

HALLETT DOCK COMPANY

Focus on customer satisfaction,
location equals success for Duluth, Minn.,
commodities handler



Mike McCoshen,
President

Steve Sykes,
Treasurer

Clyde Jago,
Secretary

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Komatsu
machines
offer greater
efficiency
and lower
operating costs**



Dear Valued Customer:

It's been said before, but it bears repeating: Komatsu is the leader in innovative equipment designed to increase efficiency and lower your operating costs. In this issue of your RMS Road Signs magazine, the spotlight turns to Komatsu's latest offering, the PC210LCi-10, the world's first *intelligent* Machine Control excavator.

In 2013, Komatsu introduced its first *intelligent* Machine Control dozer and subsequently added more models to the lineup. Now, the PC210LCi-10 joins the family. The excavator semi-automatically limits overexcavation and traces the target surface for greater accuracy and reduced material costs.


Moving material as efficiently, productively and cost-effectively as possible is every company's goal. Komatsu wants to further reduce your owning and operating costs, so it includes complimentary scheduled maintenance for the first three years or 2,000 hours on Tier 4 machines under the Komatsu CARE program.

All equipment in the *intelligent* Machine Control family is covered under the program, as is the new Tier 4 Final HM300-5 articulated truck, which is also featured in this issue. It pairs well with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders for maximum productivity in mass excavation, even in less-than-ideal conditions.

We hope with the busy construction season just around the corner that you will consider these or other machines from Road Machinery & Supplies. We have an extensive lineup of equipment to meet your needs, including moving dirt, mining, forestry, scrap or material handling, lifting or a host of other applications.

If there's anything we can do for you, whether it's equipment sales or rentals, parts or service, 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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HALLETT DOCK COMPANY

Focus on customer satisfaction, location equals success for Duluth, Minn., commodities handler



▶ VIDEO
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Secretary

Nearly 55 years ago, Ernest W. Hallett established Hallett Dock Company in the Duluth-Superior Harbor, making it one of 30 companies under the Hallett Construction Company umbrella. Today, it handles millions of tons of bulk commodities each year, receiving, storing and shipping them to customers from what is the western-most maritime facility on the St. Lawrence Seaway.

"Our focus is, and has always been, on providing the best service in the industry," said President Mike McCoshen. "That permeates throughout the company, from the newest dock worker to our management team. And it's what helped Hallett Dock become one of the most successful bulk-commodity handlers in the upper Midwest."

In addition to McCoshen, Hallett Dock's management team includes Chairman Jerry Fryberger, Treasurer Steve Sykes and Secretary Clyde Jago. They have more than 125 years of combined experience handling and transloading bulk commodities.

Hallett Dock Company has three facilities in the Duluth-Superior Harbor – Dock 5, Dock 6 and Dock 8 – which provide more than 100 acres

of flat storage for more than 2 million tons of product. Dock 5 and Dock 8 are maritime facilities, giving access to vessels and barges transporting commodities to and from ports in the eastern Great Lakes, Canada and Europe. Dock 6 is used for commodities brought in and taken out by rail and trucks.

"Our location on the harbor in the middle part of the country, coupled with a major highway network and a national rail system is ideal and facilitates the efficient handling and timely delivery of a wide variety of products," said McCoshen. "Our list of products has increased during the past few years and so have our markets. We handle commodities from a variety of sources and locations, and we have the ability, know-how and capacity to get them to our customers quickly. Or, if they need products stored for a length of time, we can accommodate that need, too."

Extensive commodities list

Products include, but are not limited to, bentonite clay; sinter ore; petroleum coke; Class 5 and 6 base material for road construction and concrete foundations; black diamond slag for shingles; ice-control salt; coal; limestone; mill scale used in blast-furnace iron production; blast furnace trim; calcium chloride for dust suppression and ice control on roads; urea used in fertilizer; and slag that goes into ceiling-tile manufacturing.

"Steel is a major industry for the products we handle and has been for a long time," noted McCoshen. "When it declined a few years ago, that had a major impact on us, so we looked at diversifying. One area where we expanded services was cleaning rail cars for the railroads. That helped us weather the storm well. With steel coming back, the amount of materials we handle

A Hallett Dock operator digs into a pile of aggregate at Dock 5 with a Komatsu WA600-6 wheel loader.

▶ VIDEO





► VIDEO

Operator Leroy Kiminski moves road salt at Dock 6 with a Komatsu WA500-7 yard loader equipped with a 10-yard bucket. "I like that it has a nice big bucket," said Kiminski. "You can load a lot of product more quickly than with other loaders."

for that industry has increased considerably, and it's once again the bulk of the products we deal with."

In addition to handling products for customers, Hallett Dock owns and is a wholesale agent for several materials, such as limestone and limestone screenings; decorative stone; red ball aggregate; ballast stone; black dirt and topsoil; roofing ballast; and salt/sand blend.

Despite such an extensive list of products, Hallett Dock Company maintains one of the most streamlined operations in the industry. About a decade ago, it was encouraged to consolidate operations, and it went from four docks to two and has since added back a dock. During the scale down, the company installed state-of-the-art rail car unloading facilities and other systems designed to increase efficiency.

"Reducing our footprint at the time certainly didn't slow us down, and in fact, expanded our services," said McCoshen. "We're proud of that, and we kept efficiency in mind when we added our Dock 6 property back into the mix a few years ago. We're now a seven-days-a-week operation: 20 hours a day on weekdays and 12 hours a day on the weekend."

Employee-owned

Hallett Dock Company is also proud to be employee-owned with a staff of about 25.

McCoshen said experience is high because the company has very little turnover, and that's a major benefit.

"Our 'younger' people have been here 10 years or less, and we really have a good mix between them and our more 'seasoned' people, many of whom have been here 25 years or more," said McCoshen. "Our employees know they play a vital role in Hallett Dock's success, so they take responsibility very seriously. They like the challenge of the work; no two days are ever the same.

"Many of our greatest ideas about day-to-day operations and efficiencies came from our people," he added. "Another benefit of being a small, employee-owned company is that it allows us to be more nimble and resolve issues and make decisions more quickly."

Great efficiency with Komatsu

McCoshen said equipment-buying decisions are often the result of testing and feedback from operators. The company recently added a Komatsu WA500-7 yard loader to a fleet that already included several WA600-6, WA500 and WA250 models, as well as a D135-1 dozer.

"We let the operators try several brands before we buy a loader, and, to a man, they always choose Komatsu," said McCoshen. "They like the ease of operation, the creature comforts and



Discover more

Continued . . .

Hallett Dock Company embraces technology

... continued

the visibility. From a management standpoint, we appreciate that they are happy with the machines, and we like the longevity and reliability we get from the equipment. We have some older loaders that have more than 20,000 hours, but we decided to rebuild them because it's cost-effective and the machines remain productive. And, what can I say about our dozer? It's more than 25 years old and still provides us good production.



Hallett Dock Company President Mike McCoshen (left) meets with Road Machinery & Supplies Territory Manager Wade Stromgren. "Wade helped us make a good, informed decision on the yard loader. Road Machinery has parts when we need them, and Duluth Service Manager Earl Cooley and his staff have been outstanding. They do an excellent job."

Hallett Dock uses a Komatsu D135-1 dozer for stockpiling material.

▶ VIDEO



"Production and efficiency were big factors in choosing the WA500 yard loader with a 10-yard bucket," he added, noting that it stays at Dock 6 for loading trucks and railcars. "The extra bucket capacity allows us to load in fewer passes, and it has better reach than our other loaders. Another factor we like about the yard loader is that it weighs less than the WA600s. The docks were built almost 100 years ago, when overhead gantry cranes were used to offload ships and load railcars, so they weren't designed for heavy equipment. The WA500 yard loader has a distinct advantage because it puts less stress on the docks."

Hallett Dock Company worked with Road Machinery & Supplies Territory Manager Wade Stromgren to purchase the WA500-7 yard loader. Road Machinery & Supplies provides complimentary scheduled maintenance for the first 2,000 hours or three years, through the Komatsu CARE program.

"That level of service is another reason we continue to buy Komatsu," said McCoshen. "Everyone at Road Machinery has been terrific to work with. Wade helped us make a good, informed decision on the yard loader. Road Machinery has parts when we need them, and Duluth Service Manager Earl Cooley and his staff have been outstanding. They handle our major work, including 1,000-hour maintenance and hydraulic service, and we have them perform quite a bit of specialty work, such as ship-loader equipment engines. They do an excellent job."

