

PUTTING IT ALL TOGETHER

RMS crews assemble even the largest mining machines with efficiency

See article inside . . .



A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Outlook is
positive for
2013**



Dear Valued Customer:

We've had a growing sense of optimism when it comes to the construction industry in the past couple of years. That positive outlook continues into 2013 with what looks to be a strong foundation for a significant rebound in housing. In addition, we're into the first few months of MAP-21, the new "highway bill." Recent reports suggest that Congress may already be looking ahead to the next one.

These are good signs that our industry is ready for significant growth, which we hope means more work for you. If you haven't already done so, now is a good time to assess your machinery needs from a service standpoint. Performing needed maintenance minimizes the chance of a catastrophic failure during the peak construction season when you rely on your machinery the most. At RMS we're here to help, whether you need service, parts or both.

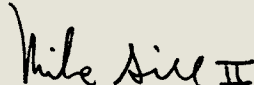
If you believe new equipment is in order, talk to us about productive and efficient options, such as Komatsu Tier 4 Interim machines. You'll find articles in this edition of your RMS *Road Signs* magazine that highlight new D37 and D39 dozers and a PC138 tight-tail-swing excavator. Check them out to see the advantages they could offer your business, including complimentary scheduled maintenance completed by our technicians using genuine OEM parts and fluids.

To further increase efficiency, consider operator training. Komatsu offers options that can help your operators approach their machinery and projects in ways that make them more productive and reduce operating costs. An article inside goes into further detail.

Finally, if you're in the market for new equipment and want to trade in an older piece, talk to us about that too. We're interested in looking at what you have.

As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II
President and CEO



ROAD SIGNS

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Mike Sill II,
President/CEO

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PUTTING IT ALL TOGETHER

RMS crews assemble even the largest mining machines with efficiency



Ken Jacobson,
RMS Product
Support Specialist

Northern Minnesota is fertile ground for raw iron-ore products that eventually become part of the steel-making process. Area mines typically work around the clock all year long to harvest, process and ship materials such as taconite to mills.

Getting to the raw ore can often mean stripping overburden and digging hundreds of feet deep. Massive amounts of materials have to be moved efficiently while maintaining high productivity levels. To do that, mines continue to turn to large mining machines, such as the Komatsu PC4000-6 excavator and WA1200-6 wheel loader (the biggest loader Komatsu makes), which Road Machinery & Supplies recently assembled for a customer.

"We provide service before, during and after the sale, and nowhere is that more apparent than in the mining industry," said John Ruud, RMS Vice President of Northern Operations. "It all starts with good planning, because these large machines can't be delivered ready-to-go like most construction models. Mines know that, and they take that into account when they're looking at long-range plans. Often an order is placed a year or two in advance

of when they expect to be ready for a new machine."

Because of their size, mining machines are shipped in pieces on anywhere from a few to dozens of truckloads. It takes not only manpower, but heavy equipment, such as 70- and 100-ton cranes, to lift and fit the pieces together. "It's sort of like a giant Erector Set," said RMS Product Support Specialist Ken Jacobson, who has more than 30 years experience in putting the machines together.

"It all starts with the base of the machine, for example the undercarriage on the PC4000, and builds up from there to the superstructure," explained Jacobson. "As one can imagine, the pieces on these massive machines tend to be extremely heavy. That's why we use cranes. A great deal of intricate work is also involved. Many mining products are electrically driven, which requires extensive wiring."

Dedicated staff

The sheer size and intricacy of assembling the PC4000 and WA1200 (879,000 and 477,000 pounds-plus respectively) can take Road Machinery & Supplies crews as much as a month to complete. Two crews of four to five technicians worked 10 hours a day, six days a week to complete the job. Additional help came from Ron Wardlaw, Komatsu Product Specialist for Loaders.

"It takes a great deal of dedication on the part of all involved," observed Ruud. "This area can have extreme weather conditions, but we can't use that as an excuse for not assembling a machine in as little time as possible. We have practices set up to deal with anything that's thrown at us. I can't say enough about how good our assembly team is at their job.

"Our people have a great deal of experience in mining machine assembly," Ruud added.

Workers begin assembling a large Komatsu mining machine, using a crane to lift the pieces. "It's sort of like a giant Erector Set," said RMS Product Support Specialist Ken Jacobson.





An RMS crew assembles a Komatsu WA1200-6 wheel loader. Because of their size, mining machines such as this are shipped in pieces and assembled on-site using cranes and other types of equipment to lift and fit the pieces together.

“They’ve learned through the years to make it an orderly, safe and efficient process, whether it’s the smallest mining machine Komatsu makes or a million-pound-plus shovel.”

Wardlaw, who has 35 years experience in the mining industry, including 25 with Komatsu, said Komatsu has made the assembly process easier. “We work closely with mines around the world to continually update machines to increase their productivity. Input from those customers has helped us develop ways we can speed up the assembly process so when a machine arrives, it can be put into production faster.”

To ensure Road Machinery & Supplies keeps up with changes in mining machines, the company invests heavily in training, according to Ruud.

“It’s an ever-evolving industry, and that means we have to ensure our technicians and

other personnel are up-to-date,” said Ruud.

“Training is essential, and we work to get them as much experience as possible in-house and at the manufacturer level. We believe we have the best people in the industry when it comes to knowledge of Komatsu mining products.”

Service after assembly

After a mining machine is assembled, Road Machinery & Supplies service continues. RMS handles any issues that may come up during the warranty period, and customers can call for additional help.

“Because the mines are working 365 days a year, we’re available to them at any time,” said Ruud. “We’ve taken calls on Christmas Eve, New Year’s Day, you name it. That’s out of the ordinary, but it is common for them to call us for service work, such as rebuilds. Komatsu mining machines are built to last into the tens of

Continued . . .

Around-the-clock service to mines

... continued



It takes plenty of manpower to assemble some of the world's largest mining machines, including personnel from Road Machinery & Supplies and Komatsu, among others.

thousands of hours. For example, mines often expect to get upward of 100,000 hours from a piece of equipment. To do that, rebuilds and component changes are necessary. We install new and rebuilt engines, change oil pumps and cylinders and anything else that needs to be taken care of, and we do it in a way that minimizes downtime."

