

## CECO CRANE

Twin Cities company carries wide range  
of products to meet customer requests

See article inside . . .



**KOMATSU**

Bob Jesso,  
CFO/Risk Management

Larry Bistodeau,  
President



# A MESSAGE FROM THE PRESIDENT



Mike Sill II

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to help keep  
your owning  
and operating  
costs low**



Dear Valued Customer:

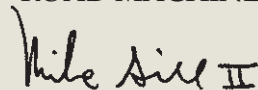
As the construction season and the weather heat up, we share a common goal with our customers — to help you keep your owning and operating costs low so you keep more of your hard-earned dollars. One way we do that is by providing top-of-line products and outstanding support.

For example, Komatsu just introduced new, integrated GPS grading technology in its Intelligent Machine Control (IMC) dozer, the D61PXi, which features integrated 3-D control and a rooftop antenna that eliminates the mast on the blade and cables to the cab. We're already getting very positive reports about the performance and productivity of these machines in the field.

Another product line that we're very excited about is SANY cranes. With a range of sizes and configurations, our customers are finding a wide variety of uses for these reliable cranes, and we expect to see demand for them increase. One SANY crane user, Crane & Equipment Company (CECO), is featured in this issue of your *Road Signs* magazine. CECO's cranes can be seen on several jobsites throughout the Twin Cities area. CECO recently purchased two new SANY models from RMS — a 40-ton SRC840 and a 65-ton SRC865XL.

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



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THE PEOPLE TO SERVE YOU!**

**Mike Sill II,**  
President/CEO

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# CECO CRANE

## Twin Cities company carries wide range of products to meet customer requests



Larry Bistodeau,  
President



Bob Jesso,  
CFO/Risk  
Management

About four years ago, CECO Crane moved to Shakopee, Minn., because it needed additional space. Thanks to a growing demand for the cranes the company carries, especially in the energy sector, it had outgrown its previous location.

CECO Crane offers several types of cranes for rental and sale, including rough-terrain, industrial, lattice-boom, all-terrain and boom-truck. Although wind-power and ethanol plants have been its primary market drivers during the past few years, the company's offerings are also widely used for general construction and utility markets. While the vast majority of equipment is rented bare, CECO Crane rents operated units as well. In total, CECO has about 30 models to choose from, including forklifts.

"CECO's strength is that we have a fit for nearly any need a customer presents to us," said President Larry Bistodeau. "We also have

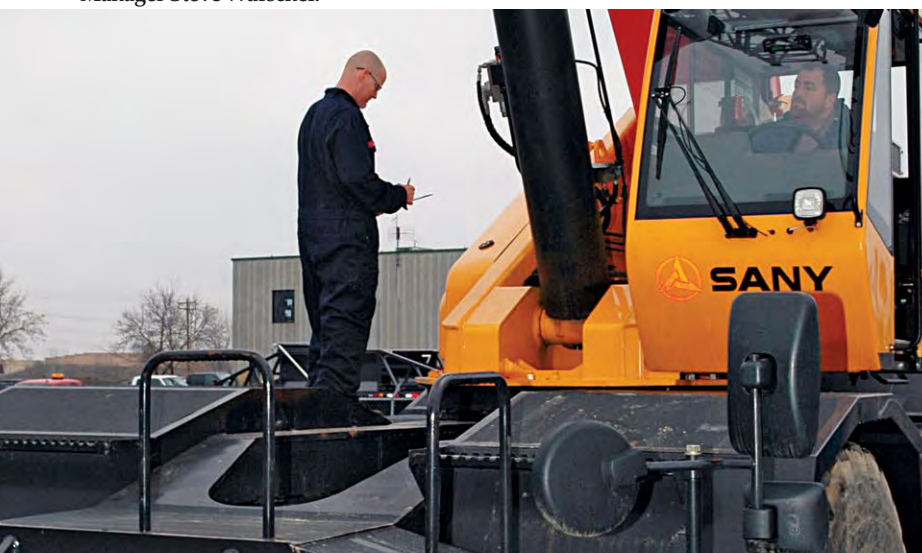
the expertise to ensure customers are getting the proper machine for their application. Our staff's experience and knowledge are vast, and once we have the right match, we can help customers plan and execute their picks properly and safely."

In addition to Larry, key personnel include CFO Bob Jesso, as well as Larry's wife, Marian, who's Vice President of Accounting and Administration; his brother Tom, Vice President of Customer Support; and Rental Manager Steve Wurscher. The same management oversees CECO's subsidiary, Cranes of Minnesota, which buys and sells cranes worldwide. Larry and Marian's son, Troy, is Operator/Maintenance Manager. He is a "jack-of-all-trades" for the company, handling troubleshooting, working with operators and inspecting cranes, among other duties.

"Everyone has a defined role, and that's another core strength of ours," said Tom Bistodeau. "We can pool those strengths and come together to define markets, acquire equipment to fill areas of need, and work to ensure customer satisfaction. What it really all boils down to is that we'll do what's necessary to please our customers, whether it's a short-term or long-term rental — with or without an operator — or a sale."

"CECO's service offerings go beyond the initial rental or sale," added Jesso, noting that CECO takes an aggressive approach to preventive service and follows stringent inspection practices. "We prefer to handle maintenance on our machinery, so we have maintenance agreements that take care of the total machine at very competitive rates. We have our own technicians who handle bigger issues, and we'll dispatch them wherever needed. In addition, we

CECO Service Technician/Operator Kevin Kirchner (left) and Head Technician Matt Wlaschin inspect a SANY crane to ensure it's in topnotch shape. "When customers rent from us, they can rest assured they're getting a crane that's ready to perform," said Rental Manager Steve Wurscher.







A customer lifts materials into place with one of CECO Crane's SANY rough-terrain cranes, a 40-ton SRC840, at a jobsite in Wisconsin. CECO also has a 65-ton SRC865XL. "I've talked with several operators on jobsites who have used the SANY cranes and received nothing but positive feedback," said Rental Manager Steve Wurscher. "They say the cranes have excellent lift capacity, even in some tight quarters, and are easy to operate."



Scan this QR code using an app on your smart phone to watch video of CECO Crane's SANY SRC840 in action.

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have solid relationships with companies and manufacturers, so if one of our cranes is somewhere we can't immediately get to, we can call on them to assess it. Service agreements are available for units we sell too, if customers want to go that route."

## Built on relationships

Renting, selling and servicing lift equipment has remained CECO's focus for a little more than a decade since it shifted to offering products and services that "lift loads and lift people," according to its mission statement. Prior to that, it mainly concentrated on dealing in general construction machinery (CECO is short for Crane & Equipment Company), such as earthmovers, from its founding in 1986 until 2002.

CECO cranes can be seen on several jobsites throughout the Twin Cities metro area. Rough-terrain cranes helped in building the new football stadium on the University of Minnesota campus, lifting materials in place for new granite arches at the stadium's entrances. Additionally, a local utility company used a CECO unit to move miles of underground cable and piping for power to the stadium.

CECO rented cranes with operators to help rebuild the Interstate 35 bridge in Minneapolis after its collapse several years ago. They picked and placed concrete forms, as well as scaffolding and other materials.

Beyond the Twin Cities, the company has machines on a wide variety of jobsites throughout the United States and Canada, including numerous units on wind-power and other energy projects in Minnesota, Iowa, Wisconsin, Texas, California and Quebec, among other states and Canadian provinces.