More technology

Loader operators can remotely control ship conveyors with state-of-the-art technology from the cab. More-efficient practices using technology is an area where McCoshen sees potential changes for Hallett Dock Company.

"There's always room to increase efficiency, and technology is and will play a role," he said. "We see it with each generation of Komatsu loaders. We embrace it, and use it to our advantage. But, we'll always be a transloading operation with the same company focus on service, and we plan to be here for a long time to come." ■

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POSITIVE FORECAST

Outlook for construction spending is sunny, led by significant rise in single-family starts

Forecasters predict hefty growth in the construction sector during 2015 as the overall economy continues to improve. Dodge Data & Analytics (DD&A), formerly McGraw-Hill Construction, said factors such as easier financing, an investor shift to real estate and an increase in construction bond measures being passed will boost construction spending 9 percent in 2015.

Commercial, institutional, single- and multi-family housing and public-works projects will set the pace. DD&A said both commercial and single-family housing could see a 15 percent increase while the others should rise by 5 to 9 percent. Energy and electricity building fell last year and will continue to slide, according to DD&A. It predicts manufacturing-plant construction will drop by 16 percent after ramping up the past two years.

"The construction expansion should become more broad-based in 2015, with support coming from more sectors than was often the case in recent years," said DD&A Chief Economist and Vice President Robert Murray.

Housing continues to strengthen with building permits during the final months of last year at more than a six-year high. The Commerce Department said groundbreaking for single-family homes increased 4.2 percent to a seasonally adjusted 696,000 units. At the same time, multi-family starts decreased 15.4 percent year-over-year, but the combination of single- and multi-family starts topped 1 million, the highest number since 2008.

Fueled by low rates, demand

Economists and organizations that study the markets believe single-family housing will continue to rise. A report from the Mortgage Bankers Association showed new-home loan

applications recently surged as potential buyers take advantage of relatively low interest rates. The National Association of Homebuilders (NAHB) cites a growing economy, low mortgage rates and pent-up demand as factors that will further expand the housing market.

"Single-family builders are feeling good," said NAHB Chief Economist David Crowe. "They are not overly confident, but confident enough to keep moving forward. This is mostly due to significant pent-up demand and steady job and economic growth that will allow trade-up buyers who have delayed home purchases due to job insecurity to enter the marketplace."

NAHB said single-family home production is expected to rise by as much as 26 percent this year, topping 800,000 units, and it should reach 1 million units in 2016. If that's the case, the market would be back to 90 percent of what was considered normal housing activity (using the period of 2000 to 2003 as a benchmark) next year.

Continued . . .

Forecasters predict hefty growth in the construction industry during 2015 led by single-family housing, which could see a 15-percent increase, according to Dodge Data & Analytics.



Construction projected to grow throughout 2015

... continued

Spike in hotel construction

Hotel construction is also marching forward with great strength, recently hitting a five-year high, with more than 3,500 projects and more than 443,000 rooms under construction, according to Hotel News Resource. The market posted double-digit year-over-year gains, a trend that's carried on for four consecutive quarters. Last year marked the fifth consecutive year that guestroom demand growth exceeded supply growth, and occupancy reached a 17-year high, as did the average daily rate and revenue per room.

"Developers are extremely positive with development conditions being near perfect," said Hotel New Resource. "Because of the industry's favorable metrics, lenders are increasingly more attracted to hotel investments, making funds easier to access by developers. Interest rates are near record lows and are expected to remain so at least through mid-2015. Favorable economic conditions, record-setting operating metrics and the positive outlook for the next few years have combined to make it a most opportune time for hotel developers."

According to the Architectural Building Index, near-term activity overall is at its highest level in several years. Contractors report a backlog in work, and the amount of upcoming work they

have on the books is higher than at any other time in history.

Highway bill still in limbo

Infrastructure investment continues to lag despite the public's apparent willingness to invest in new roads, bridges and water systems. According to The Kiplinger Letter, highway spending is about 30 percent higher than revenues generated from the fuel taxes that pay for it. The gap has widened during the past few years due to less driving and more fuel-efficient vehicles. During the November 2014 election, several states approved ballot initiatives to raise the funds necessary to build, repair and maintain highways, transit and other resources.

Congress has yet to commit to new multi-year highway legislation. The previous measure (MAP-21) expired last fall, and Congress passed a short-term extension to keep the Highway Trust Fund from running out of money. The extension runs out this May. A recent Society of Civil Engineers Report Card gave the nation's infrastructure a grade of D-plus.

"The outcomes of these elections demonstrate that Americans value well-maintained infrastructure and are willing to make the investment," said Robert Stevens, President of ASCE. ■

Commercial construction could see a 15-percent rise, with the hotel market especially strong. According to the Architectural Building Index, near-term activity overall is at its highest level in several years.





KOMATSU DEMO DAYS

Events give customers a chance to “test drive” a variety of equipment

Komatsu recently held Demo Days events at its Training & Demonstration Center in Cartersville, Ga., giving attendees a chance to see and operate several products and learn how Komatsu uses technology to create real productivity increases and jobsite savings. Komatsu provided new dozers, a motor grader and the world’s first “intelligent” hydraulic excavator, the PC210LCi-10, for demonstration.

Customers also learned how to optimize production through efficient machine operation,

how to more effectively use KOMTRAX and the benefits of Komatsu’s No Idling campaign. Tours of Komatsu’s Chattanooga Manufacturing Operations were available as well. ■



(L-R) Takeshi “Ken” Takaura, the primary designer of the PC210LCi, talked to Rob Meseroll of Ulland Brothers (Albert Lea) and RMS Sales Rep Wade Stromgren about the unique machine.



Survey Technician Kale McArthur (left) and Foreman Cody Jensen of J. Koski Company in Watford City, N.D., checked out the new dozers.



(L-R) RMS Sales Rep Wade Stromgren visits with Joe Stover and Darren Hulegaard of Duluth-based Northland Constructors.



Brian Lenneman (left) and Britton Lawson of Veit Companies attended Demo Days.



Brent Reiner, President,
R&R Excavating



Jeff Olberg, Owner/
Operator, M&J Crushing



Brent Luthens, Foreman,
R&R Excavating



Brian Ide, Operator, Ide
Farms

(L-R) U.S. Sitework Foreman Bill McLean, Owner/Superintendent Rory Paggen and Foreman Trevor Pugleasa tried several pieces of equipment. “We are very impressed with the Komatsu PC210LCi. With a fully integrated machine, our operators don’t have to spend time staking, grading and checking. Our productivity is higher, and I think our clients get a better finished product,” said Paggen.



Komatsu Demo Days attendees could operate several pieces of equipment, including the world’s first “intelligent” hydraulic excavator, the PC210LCi-10.

▶ VIDEO





PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

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JASON ANETSBERGER / KOMATSU ENGINEER

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EXCAVATION EXCLUSIVE

Komatsu's PC210LCi-10, world's first *intelligent* Machine Control excavator, minimizes overexcavation

Excavation companies want to move dirt as quickly and efficiently as possible, but conventional methods sometimes limit their ability to do that. Constantly checking grade is time consuming, and overexcavating is costly. Komatsu's new PC210LCi-10, the world's first *intelligent* Machine Control excavator, is a huge step forward in solving those issues with exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

"From rough-digging to finish-grading, the PC210LCi-10 offers improved efficiency and accuracy compared to traditional methods," said Peter Robson, Senior Director of Intelligent Machine Control. "Once the target elevation is reached, no matter how hard an operator tries to move the joystick control to lower the boom, the excavator won't allow it. Minimizing overexcavation also reduces wasted time and the costs associated with placing and compacting new, expensive material to replace what didn't need to be removed in the first place."

Advanced functions contribute to the PC210LCi-10's ability to effectively reach target elevation without overexcavating, including Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. This allows the operator to rough-dig without worrying about the design elevation, as well as fine-dig by operating the arm lever only. By holding down the lever to move the boom down, the working range is expanded.

Another new function is Auto Stop Control. During boom or bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface.

The excavator also comes equipped with Minimum Distance Control. The PC210LCi-10 controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.