Mines often handle routine maintenance themselves, and Road Machinery & Supplies keeps a vast inventory of parts in stock to ensure availability. "We're committed to doing whatever it takes to serve our mining customers at a high level, from carrying industry-leading mining machines from Komatsu to providing parts and all types of service capabilities. We believe in the old saying that anyone can sell the first machine, but parts and service sell the rest. Road Machinery continues to prove that." ■

Using lifts, workers get into place to attach the boom on a Komatsu PC400LC-6 excavator, including hydraulic hoses (inset). "It all starts with the base of the machine and builds up from there to the superstructure," said RMS Product Support Specialist Ken Jacobson. "A great deal of intricate work is also involved."





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NEW PRODUCT LINE

RMS ADDS TAKEUCHI LINE

Industry-leading compact track loaders, wheel loaders, excavators now available

Takeuchi is responsible for innovations that include the world's first compact excavator and the first compact rubber-track loader in North America. You can now add those machines, as well as compact wheel loaders, to your fleet through Road Machinery & Supplies' Minnesota, Michigan and Milan, Ill., locations.

"Takeuchi is a great addition to our product offerings," said Mark Rossi, General Manager, RMS Rentals. "We have a 'best brands' approach to what we offer our customers, and Takeuchi certainly makes the grade. Takeuchi machines are rugged, reliable and user-friendly. They're a perfect fit for our sales and rental fleets."

Road Machinery & Supplies carries the full Takeuchi lineup of 10 excavators, including zero-tail-swing models, six compact track loaders and three compact wheel loaders. All perform well in a variety of tasks, including general construction, landscaping and agricultural applications.

"RMS is committed to providing outstanding service that exceeds its customers' expectations," said John Vranches, Takeuchi National Sales Manager. "By investing in people, products and facilities, RMS ensures excellent value and consistent service to customers. Takeuchi is proud to partner with RMS and we believe our alignment will benefit both companies and, most importantly, our customers."

For more information on this powerful new product line, contact your Road Machinery & Supplies territory manager, or call or stop by your nearest branch location. ■



RMS Rentals General Manager Mark Rossi says Takeuchi's compact loaders and excavators are a great addition to RMS' product offerings. "Takeuchi machines are rugged, reliable and user-friendly. They're a perfect fit for our sales and rental fleets."



POSITIVE OUTLOOK

Housing rebound has forecasters predicting a rise in overall construction

Forecasters are predicting growth in the construction sector during 2013, led by what looks to be a resurgent housing market. Economists from organizations such as FMI Corp. are forecasting as much as 8-percent growth in the industry. Associated General Contractor's Chief Economist Ken Simonson sees 6-percent to 10-percent growth overall.

Other aren't quite as bullish, but see increases as well, including McGraw-Hill Construction at 6 percent. Portland Cement Association (PCA) predicts a smaller boost of 1.3 percent, but a gain nonetheless. Those gains follow year-over-year increases in 2012 compared to 2011 in overall starts and put-in-place construction.

Housing looks to be a strong driver of the construction market. An increase in construction, sales and prices started early in 2012 and continued to gain traction toward the end of the year, with total housing starts up more than 25 percent. Single-family housing starts will post the biggest gains, according to the National Association of Homebuilders. NAHB Senior Economist Robert Dent predicts a 25-percent

increase this year and a further increase of 30 percent in 2014.

"We are seeing steady increases unassisted by tax credits, so we are pretty comfortable that these increases are sustainable and will continue," said Dent. "We believe the market fundamentals can support 1.4 million housing starts a year, but we probably won't hit that mark until 2016."

Rick Palacios, Senior Analyst with John Burns Real Estate Consulting, said in a CNNMoney article, "We think the recovery is for real this time around. If you look across the U.S. economy right now, there are only a handful of industries looking at 20-percent to 30-percent growth over the next four to five years, and housing is one of them."

FMI Corp., a management consulting firm for engineering and construction, forecasts a 23-percent increase in single-family homes and a 31-percent increase in multifamily. NAHB forecasts a more modest rise in multifamily units of 5 percent. Spending on multifamily housing, such as apartment buildings, rose 49 percent in 2012 compared to 2011.

Simonson also sees a further rise in multifamily units. He noted that the increase could likely be attributed to an aversion to home ownership, despite low interest rates. "More households have started forming, but this isn't translating into owner-occupied space because of credit, student debt and more people choosing to live in cities rather than suburbs," said Simonson.

Difference of opinion on nonresidential building

While all say housing will increase, there are different perspectives on nonresidential construction. McGraw-Hill and FMI Corp. both see gains of 5 percent. The Portland Concrete Association projects a dip of a little less than 1 percent.

McGraw-Hill predicts double-digit gains in several segments for 2013, including a 12-percent rise in stores and shopping centers. Offices, hotels and motels and other commercial buildings are all predicted to be 10 percent or above.





An increase in construction, sales and prices in housing started early in 2012 and continued to gain traction toward the end of the year. Single-family housing starts will post the biggest gains this year, according to National Association of Homebuilders Senior Economist Robert Dent, who predicts a 25-percent increase this year.

McGraw-Hill predicts double-digit gains in several segments, including a 12-percent rise in stores and shopping centers. Offices, hotels and motels and other commercial buildings will all be 10 percent or higher. Manufacturing and healthcare facilities will be up, but educational buildings will be down.

“Commercial markets lost some momentum this year (2012), but we think commercial-building starts will jump back by 12 percent next year,” McGraw-Hill Chief Economist Robert Murray was quoted as saying in a November 26, 2012, Engineering News-Record article. “The institutional-building market continues to be weak, but we think it will bottom out in 2013.”

FMI sees growth in the single digits for all nonresidential construction, with healthcare posting the biggest gain at 8 percent, followed by lodging and commercial at 7 percent. The only areas where PCA sees gains are hotels and motels (9.6 percent) and commercial (2.6 percent).