"This is a relationship industry, and much of our business comes from customers we've worked with on a repeat basis for many years," said Tom Bistodeau. "Why? Because they trust us to deliver at fair, honest and reasonable rates, and because we do, customers continue to call us back. To illustrate, I had someone call about providing service. They had tried other places, and either didn't get an answer or a call back or they believed the rates were way out of line. We worked to meet their need on one crane, and through the years, that's turned into multiple rentals. We have several similar stories."

"Another example is a sale we made to a customer in Kuwait, who bought some units from us sight unseen," added Larry. "Because of our relationship, they knew we would deliver the cranes they needed with the assurance the equipment would be thoroughly inspected and ready to perform from the get-go. Customers don't make a deal like that

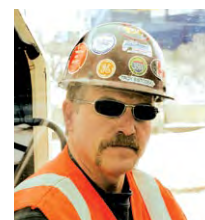
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Tom Bistodeau,  
Vice President of  
Customer Support



Marian Bistodeau,  
Vice President of  
Accounting and  
Administration



Troy Bistodeau,  
Operator/  
Maintenance  
Manager



# Customer demand fuels growth

... continued



Steve Wurscher,  
Rental Manager

without confidence in the company they are buying from. I believe that says a lot about who we are and our reputation."

## Adding SANY rough-terrain models

CECO Crane's inventory includes a wide range of sizes, among them two new SANY models — a 40-ton SRC840 and a 65-ton SRC865XL — it recently purchased from Road Machinery & Supplies with the help of Territory Manager Jeff Bistodeau, who is Larry and Marian's other son. Both rough-terrain models, the SRC840 has a maximum tip height of 110 feet, and the SRC865XL nearly 143 feet. CECO is also in the process of purchasing a 500-ton SANY.

CECO Crane recently added two SANY cranes to its fleet, including a 65-ton SRC865XL, seen here at its yard in Shakopee, Minn.



"We first looked at SANY a couple of years ago at CONEXPO, and we were impressed with the product and SANY's commitment to the North American market," said Larry Bistodeau, noting that SANY is relatively new to North America. "But you can't get a true picture of a crane until you see if it performs the functions it was designed for. I talked with a company that has several SANYs, and they reassured me that their cranes were performing to their expectations and beyond. That made the decision to buy SANY easier, so we decided to add those cranes to our fleet."

"I've talked with several operators on jobsites who have used the SANY cranes and received nothing but positive feedback," added Wurscher. "They say the cranes have excellent lift capacity, even in some tight quarters, and are easy to operate. We're very pleased with them, and that means we're looking at additional units as needed."

Larry said that another reason he was confident in adding the SANY cranes was CECO's longstanding relationship with Road Machinery & Supplies. "I go way back with RMS. In fact, I worked there for years before starting my own company and am pleased that Jeff has followed in my footsteps. Like us, RMS has always stood behind their equipment. They carry the top manufacturers in the industry, so the fact that they took on the SANY line further reassured us that it was a quality product."

## Growing with demand

CECO Crane is looking to add to its fleet based on demand, which continues to grow as the economy improves and the energy markets grow.

"I can foresee us nearly doubling our fleet within the next few years," predicted Larry Bistodeau. "Much of the growth will depend on our customers and their needs. As we do, we'll seek out the best-quality cranes available. During the past few years, our focus has mainly been adding new equipment, but if we find quality used pieces that make sense, we'll consider acquiring those. It all comes down to whatever is best for our customers, because ultimately they're the reason we're in business. If we continue to take care of them, they'll continue to take care of us." ■





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## AN EASY WAY TO SAVE MONEY

### For a better bottom line, Komatsu says shut your machine off rather than idle it

Have you ever heard an operator say, “It costs more to shut my machine down and restart it than it does to just keep it running.”? It’s a common misconception that actually costs machine owners in terms of fuel and excessive machine wear.

“Idling is often a habit that’s been part of the equipment user’s culture for years,” said Ken Calvert, Komatsu Director of Product Support Systems. “Komatsu wants to change that culture, so for nearly two years we’ve worked to raise awareness of the costs and consequences associated with excessive idling. In nearly every case, it would be better to shut the machine down when it’s not in production.”

Here’s an example. Studies show the industry average idle time is almost 40 percent. That means if a machine is traded in at 10,000 hours, the owner really only got 6,000 hours of actual production from that unit. If the machine hadn’t idled those other 4,000 hours away, the owner could have continued to use it for another two years or so, or could have gotten a much better trade-in price at 6,000 hours rather than 10,000.

To counteract that waste, Komatsu launched a wide-ranging “No Idle Initiative” in 2012, working with about 1,200 Komatsu users to show them tangible ways to lower idle time.

“Much of the program was geared toward operators, because they are on the front lines when it comes to how much a machine idles,” said Bob Post, Director of Marketing. “We wanted to raise their awareness so they understand excessive idling can be detrimental in several ways. It puts unnecessary hours on a machine, which means faster service intervals, increased wear and tear, and warranty hours that expire faster. Excess idling can ultimately lower resale value because a machine may have hundreds even thousands of extra hours on it.”

#### Aiming for 20-percent reduction

The main goal of the No Idle Initiative was a 20-percent reduction compared to participants’ previously measured idle times. Each participant received promotional materials, such as hats and key-chain tags, to raise awareness of the campaign.

Using KOMTRAX remote machine-monitoring technology on Tier 3 and Tier 4 Interim machines, Komatsu tracked overall hours and idle time. Monthly reports showed participants’ progress during the four-month campaign.

“KOMTRAX provides a host of valuable information, such as fuel consumption, machine location and functions,” said Calvert. “Those are all very good tools to help customers track their equipment, but one indicator that’s often underutilized is productive versus nonproductive hours. KOMTRAX shows equipment owners their machine hours and

*Continued . . .*



To help equipment users save money and get more from their equipment, Komatsu launched a “No Idle Initiative” that encouraged equipment users to shut their machines off when they’re not producing.

# KOMTRAX tracks machine idle time and more

... continued

## No Idle Initiative Award Winners

- Alliant Energy Lansing \*
- DeCook Excavating \*
- Gridor Construction Inc. \*
- Holland Contracting \* +
- Hoover Construction Co \*
- Jensen Construction \*
- JW Ready Mix and Construction \*
- Knopik Crushing \*
- Kraemer Mining & Material \* ♦
- Leichty & Son Construction \*
- Norris Asphalt \*
- Overland Systems \*
- Pickett Salvage \*
- Ramsey Excavating \* +
- Shine Bros Corp \*
- Southern Minnesota Construction \*
- Sunram Construction, Inc. \*
- Total Excavating LLC \*
- Ulland Bros - WI & IA \*
- Ulland Bros - MN \*

\* Most Improved + Top 20  
♦ Best of the Best

Mike Strom (left) of Kraemer Mining & Material and RMS Territory Manager Gordon Johnson traveled to the Komatsu Demonstration and Training Center in Cartersville, Ga., where Strom received a "Top 20" award for achieving one of the highest idling reductions in Komatsu's No Idle Initiative.

the percentage of those hours at idle. Owners can use that information to train operators in practices that will lower unproductive hours."

Komatsu recognized 284 of the 1,200 participants as "Most Improved" for showing a 20-percent or more reduction from their baseline idling rate for at least two months. Of those, Komatsu named a "Top 20" for showing the highest percentage reduction in idling. In another category, 69 participants achieved "Best of the Best" by reducing their overall idle time to 15 percent or less. Winners in the Top 20 and Best of the Best were invited to a special Demo Days



Al Ramsey of Ramsey Excavating (left) accepts a "Top 20" plaque from RMS Territory Manager Phil Major as part of Komatsu's No Idle Initiative.