New large touchscreen display

The PC210LCi-10 features a factory-installed, fully integrated *intelligent* Machine Control system that includes Global Navigation Satellite System (GNSS) antennas; stroke-sensing hydraulic cylinders for the boom, arm and bucket; and an IMU (inertial measurement unit). The system works in harmony to provide real-time bucket-edge positioning in relation to the machine

Continued . . .

Komatsu's new PC210LCi-10 *intelligent* Machine Control excavator semi-automatically limits overexcavation and traces a target surface.



Peter Robson,
Komatsu Senior
Director, Intelligent
Machine Control



Jason Anetsberger,
Komatsu Product
Manager, Intelligent
Machine Control

Quick Specs on the Komatsu PC210LCi-10 Excavator*

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC210LCi-10	48,950-52,036 lbs.	158 hp	0.66-1.57 cu. yd.

*All specifications are the same as a conventional PC210LC-10.



The PC210LCi-10 brings automatic features to excavators

... continued

and the job surface, limiting the ability to dig beyond the target elevation and making accurate finish grading possible.

The bucket tip/edge and the design surface are always displayed on the new, full-color, multifunction 12.1-inch touchscreen monitor, eliminating the wait time associated with conventional systems. Information such as real-time and as-built status, a magnified fine-grading view or a 3D view, may be displayed simultaneously.

The PC210LCi-10 makes grading easy and accurate with a facing-angle compass, a light bar and audio guidance that alerts operators as they get closer to final grade. The orientation and color of the facing-angle compass's arrow shows the operator the facing angle of the bucket edge relative to the target surface, allowing for the bucket to be accurately positioned square to the target surface, which is especially useful when finishing slopes.

Colors on the light bar also show the bucket-edge position relative to the target

surface. It's located on the left side of the monitor for easy viewing during operation and increased efficiency. Audio alerts help the operator recognize the target through unique tones that can be programmed for various bucket-edge distances from the target surface.

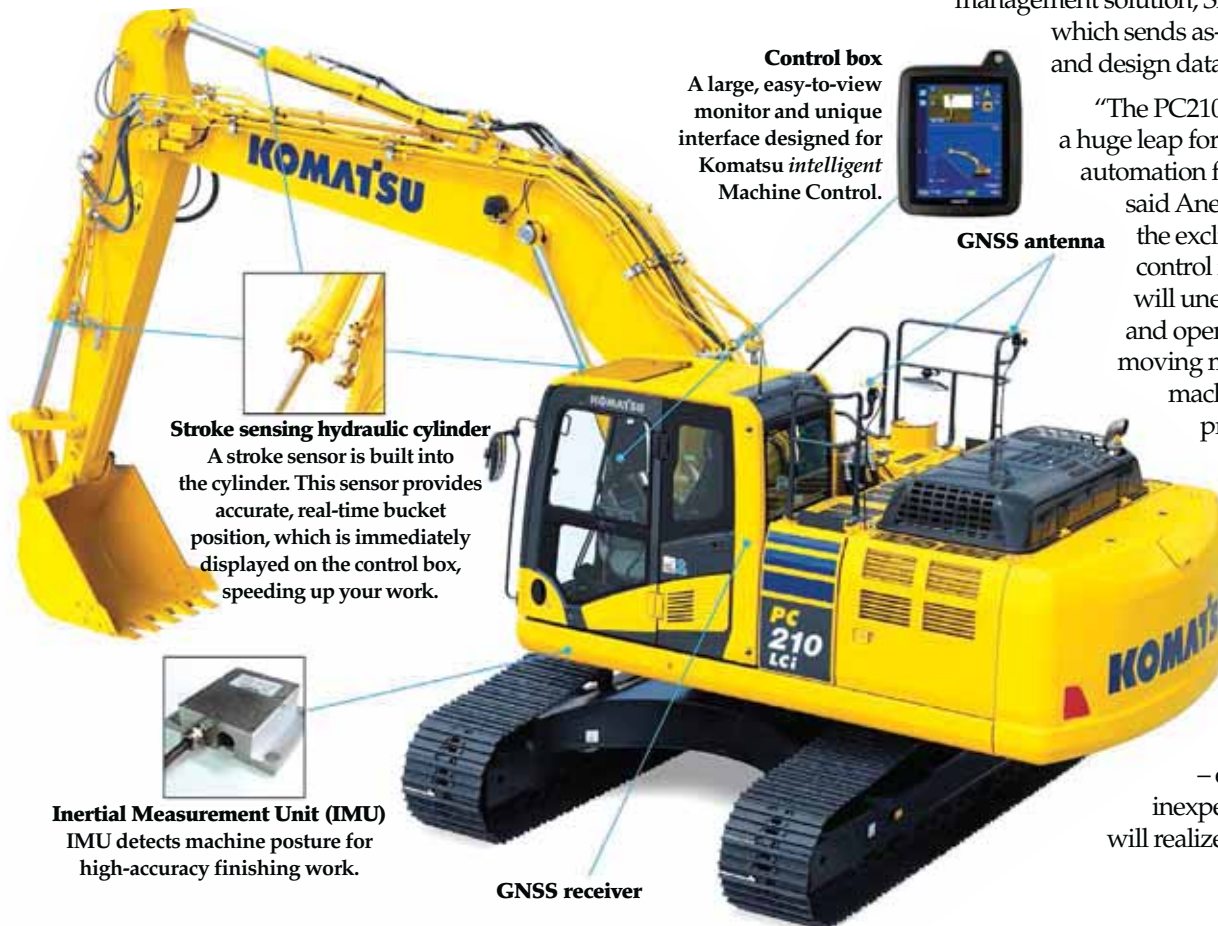
"Operators always know where they are in relation to where they eventually want to be," said Jason Anetsberger, Product Manager, Intelligent Machine Control. "Operators can set audio guidance alerts so that different tones are heard the closer the bucket is to final elevation. For instance, one tone may indicate 2 feet away, while a different tone is heard at 1 foot. Customers who tested the machine really liked the audio alerts because they allow the operator to focus on digging without stopping to check relation to final grade."

Two-way communication

The PC210LCi-10 comes standard with a cellular modem that supports troubleshooting from afar, via the Internet. Additionally, this hardware can be used by Topcon's jobsite management solution, Sitelink3D Enterprise, which sends as-built data to the office and design data to the machine.

"The PC210LCi-10 represents a huge leap forward by bringing automation features to excavators," said Anetsberger. "Thanks to the exclusive semi-automatic control function, customers will unearth their productivity and operators can focus on moving material while the machine semi-automatically protects the target surface. The efficiency improvement, greater value and operation simplicity mirror what has been proven with Komatsu's established *intelligent* Machine Control dozer products – experienced and inexperienced operators alike will realize the benefits." ■

The PC210LCi-10 *intelligent* Machine Control excavator features a factory-installed, fully integrated *intelligent* Machine Control system that includes GNSS antennas, stroke-sensing hydraulic cylinders for the boom, arm and bucket and an IMU (inertial measurement unit).



Control box
A large, easy-to-view monitor and unique interface designed for Komatsu *intelligent* Machine Control.

GNSS antenna

Stroke sensing hydraulic cylinder
A stroke sensor is built into the cylinder. This sensor provides accurate, real-time bucket position, which is immediately displayed on the control box, speeding up your work.

Inertial Measurement Unit (IMU)
IMU detects machine posture for high-accuracy finishing work.

GNSS receiver

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003



ENHANCED EXCAVATION

Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption

Productivity, dependability and efficiency are all traits users have come to expect from Komatsu hydraulic excavators, and they will find those attributes and more in the new PC290LC-11. With a Tier 4 Final engine, it features greater efficiency, lower fuel consumption, improved operator comfort and enhanced serviceability to maximize productivity while lowering operating costs.

Hydraulic-system enhancements contribute to greater efficiency by reducing hydraulic loss. Komatsu designs and produces all major components, including the powerful 196-horsepower engine, hydraulic pumps, motors and valves. The integrated design uses a Closed Center Load Sensing System (CLSS) that takes hydraulic efficiency to the next level by using Variable Speed Matching technology. Variable Speed Matching allows the engine speed

to adjust based on the hydraulic pump output, and the CLSS improves fuel efficiency and provides quick hydraulic response.

The Tier 4 Final engine further reduces NOx emissions by using diesel exhaust fluid (DEF) and Selective Catalytic Reduction. An advanced electronic control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability. The result is lower fuel consumption without performance loss, compared to the highly popular Dash-10 model it replaces.