A little more highway funding

There’s cautious optimism when it comes to public-works projects, especially in highway and bridge construction. Passage of MAP-21, the new 27-month highway bill signed into law last summer, brought some near-term certainty. It’s

currently in its first full fiscal year of funding, with about \$40 billion invested from October of 2012 through October 1 of this year. Fiscal Year 2014 will start at that time, bringing part of another \$40 billion-plus to the table in the final three months of 2013.

The American Road & Transportation Builders Association pointed out that 2012 was a record year for bridge work with more than \$28 billion being spent. It foresees that being the case again in 2013. Highway work will increase by a little more than 2 percent, according to ARTBA.

That could put a small dent in the overall need for infrastructure spending, but falls far short of what’s needed to bring it up to good standards. A Standard & Poor’s report said the country has a \$2.2 trillion backlog of infrastructure projects.

“The enactment of MAP-21 is not an opportunity to put these programs on auto pilot,” penned ARTBA President & CEO Pete Ruane in an article for Home Builder. “The Highway Trust Fund will again be facing a solvency crisis at the end of FY 2014 — if not before. As such, it is imperative that the entire transportation community redouble its efforts to convince Congress to enact a long-term solution to ensure the sustainability of the federal highway and public transportation programs and complement MAP-21’s many policy reforms.” ■

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DEPRECIATION BONUS EXTENDED

“Fiscal cliff” deal puts off massive tax increases, provides greater certainty for family businesses

On Jan. 1, the House agreed to the Senate’s “fiscal cliff” solution, the American Taxpayer Relief Act. The legislation prevents massive tax hikes for most Americans and delays across-the-board cuts to federal programs.

The agreement also provides a victory for equipment users by extending the 50-percent depreciation bonus through 2013, with the option to accelerate AMT (Alternative Minimum Tax) in lieu of the depreciation bonus and allowing companies using PCM (percentage-of-completion method of accounting) to benefit from the capital-investment incentive. It also includes a provision setting Sec. 179 expensing levels at \$500,000 with a \$2 million phase-out through the end of the year.

The law includes several items designed to prevent a severe shock to the nation’s economy. Estimated to cost nearly \$4 billion during the next 10 years, the agreement permanently extends current income tax levels for those making less than \$400,000 (\$450,000 for taxpayers filing jointly). Similarly, capital gains and dividend rates will also be extended for individuals earning less than \$400,000. The measure provides a permanent fix to the AMT, sparing millions who would have otherwise been subject to the tax.

The law provides many family businesses with greater certainty, including a permanent resolution to the estate tax, which has fluctuated widely from year to year. The fix sets the tax at 40 percent with a \$5 million exemption (\$10 million for married couples), indexed to inflation.

Does not address root causes

The American Taxpayer Relief Act addresses a host of other issues, including extending unemployment insurance, preventing a cut in Medicare reimbursement rates for doctors and continuing the Farm Bill through the end of September. It delayed massive 8.1-percent automatic cuts to federal agencies.

While the law avoids the fiscal cliff, it does not address the root causes of the nation’s unsustainable fiscal posture — it merely postpones the tough decisions on spending reductions and entitlement reform until a later date. With many lawmakers unhappy with the absence of substantial deficit reduction or spending cuts in the new law, the 113th Congress is shaping up to feature contentious battles on federal spending. ■

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 depreciation bonus was extended through the end of 2013 as part of the “fiscal cliff” deal passed on Jan. 1. It also sets Sec. 179 expensing at \$500,000 with a \$2 million phase-out.



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NEW PRODUCTS

NEW D37-23, D39-23 DOZERS

Customer input helps drive significant improvements in new Tier 4 Interim models

When a machine manufacturer introduces new models, you expect the equipment to meet current emissions requirements. But it would be nice to know that the manufacturer is also listening to your suggestions on improving production, efficiency and other attributes that better your bottom line. Komatsu did just that as it designed and built its new Tier 4 Interim D37-23 and D39-23 dozers.

"Customer input was a major driver in enhancements made to the new dozers," said Product Manager Bruce Boebel. "They told us they wanted improved efficiency, operator comfort and customization of the machine controls, and lower maintenance costs. Komatsu built all of those attributes into the Dash-23 models, with the most significant improvement coming in the more efficient engines and next-generation hydrostatic transmissions that reduce owning and operating costs."

Komatsu maintained the horsepower in the Dash-23 models compared to its Tier 3 counterparts, but new engine technology improves efficiency and lowers fuel consumption. An advanced, electronic-control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance while reducing emissions and providing advanced diagnostic capability.

"We reduced operating costs further with a more simplified Tier 4 engine that uses 100-percent passive regeneration to remove soot without interfering with daily operation," said Boebel. "Instead of a diesel particulate filter, the D37-23 and D39-23 dozers have

a new Komatsu Diesel Oxidation Catalyst that's integrated into the engine. It requires no scheduled maintenance and is designed for long life."

The new, Komatsu-exclusive, hydrostatic-transmission, pump-control technology is incorporated with the new engines to improve operational efficiency. It increases productivity up to 4 percent and reduces fuel consumption, compared to a conventional hydrostatic-control system. Even under load, the new transmission provides powerful turns.



Bruce Boebel,
Product Manager

Continued . . .

Brief Specs on Komatsu D37-23 and D39-23 Dozers

Model	Net Horsepower*	Operating Weight	Blade Capacity
D37EX-23	89 hp	18,386 lbs.	2.50 cu. yds.
D37PX-23	89 hp	19,048 lbs.	2.55 - 2.78 cu. yds.
D39EX-23	105 hp	20,437 lbs.	2.89 cu. yds.
D39PX-23	105 hp	21,363 lbs.	2.72 - 3.00 cu. yds.

*At 2,200 rpm



New engine technology in the Komatsu D37-23 and D39-23 dozers improves efficiency and lowers fuel consumption, compared to Tier 3 models, while maintaining horsepower.

New features add to operator comfort, productivity

... continued

Operators can choose between two working modes, Economy and Power, that match performance to the application. E mode is designed for general dozing, leveling and spreading applications. Maximum power for slot dozing, ripping, uphill dozing and other demanding applications is available with P mode.

