomous trucks will work with our pioneering Operation Centre that integrates and manages the logistics of 14 mines, three ports and two railways.

"These technologies are revolutionizing large-scale mining, creating attractive, high-tech jobs and helping us improve safety and environmental performance, while reducing carbon emissions," he added. ■

Komatsu's 930E-AT electric, autonomous, haul truck can carry a 320-ton payload without a driver.



# WHAT'S YOUR IDLE TIME?

## KOMTRAX team points out benefits of shutting a machine down during nonproduction



Rizwan Mirza,  
Manager, KOMTRAX,  
ICT Business Division



Goran Zeravica,  
Manager,  
Distributor Operations,  
ICT Business Division

Having an accurate picture of how long your equipment is idling can have significant advantages. But how do you know if it's idling too much? KOMTRAX can help by providing detailed information that will show your machinery's productive operation versus idle time.

"In 2007, we started a push to get owners and operators to think about idle time and how it affects the bottom line," said Goran Zeravica, Manager, Distributor Operations. "It's paying off, as our information shows that idling time has gone down somewhat. But it's nowhere close to where we would like it to be."

Komatsu's KOMTRAX team would like it to be near zero. Estimates show that the average machine spends nearly 40 percent of its working time at idle. Zeravica and Rizwan Mirza, Manager, KOMTRAX, said that excessive idling has several negative implications.

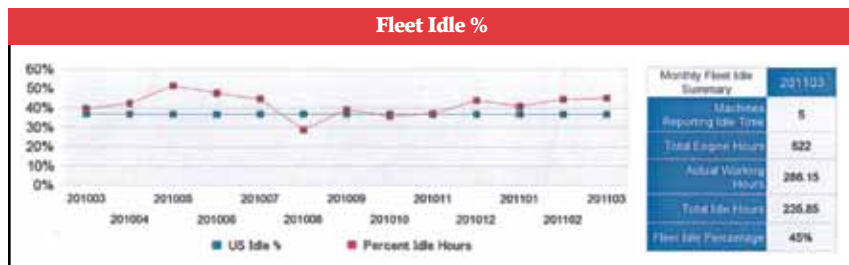
"To start with, idling is an incredible waste of fuel that eats into profits," pointed out Mirza. "Then consider that those nonproductive hours are putting the machine closer to the next service interval at a faster pace. The per-yard and per-ton cost of the project goes up. It affects resale value as well. Limiting idle time means fewer hours, which equals a higher resale value."

### How do you stack up?

Komatsu offers a complimentary, detailed, monthly report with easy-to-read charts and graphs highlighting key items, including how a machine's idle time compares with the average of all machines it tracks.

"A simple graph shows owners if their machines' idle times are above, below or average, when compared to the national average," explained Zeravica. "Of course, we want them to be below average, and eventually we want to get the overall idle-time average below 10 percent. Customers tell us these reports are helpful because they give them a better understanding of how efficiently their fleet is operating and the costs associated with idling."

For more information about KOMTRAX or to receive reports, contact Zeravica or Mirza at [gzeravica@komatsuna.com](mailto:gzeravica@komatsuna.com) and [rmirza@komatsuna.com](mailto:rmirza@komatsuna.com). ■



A monthly fleet report from Komatsu offers detailed information about machine use, including idle-time percentage compared to the average of all machines KOMTRAX monitors.





# LISTENING TO CUSTOMERS

## Equipment users provide valuable insights, says new Komatsu America President/COO

**QUESTION:** You've been with Komatsu many years. How have your experiences prepared you to be President/COO?

**ANSWER:** I have extensive sales & marketing experiences from my long history with Komatsu. I always think and take actions from a customer perspective, such as what are our customers' goals and expectations from Komatsu and its distributors, and how can Komatsu meet their expectations. I keep those things in mind and bring them to the President/COO role. That "boots on the ground" philosophy provides us with invaluable feedback.

**QUESTION:** What do you believe Komatsu does especially well?

**ANSWER:** We're an equipment manufacturer, so "Job One" for us is making great equipment. We believe our products are the most unique and unrivaled machines available. We're always striving to make them even more productive and efficient.

Having such great products requires a significant investment in our technology initiatives, which we also believe are unique and unrivaled in the industry. Komatsu is a strong engineering company with a commitment to technological innovation. Proven examples of our dedication include machines that are plug-and-play ready for GPS grading systems; KOMTRAX, the first machine-monitoring system installed as standard equipment; our Tier 4 Interim engines that customers tell us are truly superior; our autonomous haul trucks and our second-generation Hybrid Excavator.