Continued . . .



Rob Orlowski,
Product Manager

Quick Specs on the Komatsu PC290LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC290LC-11	66,359-68,122 lbs.	196 hp	.76-2.13 cu. yds.

Komatsu's new Tier 4 Final PC290LC-11 maintains the productivity of its predecessor with enhancements that increase efficiency and lower fuel consumption. New features include an Operator Identification System and an Auto Idle Shutdown function.



The PC290LC-11 is great for high-performance applications

... continued

"Users can track fuel consumption and other vital information through the latest KOMTRAX® monitoring technology, which is available via the web or through our mobile app on their smart phones or other devices," said Product Manager Rob Orlowski. "Data now includes DEF levels, ambient air temperatures and pressures. A new Operator Identification System reports key operating information for as many as 100 operators, and the new Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time."

More comfortable operators

Komatsu improved operator comfort with a standard air-suspension high-back seat that has newly designed, fully adjustable armrests. Also incorporated into the quiet cab is an auxiliary input to connect external devices to play music through stereo speakers and two 12-volt power ports. Additionally, optional joysticks with proportional controls for operating attachments are available.

Operators can now check DEF fluid levels through the 7-inch LCD monitor that features enhanced capabilities. They can see operational records, fuel-consumption history and utilization information, and operators can use the monitor to easily select from six working modes to match machine performance to the application. Users can change standard auxiliary one-way

flow to bidirectional for attachment flexibility, and attachment control lets users store up to 10 attachments in the monitor. The ATT/E mode allows operators to run attachments in economy mode for maximum efficiency.

Easier service access

The PC290LC-11 provides enhanced service access in order to reduce costly downtime. It has guardrails on both sides of the upper structure for better accessibility to the service area. The radiator and hydraulic-oil cooler are mounted side-by-side, making it easier to maintain and service those components.

The excavator is equipped with Komatsu's exclusive Equipment Management Monitoring System, which has improved diagnostic features that give operators and technicians better monitoring and troubleshooting capabilities. It continuously monitors all critical systems and preventive maintenance, as well as provides troubleshooting assistance to minimize diagnosis and repair time.

Scheduled maintenance on all Tier 4 machines is covered complimentary by the Komatsu CARE program for the first three years or 2,000 hours. Each service is done by a certified distributor technician and includes a 50-point inspection. The program also includes two Komatsu Diesel Particulate Filter exchanges in the first five years.

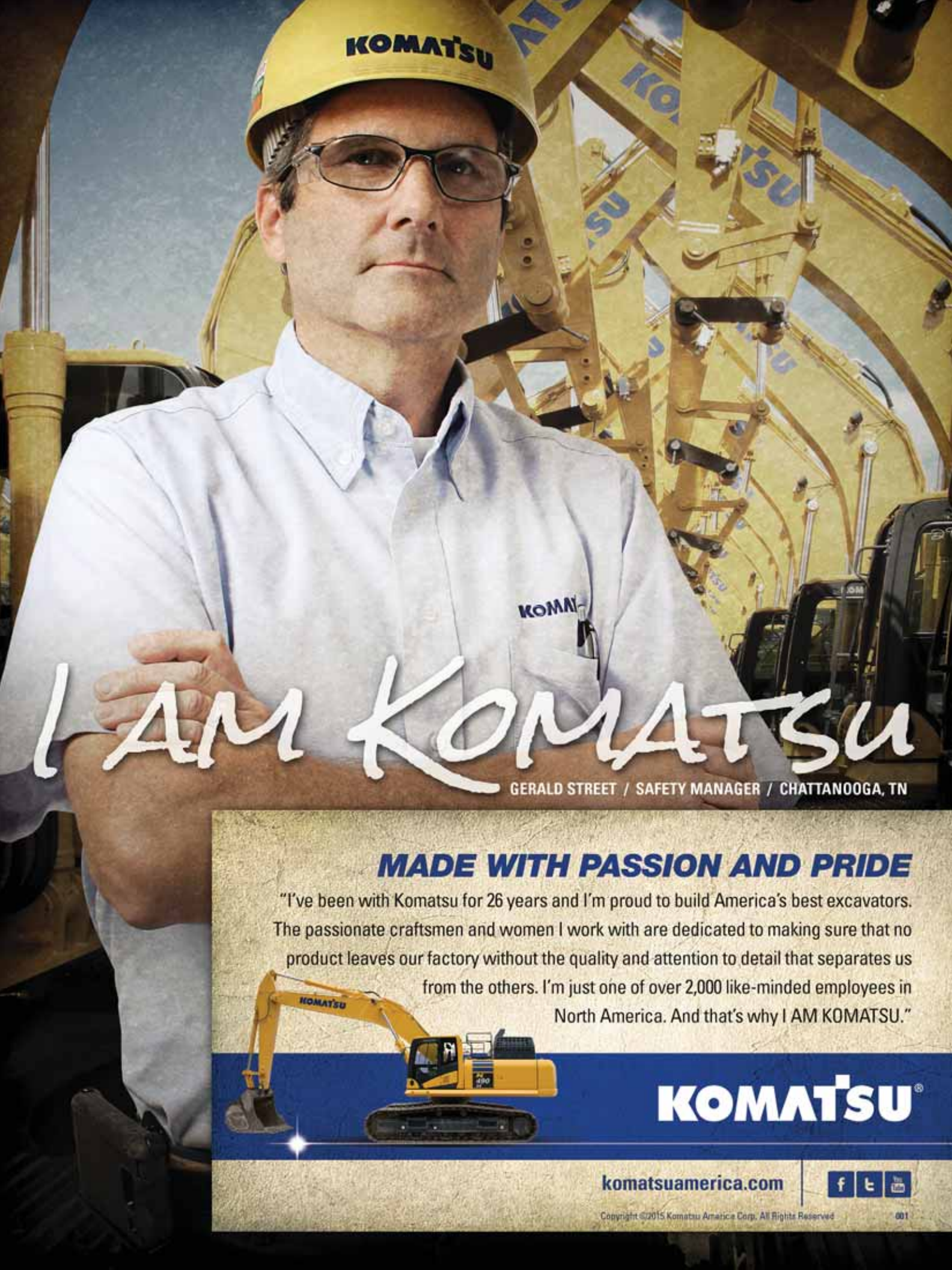
Built on a solid foundation

Komatsu's PC290LC-11 maintains the productivity features of the popular Dash-10 model it replaces, such as a heavy-duty frame that's built on a PC360LC undercarriage for excellent stability and long life. Its long arm and long boom provide a 22-foot, 8-inch digging depth, making it a good fit for digging foundations and deep utility trenches, in addition to moving dirt in mass-excavation applications. When needed, operators can boost the digging force for 8.5 seconds with Power Max.

"As with all our new Tier 4 Final machines, the PC290LC-11 was built on the solid foundation Komatsu started with its previous models," said Product Manager Rob Orlowski. "The PC290LC-11 is a stable and reliable machine, designed for applications where high performance is required." ■

The PC290LC-11 features a heavy-duty frame that provides excellent stability and long life. It's a good fit for digging foundations and deep utility trenches and moving dirt in mass-excavation applications.





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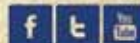
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001



NEW ARTICULATED TRUCK

Komatsu's HM300-5 maximizes productivity in a variety of applications



Joe Sollitt,
Komatsu
Product Manager

You care about reducing emissions, but chances are you're more concerned that your new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new Tier 4 Final HM300-5 articulated haul truck does that and more.

The HM300-5 maintains the productivity of its predecessor, with a 30.9-ton payload; two single-staged body-lift cylinders that provide a 70-degree dump angle; and selectable working modes that allow the operator to choose between economy and power modes to match the truck's performance to the application or working conditions. Its low 9-foot, 2-inch loading height easily pairs with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders.

Additionally, it has Komatsu's Traction Control System that automatically provides optimum

traction when operating in soft ground conditions. If conditions worsen and it detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes can be applied to the slipping wheels to regain traction.

"The HM300-5 is ideal for a variety of applications, from large or small jobs moving dirt for site preparation to large-scale material processing operations with challenging haul profiles," said Komatsu Product Manager Joe Sollitt. "It offers great fuel economy and is ideal for anyone who requires high productivity, even in less-than-ideal conditions."