"In most cases, Economy mode is the best choice and has up to 20-percent better fuel economy compared to prior models, and P mode improves economy by up to 10 percent, even in demanding applications," said Boebel. "Operators can also choose from two gearshift modes: Variable, which has 20 incremental speed settings, and the new Customizable Quick shift with three speed settings that can be adjusted through the monitor, which is also new and easy-to-use."

Better blade visibility

Additional productivity features include a steeply slanted engine hood and a forward-mounted cab that moves the operator closer to the blade to improve visibility. Dash-23 models have a new power-angle-tilt blade with curvature that more efficiently rolls material. A new, hydraulic, blade-angle toggle switch improves ease of blade operation.

A new, Komatsu-exclusive, HST transmission in Komatsu D37-23 and D39-23 dozers increases productivity up to 4 percent and reduces fuel consumption, compared to prior models. Even under load, the new transmissions provide powerful turns.

Joystick controls are ergonomically designed, offering operators a relaxed posture and superb fine control to minimize fatigue. The cab is quieter with reduced decibel levels, and the standard air-ride seat is more comfortable and can be heated with the flip of a switch.

"Operator comfort is an integral part of any machine, so Komatsu added to the features in our previous models by incorporating attributes that customers told us would increase their productivity," said Boebel. "In addition, the ROPS-integrated cab is pressurized and mounted on viscous dampers to reduce vibration. Users told us they wanted a radio auxiliary jack and a 12-volt power converter, so those are standard too."

Reduced maintenance, more production

Also standard is Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours. Factory-certified technicians perform the work using only genuine Komatsu parts and fluids.

"Komatsu CARE offers peace of mind that services will be done properly and on time, which directly affects durability, longevity, productivity and, ultimately, resale value," said Boebel. "Komatsu and our distributors actively track machines with KOMTRAX, so we can proactively schedule those maintenance intervals at a time convenient to the customer."

Komatsu designed routine maintenance to be easy. Daily engine checks are grouped at the left-hand side of the engine compartment. The rear-mounted, swing-up hydraulic fan allows for easy, periodic access to the radiator, oil cooler and charge-air cooler. The operator can quickly clean the side-by-side coolers from the cab, using the manually reversing fan.

"We encourage everyone who uses dozers for land clearing, grading, forestry and site work to see what these new machines designed from customer input can do for their businesses," said Boebel. "We believe they'll see a marked difference in their per-ton, per-yard costs to move dirt and other materials." ■



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NEW EXCAVATOR

Tight-tail-swing PC138USLC-10 offers excellent power and efficiency in a 16-ton machine



Craig McGinnis,
Product Specialist-
Excavators

Contractors continue to see the value in compact excavators that offer powerful performance coupled with a tight tail swing. Komatsu's new PC138USLC-10 takes that value to a new level with a more efficient Tier 4 Interim engine that offers additional horsepower and lower fuel consumption than its predecessor.

"The PC138 has always been a popular machine because it allows users to get into confined spaces, such as between buildings or in a traffic lane, and get work done without sacrificing power," said Craig McGinnis, Product Specialist-Excavators. "Owners and operators like that because they still have the benefits of the lifting power and production of a conventional machine. The unique contoured cab in the new PC138 swings within the same radius as the counterweight, so if one clears, the other will also clear when swinging.

"The new PC138USLC-10 also has added technology, including a new hydraulic-pump

control that improves operational efficiency and reduces fuel consumption by up to 7 percent, depending on work load," McGinnis added.

The operator can select a working mode that matches engine speed, pump delivery and system pressure, thereby maximizing efficiency. A variable-flow turbocharger provides optimum airflow under all speed and load conditions.

"In most cases, Economy (E) mode is the best option because it reduces fuel consumption, while giving the power and production needed for most applications," noted McGinnis. "For tough digging conditions, an easy switch to Power (P) mode is appropriate. The excavator also has Lifting, Breaker, Attachment Power and Attachment Economy modes.

"We've found that customers appreciate the flexibility of being able to select the most efficient mode," he pointed out. "They also like that new Komatsu machines, including the PC138USLC-10, have Eco Guidance, which appears on the cab monitor, showing the operator how to maximize fuel economy."

Backed by Komatsu CARE

Like other Komatsu Tier 4 Interim machines, the PC138USLC-10 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for three years or 2,000 hours. Factory-certified technicians do all the work using genuine Komatsu parts and fluids.

"Komatsu distributors, such as RMS, track machines using KOMTRAX and work with the customer to schedule a convenient time to perform the services," noted McGinnis. "We're confident that anyone using compact excavators will see that the PC138USLC-10 is the most productive and efficient machine in its size class." ■

Brief Specs on the Komatsu PC138USLC-10

Model	Operating Weight	Net Hp	Bucket Capacity
PC138USLC-10	31,791 - 32,628 lbs.	94 hp	0.34 - 1.0 cu. yd.

Komatsu's new PC138USLC-10 has the productive benefits of a conventional excavator with the compact size of a tight-tail-swing machine.



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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.

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- 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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FASTER TO FINAL GRADE

Contractor sees dramatic results on first project using a Komatsu/Topcon dozer combination

Many contractors are now getting to grade faster with less cost, making them more competitive in bidding and more profitable. The key is GPS technology and productive equipment, such as the Topcon 3D-MC² system and Komatsu D51 dozer combination that earthwork contractor Schoenfelder Construction uses.

"We initially looked at a GPS system for several reasons, including not being able to get staking done on a timely basis," said President Norm Schoenfelder. "It's almost inevitable that we're going to knock over stakes during grading, which means we have to call someone out to restake. That takes time away from production because we don't want to continue working and guess where we are in relation to the elevation we're trying to obtain. With the Topcon system, that's not a problem. Using a set of electronic



Brad Schoenfelder sets up a Topcon 3D-MC² base unit used to set grade via GPS with a Komatsu D51 dozer. Schoenfelder Construction shaved months off a site-work project with the Topcon/Komatsu combination.

plans and a Topcon system, we can do a project with few or no stakes at all."