RMS Territory Manager Phil Major (right) presents Greg Theisen of Gridor Construction with a plaque recognizing his company for reducing idling time by 20 percent or more.

event at Komatsu's Training & Demonstration Center in Cartersville, Ga. They were honored during a special ceremony and invited to be part of a panel discussion about their experiences and success in reducing idle time.

"We consider this 'socially responsible marketing,'" said Post. "What that means is showing customers ways they can save money and put more dollars in their pockets. At the same time, it raises a level of awareness when it comes to the environment. Less idle time means less fuel used, resulting in lower emissions."

Calvert added, "The reaction to and result of the No Idle Initiative exceeded our expectations. We experienced success from an awareness standpoint, but more important, most participants saw tangible results. It was really a story of empowerment and economic benefit for equipment users. They took control of reducing idle time, and greatly helped their bottom lines."

## A goal of less than 10 percent

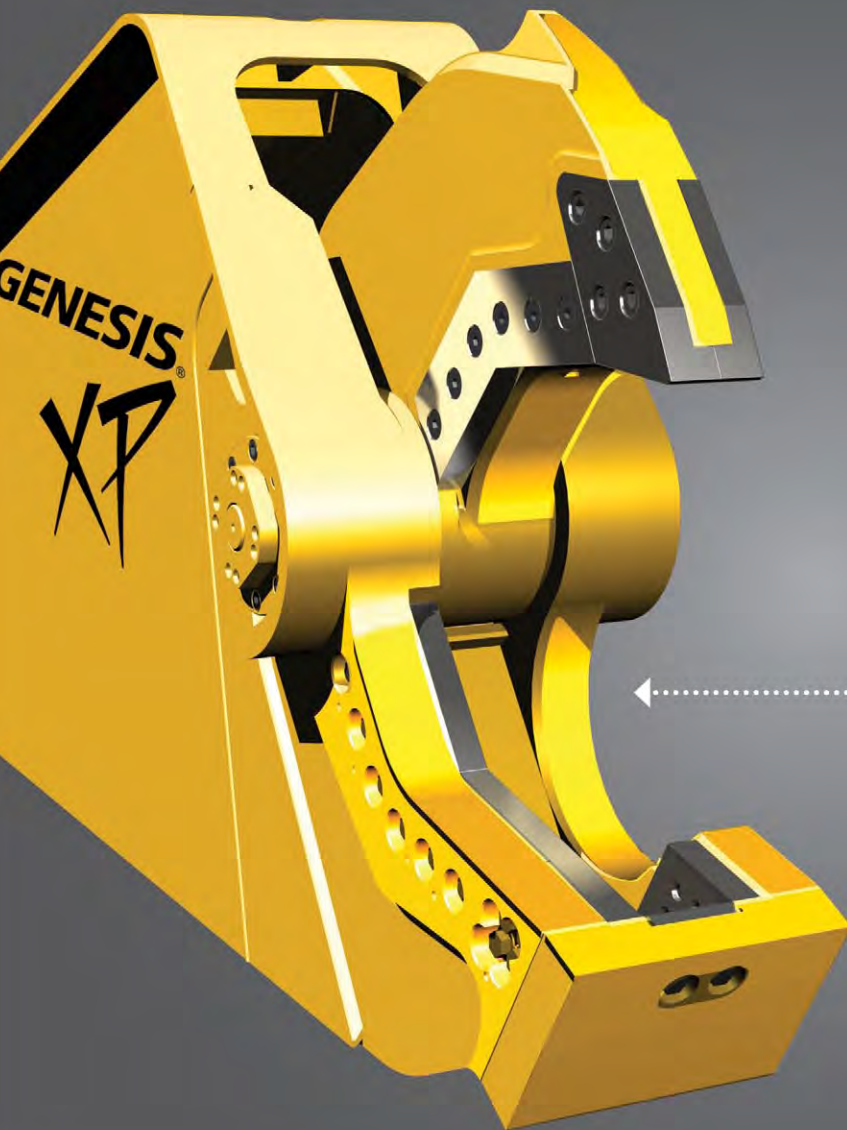
Like the participants in the No Idle Initiative, other Komatsu users with Tier 3 and Tier 4 Interim machines can receive a complimentary, detailed, monthly report with easy-to-read charts and graphs. Included are key items, such as how a machine's idle time compares with the average of all machines Komatsu tracks.

"A simple graph shows owners if their machines are above, below or average, compared to the national average," said Calvert. "Zero idle time is probably unrealistic, because there are situations, such as cold-weather work and machine start-up, that require it. But, even those times can be drastically cut. Ultimately, we want users to have less than 10-percent idle time. A proactive approach and vigilance in tracking machines using technology such as KOMTRAX can easily achieve that goal." ■

Sunram Construction's Lee Sunram (left) received a "Most Improved" award from RMS Territory Manager Phil Major for reducing equipment idling time by 20 percent or more.







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# TRUST FUND SHORTAGE

## AED report shows more fuel-efficient vehicles are affecting transportation revenue

A study commissioned by the Associated Equipment Distributors (AED) highlights the negative effect of today's higher-mileage vehicles on the federal Highway Trust Fund (HTF), and without a change in funding it, a shortfall of \$365 billion will occur during the next 23 years. The main funding source for the HTF is an 18.4-cents-per-gallon tax on fuel, which hasn't been raised in two decades.

During that time, Corporate Average Fuel Economy standards have risen, and new standards will continue to push gas mileage

even higher. The greater fuel efficiency means fewer fill-ups and, in turn, less revenue for the HTF. To fund recent shortfalls, Congress has dipped into the general budget to prevent cuts in transportation-related projects.

"HTF revenues are inadequate to support today's road and bridge spending levels, which are already well below what's needed to maintain the Interstate system's performance," said Christian Klein, AED Vice President of Government Affairs. "As part of the broader tax and budget reform debate, Congress needs to do something bold to put the program back on solid footing."

Another report from the Congressional Budget Office showed similar results. According to the CBO, the fund will be bankrupt by fiscal year 2015, or a year after the current highway funding bill expires. By 2023, it projects an annual shortfall of \$92 billion.

### Possible fixes

AED's report suggested possible solutions, including increasing the gas tax to 25 cents per gallon and indexing it to future inflation. That would raise \$167 billion above current spending requirements during the next 20 years. The report also looked at ways to implement a vehicle mileage-based user fee.

"We hope Congress will take these findings to heart and act quickly to identify new revenue streams for the road program," AED President and CEO Toby Mack said. "Highways are the arteries of commerce and the arteries are clogged. The longer lawmakers wait to tackle the problem, the worse it will get and the harder it will be to fix." ■

A study by the Associated Equipment Distributors (AED) projects a shortfall in the federal Highway Trust Fund (HTF) during the next 23 years, due to the introduction of higher-gas-mileage vehicles. The main funding source for the HTF is a tax on fuel.







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# SEEKING A LONG-TERM STRATEGY

## President's transportation plan sheds light on needs for infrastructure investment



**Stephen E. Sandherr,**  
Chief Executive Officer  
of the Associated  
General Contractors

*This article is a response by Stephen E. Sandherr, CEO of the Associated General Contractors of America, to the release of President Obama's Infrastructure Investment Plan.*

**Stephen E. Sandherr,** Chief Executive of the Associated General Contractors says the President's call for more infrastructure investment is good, but he should also focus on long-term solutions to eliminate funding shortfalls.

President Obama is right to continue to focus on the nation's significant, and growing, infrastructure needs. As he noted in his State of the Union address, the condition of many of the nation's aging bridges, highways, and other essential infrastructure is unacceptably poor.

And he is absolutely right to point out the need to identify sources of revenue for transportation investment, including from the private sector.