Standard Payload Meter

Keeping track of production is easier with a standard, integrated Payload Meter that displays the loaded-material weight on an LCD monitor inside the cab. Externally, a pair of lamps illuminate green, yellow or red, triggered as the payload increases through three different ranges. The Payload Meter optimizes productivity by preventing under- and overloaded haul cycles. Data is stored on board and can be accessed by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"The Payload Meter system allows our customers to monitor production on a daily, weekly or monthly basis," explained Sollitt. "The system also stores very detailed data to allow for full production studies. Komatsu also made the HM300-5 easy to service, with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. An electrically powered tilt function is now standard. Of course, Komatsu covers scheduled maintenance complimentary for the first three years or 2,000 hours with the Komatsu CARE program, which has been expanded to cover the new Tier 4 Final components." ■

Komatsu's new HM300-5 articulated haul trucks feature a 30.9-ton payload capacity and a standard Payload Meter that displays loaded material weight on the truck's LCD monitor. External display lamps provide the same information for the loader operator, reducing under or overloading.

Quick Specs on the Komatsu HM300-5 Articulated Truck

Model	Gross Vehicle Weight	Net Horsepower	Payload
HM300-5	117,892 lbs.	324 hp	30.9 tons



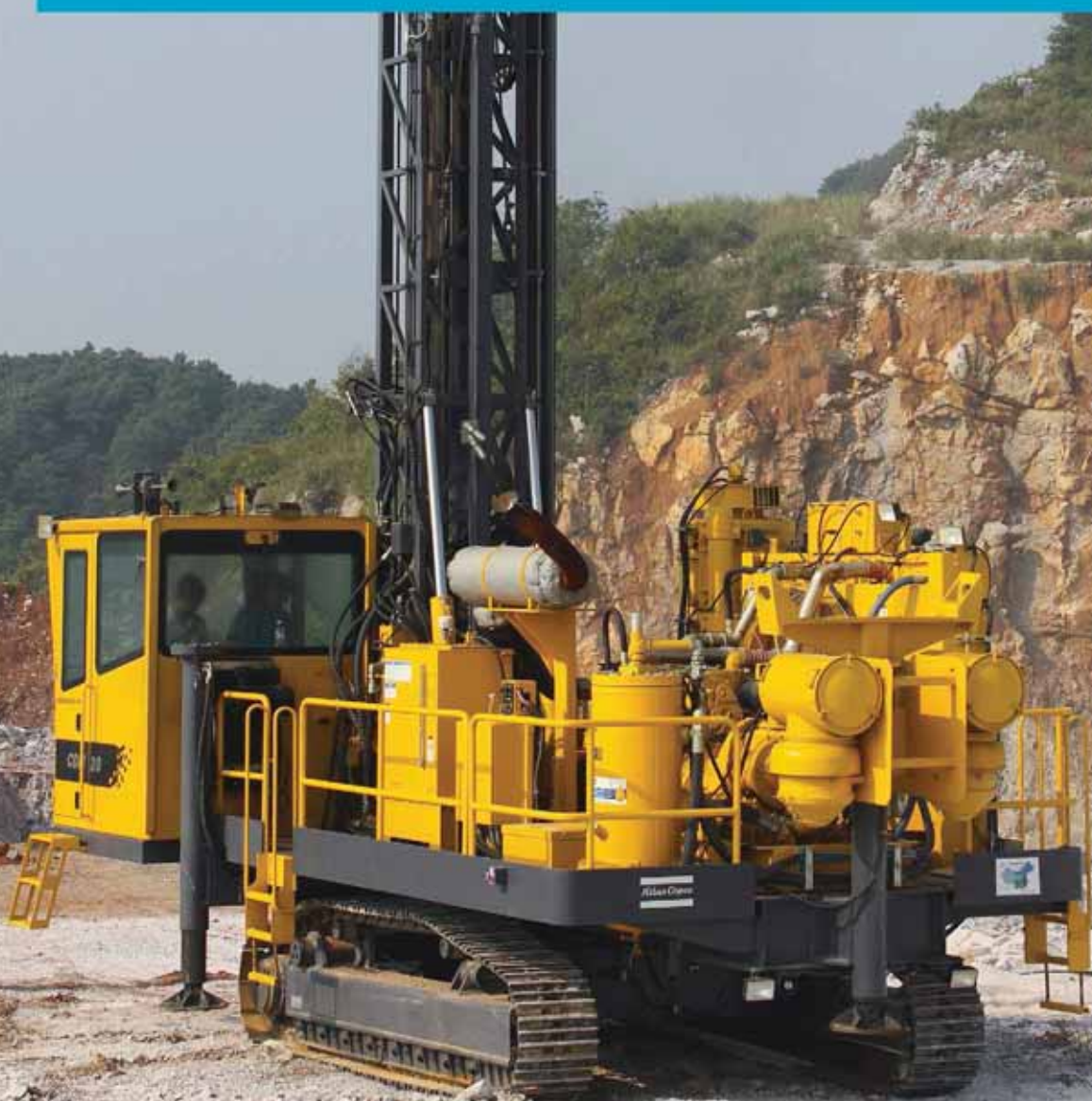
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HIGH-CAPACITY FELLING

Komatsu's new S132 harvester head provides excellent productivity even in the toughest applications

One harvester head that is suited for a wide variety of felling applications is a major advantage for forestry operations. Komatsu's new S132 fits the bill and is an excellent choice in woods where crooked trees and tough branches are part of the project.

The high-capacity S132 is the second in Komatsu's new S-series family of "squeeze-style" heads. Its recommended working range is 6- to 17-inch diameter trees with a cutting diameter up to 28.3 inches. It is available installed on Komatsu 931.1 and 941.1 harvesters and also as a loose head that can be installed on other carriers.

The new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems. The unique design allows stems to rotate within the head itself, facilitating the feed of forked, crooked and double stems. New self-cleaning, V-Steel Softgrip™ feed rollers maximize grip while minimizing log damage, and the new cast-steel feed-roller arms provide high reliability and durability.

Built on a proven, robust-frame design, the S132 provides excellent durability and reliability, as well as protects key components. The 360-degree rotator, a 128-degree tilt-link angle and an effective swing-damping/braking system ensures fast-feeding performance and reduces head-frame stress when harvesting and/or reaching on downhill slopes. Standard protective covers on the tilt link and between the tilt link and the hood help protect the S132 from packed snow or accumulating debris.

Five delimbing knives

Designed on the principle that the delimbing knives carry the trunk, the head is equipped with four moveable delimbing knives, three of

which are hydraulically controlled. The fourth is an automatically pressure-controlled floating top knife with a sensor to manage Komatsu's Flex Friction Control System™. An additional fifth delimbing knife is fixed and located in the bottom of the frame, just above the saw box and is used when "predelimbing" of trees is needed or before the head is attached on the tree.

"The S132's robust design, high capacity, and ability to perform in very tough felling applications makes this an excellent harvester-head choice for many forestry operations," said Steve Yolitz, Manager, Marketing Forestry for Komatsu America Corp. ■



Steve Yolitz,
Manager,
Marketing Forestry,
for Komatsu
America Corp.



Komatsu's new S132 harvester head performs in a wide variety of felling applications with a recommended cutting diameter up to 28.3 inches. Its new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems.





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TEEING IT UP

GM says Supply Chain Division's mission is to have the right machine, at the right place, at the right time

QUESTION: What makes up Komatsu's Supply Chain Division?

ANSWER: We're responsible for coordinating the inventory and logistics of that inventory for all construction, utility and forestry machines in North America, including the machines that come from our overseas factories. The Supply Chain Division is made up of four distinct departments: Import/Export Logistics, Customer Support, Import Planning and Business Analysis. Each has its unique responsibilities, but we all work together to ensure we meet one simple mission: Have the right machine, at the right place, at the right time for the customer. I believe our job is to tee up the ball for our distributors and let them hit it down the fairway.

QUESTION: How do you go about achieving your mission?

ANSWER: It's a well-orchestrated effort among our departments and our global supply network, which includes our own Komatsu factories and outside vendors that support those factories. We have a very close relationship with our sales, marketing administration and product marketing groups, so we know what's on the horizon in terms of model transitions and new products. That helps us formulate a forward-looking forecast and plan for having proper inventory levels to ensure we have the right number of machines on hand.

QUESTION: So those groups give you an idea of what's coming down the pike, and you procure the materials in order to build the machinery?