Less staking isn't the only cost-saving advantage GPS systems provide. Studies show they save time in reaching final grade with less chance for overcutting and excess material waste that's often associated with fills. Both came into play the first time Schoenfelder Construction used the Topcon/Komatsu D51 combination. The job called for subgrade prep for a parking lot and building pad as part of a 25-acre site-work project.

"We used it to cut about 30,000 yards of dirt and place about a foot of gravel under the pavement," said Brad Schoenfelder. "A job of that size would normally take about three months using the traditional method of staking and constantly checking grade by a laborer or by the operator getting out of the machine to check grade. We had it done in two weeks. In fact, at the end of our work, the surveyors challenged us by saying there was no way it could be correctly done that fast. It didn't take long for them to figure out it was spot-on. That really sold us."

Topcon systems interface directly with the machine's hydraulics for more exact blade positioning during cut-and-fill and fine-grading operations. New Komatsu Tier 4 Interim dozers such as the D65-17 and D61-23 models come plug-and-play ready to accept a Topcon system. Older models can be retrofitted.

"The ability to get to grade faster gives the user a leg up on the competition," said Mike Salyers, Product Marketing Manager with Komatsu's Intelligent Machine Control team. "It not only speeds production, but saves labor, fuel and material costs, all of which have a direct impact on profits. The return on investment is often recouped rather quickly." ■



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A CLOSER LOOK

DEMO DAYS

Komatsu displays new equipment, technology at most recent customer event

Customers who attend Komatsu Demo Days appreciate the chance to get a close look at and operate equipment. Komatsu enhanced the experience at its most recent event by offering educational opportunities and highlighting technology designed to make equipment users more efficient.

"First, and foremost, customers want a chance to test drive Komatsu equipment, so to speak," said Bob Post, Director of Marketing. "But we also want them to see how we're working to maximize their productivity and save them time and money by using technology, such as GPS systems."

Educational opportunities included seminars on maximizing efficiency using technology such as Komatsu's Eco Guidance and KOMTRAX, a remote machine-monitoring system that gives users valuable information, including idle time and fuel usage. While demonstrating machines, attendees could try out Topcon's 3D-MC² GPS systems, which were mounted to new Tier 4 Interim D61-23 dozers and a PC360LC-10 excavator.

"Those GPS systems have proven benefits that allow operators to get to finished grade with less wasted movement and fewer materials," said Post. "Several of our new Tier 4 Interim machines come plug-and-play ready to accept GPS systems."

Other featured Tier 4 Interim dozers included D65-17 and D155AX-7 models. The HB215LC-1 Hybrid excavator, new PC210LC-10, PC290LC-10 and PC490LC-10 excavators, along with WA380-7, WA470-7 and WA500-7 wheel loaders, were available for operation, as well as an HM400-3 articulated truck. They were part of more than 20 machines on hand during Demo

Days at Komatsu's Training & Demonstration Center in Cartersville, Ga.

Attendees also had the option of touring Komatsu's Chattanooga Manufacturing Operations, where Komatsu manufactures excavators and forestry products. ■



Bob Post,
Director of Marketing



This PC360LC-10 equipped with a Topcon GPS system was one of several excavators available for customers to operate during Demo Days.



Komatsu's Rizwan Mirza (right) showed customers how information from KOMTRAX can be used to maximize productivity and efficiency.

Demo Days attendees operated equipment, including the new Tier 4 Interim D61PX-23 dozer equipped with a Topcon 3D-MC² GPS grading system (foreground) and D65-17 dozers.



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A PROACTIVE APPROACH

VP of Parts says planning, technology help Komatsu have parts inventory readily available

QUESTION: In the past few years, Komatsu introduced several new Tier 4 Interim machines. How do you prepare for new machines from a parts standpoint?

ANSWER: It starts with a proactive approach. We talk with our engineers throughout the design process. As they reach the final phase of design, we're working together to build a parts inventory list. Eventually, new machines will need parts such as filters for regular service intervals, as well as common wear items. By taking a proactive approach and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them.

Another way we're taking a proactive approach is using KOMTRAX to monitor machine usage. Under our Komatsu CARE program, scheduled maintenance is complimentary for the first three years or 2,000 hours. KOMTRAX shows us how many hours are on a machine, so our distributors know how close a customer's machine is to a service interval and we can ensure the parts are on hand. They can then schedule a convenient time to have one of their factory-certified technicians perform the work with genuine Komatsu OEM parts and fluids.

QUESTION: Why is it important to use factory-certified technicians and Komatsu OEM parts and fluids?

ANSWER: Maintenance is a critical component in a machine's health and longevity. You want someone working on your Komatsu equipment who knows how to get the job done right and in the most efficient manner to minimize downtime.

OEM parts and fluids are specifically designed for Komatsu machines to provide continued productivity throughout their lifetime. Customers



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.

Frank Pagura,
Vice President of Parts

Frank Pagura is in his eighth year as Vice President of Parts at Komatsu, having previously served as Parts Planning and Coordination Manager for a year. He joined the company in 2004 after working in parts purchasing and parts planning for an offshore-drilling equipment manufacturer.

Since Pagura joined Komatsu, the company has expanded its regional parts distribution centers to include eight across North America. It also has a 584,000-square-foot Central Parts Operation in Ripley, Tenn., which supplies construction and mining parts throughout the world.

"The goal is always to have the parts available when the customer needs them, and our fill rate is close to 99 percent in terms of either on-the-shelf or next-day delivery through our distributors and regional parts centers," said Pagura. "We're constantly working to improve and make ordering parts easier with programs such as *epartscentral*, which allows customers to log onto a secure Web site, find the part or parts, check availability and place an order any time of the day."

Pagura is a native of New York and continues to root for the Mets and Jets. He graduated from the U.S. Naval Academy and was an active-duty officer for six years.

Frank and his wife, Trina, have three daughters, Aimee, Abigail and Avery. He enjoys spending time with the family and attending the kids' activities, including soccer and horse riding.