In addition, we believe we're the best when it comes to proactive product support. Our distributors do an outstanding job of focusing

*Continued . . .*



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

**Noboru Sato,**  
President/COO of  
Komatsu America Corp.

New Komatsu America Corp. (KAC) President and COO Noboru (Nob) Sato has been with the company for more than 30 years, but his experience with the company goes back much further. As a child growing up, he often visited the family farm.

"My uncle used a Komatsu bulldozer to cut out a mountainside and level the land to farm ground. When we visited, I would ride along with him while he worked the crops," said Sato. "When I grew up, I wanted to work for a leading company and travel the world. Komatsu has given me the opportunity to do both."

As President and COO, Sato is responsible for managing Komatsu operations related to construction and mining. He took over the position April 1, after serving as Executive Officer and President of the Overseas Marketing Division at Komatsu Ltd for four years. Before that, Sato was Executive VP, Marketing at KAC for five years.

"My previous positions allowed me a great deal of time to talk with customers, which is something I enjoy," he noted. "That one-on-one interaction provides valuable information. Because they're the ones directly using our machines, customers often have great insight. Many of our marketing and service strategies have come as a result of that input. I enjoy talking with customers to learn their visions for their businesses, then asking what we can do to help meet them."

In his leisure time, Sato enjoys playing golf and recently took up cooking.

# New COO says Komatsu a leader in product-support solutions

... continued

on customer satisfaction and deserve a great deal of credit for Komatsu being a leader in support programs, including Komatsu CARE, which was introduced with our Tier 4 Interim machines.



Komatsu America President Noboru (Nob) Sato said he believes Komatsu is the best in the industry when it comes to product support, citing programs such as Komatsu CARE, which provides complimentary scheduled maintenance on new Tier 4 Interim machines.

Innovative products such as hybrid excavators, including the second-generation HB215LC-1, set Komatsu apart, according to company President Noburo (Nob) Sato.



**QUESTION: What benefits does the Komatsu CARE program offer?**

**ANSWER:** It provides complimentary scheduled service that assures the customer those services are done correctly with no out-of-pocket costs. Also included are two diesel particulate filter exchanges. The distributor tracks the machine and schedules the service at a beneficial time.

The program also benefits us. Tier 4 Interim technology is new, including componentry. Komatsu CARE allows us to track this technology and see first-hand how it's working. What we're learning from that, along with what our customers are telling us, is that it's performing very well.

**QUESTION: What do the construction and mining markets look like now?**

**ANSWER:** Some segments of the construction market are strong, including the energy sector with the oil boom. Other construction segments, such as roads and housing, are seeing an increase, but are still behind where they were several years ago. Some states, and even municipalities, are increasing their infrastructure work, but we need more on a national level. As for housing, I believe that will make a strong comeback next year.

There is some concern as coal mining has softened somewhat here in the U.S., due largely to low natural gas prices. However, in the long term, I see mining remaining strong for several years. ■



Komatsu America President Noboru (Nob) Sato says it's vital to listen to customers as they provide valuable feedback on ways to improve Komatsu products.



## A CLOSER LOOK

# DEMO DAYS

## Tier 4 Interim machines among highlights of Komatsu's latest customer event

Customers and Komatsu distributor personnel recently got an up-close look and a chance to operate equipment at the Komatsu Training & Demonstration Center in Cartersville, Ga. More than 15 machines were on site during the three-day event.

Featured were several of Komatsu's new Tier 4 Interim machines, including D65EX-17, D65PX-17 and D155AX-7 dozers, as well as PC240LC-10 and PC490LC-10 excavators. Excavator models also included Komatsu's second-generation hybrid excavator, the HB215LC-1.

Other Tier 4 Interim machines included WA500-7 and WA380-7 wheel loaders and an HM400-3 articulated haul truck. In addition, a PC650LC-7 excavator, WA250PZ-6 and WA600-6 wheel loaders, GD655-5 motor grader, HD605-7 rigid-frame haul truck, and D39PX and D51PX dozers were available for demonstration.

Customers also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operations, where six excavators and seven models of forestry equipment are manufactured. Educational seminars led by Komatsu personnel at the Training & Demonstration Center provided valuable information about effective and efficient excavation practices.