ANSWER: Correct, and we're focused on three things as we do that: quality, delivery and cost. From the start, Komatsu builds quality into its

Continued . . .



Bill Chimley, Komatsu General Manager, Supply Chain Division

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

This year marks a decade since Bill Chimley joined Komatsu America as a District Sales Manager after spending several years as an instructor with another company. Komatsu moved him into the Supply Chain Division as Manager of Customer Support a few years ago, and it named him General Manager for the entire division in July 2013. He oversees the division, which is responsible for ordering and logistics of all construction, utility and forestry machines in North America.

"From customers' standpoints, the Supply Chain Division is basically an unsung hero," said Chimley. "Customers have jobs to do, and they need machinery to get it done. It's our job to make sure it's readily available when they need it. If we're doing our job, it's a seamless process, and we remain in the background unnoticed. It sounds strange, but that's our goal."

Chimley points out that Komatsu intentionally located the Supply Chain Division at its Chattanooga Manufacturing Operation (CMO) where construction-sized excavators and forestry machines are built.

"It offers us greater understanding of what it takes to deliver a machine, from taking the order to delivering it to the distributor," said Chimley. "We can talk directly with the factory's planning group, and having that one-on-one communication at any time is immeasurable. It gives us insight into the other factories we deal with as well, so there's a real benefit for us to understand the processes and the impact we have on each other."

Bill has been around equipment all his life. His grandfather owned a tractor dealership, and after he graduated from the University of Tennessee, he owned a landscaping business that he later sold. He enjoys landscaping his own yard, as well as hiking in the mountains around Chattanooga and spending time with his wife and two daughters.

Supply Chain Division focused on quality, delivery, cost

... continued

machinery, by making its own components that work in harmony for great efficiency and durability. From the Supply Chain Division standpoint, our goal is to have inventory available that's not too aged and, therefore, potentially subject to quality issues.

Delivery goes back to having machines where they need to be at the exact time customers want to buy them. We can do that by communicating with our dealers, customers and Komatsu personnel, as well as using data from KOMTRAX to track machine usage. That

communication and data help us know where to put resources in order to ensure inventory is available.

Cost means we optimize efficiency, and in doing so, we pass those savings along to customers. For example, as Komatsu develops a new model, we talk with our factories about what we expect so they have time to procure the components to build that machine. Proper lead time typically helps them do that at lower cost. We also try to find the most-efficient and cost-effective way to ship without sacrificing our ability to have equipment where it needs to be when it needs to be there.

QUESTION: How do markets affect what you do?

ANSWER: The energy market is strong in North America right now, and housing continues to strengthen. We hope for solid highway and infrastructure bills, which will put those areas back on track too. With that in mind, we look to adjust inventories to meet those needs. For instance, with a strong energy market comes the need for specialized machines, such as our Pipeline Spec. excavators. So, we take that into account, along with our other information, and use it to ensure our distributor inventories are ready to fulfill customers' requests. ■



Komatsu's Supply Chain Division's role includes ensuring proper inventory levels for its distributors so that customers have "the right machine, at the right place, at the right time," said Bill Chimley, Komatsu General Manager, Supply Chain Division.

Bill Chimley, Komatsu General Manager, Supply Chain Division, said his division communicates with other Komatsu divisions, customers and distributors, as well as looks at market trends, to make certain manufacturing operations have what they need to build new machinery for the North American market.



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NO IDLE 2.0

Latest initiative aims to reduce excessive idling and help your operators save you money



Bob Post,
Komatsu Director
of Marketing
Communications



Goran Zeravica,
Komatsu Distributor
Development Manager

Komatsu's latest No Idle Initiative built on the success of its first, which was designed to bring awareness to excess idling and its detrimental effects. More than 2,800 companies participated in Komatsu's second No Idle Initiative.

A few years ago, Komatsu began a mission to reduce excessive idling. Why? Because it negatively affects your bottom line. Komatsu continued its effort with a second No Idle Initiative, tracking more than 2,800 companies that signed up for the campaign, which lasted for three months. The participants could access training via the web and were given materials to promote the initiative, including items in Spanish and French-Canadian if requested.

During this initiative, 13 percent of participants received "High Achiever" status for all three months, meaning they reduced idle time by at least 5 percent each month, compared to a baseline measurement done before the initiative started. On average, this group reduced idle time by 15 percent. About half of participants earned Komatsu's High Achiever status at least one month during the campaign.

"Unnecessary idling wastes fuel; shortens the time between scheduled maintenance intervals, which increases downtime; and wracks up unproductive hours that lower resale costs when you decide to trade-in or sell a machine," said Goran Zeravica, Komatsu Distributor Development Manager. "In nearly every case, it would be better to shut down a machine when it's not in production."

As part of Komatsu's efforts to end excessive idling, it launched a very successful "No Idle Initiative" in 2012. The main goal during that campaign was for each participant to reduce idle time by 20 percent. About 25 percent of the 1,200 participants achieved that mark or better, and several more came close.

"We geared this campaign more toward operators who are on the front lines when it comes to idle time, because that's what customers said was most important after the last initiative," said Bob Post, Komatsu Director of Marketing Communications. "It included several promotional items that participants could put in the cabs of their machines or place in other strategic locations on the jobsite or in the office as constant reminders to idle for only five minutes during nonproductive times, shut down the machine at lunch and use a three-minute cool down at the end of the day."

"Socially responsible"

Post and Zeravica said both initiatives proved successful, and Komatsu will continue to use campaigns such as No Idle to promote awareness of cost-saving measures that reduce owning and operating expenses. "We consider this socially responsible marketing that's designed to help customers save money," said Post. "Our aim is to promote additional meaningful ways to do that, such as using economy mode versus power mode whenever applicable." ■



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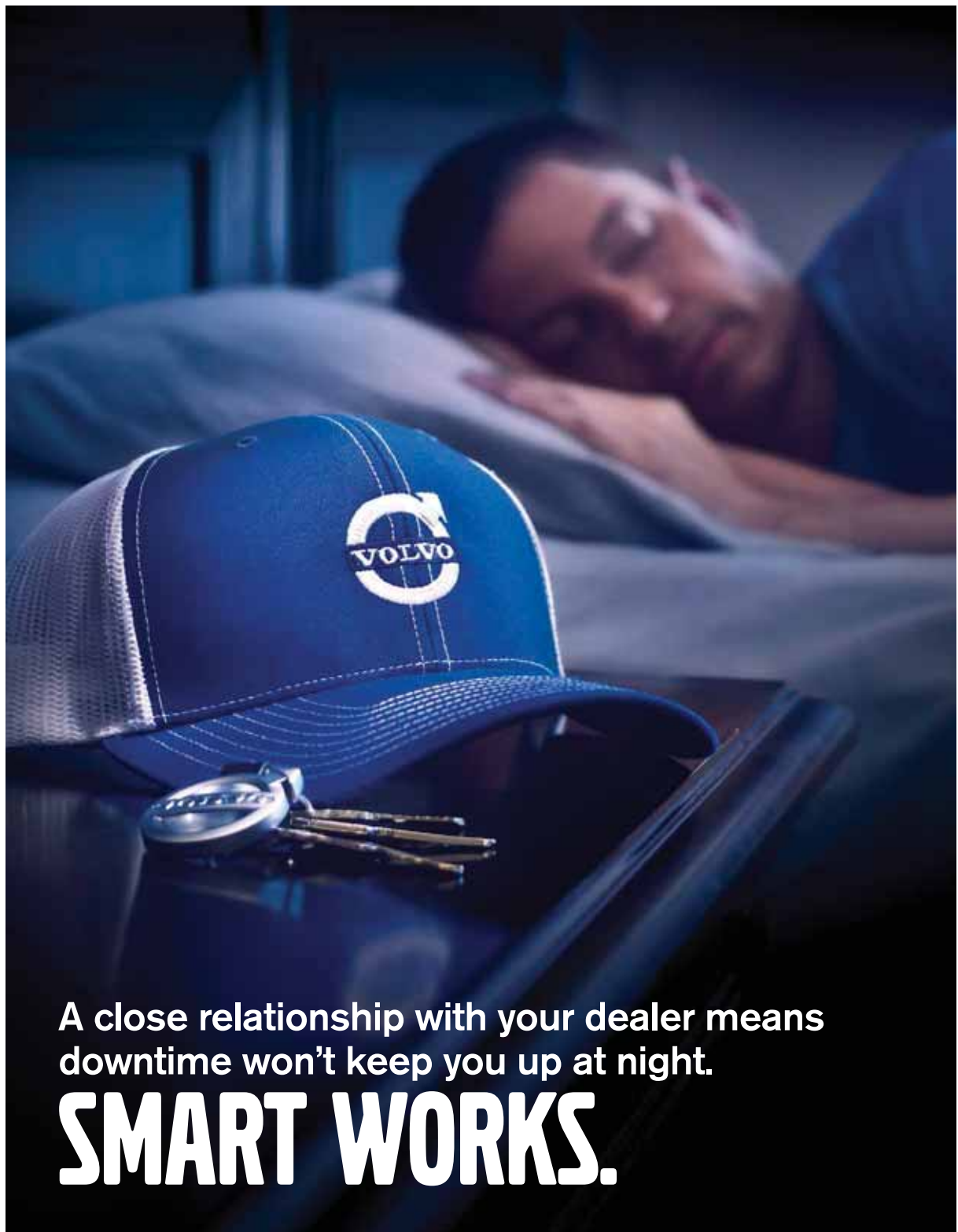
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A man is sleeping peacefully in a bed, his head resting on a pillow. In the foreground, on a dark surface, sits a blue Volvo baseball cap with a white Volvo logo. Next to the cap are a set of keys and a small, round, metallic object, possibly a lighter or a small clock. The scene is dimly lit, suggesting it is nighttime.