Minimizing downtime is Komatsu goal

... continued



Komatsu's fill rate is nearly 99 percent in terms of immediate or next-day availability through its distributors and regional parts centers.



can be confident that their Komatsu machinery is going to perform the way they expect it to. We believe that using OEM parts and fluids is ultimately more cost-effective than using will-fit components or fluids that may not provide maximum performance, or worse, lead to a catastrophic failure.

QUESTION: What about remanufactured parts. Are those cost-effective?

ANSWER: Absolutely. Komatsu offers remanufactured options on most of its major OEM components, and we often encourage customers to choose that option. Like new parts, in most cases, they're readily available. And, like new parts, we stand behind them with a one-year, unlimited-hours warranty.

QUESTION: What do you see for the future?

ANSWER: Nothing is more important to us than keeping our customers' downtime to a minimum, and to do that, we must have parts available when they're needed. Dramatic change is not something we look for from a parts standpoint. Our goal is consistency, meaning we maintain solid parts inventories at all times. That's been the case in the past, it's the case now and will continue into the future. ■



Komatsu's Central Parts Operation in Ripley, Tenn., is open 24 hours a day, seven days a week and is the main hub that handles parts distribution for Komatsu distributors and their construction and mining customers throughout the world. Komatsu also has eight regional parts distribution centers across North America.

Frank Pagura, Komatsu's Vice President of Parts, says the company takes a proactive approach to building parts inventory lists before new products, such as Tier 4 Interim machines, are available. "By taking a proactive approach, and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them," said Pagura.



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MAXIMIZING PRODUCTIVITY

Komatsu offers training to help operators be more efficient

In today's competitive marketplace, productive operating practices can help you be more competitive and more profitable, too. Komatsu offers a way to help you accomplish that with its specialized operator training for both construction and mining customers.

"Some customers who have used a particular machine — a WA380-6, for example — and have veteran operators, might have recently purchased a new Tier 4 Interim WA380-7 and may only need someone to show them the new features," said Jim Sandercock, Senior Manager-Training and Demonstration. "Another customer might have several new operators who need a very in-depth course in the machine's features and how to operate it. In the first example, we'll likely come to a customer's location or jobsite and spend a day or two. For the other situation, those operators would come for a week-long class at our Training & Demonstration Center in Cartersville, Georgia, or our mining proving ground near Tucson."

Week-long, basic, operator-training classes for construction customers are the most frequently requested courses, according to Sandercock. "We limit the class to eight people and spend the first day in classroom training, covering basic functions, controls, switches, specification, maintenance and other items. The rest of the week, the trainer or trainers work one-on-one with operators, putting theory into practice."

MSHA certification available

On the mining side, Komatsu offers everything from basic operation to MSHA certification courses, including train-the-trainer qualification courses. Advanced classes require prerequisites.

"We can customize classes to go well beyond the basics," said Sandercock. "For example, we have had customers request help in being more efficient, in setting up a jobsite or mine to maximize production, and a host of other topics. Operators have a significant impact on the bottom line, including the machine's reliability, so we want them to use the features correctly to maximize production and uptime. We can do that because all our trainers have solid backgrounds in best practices.

"Customers who want operator training should contact their distributor, which will arrange it with Komatsu," Sandercock added. "We're here to help in any way we can." ■



Jim Sandercock,
Senior Manager-
Training and
Demonstration



Komatsu offers both classroom and hands-on machine training for operators. "We want them to use the features correctly to maximize production and uptime," said Komatsu's Jim Sandercock, Senior Manager-Training and Demonstration.

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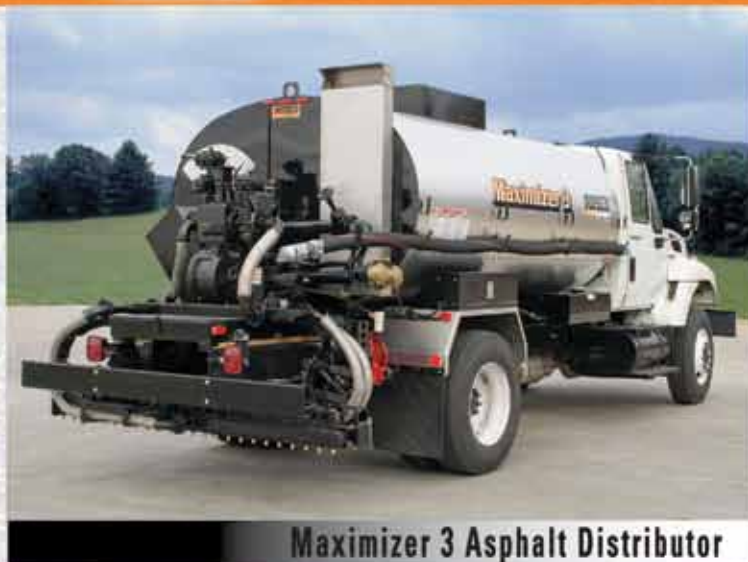


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BETTER WATER SYSTEMS ESSENTIAL

Hearing, reports show aging infrastructure needs immediate attention

The National Research Council recently took aim at the lack of attention given to deteriorating water infrastructure in its report “Corps of Engineer Water Resources Infrastructure: Deterioration, Investment, or Divestment?” The report shows national water needs are increasingly shifting from new construction to maintenance and rehabilitation, with current infrastructure exceeding its design life.

It also revealed that the Army Corps of Engineers is faced with a funding gap in trying to rehabilitate the nation’s water supply. It said the Water Resources Development Act (WRDA) was outdated and reorientation of water infrastructure priorities is needed.

That situation was further brought to light in the wake of Hurricane Sandy, which a Senate Environmental & Public Works (EPW) Committee cited in a recent hearing on reauthorizing WRDA. Despite bipartisan support, WRDA has not been reauthorized since 2007. Both EPW Committee Chairman Barbara Boxer, D-Calif., and Ranking Member David Vitters, R-La., have said WRDA is a top priority and pledged to move forward in a bipartisan manner.

Testimony during the hearing highlighted the need for shared responsibility among federal, state and local governments and the need for a bill to establish a Water Infrastructure and Innovation Authority. Creating a voluntary national levee safety program should be a priority as well, according to witnesses.