In addition to demonstrating equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operations where several models of excavators and forestry machines are built.



"Demo Days has always been a popular event because it gives customers the opportunity to operate equipment and see how it stacks up," said Bob Post, Director of Marketing for Komatsu. "They walk away with a good sense of how a piece of Komatsu machinery can fit into their operations. It also provides us with valuable feedback, so it's a true win-win." ■



**Bob Post,**  
Director of Marketing



Among the many models on display and ready for operation was the WA500-7 wheel loader. A Tier 4 Interim machine, the WA500-7 features SmartLoader Logic that automatically provides the optimal amount of torque based on need.

Komatsu introduced several new Tier 4 Interim excavators during the past year, including the 257-horsepower PC390LC-10 that has better drawbar pull, increased lift capacity and lower fuel consumption compared to its predecessor model.



## NEW OFFERINGS

# BETTER BY DESIGN

## RMS adds SANY rough-terrain and crawler cranes specifically designed for North American users

Crane users looking for class-leading lifting equipment can now turn to Road Machinery & Supplies for SANY rough-terrain and crawler models. Available from all Road Machinery & Supplies locations, SANY offers 10 crane models for construction, agriculture and industrial applications.

"RMS is impressed with the rapid growth of SANY and the commitment it's making to the North American marketplace," said Chief Operating Officer David Johnson. "In the past two years, SANY introduced 10 cranes that feature great pick capacities, specifically designed for North America."

RMS recently hosted a luncheon at its Savage location to introduce its new SANY line. Pictured in front of an SRC865XL rough-terrain crane are (L-R) RMS COO David Johnson, SANY Director of Sales Kirk Erlinger, RMS Territory Manager Jeff Bistodeau, CECO Ltd. CEO Larry Bistodeau, RMS President Mike Sill II and RMS Savage Sales Manager Andy Schwandt.



All 10 models have many standard features that other manufacturers offer only as options. Such safety features include a wind-speed anemometer; video camera packages; an in-cab, load-capacity warning indicator; and third-layer bale limits. SANY cranes are robust machines built with widely used and industry-accepted components for reliability. SANY's 8000-series crawler cranes include the 330-ton model SCC8300 with a main boom that reaches to more than 300 feet. The 65-ton, rough-terrain SRC865XL features a boom length of 139 feet, the longest in its size class.

### Simplicity in design

"What sets SANY apart is its simplicity of design," said Kyle Nape, Vice President of Global Sales and Marketing at SANY America. "We manufacture our cranes without technical complications, so they are easy to operate, yet are among the most productive and safe cranes on the market. Hydraulics are at the joysticks and are not electronic, giving the operator better feel and control of the load and response. Servicing the cranes is also simple by design. Once properly trained, a technician can easily troubleshoot and diagnose an issue in about 10 minutes. That reduces downtime and keeps production rates high."

In addition to the recommended SANY parts inventory at Road Machinery & Supplies, parts are available from SANY America's headquarters in Peachtree, Ga., home to a 33,000-square-foot parts warehouse and 340,000-square-foot manufacturing plant.

For more information on SANY crane products, contact your Road Machinery & Supplies territory manager or your nearest branch location. ■



# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

**It's what you've come to expect from the service experts at Komatsu.**

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# MAJOR CONSEQUENCES

## ASCE report shows significant negative impact of underfunding water infrastructure

A failure to adequately fund water and wastewater infrastructure could cut the nation's gross domestic product by as much as \$416 billion over the next decade, according to an analysis commissioned by the American Society of Civil Engineers (ASCE).

The analysis was based on existing capital spending trends, examining the economic consequences of aging systems on businesses and households, according to an article in the Engineering News-Record.

Titled "Failure to Act: The Economic Impact of Current Investment Trends in Water and Wastewater Treatment Infrastructure," it is the second of four ASCE-commissioned assessments of infrastructure spending. The report shows that without more investment in these systems, the U.S. Environmental Protection Agency's 2010 estimate of a \$55 billion shortfall in maintenance and upgrade needs could increase to \$84 billion by 2020, and reach \$144 billion by 2040.

Businesses would feel the impact through added costs of dealing with water shortages, increased rates and higher costs associated with either relocation or investment in self-reliant water systems. Water-borne illnesses due to unreliable delivery and treatment services could lead to higher medical costs, leaving households with less money for discretionary spending.