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FIND AN ANSWER

Industry leaders call on Congress to pass and find a way to pay for a long-term transportation plan

Established in 1996, the Transportation Construction Coalition (TCC) includes 31 national associations and labor unions with direct market interest in the federal transportation programs. The TCC focuses on the federal budget and surface transportation program policy issues. The TCC is co-chaired by the American Road & Transportation Builders Association and the Associated General Contractors of America.

The Transportation Construction Coalition (TCC), a 31-member organization, is urging Congress to find a way to pay for, and pass, a new long-term surface transportation measure as soon as possible. If Congress fails to act, we believe it would lead to another self-imposed funding crisis that would undermine vital road, highway and transit repairs.

We worked hard to build broad consensus within a deeply divided Congress to invest in the nation's aging roads, bridges and transit systems. Members of Congress can either take advantage of that momentum or add transportation funding back to an already-long list of self-created crises threatening our economic vitality.

In July 2014, despite overall partisan gridlock, Congress overwhelmingly extended authorization for the surface-transportation program and enacted a temporary funding patch for the Highway Trust Fund (HTF).

In July 2014, Congress extended authorization for the surface transportation program and enacted a temporary funding patch for the Highway Trust Fund (HTF), the fifth time it has done so in the past seven years. The Transportation Construction Coalition urges Congress to pass a long-term highway bill instead.

That patch ensures federal highway, bridge and transit investments will continue through May 2015. However, it was the fifth time in the past seven years that Congress took that approach, requiring nearly \$65 billion in supplemental funding to avoid significant cuts to transportation investments. On average, the HTF provides 52 percent of the funding for highway and bridge capital investments made by the nation's state-transportation departments each year.

Congress needs to 'keep the horse before the cart' and address the trust fund's long-term revenue problem, as was done in the 1997 and 2004 tax bills. Then it can develop and properly fund a six-year program bill early this year. 'Status quo' funding levels would simply perpetuate the worsening traffic congestion and the inadequate physical condition of the nation's highway and transit network.

The latest Congressional Budget Office projections indicate Congress will need to identify an additional \$7 billion just to preserve highway and transit funding for the last four months of Fiscal Year 2015. Federal data also show maintaining current program funding beyond 2015 will require an average of \$16 billion in additional revenue each year. That is the revenue equivalent of a 10-cent increase in the federal gas tax.

Despite widespread desire for a multi-year surface-transportation program reauthorization bill to boost economic competitiveness and job creation, such legislation cannot move forward until a long-term funding solution is in place. Congress should identify and pass legislation to fix the HTF to ensure Americans and the U.S. economy continue to benefit from a world-class transportation network. ■





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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. L E P I _ _ _ _ _
2. E R S W E _ _ _ W _ _ _
3. D A G R E R _ _ R _ _ _ _ R
4. G I H N R O S _ S _ _ _ _ _ _ G
5. Y T A P I C A C _ _ _ P _ C _ _ _ _

Did you know...

- Zero is the only number that cannot be represented by Roman numerals.
- Kites were used in the American Civil War to deliver letters and newspapers.
- Drinking water after a meal reduces the acid in your mouth by 61 percent.
- Intelligent people have more zinc and copper in their hair.
- A comet's tail always points away from the sun.
- If you stop getting thirsty, you need to drink more water. When a human body is dehydrated, its thirst mechanism shuts off.
- Strawberries are the only fruit whose seeds grow on the outside.
- The moon moves about 2 inches away from the Earth each year.
- Gold is the only metal that doesn't rust, even if it's buried in the ground for thousands of years.

NEWS & NOTES

GAO report breaks down states' construction spending

The Government Accountability Office (GAO) reported that states used about 6 percent of the contract authority received on construction projects to build new roads and bridges in fiscal year 2013. The November 10, 2014, report said that another 15 percent went to new capacity, such as adding lanes to existing highways and bridges.

Engineering, right-of-way acquisition, planning and utilities took up about 8.5 percent, and 6.5 percent went to safety projects, while 2.5 percent was used for state or local debt service. The remaining funds were used for upkeep, research, environmental work and other areas.

Komatsu recognized for sustainability

The Dow Jones Sustainability World Indices (DJSI) selected Komatsu for the second consecutive year. Companies are evaluated and chosen based on

performance, environmental conservation efforts and social activities. Komatsu was one of 319 companies named to the list out of 2,500 surveyed by the DJSI. ■

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BACK TO WORK

AGC analysis shows construction unemployment falls to lowest level in eight years

Construction unemployment recently reached its lowest rate since 2006, falling to 6.4 percent, according to an Associated General Contractors of America (AGC) analysis. Construction employers added 12,000 jobs in October 2014, bringing the total to a little more than 6 million, the highest since May 2009.

The yearly gain from October 2013 to October 2014 was 231,000 jobs, a 3.9-percent increase. Residential construction fueled more than half the gains with 130,600 new workers, while non-residential added just under 100,000. According to AGC Chief Economist Ken Simonson, there are fewer unemployed construction workers than at any time in the past eight years.

“For the last several months, the construction industry has added jobs at double the all-industry rate of 1.9 percent,” said Simonson. “Construction wages, which were already higher than the private-sector average, rose 2.6 percent in the last year – the fastest rate since early 2010 – as contractors ramped up their search for qualified workers.”

Not all good news

All construction workers averaged 39.2 hours per week, tying the highest mark since March 2006. Simonson said that along with low unemployment and accelerating wage gains, this points to “an industry that may be on the verge of acute difficulty filling key positions.”

AGC officials said a survey of nearly 1,100 member firms released in October 2014 showed 83 percent of respondents reported difficulty finding craft workers, and

61 percent said other professional positions were hard to fill. They are urging federal, state and local officials to enact measures AGC identified in its Workforce Development Plan that will make it easier for schools, local associations and private firms to establish career and technical education and training programs.

“The construction industry has made an impressive contribution to the nation’s unemployment gains this year,” said AGC CEO Stephen Sandherr. “But those gains are in jeopardy unless schools, colleges and training programs can refill a pool of talent that is rapidly drying up. ■

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THE PEOPLE INSIDE

JON ANDERSON

General Manager, Northern Operations believes products, people are difference makers

Road Machinery & Supplies General Manager, Northern Operations Jon Anderson believes two things set Road Machinery & Supplies apart from the competition: the products it carries and the people who support them.

“Every line of equipment we carry represents top-notch quality. We back up the best equipment brands with a true commitment to product support,” said Anderson. “Our people are experts in the field, and their goal is to maximize our customers’ uptime and production. They live and breathe their jobs, and it makes coming to work every day very enjoyable.”

Based at Road Machinery & Supplies Virginia, Minn., branch, Anderson oversees about 75 dedicated people who handle sales, rental, parts and service throughout northern Minnesota and the Upper Peninsula of Michigan. Industries supported include mining, construction and forestry. Jon joined Road Machinery & Supplies around the beginning of the year, bringing with him nearly 30 years of experience in the construction and mining industries. He will work alongside John Ruud, longstanding RMS VP of Northern Operations, through the summer and fall. Ruud plans to retire in November.