Those testifying at the EPW hearing called for streamlining the Army Corps of Engineers’ project selection and completion process, stressing that the Corps should make regional ecosystem restoration projects a priority to

strengthen natural barriers to flooding and improve critical watersheds.

Streamlining called for

The need for streamlining water and wastewater infrastructure was also part of a Government Accountability Office report on rural water funding. It shows that EPA and USDA funding often overlap, causing communities to complete duplicate applications when applying for assistance. It found that communities were applying to different programs for the same project, creating delays and increasing costs.

The report recommends that EPA and USDA complete guidelines to help states develop uniform preliminary engineering reports and environmental analyses, as well as emphasize the importance of state-level coordination. ■

A recent Congressional hearing and industry reports highlight the need to focus attention on the nation’s aging water infrastructure. Creating a voluntary national levee safety program should be a priority as well, according to hearing witnesses.



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Did you know...

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- Blue eyes are a genetic mutation. Before the mutation occurred, all humans had brown eyes.
- There is enough energy in one bolt of lightning to power a home for two weeks.
- The most productive day of the workweek is Tuesday.
- The average company saves more than \$7,000 for each employee suggestion it enacts.
- Bulletproof vests, fire escapes, windshield wipers, and laser printers were all invented by women.
- Donkeys kill more people annually than plane crashes.
- A million dollars weighs about a metric ton. Hence the expression "a ton of money."
- A typical lead pencil can draw a line 35 miles long.
- American car horns beep in the tone of F.

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. N G I P V A _ P _ _ _ _ _
2. O R T I F P _ _ _ _ _ T
3. E I D B R G _ _ _ I _ _ _
4. D O N F U T I A O N _ _ _ N _ _ _ _ _ N
5. C G L N E I A R _ L _ _ _ _ _

THE PEOPLE INSIDE

JIM LeBRUN

Longtime service technician takes over trainer's role for Road Machinery & Supplies

Jim LeBrun took on a new role with Road Machinery & Supplies late last year, becoming the company's new Corporate Service Trainer and Technical Communicator.

LeBrun brings 26 years of experience with Road Machinery & Supplies to the new position. He started as a shop technician and has worked in the company's rebuild shop. Most recently he was a field technician, serving customers in southwestern Minnesota.

"I believe my background serves me well in this new position," said LeBrun, who will be based out of Road Machinery & Supplies' headquarters in Savage, Minn. "As a service technician, I always valued training, especially with new machinery introductions. This position gives me the responsibility to provide training to our service technicians, as well as provide support that helps in diagnosing and fixing issues."

With the introduction of new Tier 4 Interim equipment, LeBrun's focus for the time being will be on making sure technicians are well-versed in those machines. He'll provide classroom training with technicians at branch locations, on top of online training that's offered through the manufacturer.

"Part of Komatsu's introduction of Tier 4 Interim machines is the Komatsu CARE program, which provides complimentary service," said LeBrun. "RMS technicians know Komatsu equipment very well. There are new components on the Tier 4 machines, so the training is essential. We're also planning to provide similar training for other manufacturers' products we carry."

Guidelines and training paths

LeBrun will help RMS develop and manage its corporate training program, as well as develop evaluation and competency guidelines for new technician candidates. He is also working to complete Komatsu Technical Communicator certification.

"The programs and guidelines are designed to make our technicians the most efficient and effective they can be, so that when they go to work on a customer's machine, they can diagnose and fix it in a way that minimizes downtime," said LeBrun. "Because equipment continues to evolve, we have to continue to sharpen our skills through training."

LeBrun and his wife, Anne, have three children. He enjoys family time and spending time in the outdoors. ■



Jim LeBrun is Road Machinery & Supplies new Corporate Service Training and Technical Communicator. He's been with the company 26 years as a shop, rebuild and field service technician.

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2008	HYUNDAI ROBEX 250 LC-7A	989	N70410143	\$147,000
2006	HYUNDAI ROBEX 320 LC-7	3,839	N90110519	\$118,500
2006	HYUNDAI ROBEX 360 LC-7	2,664	NA0110786	\$112,000
2006	HYUNDAI ROBEX 450 LC-7	2,603	NB0310040	\$192,700
2007	HYUNDAI ROBEX 450 LC-7A	1,712	NB0310100	\$167,000
2008	HYUNDAI ROBEX 80-7	334	N10210183	\$59,000
2004	KOMATSU PC160LC-7	6,873	K40228	\$79,800
1995	KOMATSU PC200LC-6	9,962	A83140	\$45,000
1995	KOMATSU PC200LC-6	9,688	A80798	\$37,500
2004	KOMATSU PC200LC-7	5,353	C50285	\$93,840
2006	KOMATSU PC200LC-8	5,830	401639	\$99,500
2007	KOMATSU PC200LC-8	3,277	A88389	\$139,500
2008	KOMATSU PC200LC-8	2,506	A89083	\$139,000
2006	KOMATSU PC220LC-8	6,754	A88265	\$154,800
2008	KOMATSU PC220LC-8	3,880	A88675	\$145,000
2005	KOMATSU PC228USLC-3	7,938	31344	\$79,500
2004	KOMATSU PC300LC-7	5,833	A85622	\$149,950
2005	KOMATSU PC300LC-7	9,780	85835	\$119,000
2006	KOMATSU PC300LC-7	4,117	A88287	\$166,750
2007	KOMATSU PC300LC-7E0	4,937	A89064	\$171,240
2006	KOMATSU PC308USLC-3E0	2,026	30026	\$152,500
2010	KOMATSU PC350LC-8	2,197	A10082	\$280,700
2002	KOMATSU PC400LC-6	8,500	A85161	\$159,000
2003	KOMATSU PC400LC-6LM	10,349	A85326	\$74,500
2004	KOMATSU PC58UU-3	1,138	22215	\$47,350
2001	KOMATSU PC600LC-6	8,683	11026	\$157,200
2007	KOMATSU PC78MR-6	5,390	1594	\$55,000
1985	LIEBHERR R972HD	8,861	219-0814	\$47,500