### Any gains would be offset

According to the article and report, productivity will also suffer, with a potential loss of nearly 700,000 jobs across all sectors of the economy by 2020. Twice as many jobs may be at risk by 2040.

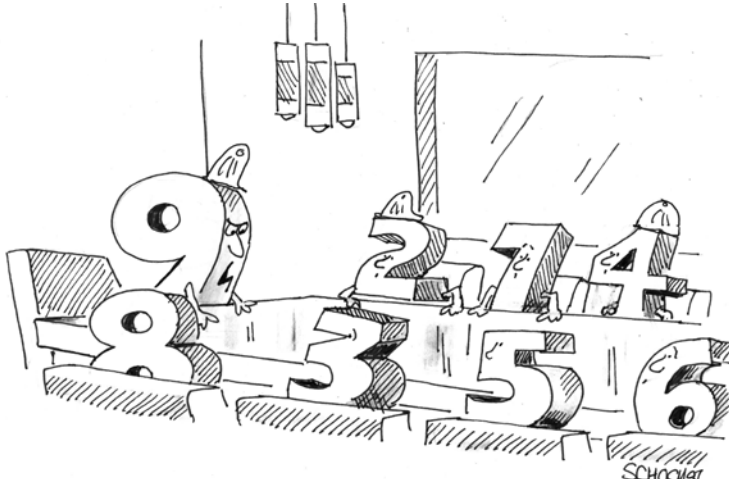
The report notes that while current sustainable practices, including conservation, more efficient water use and new treatment technologies, could ease water demand, any gains will likely be offset by factors such as population growth in areas of the country where resources are less abundant. ■



An American Society of Civil Engineers report shows that inadequate funding of water and wastewater systems could lower gross domestic product, increase future costs to businesses and households and potentially cause a loss of more than 1 million jobs.

## SIDE TRACKS

### On the light side



"I think it's time we stood up to be counted!"



"Er . . . can we get in there, pop?"



"Your resumé is pure baloney. How'd you like to write political speeches?"

### 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](http://www.RMSRoadSigns.com)

1. E U L F \_ \_ \_ E \_
2. L D L I R \_ \_ \_ I \_ \_
3. P R T U P S O \_ \_ \_ P \_ \_ \_ \_
4. R O T M I S E A T E \_ \_ \_ \_ \_

### Did you know...

- Benjamin Franklin had only two years of schooling — one year in grammar school and one with a private teacher.
- Jumbo, PT Barnum's famous 6-ton elephant consumed 200 pounds of hay per day.
- The famed Greek philosopher Socrates was trained to be a stonecutter.
- A cough releases an explosive charge of air that moves at speeds up to 60 mph (a sneeze can exceed 100 mph).
- An average human scalp has 100,000 hairs (a human being loses an average of 40-100 strands of hair each day).
- Honey is the only food that does not spoil. Honey found in the tombs of Egyptian pharaohs has been tasted by archaeologists and found edible.
- Interstate 80 passes through 12 states — New York, New Jersey, Pennsylvania, Ohio, Indiana, Illinois, Iowa, Nebraska, Wyoming, Utah, Nevada and California.



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## MORE INDUSTRY NEWS

### Highway contractors offer suggestion to reduce work-zone accidents

**A**n Associated General Contractor's study showed 68 percent of highway contractors had work-zone crashes at construction projects during the past year. Twenty-eight percent of those crashes resulted in injury and 18 percent had at least one worker killed as a result. The study also revealed that half of work-zone crashes cause injury to the driver or passenger(s) with 15 percent of those injuries resulting in death.

"Whenever a jobsite is just a few feet away from fast-moving traffic, things can get a little too exciting," said Tom Brown, Chair of AGC's national highway and transportation division, which conducted the survey with nearly 400 contractors nationwide. "Construction workers are more likely to be killed in a work-zone crash than motorists are."

Brown noted that the study shows a negative impact on construction schedules and costs, with 35 percent of those reporting accidents saying they were forced to shut down. Nearly half the shutdowns were for two or more days.

According to the study, 75 percent of contractors believe tougher laws, fines and penalties would reduce injuries and fatalities. Brown suggested that the best way to improve safety was for motorists to be more careful while driving through construction zones.