“Great experience”

For the past 18 years, Anderson worked for Joy Global in several positions, including Product Support Manager, Area Manager and Regional Manager, and he helped found its Used Equipment Division. Prior to that, he worked for other manufacturers and dealers. A native of the Twin Cities area, Anderson

went to technical college, where he received training in heavy-equipment maintenance and planning, and after completion, he took a position as a mechanic in an engine room for an equipment dealer.

“I’ve been in this area for the past 25 years, and I learned during that time that Road Machinery has a great reputation, because it’s focused on providing excellent customer service,” said Anderson. “Since joining the company, I’ve certainly found that to be the case, and it fits right in with my beliefs. It’s been a great experience.”

Outside of work, Jon and his family enjoy outdoor activities such as hunting, fishing, snowmobiling, biking, hiking and skiing. “You can’t live in northern Minnesota and not enjoy the great outdoors,” said Jon. ■



Jon Anderson says the products Road Machinery & Supplies carries, and the people that support them, set it apart from the competition.

\$115,000



2011 KOMATSU PC160LC-8,
3,797 hrs., s/n 25198

\$179,500



2007 KOMATSU D85EX-15E0,
7,216 hrs., s/n 11190

\$89,600



2007 KOMATSU PC300HD-7E0,
10,100 hrs., s/n A86053

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



2007	LINK-BELT 290 X2	4,293	EJCJ7-2897	\$89,900
2005	DEERE 330C LC	6,804	804226	\$129,500
1997	KOMATSU PC150LC-6	7,748	K30069	\$24,000
2006	KOMATSU PC160LC-7	4,522	10375	\$64,850
2012	KOMATSU PC160LC-8	2,328	25424	\$123,500
2011	KOMATSU PC160LC-8	3,797	25198	\$115,000
1999	KOMATSU PC200LC-6	11,120	105479	\$35,500
1998	KOMATSU PC200LC-6	10,100	A83817	\$45,000
2007	KOMATSU PC200LC-8	6,088	C60859	\$194,800
2007	KOMATSU PC200LC-8	3,957	A88389	\$119,800
2013	KOMATSU PC210LC-10	1,435	A10055	\$147,000
2012	KOMATSU PC240LC-10	897	A20023	\$192,500
2007	KOMATSU PC300HD-7E0	10,100	A86053	\$89,600
2006	KOMATSU PC300LC-7E0	5,287	A88112	\$155,000
2003	KOMATSU PC308USLC-3	12,883	20010	\$59,900
2013	KOMATSU PC360LC-10	1,582	A32874	\$249,000
2013	KOMATSU PC360LC-10	1,736	A32923	\$239,000
2000	KOMATSU PC400LC-6LK	17,686	A84007	\$63,750
2002	KOMATSU PC400LC-6LM	12,816	A85153	\$65,000
2008	HYUNDAI ROBEX 250 LC-7	1,942	N70410143	\$164,000
2006	HYUNDAI ROBEX 360 LC-7	3,322	NA0110786	\$90,075
2007	HYUNDAI ROBEX 450 LC-7A	3,052	NB0310053	\$129,000
2006	KOBELCO SK160 LC DYNAMIC ACERA	6,900	YM03-U1257	\$55,500

CRAWLER DOZERS



2012	KOMATSU D61EX-15E0	860	B46761	\$189,000
2007	KOMATSU D61PX-15E0	4,249	B45059	\$129,500
2011	KOMATSU D65EX-16	8,794	26860365	\$125,500
2009	KOMATSU D65WX-15E0	5,069	69097	\$155,000
2012	KOMATSU D65WX-17	2,599	1137	\$229,500
2007	KOMATSU D85EX-15E0	7,216	11190	\$179,500
2006	CATERPILLAR D6R	8,087	WRG00470	\$139,500
2007	KOMATSU D85EX-15E0	7,217	11190	\$179,500

FORK LIFTS & BOOM LIFTS

2008	SKY TRAK 10054 telescopic fork lift	2,823	0160034184	\$82,500
2001	INGERSOLL-RAND VR1056 telescopic fork lift	10,038	167984	\$33,500
2009	JLG 600AJ boom lift	643	0300133061	\$94,500
2008	JLG 600S boom lift	1,937	0300122865	\$69,500
2008	JLG 800S boom lift	1,391	0300120550	\$87,500
2001	SNORKEL TB60 boom lift	2,860	JA01095	\$19,500

AGGREGATE EQUIPMENT

2001	SVEDALA 1312 crusher	4,700	121383	\$399,000
2008	KOMATSU BR580JG-1 crusher	4,500	1012	\$305,000
2012	KPI-JCI FT2650 crusher	843	411529-411531	
2014	KPI-JCI DWS513 screen	40	413754	\$38,500
2009	KPI FT3620CC screen	4,571	093101	\$179,000

SWEEPERS/BROOM EQUIPMENT

2011	BROCE MK I	164	500118	\$97,000
2002	BROCE RJ350	3,201	402024	\$19,800

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2012 KOMATSU D65WX-17,
2,599 hrs., s/n 1137



\$239,000

2013 KOMATSU PC360LC-10,
1,736 hrs., s/n A32923



\$45,000

2012 TRAIL-EZE lowboy trailers

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

2008	LEEBOY 5000 PATH MASTER	621	5000T-50510	\$52,500
1980	GOMACO GP2500		MC11186-25	\$35,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000
2010	VOLVO MW500	550	022949	\$119,900
2005	BLAW-KNOX PF4410	8,792	183794	\$59,500
1997	BLAW-KNOX PF5510	12,000	551019-11	\$39,899
1999	GILCREST PROPAVER 413	608	026162	\$3,950
2013	BLAW-KNOX RW100B	25	RW100B-85137	\$267,400
2012	BLAW-KNOX RW35A	106	RW35A-88330	\$64,500
	WACKER WB16AF		5394543	\$3,400
2006	DYNAPAC CA121PDB padfoot	1,005	60311412	\$57,500
1987	INGERSOLL-RAND SPF48 padfoot	5,427	60775	\$9,999
2006	INGERSOLL-RAND DD112HF smooth-drum	1,555	188950	\$59,500
2010	VOLVO DD138HF smooth-drum	1,476	275235	\$99,500
1997	HAMM HD13 smooth-drum	2,066	40297	\$7,899
2008	VOLVO SD25D smooth-drum	260	196927	\$35,000
2005	WACKER NEUSON RT82SC walk/tow behind	352	5539278	\$13,950

CRANES

2013	SANY SCC8100 crawler/dragline	1,089	12CC01030210	\$641,500
1991	GROVE RT990 rough-terrain	705	75818	\$299,500
2013	SANY SRC840 rough-terrain	2,043	13RC00351276	\$219,500
2013	SANY SRC885 rough-terrain	452		

SCRAP PROCESSING/DEMOLITION

2005	DEERE 330C LC	6,804	804226	\$129,000
2008	SENNEBOGEN 830M	13,800	1159	\$199,000
2007	KOMATSU PC200LC-8	6,088	C60859	\$194,800
2001	KOMATSU PC300LC-6	20,021	A84652	\$29,500

LIGHT TOWERS

2008	WACKER LTC4L	5,618	5786887	\$5,250
2008	WACKER LTC4L	3,580	5810333	\$6,250
2008	WACKER LTC4L	1,931	5810334	\$6,250
2013	WACKER LTN6L	2,493	20206189	\$10,300
2013	WACKER LTN6L	887	20206195	\$10,300

TRAILERS

2013	LOAD KING traveling-axle trailers			\$25,200
2012	TRAIL-EZE lowboy trailers			\$45,000
2004	TRAIL KING live-floor trailers			\$19,950
2002	LOAD KING			\$19,500
1993	ROGERS tag trailers			\$5,500

WHEEL LOADERS

2006	HYUNDAI HL740-7	5,000	LF0110660	\$77,550
2003	KOMATSU WA180PT-3MC	11,458	A88123	\$44,900
2005	KOMATSU WA320-5	4,595	A32421	\$88,900

MISCELLANEOUS

2013	BARBCO BD80-15SC horizontal drill	1	BD80SCHP051304	\$473,500
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