COMPACTORS



2006	DYNAPAC CA121PDB	681	60311412	\$57,500
2005	INGERSOLL-RAND DD118HF	1,771	185186	\$78,000
1999	INGERSOLL-RAND DD90HF	4,615	160169	\$27,500
1993	INGERSOLL-RAND SD100F	3,172	8836	\$30,000
2004	INGERSOLL-RAND SD116	2,144	175851	\$59,500
2007	INGERSOLL-RAND SD45DF	145	193583	\$39,500
	STONE WOLFPAK 4100	976	512005210	\$5,900
2008	STONE SD43	217	102008004	\$27,500
2007	VOLVO DD138HFA	2,117	193047	\$80,000
2008	VOLVO DD24	1,190	196345	\$27,500
2009	VOLVO DD38HF	1,339	200262	\$35,700
2009	VOLVO SD116DXTF	1,810	200764	\$104,750
2008	VOLVO SD45D	568	199389	\$47,000
2009	VOLVO SD45D	64	201052	\$53,800
2008	VOLVO SD77DX	375	197968	\$77,500
2006	VOLVO SD77F	452	187663	\$59,500

WHEEL LOADERS



2005	HYUNDAI HL740-7	2,530	LF0110477	\$68,520
2006	HYUNDAI HL740-7	3,390	LF0110660	\$77,550
2005	HYUNDAI HL757-7	4,223	46402025	\$86,300
2006	KOMATSU WA450-5L	12,170	A36483	\$105,000
2002	KOMATSU WA500-3LK	13,650	A71106	\$79,500

CRAWLER DOZERS



2008	CAT D6N LGP	4,006	DJY01324	\$229,000
2005	DEERE 650J LGP	2,456	116964	\$44,900
2004	KOMATSU D41P-6C	3,167	B40114	\$62,000
2008	KOMATSU D61PX-15E0	1,475	B45768	\$162,500
2005	KOMATSU D65PX-15	5,990	67483	\$117,000

AGGREGATE EQUIPMENT

2008	ASTEC KDS710	340	82886	\$123,500
2005	KPI CS4233H	3,082	405461	\$159,000
	MASABA 8x14		200722	\$129,000
2006	SANDVIK DX700R		106T11097-1	\$179,500

MOTOR GRADER



1996	CAT 140H VHP	10,500	22K01318	\$95,000
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2008 KOMATSU D61PX-15E0,
S/N B45768, 1,475 hrs.



\$105,000

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



\$98,500

2004 BLAW KNOX PF4410,
S/N 180078, 4,700 hrs.

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
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SKID LOADER



2010	DEERE 323D	800	189893	\$33,000
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FORK LIFTS



2002	CROWN 30WRTT15		30WRTT152	\$9,450
2004	CROWN 30WRTT15		6A218163	\$5,750
2006	LULL 1044C-54	4,003	160023639	\$69,500
1995	LULL 644B-37	4,433	95V12N15-137	\$17,500
2006	LULL 644E-42	1,173	160020849	\$52,500
2006	LULL 644E-42	401	0160026764	\$58,500
2006	LULL 644E-42	489	0160026665	\$54,500
2004	LULL 944E-42	3,675	160003411	\$46,500
2005	LULL 944E-42	1,710	160013131	\$52,450
2008	SKYTRAK 10054	2,096	0160034184	\$82,500

ATTACHMENTS

2005	BLAW KNOX truck hitch		N/A	\$4,500
2004	BLAW KNOX GENSET		551030-83	\$4,500
2002	EMPIRE sand bucket		315694	\$5,000
2003	EMPIRE quick coupler		C1058	\$1,500
2007	EMPIRE pin-on-forks		na	\$8,500
2007	EMPIRE pin-on-forks			\$8,135
	EMPIRE 30" dig bucket			\$2,750
	ENTEK 36" bucket		12528	\$3,500
1996	HENSLEY rock bucket			\$12,100
1997	HENSLEY rock bucket			\$5,490
2002	JRB rock bucket		0102-84434	\$9,000
2006	JRB QC bucket		1105-170857-3	\$5,500
2006	JRB QC forks		0506-190411	\$9,500
2006	JRB quick coupler		1105-170857-1	\$4,100
2007	JRB HL740 forks		DEW1049	\$5,025
2007	KINSHOFER grapple		RG09834	\$5,900
2007	KINSHOFER A08HPX-50 grapple		SG03778	\$9,500
2007	KOMATSU bucket		a/004107-KMX5069	\$6,405
2009	KOMATSU 423-70-32200 bucket		2273	\$7,350

HAUL TRUCK

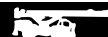
2007	KOMATSU HM400-2	5,314	2207	\$339,500
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PAVERS



2004	BLAW-KNOX PF4410	4,700	180078	\$98,500
1997	BLAW-KNOX PF5510	6,729	551017-16	\$40,000
	GILCREST PROPAVER 813 RT	1,576	2-3040	\$15,900
1980	GOMACO GP2500		MC11186-25	\$35,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000
1996	LEEBOY 300		337	\$5,750
2003	LEEBOY 8500 ELITE HD	2,700	3248	\$32,500
2009	LEEBOY 8500 HD	861	53971	\$75,000
1999	LEEBOY 8500T		10650-003995	\$17,500
2007	LEEBOY 8510	1,124	47545	\$82,500
2005	LEEBOY 8515	2,589	2706HD	\$49,500
2005	LEEBOY 8816	1,482	42660	\$65,000

CRANES



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

TRAILERS

1996	LOAD KING 2060 38-3		20013	\$25,000
1996	LOAD KING 2060 38-3		20012	\$25,000
1996	LOAD KING 2060 38-3		20015	\$25,000
1993	LOAD KING 2060 38-3		17918	\$23,000
2008	TRAIL KING			\$34,000

FORESTRY EQUIPMENT

2000	TIMBCO T425D	13,506	AT4C-1801-062600	\$79,500
2001	TIMBCO T425D		AT4C-2011-121901	\$109,500

MISCELLANEOUS

1998	ALLMAND BROS NIGHT-LITE PRO	1,670	9810NLP41	\$3,200
	SHUGART 40 FT sectional barges		2036+	\$200,000

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