We look forward to working with the administration as it acts on the key measures in the President's plan that were already authorized by last year's transportation law and require no additional legislation, including the federal infrastructure loan program known as TIFIA, and cutting the length of regulatory reviews by at least 50 percent.

There is no reason it should take federal officials nearly a decade on average to decide

whether to allow or deny new infrastructure projects, for example.

While we are encouraged by the President's consistent focus on infrastructure, we hope the administration will expend as much energy identifying ways to address the long-term funding challenges that threaten significant cuts in federal transportation investments over the coming years. Instead of just focusing on one-time investments, we need to address an estimated \$76 billion in federal transportation funding shortfalls projected during the next six years.

That is why we will work with congressional leadership and administration officials to craft long-term transportation measures that address funding shortfalls. The ultimate goal must be to craft reliable multi-year legislation that puts us on a path to repairing and expanding the nation's transportation infrastructure so it can continue to support robust economic growth for years to come. ■







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100<sup>TH</sup> ANNIVERSARY

# MILE MARKER MILESTONES

## Lincoln Highway, Federal Highway Program hit century mark

This year marks a milestone in U.S. road transportation history with the 100th anniversary of the Lincoln Highway. Formally dedicated in October of 1913, the Lincoln Highway was not only the nation's first cross-country automobile road, but the first national memorial to President Abraham Lincoln.

The Lincoln Highway became known as "The Main Street of America" as it spanned across the United States, running east to west from Times Square in New York to Lincoln Park in San Francisco. Though its route has been changed numerous times throughout the past 100 years, the Lincoln Highway has passed through more than 700 cities and towns in 14 states. Counting its original route and realignments through the years, the Highway has totaled 5,869 miles.

This year marks the 100th anniversary of the Lincoln Highway, which was the first east-west, cross-country automobile road. It ran from Times Square in New York to Lincoln Park in San Francisco and was an inspiration for the future Interstate highway system.

The century mark of the Lincoln Highway comes just a year after the Federal Highway Program reached its 100th year. It was established in August of 1912 by President William Taft when he signed the Post Office Appropriations Act, creating the first federal-aid post road program. The Act allocated \$500,000 to improve roads for mail delivery, and became a model for the Federal Aid Road Act of 1916, which officially established the federal highway program.

Inspired by the Good Roads Movement of the time, which advocated for better transportation systems than dirt and gravel roads, The Lincoln Highway proved so successful that it in turn inspired other road development. Cities and businesses along the Lincoln Highway saw great economic benefits, leading others to seek new roads in their areas. Subsequent routes included the Yellowstone Trail, the Dixie Highway, Jefferson Highway and Victory Highway.

All became well-known, but probably none more so than the famous Route 66. Immortalized in song by the likes of The Rolling Stones, Chuck Berry and others, and portrayed in a popular television show in the early 1960s, Route 66 has also been dubbed "The Main Street of America" and "Mother Road."

Established in 1926 and covering nearly 2,500 miles from Chicago to Los Angeles, Route 66 passed through Illinois, Missouri, Oklahoma, Texas, New Mexico, Arizona and California. Those along its path also saw economic benefit, even during the Dust Bowl and Great Depression of the 1930s.

### Spark for Interstate system

Perhaps the Lincoln Highway's greatest inspiration though was sparking the idea







The nation's Federal Highway Program turned 100 last year, and the U.S. continues to work to rehab, rebuild and construct new roads. Today's annual spending on such projects is near what the entire Interstate system cost to build.

of the nation's Interstate highway system that covers more than 46,000 miles. Not long after the Lincoln Highway was established, a Lt. Col. named Dwight Eisenhower set off west from Washington, D.C., as part of the Army Transcontinental Motor Convoy in 1919. It connected with the Lincoln Highway in, of all places, Gettysburg, Pa., in July.

While the highway was an improvement on older roads, it still wasn't anywhere close to the standards of roads that have been built during the past century. Those who traversed the Lincoln Highway in its early days could attest to its potential perils and pitfalls. A 1916 written guide suggested it might take up to a month to drive the entire route, and without many services along the way, camping equipment was recommended. Gas stations were few and far between, and it was recommended that motorists carry shovels, chains and various other items. If they encountered water in an area where there was no bridge, the guide suggested wading in to determine its depth before driving through.

Eisenhower and the Army convoy faced those obstacles as well as others. After two months of tough going, the convoy finally reached its destination in San Francisco. Along the way,

heavy military vehicles got stuck in the mud and broke through bridge decks. Tales of the experience helped spur county bond issues in some places that supported better highway construction.

The trip also convinced Eisenhower that a better national highway system was necessary, although it would be many years before his vision would come to fruition. When he saw Germany's Autobahn during World War II, he realized what the U.S. needed, and eventually pushed for the Interstate system during his presidential campaign in 1952.

"The obsolescence of the nation's highways presents an appalling problem of waste, danger and death," said Eisenhower during the campaign. "A network of modern roads is as necessary to defense as it is to our national economy and personal safety."

Two years into his second term as President, he signed into law the Federal-Aid Highway Act that would lead to what's now known as the Dwight D. Eisenhower National System of Interstate and Defense Highways. It turns 57 this year.

The first contract awarded was for work on Route 66, which would become Interstate 44.

*Continued . . .*



# Miles added, taken away during the past century

... continued

Final cost estimates, done in 1991, put total construction of the Interstate system at close to \$130 billion, with 90 percent of the funds coming from the federal government.

## Annual spending now near entire Interstate total

Today, annual spending on road construction is in the billions. The latest highway bill, MAP-21 (Moving Ahead for Progress in the

21st Century), passed and signed into law last summer, invests \$40 billion for the current fiscal year, and another \$41 billion in the next, which begins October 1 and ends September 30, 2014.

MAP-21 includes \$12 million each year that supports new pavement technologies, sustainable pavement and improvement in pavement design, maintenance and construction. It replaces the previous highway bill that expired in 2009, leading Congress to fund road and bridge construction through short-term continuing resolutions.

Moving forward, Congress is already working to craft the next bill that funds highway construction. In addition to federal dollars, revenue streams such as private investment are being encouraged. That's how the Lincoln Highway got its original funding.

Contributors included Theodore Roosevelt and Thomas Edison, both friends of Carl Fisher, an "automobile entrepreneur" who envisioned a transcontinental highway. He wanted a coast-to-coast rock highway to be completed by May of 1915, estimating the cost to be about \$10 million and began pushing for it in 1912. In July of 1913, the Lincoln Highway Association was established to further promote funding. The organization still exists.

## Celebrations planned

The first section of the Lincoln Highway — from Newark, N.J., to Jersey City, N.J. — was completed and dedicated in December of 1913. Of course, thousands of miles have been added during the last 100 years, and hundreds of miles have been removed during improvements.

Roads also became numbered, dropping names such as the Lincoln Highway and Dixie Highway. Much of the Lincoln Highway became U.S. Highway 30, and portions of Interstate 80 now follow the path of the Lincoln Highway.

This summer, the Lincoln Highway Association plans to celebrate the 100th anniversary with a tour. Groups will start in New York and San Francisco, meeting at the route's midpoint in Kearney, Neb. An international motor tour featuring classic cars is also planned for this summer. ■



Today's Interstates and other highways are vast improvements over the Lincoln Highway and other early roads designed for automobiles. Passed in 1956, the Dwight D. Eisenhower National System of Interstate and Defense Highways turns 57 this year.

Portions of Interstate 80, which ends near the west end of the Bay Bridge in San Francisco, follow the path of the Lincoln Highway.