"The easiest way to improve work-zone safety is to get motorists to slow down and pay attention. When motorists see construction signs and orange barrels, they need to take the foot off the gas, put the phone down and keep their eyes on the road." ■

### Dates changed for 2014 CONEXPO

**I**f you marked your calendar for the next CONEXPO-CON/AGG in three years, you'll need to change it. Originally scheduled for

March 18-22, dates were changed to March 4-8, 2014. The venue remains the Las Vegas Convention Center. ■

### Landscape society study shows benefits of green infrastructure

**A** report from the American Society of Landscape Architects (ASLA) and other organizations shows major benefits of green infrastructure, including reduced costs of treating large amounts of polluted runoff, as well as improving public health by reducing bacteria and pollution in rivers and streams.

Dubbed "Banking on Green: How Green Infrastructure Saves Municipalities Money and Provides Economic Benefits Community-wide," the report is aimed at the need to quantify the economic benefits of such infrastructure. It further showed a reduction in energy expenses, along with reduced flooding and flood damage.

"For many decades, landscape architects have been helping communities large and small manage their stormwater with innovative green infrastructure solutions, such as green roofs, rain gardens, bioswales and pervious pavements," said ASLA Executive Vice President Nancy Somerville. "The case studies and the cost analysis in this white paper clearly demonstrate that green infrastructure techniques are proven to be cost-effective at managing stormwater, preventing flooding, improving water quality and promoting public health. Landscape architects will continue to implement these projects in more and more neighborhoods across the country." ■



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**\$145,000**

2008 KOMATSU PC220LC-8,  
S/N A88675, 3,880 hrs.



**\$117,000**

2005 KOMATSU D65PX-15,  
S/N 67483, 5,990 hrs.

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



2003	DEERE 450 LC	6,850	FF0450X090626	\$105,000
2006	HYUNDAI ROBEX 450 LC-7	2,546	NB0310040	\$192,700
2006	HYUNDAI ROBEX 210 LC-7	810	N60614055	\$152,550
2006	HYUNDAI ROBEX 210 LC-7	2,592	N60614388	\$136,500
2006	HYUNDAI ROBEX 320 LC-7	3,553	N90110519	\$118,500
2006	HYUNDAI ROBEX 360 LC-7	2,664	NA0110786	\$112,000
2007	HYUNDAI ROBEX 450 LC-7A	1,712	NB0310100	\$167,000
2008	HYUNDAI ROBEX 250 LC-7A	750	N70410143	\$135,000
2008	HYUNDAI ROBEX 80-7	334	N10210183	\$59,000
1995	KOMATSU PC200LC-6	9,840	A81340	\$45,000
2003	KOMATSU PC400LC-6LM	10,310	A85326	\$74,500
2004	KOMATSU PC300LC-7	5,809	A85622	\$149,950
2004	KOMATSU PC750LC-7	12,585	20016	\$146,500
2004	KOMATSU PC58UU-3	1,063	22215	\$49,015
2005	KOMATSU PC160LC-7KA	3,442	K40465	\$93,900
2005	KOMATSU PC228USLC-3	7,917	31344	\$79,500
2005	KOMATSU PC300LC-7	9,780	85835	\$119,000
2005	KOMATSU PC400LC-7	10,375	A86351	\$119,500
2006	KOMATSU PC400LC-7E0	5,125	A87282	\$175,000
2007	KOMATSU PC300LC-7E0	4,582	A89064	\$171,240
2008	KOMATSU PC220LC-8	3,880	A88675	\$145,000
2008	KOMATSU PC200LC-8	2,483	A89083	\$139,000
2009	KOMATSU PC138USLC-8	1,828	23124	\$117,800
2010	KOMATSU PC350LC-8	1,965	A10082	\$280,700

## COMPACTORS



2006	DYNAPAC CA121PDB	652	60311412	\$57,500
1988	INGERSOLL-RAND SD100F	7,432	5745	\$30,000
1993	INGERSOLL-RAND SD100F	4,055	8836	\$30,000
1999	INGERSOLL-RAND DD90HF	4,651	160169	\$27,500
2004	INGERSOLL-RAND SD116	2,144	175851	\$73,500
2005	INGERSOLL-RAND DD30	2,148	183380	\$25,000
2005	INGERSOLL-RAND DD118HF	1,742	185186	\$78,000
2007	INGERSOLL-RAND SD45DF	180	193583	\$39,500
1996	LEEBOY 300		337	\$5,750
2008	STONE SD43	217	102008004	\$27,500
2007	VOLVO DD138HFA	1,982	193047	\$80,000
2008	VOLVO SD77DX	5	197968	\$77,500
2009	VOLVO DD38HF	1,339	200262	\$35,700