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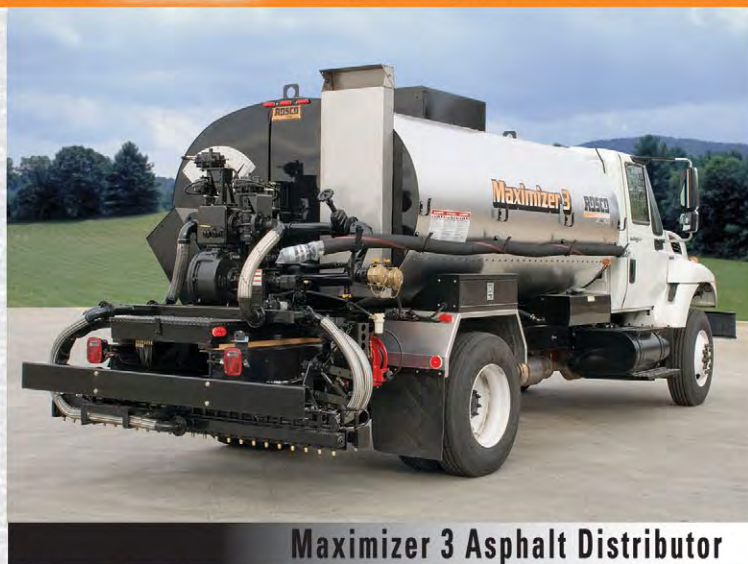


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# D65-17

From Komatsu – The Dozer Experts



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- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## NEW PRODUCTS

# VERSATILE NEW WHEEL LOADERS

**With standard parallel linkage, WA270-7 and WA320-7 provide benefits of two machines in one**

Having one machine that offers the capacity and capabilities of two is a distinct advantage on construction sites. Komatsu's new WA270-7 and WA320-7 wheel loaders provide that, along with improved fuel efficiency compared to their predecessors.

"The Parallel Z-bar linkage of the previous PZ models is now standard on the new WA270-7 and WA320-7, so they replace both the previous Dash-6 models," explained Product Manager Armando Najera. "The

linkage provides an increase of up to 10-percent lift force compared to the older PZ models. Combined with that increased lift force is a significant increase in bucket breakout force, which greatly improves digging performance. The new loaders have all the advantages of the previous models in a more efficient package that meets Tier 4 Interim requirements."



Armando Najera,  
Product Manager

*Continued . . .*

**Brief Specs on the Komatsu WA270-7 and WA320-7**

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-7	149 hp	28,836 lbs.	2.5-3.5 cu. yds.
WA320-7	165 hp	33,731-33,984 lbs.	3.7-4.2 cu. yds.

The new Komatsu WA270-7 and WA320-7 (shown here) wheel loaders feature Komatsu's SmartLoader Logic, which provides optimal engine torque in all applications, as well as hydrostatic transmissions and automatic traction-control that virtually eliminate brake and tire wear.





# New features maximize productivity

... continued

## Smart features reduce brake, tire wear

Like other Tier 4 Interim loaders, the new wheel loaders have Komatsu's SmartLoader Logic, which functions automatically, providing optimal engine torque in all applications. SmartLoader Logic decreases engine torque when the loader isn't working hard, providing greater fuel savings.

"The WA270-7 and WA320-7 have hydrostatic transmissions (HST)," said Najera. "The HST drivetrain delivers dynamic braking, meaning it slows the loader down when the accelerator is released, so brake wear is virtually eliminated. That makes them ideal in start-and-stop types of work, such as material transport in sewer and water and construction jobsites, as well as for pallet loading."

Additional improvements include an automatic traction-control setting, which

adjusts traction to ground conditions, virtually eliminating slipping in slick conditions, saving tire wear and making it simpler for the operator. An S-mode setting is also available for very slippery conditions, such as snow removal.

## Improved cabs

Komatsu improved the operator platforms with lower front glass and a redesigned dashboard for better visibility, and added a standard, rearview camera for increased awareness. Machine features with function-mode settings can be set from the comfort of the operator's seat through the large monitor panel.

"Operators can also adjust third-spool hydraulic flow to attachments through the LCD monitor panel," said Najera. "Because these machines replace previous standard and PZ models, running a variety of attachments, such as different buckets, lift and hay forks, sweepers and many others, will be commonplace. The biggest difference between the two new models is really in terms of the lifting capacity needed, as well as how much space the user has at the jobsite.

"Komatsu designed these loaders with features to maximize productivity," he added. "Another way we do that in our Tier 4 Interim machines is by backing them with Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours by trained distributor technicians.

We encourage anyone who's considering good all-around loaders, to test the WA270-7 and WA320-7. We believe users will find them the most productive and efficient in their size classes." ■

Komatsu's new WA270-7 loader and its big brother, the WA320-7, do the work of two machines in one, using standard parallel linkage that makes them ideal for a variety of applications.





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# PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, 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 engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# GENERATION NEXT

## Komatsu introduces new PC390LL-10 log loader that makes a tough business a little easier

Logging is a tough business. It's tough on equipment and can be tough on an operator. So loggers are always looking for something that can make the job a little easier. That's where the new Komatsu PC390LL-10 log loader comes into play.

"Whether shovel logging, loading trucks, processing logs or sorting them on a mill yard, operators want a comfortable and productive machine," said Komatsu Forest Marketing Director Kurt Moncini. "That's what they get with the new PC390LL-10."

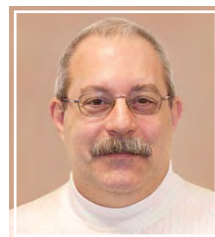
The PC390LL-10 is the first in a new, upgraded line of Tier 4 Interim Komatsu log loaders. Komatsu started with a PC390LC-10 excavator base that features higher horsepower yet lower fuel consumption compared to its Dash-8 counterpart. As with all Dash-10s, it comes standard with KOMTRAX and is covered by the industry-leading Komatsu CARE package of complimentary scheduled maintenance services for three years or 2,000 hours.

"On top of those standard Dash-10 machine features, we've also made a number of forestry-specific modifications to the PC390LL," noted Moncini. "They include a swing system and undercarriage components from the next-size larger excavator, a PC490, as well as an upgraded revolving frame and final drive."

"Another big change loggers are noticing is our new Komatsu-designed forestry cab," he added. "It's quieter and more comfortable, thanks to the standard Komatsu cab fit-and-finish, but with stronger doors, windows and guarding for maximum durability."

The new unit is available with a Komatsu-designed, live-heel forestry boom with Komatsu cylinders. These features are designed to improve machine durability and performance.

"We had this machine out on a demo with two different logging companies in two separate states recently, and received extraordinarily positive feedback on it," Moncini reported. "We heard many strong comments regarding the cab, controllability and smoothness, the track power and slope performance, and, of course, the fuel efficiency. In fact, one of the loggers demo'ing it liked it so much, he is considering purchasing it. That kind of response makes us very excited to get the machine out to other logging operations so they can see the Komatsu Forest difference for themselves." ■



Kurt Moncini,  
Komatsu Forest  
Marketing Director

### Brief Specs on the Komatsu PC390LL-10

Model	Operating weight	Net Hp	Reach
PC390LL-10	107,000 pounds	257 hp	42 feet

The new PC390LL-10 from Komatsu Forest is the first in a line of upgraded Tier 4 Interim log loaders. It offers higher horsepower, lower fuel consumption and a host of operator safety and comfort features.





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# TIME-SAVING TECHNOLOGY

## Contractor gets to grade, builds levees faster with Komatsu/Topcon GPS combination

Pruss Excavation is a third-generation family business that does all types of site work, grading and land leveling, including building and capping landfills. Much of its work also centers around water and how to control it.

"My dad started the business in 1968, and I came on-board in 1972," Jim Pruss recalled. "At the time, we did mostly ag-related work, basically making land more farmable through improved drainage and soil-conservation practices. We continue to do farm work, but through the years we've branched out considerably."

"Today, we still perform many drainage-type jobs, building lagoons, wetlands, and dams," said his son, Matt, who joined his dad full time in 2001. "Recently, we've done a substantial amount of levee work for the Corps of Engineers."

Recent Corps projects to rebuild and strengthen the levee system along the Missouri River following flood damage in 2011 have been the company's main focus during the past two years. Pruss Excavation completed a three-mile section earlier this year and is currently building two one-mile-long stretches, moving about 1 million yards of material in the process.

To complete the levee projects, Pruss Excavation added manpower and equipment. Pruss turned to its local Komatsu distributor to augment its fleet with several rented Komatsu machines and Topcon 3D-MC<sup>2</sup> GPS units, including Tier 4 Interim D65PX-17 and D65WX-17 dozers, which come plug-and-play ready for GPS grading technology.

"We're longtime proponents of Topcon GPS grading, because it's proven to us to be the best technology in the marketplace," said Matt Pruss, noting that Pruss Excavation uses a twin antenna system with its Topcon grading units. "We've used GPS grading for more than a decade, starting with another brand before switching to Topcon several years ago. It's very user-friendly and a time and money saver. In most cases it cuts finish-grading time in half. On these levee jobs, it's probably saved us weeks, if not months of time."

"It's excellent," stated Operator Tavis Trujillo. "I've been grading with Topcon for about five years, and it's very easy to use. I like that I can quickly manipulate the model in the field, if necessary. Topcon certainly makes a difference when it comes to speed and accuracy." ■

Pruss Excavation uses Topcon GPS grading equipment and Komatsu dozers as part of its levee rebuilding projects. "We're longtime proponents of Topcon GPS grading because it's proven to us to be the best technology in the marketplace," said Vice President Matt Pruss. "On these levee jobs, it's probably saved us weeks, if not months of time."



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# ADDED-VALUE MACHINE TECHNOLOGY

## VP: Komatsu's "intelligent" machines are about to get even smarter

**QUESTION:** During the past few years, Tier 4 Interim standards were implemented across the lineup of construction and mining machinery Komatsu offers. What are the results?

**ANSWER:** Our Tier 4 Interim implementation has been highly successful, with improved quality across the board. Komatsu made a conscious effort to go beyond just meeting the mandated emissions-reduction standards. Through customer input and our own research and development, we built upon the already-proven and productive features of our previous Tier 3 equipment. Our extensive engineering and field testing helped us design and manufacture Tier 4 Interim machines that not only lower emissions, but significantly reduce fuel consumption. According to the millions of accumulated hours and the resulting data, we are confident these new models carry on Komatsu's tradition of durability and reliability.

Part of ensuring a machine continues to be productive and reliable throughout its life cycle is taking a proactive approach to service. With Tier 4 Interim, we introduced our Komatsu CARE complimentary maintenance program, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, as well as two Komatsu Diesel Particulate Filter (KDPF) exchanges. Factory-certified distributor technicians do all the work, using genuine Komatsu parts and fluids. Distributors track machines through our innovative KOMTRAX system, and as services come due, they contact the customer to set up a convenient time to perform the work.

**QUESTION:** What's the next step?

**ANSWER:** As we did with Tier 4 Interim machines, we're building from already-proven

*Continued . . .*



**Erik Wilde,**  
Vice President ICT  
Business Division and  
Product Marketing

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

Erik Wilde's responsibilities range from planning and marketing of new products and technologies to developing the necessary training and support materials to ensure their successful launch. That includes new technology built into Komatsu machinery, including Intelligent Machine Control (iMC), such as 3-D machine-control systems. Last year, Komatsu formed an iMC team that provides customer support for machine technology and supports the training and development of Komatsu distributor capabilities in this field.

Wilde has been involved in the transformation to more intelligent and productive machinery during his 16 years with Komatsu. He started in 1997 in the service side of the business, directly supporting customers in positions such as area service manager for Komatsu Mining Systems. After several years in service, he moved into a position as an excavator product manager and, in 2004, he became Director of Product Marketing, which has since evolved to his current role.

"Komatsu's proven yet cutting-edge technologies save customers time and money by making them more efficient and productive, resulting in better profitability," said Wilde. "Innovations like these add value for our customers and, when bundled with excellent support by our distributors, I believe this value-proposition truly sets us apart."



# New technology improves owner's bottom line

... continued



platforms in telematics with added machine intelligence. We're really excited about expanding on our Intelligent Machine Control solutions or iMC. Several years ago, we started developing integrated control systems for construction products, or as they're sometimes known, 3-D grade-control systems, offered by companies such as Topcon. Currently we provide factory-fitted Topcon "plug-and-play" systems on the D51 through D155 and have local options for Trimble-compatible systems. With the full system installed, people recognize these dozers by the mast that's mounted on the blade and the wires that run from the chassis to the blade-mounted mast.

Soon, customers will see Komatsu machines with integrated 3-D control that doesn't require

Erik Wilde, Komatsu Vice President ICT Business Division and Product Marketing, said extensive field testing and research and development of Komatsu's Tier 4 Interim machines helped Komatsu build machines that met emissions standards while increasing productivity and efficiency and lowering fuel consumption. He expects similar results when Tier 4 Final machines begin rolling out soon.



Construction companies are used to seeing machines with GPS grading systems that have masts attached to the blade and external wiring. Komatsu will soon introduce D61EXi-23 and D61PXi-23 dozers that eliminate those items, with control built into the machine.



those external items. Komatsu is introducing D61EXi-23 and D61PXi-23 dozers that have integrated sensors in the cylinders and a rooftop antenna. Inside the cab is an easy-to-use operator interface that not only brings up the design files but interacts with the machine's system controls, including blade control and tractive-effort management. As with the Tier 4 Interim machines, we have extensive customer field testing that shows improved productivity and efficiency, which reduce owning and operating costs and add value. The feedback has been phenomenal.

**QUESTION: Are you working on other new technology?**

**ANSWER:** We're always looking to innovate. Like Komatsu, our customers are on the cutting edge when it comes to technology. They're more mobile than ever before, and with that in mind, we'll soon release a KOMTRAX app for smart phones and tablets that lets customers access critical machine data without having to carry a computer. In addition, quick links to their distributor will automatically connect users to their KOMTRAX coordinator, sales, parts and service representatives, simply by clicking on icons.

It's just part of KOMTRAX's continued evolution. In its earliest days, KOMTRAX offered basic information, such as hours and machine location. Through the years, it's become an even more valuable fleet-management tool that provides comprehensive information, including how a machine is being used, its productive hours versus idle time, fuel consumption, eco guidance that provides operators tips for reducing fuel, and a host of other offerings.