## MOTOR GRADER



1993	CATERPILLAR 140H VHP	14,815	72V16069	\$68,000
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## OFF-HIGHWAY TRUCK

2007	KOMATSU HM400-2	4,392	2207	\$339,500
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## WHEEL LOADERS



2000	HYUNDAI HL750TM	3,968	L305FC10009	\$25,000
2005	HYUNDAI HL740-7	2,518	LF0110477	\$79,920
2005	HYUNDAI HL757-7	4,130	46402025	\$91,450
2006	HYUNDAI HL757-7	2,200	110845	\$78,000
2006	HYUNDAI HL740-7	3,390	LF0110660	\$77,550
1992	KOMATSU WA380-1	15,359	20951A	\$38,750
1999	KOMATSU WA450-3	14,121	53355	\$53,900
2006	KOMATSU WA450-5L	12,170	A36483	\$105,000

## SCRAP/DEMOLITION

2006	KOMATSU PC220LC-8	6,687	A88265	\$154,800
1985	LIEBHERR R972HD	8,861	219-0814	\$47,500

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**2009 VOLVO DD38HF,**  
S/N 200262, 1,339 hrs.

**\$105,000**



**2006 WA450-5L,**  
S/N A36483, 12,170 hrs.

**\$40,000**



**1997 BLAW-KNOX PF5510,**  
S/N 551017-16, 6,693 hrs.

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



1977	MANITOWOC 4600		46379	\$425,000
1973	P & H RT200		36514	\$18,900
2000	POTAIN H40/27C		86241	\$89,500
2004	POTAIN IGO MA13		99022	\$49,500
2005	POTAIN IGO 13		98756	\$49,500
2006	POTAIN IGO 50		402161	\$145,000
2005	TEREX HC80	6,125	AC4123	\$399,000

## CRAWLER DOZERS



2001	KOMATSU D61EX-12	6,698	B1617	\$72,000
2004	KOMATSU D41P-6C	3,162	B40114	\$62,000
2005	KOMATSU D65EX-15	11,935	67717	\$109,500
2005	KOMATSU D65PX-15	5,990	67483	\$117,000

## FORK LIFTS

2002	CROWN 30WRTT15	NA	30WRTT152	\$9,450
2004	CROWN 30WRTT15		6A218163	\$5,750
1995	LULL 644B-37	4,433	95V12N15-137	\$17,500
2000	LULL 1044C-54	8,000	00AB21P19924	\$28,000
2004	LULL 944E-40	3,596	160003411	\$46,500
2005	LULL 944E-40	3,152	160013131	\$52,450
2006	LULL 1044C-54	4,003	160023639	\$69,500
2006	LULL 644E-40	1,173	160020849	\$52,500
2006	LULL 644E-40	650	160026665	\$54,500

## BACKHOE LOADER



1990	DEERE 310C	3,200	768504	\$15,900
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## AGGREGATE EQUIPMENT

2008	ASTEC KDS710 Screen	340	82886	\$123,500
2005	JCI KODIAK 300 Crusher	464	P050276	\$359,000
2005	KPI CS4233H Crusher	3,082	405461	\$186,000
	MASABA 8x14 Conveyor/Feeder/Stacker		200722	\$129,000
2002	UNIVERSAL 130x150 Crusher		577X60	\$255,000

## PAVERS



2000	BIDWELL 7260		NA	\$27,500
1997	BLAW-KNOX PF5510	6,693	551017-16	\$40,000
2004	BLAW-KNOX PF4410	4,700	180078	\$98,500
	GOMACO GT6300	3,231	MC10649-01	\$15,000
2003	LEEBOY 8500 ELITE HD	2,700	3248	\$32,500
2005	LEEBOY 8816	1,452	42660	\$75,000
2005	LEEBOY 8515	2,437	2706HD	\$56,500
2007	LEEBOY 8510	1,113	47545	\$82,500
2009	LEEBOY 8500 HD	799	53971	\$75,000

## FORESTRY EQUIPMENT

2000	TIMBCO T425D	13,450	AT4C-1801-062600	\$89,500
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## MISCELLANEOUS

1998	ALLMAND BROS NIGHT-LITE PRO Light Tower	1,542	9810NLP41	\$3,200
	SHUGART 40 FT		2036+	\$200,000
2002	SNORKEL S1930 Scissor Lift	31	JU02129	\$3,000

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