**QUESTION: What's on the horizon for Komatsu?**

**ANSWER:** Tier 4 Final regulations, which further reduce emissions, actually begin this year with compact equipment and will start to be implemented on 175- to 750-horsepower machines in 2014. In 2015, machines in the 76- to 174-horsepower range will need to transition. Komatsu's Tier 4 Final platform will be based on our proven Tier 4 Interim solutions and will deliver on our commitment to quality and reliability. By 2018, we will have completely refreshed our fleet. ■



✓ **Dan Bushman**

Bushman Transport & Excavating, Inc.  
Cedar Rapids, IA

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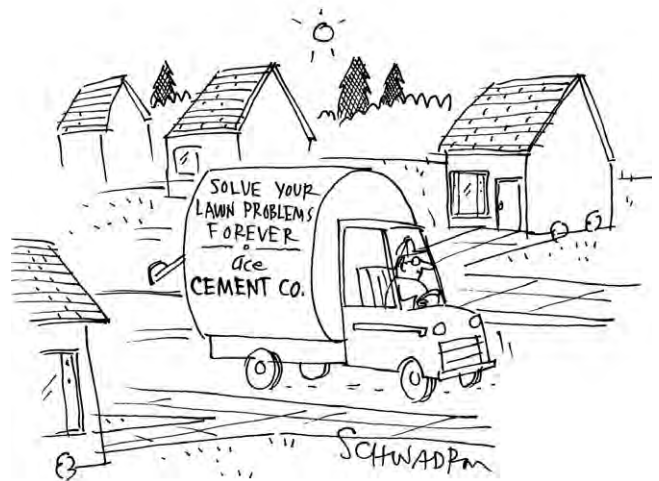


## SIDE TRACKS

### On the light side



"Sorry, Caldwell. My new cell phone has a 'stun gun' app."



### Did you know...

- *Rafflesia Arnoldii* is the largest flower in the world and can grow as big as an umbrella.
- The first Ronald McDonald was Willard Scott in 1963.
- Alaska has more than 5,000 earthquakes a year.
- Oak trees are struck by lightning more than any other tree.
- The speed of a typical raindrop is 17 miles per hour.
- The yo-yo originated as a weapon in the Philippine Islands during the 16th century.
- The most used letter in the English alphabet is 'E', and 'Q' is the least used.
- The onion is named after the Latin word 'unio' meaning large pearl.
- The bark of an older redwood tree is fireproof.
- A single cup of gasoline, when ignited, has the same explosive power as five sticks of dynamite.

### 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. I B D \_ \_ \_ \_
2. T T O R C C A N \_ \_ \_ N \_ \_ \_ \_ \_
3. T E I T G N L \_ \_ \_ \_ \_ G \_
4. M I A T T S E E \_ \_ \_ \_ I \_ \_ \_ \_
5. O D N B \_ \_ \_ \_ \_





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## NEW FACES

# CHUCK GALLAGHER

## New General Manager, Iowa Operations, brings decades of equipment experience to RMS

Chuck Gallagher recently joined Road Machinery & Supplies as General Manager, Iowa Operations, bringing with him more than 30 years of experience in business management, the last 13 in the construction equipment industry. He was a product support manager for a six-location dealership, and he's also served as used equipment manager, branch manager and sales manager.

"I've performed or been involved with every position in a dealership branch," said Gallagher, who also worked in management for large retailers, with experience in writing business and marketing plans, including one that encompassed 42 branches in the upper Midwest.

"I have been on sites with field techs in the snow, rain, heat and cold, and I've fielded 2 a.m. calls for needed equipment and parts. I have been on projects and at the rental counter, helping customers solve problems that stand in the way of their production. I understand the sacrifices they make, and those our team members make to ensure our customers are well-cared-for. This is a people business, and I realize we have great customers and staff members who work hard providing for their customers, their companies and their families."

### Building relationships

Gallagher heads up operations of Road Machinery's Iowa branches in Des Moines, Cedar Rapids and Sioux City, replacing Larry Smith, who retired in March. "I'm responsible for building a team of dedicated people who ensure we provide the highest level of customer service," said Gallagher. "I work with our sales team and manufacturers to make certain we recommend the right machines for our customers' applications and expectations. We want to grow our business through great relationships."

"Road Machinery's aim is to gain customer loyalty," he added. "Our customers want to partner with a vendor that cares as much about their projects, their people, their safety and their livelihood as they do. By providing great customer service, we create the best place in our markets to work and do business. As a company, we have the same philosophy about our employees, and if we take care of both our customers and employees, the best of both will seek us out."

Building solid relationships is important to Gallagher, who says he's been surrounded by great people throughout his career. His passions

*Continued . . .*

Chuck Gallagher, General Manager, Iowa Operations, brought more than 30 years of experience in business management when he joined Road Machinery & Supplies. "I am honored to join this team and assist them in achieving all we can through great customer experiences," said Gallagher.





# Creating great customer experiences

... continued

include seeing team members achieve new levels in career growth and personal achievement. He enjoys the challenge of helping others do things they may not have thought possible, and Gallagher sees himself as a resource to staff and customers, and offers both open communication.

"RMS has exceptional people, and every location is well-represented by experienced staff members who genuinely care about serving the needs of our customers and each other," said Gallagher. "I learned that first-hand, through a business dealing I had with (COO) Dave Johnson

and (Used Equipment Manager) Scott Kropikwa about a year ago, when I worked for another company. I realized I had a business ally, and I thought to myself that if the right opportunity arose to be part of the RMS team, I would apply for it. I am honored to join this team and assist them in achieving all we can through great customer experiences."

Chuck and his wife, Nicola, have five children. He enjoys spending time with his family, including camping, carpentry and special projects with his sons. ■

## Smith enjoying retirement after long career in equipment industry

After more than 40 years in the equipment industry, Larry Smith retired March 1. Smith's career actually began while still in college, as he worked in parts for an agricultural equipment dealer in his home state of Michigan.

"I grew up on a dairy farm, so I had been around equipment," said Smith. "After graduating, I went to work as a factory rep for an equipment manufacturer, and went back to school. I worked on the finance side of the business for several years, then became a factory rep again, covering Michigan and northern Indiana. The company kept moving me west, which eventually led me to Iowa to oversee a couple of branches."

Larry and his wife, Sandy, settled in Iowa, and in 1999 he was named Road Machinery & Supplies' Sales Manager, Southern Operations. "I really believe the diversity of my experience set me up well to take that leadership position for RMS, and it also helped when it came to working with customers. It helped me understand their businesses and work with them to find the right machine for their applications. That interaction with customers was really one of the most enjoyable aspects of the job."

Another was showing customers appreciation, according to Larry, who along with Product Support Manager Craig Alcott, organized Road Machinery's Adventure Tour motorcycle ride. Larry isn't giving that up just yet. For this year, anyway, he's still going to lead



Larry Smith, longtime Road Machinery & Supplies Sales Manager, Southern Operations, poses with his new Victory motorcycle. Smith retired in March after more than 40 years in the equipment industry, the last 14 with RMS.

the bikers on their annual July trek. He'll have a new bike, a Victory, on this year's ride.

"It's always been a pleasant experience," said Larry. "It gives me an opportunity to thank customers and my fellow co-workers at RMS for their support through the years. I really appreciate it."

Larry also appreciates his free time these days, spending it with his wife, son and daughter-in-law and two grandchildren. He also likes to read and spend time on some land the Smiths have in southern Iowa. ■



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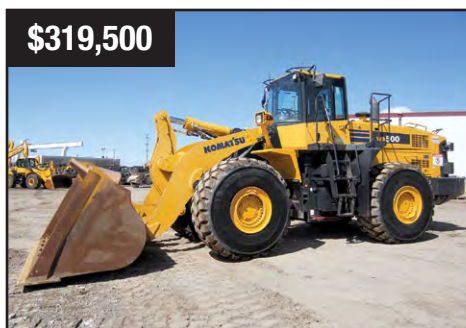
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**\$69,500**

**2007 VOLVO DD138HFA,**  
2,117 hrs., s/n 193047



**\$58,400**

**2013 LOAD KING 2060s (six available), 26 cu. yd.,**  
air-ride suspension, third axle, 42' length

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



2006	HYUNDAI ROBEX 450LC-7	2,736	NB0310040	\$179,000
2006	HYUNDAI ROBEX 210LC-7	1,054	N60614055	\$94,500
2010	KOMATSU PC350LC-8	3,300	A10082	\$291,900
2006	HYUNDAI ROBEX 210LC-7	3,194	N60614388	\$136,500
2006	HYUNDAI ROBEX 320LC-7	4,621	N90110519	\$118,500
2004	KOMATSU PC160LC-7	6,873	K40228	\$79,800
2006	KOMATSU PC308USLC-3EO	5,026	30026	\$152,500
2005	KOMATSU PC160LC-7KA	3,709	K40465	\$97,600
2001	KOMATSU PC400LC-6LM	10,891	A85389	\$69,000
1998	KOMATSU PC750LC-6A	15,000	10121	\$95,000
1998	KOMATSU PC750LC-6		10122	\$95,000
1996	KOMATSU PC75UU-2	6,342	11593	\$23,500
2003	KOMATSU PC400LC-6LM	10,349	A85326	\$74,500
2008	KOMATSU PC200LC-8	2,661	A89083	\$139,000
2005	KOMATSU PC200LC-7L	2,470	A87188	\$105,000
2007	KOMATSU PC200LC-8	3,349	A88389	\$139,500
2008	HYUNDAI ROBEX 250 LC-7A	1,059	N70410143	\$147,000
2006	HYUNDAI ROBEX 360 LC-7	2,664	NA0110786	\$112,000
2007	HYUNDAI ROBEX 450 LC-7A	1,760	NB0310100	\$167,000
2008	HYUNDAI ROBEX 80-7	382	N10210183	\$59,000
1995	KOMATSU PC200LC-6	9,962	A81340	\$45,000
2004	KOMATSU PC200LC-7	5,353	C50285	\$93,840
2003	KOMATSU PC400LC-6LM	10,751	A85384	\$65,000
2006	KOMATSU PC220LC-8	6,754	A88265	\$154,800
2001	KOMATSU PC300LC-6	20,017	A84652	\$65,000

## CRAWLER DOZERS



2008	KOMATSU D61PX-15EO	1,475	B45768	\$162,500
2012	KOMATSU D155AX-6	1,777	81349	\$449,000

## WHEEL LOADERS



2005	KOMATSU WA250-5	7,841	70708	\$67,000
2011	KOMATSU WA500-6	2,869	55774	\$319,500
2010	KOMATSU WA200-6	1,666	70836	\$105,000
2006	HYUNDAI HL740-7	4,081	LF0110660	\$77,550
2005	HYUNDAI HL757-7	1,990	46402025	\$86,300

## CRANES



1977	MANITOWOC 4600		46379	\$425,000
2005	TEREX HC80	6,498	AC4123	\$399,000
2000	POTAIN H40/27C		86241	\$69,500
2006	POTAIN IGO 50		402161	\$145,000
2004	POTAIN IGO MA13		99022	\$49,500

## FORESTRY EQUIPMENT

2000	TIMBCO T425D	13,506	AT4C-1801-062600	\$79,500
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## COMPACTORS



2006	DYNAPAC CA121PDB	681	60311412	\$57,500
2007	VOLVO DD138HFA	2,117	193047	\$69,500
2008	STONE SD43	217	102008004	\$27,500
2008	VOLVO SD77DX	375	197968	\$77,500
2007	INGERSOLL-RAND SD45DF	145	193583	\$39,500
1993	INGERSOLL-RAND SD100F	4,055	8836	\$30,000
1996	WACKER RD880V	900	024030	\$3,900
2009	VOLVO SD45D	64	201052	\$53,800
2008	VOLVO SD45D	568	199389	\$47,000
2008	VOLVO DD24	1,190	196345	\$27,500
2005	INGERSOLL-RAND DD118HF	1,771	185186	\$59,500

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**\$129,000**

**2007 MASABA 8x14,**  
s/n 200722



**\$105,000**

**2005 KOMATSU PC200LC-7L,**  
2,470 hrs., s/n A87188

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



2005	LEEBOY 8816	1,482	42660	\$65,000
2003	LEEBOY 8500 ELITE HD	2,700	3248	\$32,500
1980	GOMACO GP2500		MC11186-25	\$35,000
2004	BLAW-KNOX PF4410	4,700	180078	\$98,500
1999	LEEBOY 8500T		10650-003995	\$17,600
1997	BLAW-KNOX PF5510	12,000	551019-11	\$39,899
1999	GILCREST PROPAVER 413	608	026162	\$3,950
2002	LEEBOY 8500 HD	1,665	8500T-3077	\$36,500
1997	BLAW-KNOX PF5510	6,729	551017-16	\$40,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000

## AGGREGATE EQUIPMENT

2007	MASABA 8x14		200722	\$129,000
2005	KPI CS4233H	3,082	405461	\$159,000

## TRAILERS

2013	(6) LOAD KING 2060s, 26 cu. yd., air-ride suspension, third axle, 42' length			\$58,400
1993	LOAD KING, 20 cu. yd., 60,000 lbs., 105" height, 38' length		17914	\$19,500
2002	TRAIL KING, tires/brakes are fair, spring ride		40316	\$27,850

## FORK LIFTS



2002	CROWN 30WRTT15	NA	30WRTT152	\$9,450
2006	LULL 1044C-54	4,897	160023639	\$63,600
2004	LULL 9.44E-40	3,727	160003411	\$46,500
1997	GEHL 562		JN109105	\$15,000
2008	SKY TRAK 10054	2,096	0160034184	\$82,500

## ATTACHMENTS

2004	BLAW KNOX GENSET, new	551030-83	\$4,500
2000	SURESTRIKE 6000 for excavator or loader	6001	\$87,500
2006	ROTOBEC rotating grapple for PC78	740450	\$4,500
2008	ROTOBEC clamshell grapple w/elec. rotation control	935568	\$9,500
2007	KINSHOFER multi purpose grapple with HPX, new	RG09834	\$5,900
2007	EMPIRE pin-on forks, new, 3" x 8" x 84" tines		\$8,500
2007	KINSHOFER A08HPX-50 clamshell grapple	SG03778	\$9,500
2007	LEMAC heavy-duty bucket, 72", 4.05 cu. yd.	K0737	\$13,700
2007	PEMBERTON 60" HL740 forks	UF239960507	\$5,150
2006	PEMBERTON 60" HL740 forks	UF2037600905	\$4,310
2007	EMPIRE pin-on forks for WA380	006664	\$8,135
2005	BLAW KNOX truck hitch, fits PF5510, PF3200, PF2181		\$3,500
2002	JRB 8.5-cu.-yd. rock bucket for Komatsu WA600	0102-84434	\$9,000
2009	KOMATSU 4-cu.-yd. GP bucket for KOMATSU WA380	2273	\$7,350
	Grapple for Komatsu PC400, 5-4 tines	802A	\$14,000
2007	KOMATSU 3.7 cu. yd. stock pile for Komatsu WA320	a/004107-KMX5069	\$6,405
	ENTEK .90 cu. yd., 36" bucket for John Deere 160	12528	\$3,500
2002	EMPIRE sand bucket for Komatsu PC600	315694	\$5,000
1994	NPK plate compactor for PC200	07991	\$7,380

## MISCELLANEOUS

1998	ALLMAND BROS NIGHT-LITE PRO	1,670	9810NLP41	\$3,200
2009	KOMATSU WB156-5		A63093	\$38,000
2007	KOMATSU HM400-2	5,475	2207	\$310,000
1985	LIEBHERR R972HD	8,861	219-0814	\$47,500
2010	DEERE 323D	800	189893	\$33,000

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