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# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

## KNOPIK CRUSHING INC.

Central-Minnesota crushing business stays busy thanks to quality service



Mike Knopik,  
Owner

# KOMATSU®

# A MESSAGE FROM THE PRESIDENT



Mike Sill II

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Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO-CON/AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your RMS Road Signs magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at RMS, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

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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Read about the next generation of Komatsu wheeled harvesters and how they are designed to increase production and performance.

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# KNOPIK CRUSHING INC.

## Central-Minnesota crushing business stays busy thanks to quality service



Mike Knopik,  
Owner

Mike Knopik has always had a connection with the screening/crushing/recycling industry. He started in his father's environmental company 30 years ago, screening contaminated soils across the southeast U.S. When Mike and his wife, Lisa, decided it was time to start a family, he returned to Minnesota and got into the screening and crushing business. After nearly 20 years in the industry, Mike decided it was again time for a change. So in 2007, he set out on his own and founded Knopik Crushing Inc., focusing solely on crushing and recycling.

Balance and efficiency were Knopik Crushing's top priorities when it upgraded its spread, which now features a KPI 3055 Vanguard jaw crusher (top) and JCI K300 cone plant (bottom).

"I always knew I wanted to work for myself – live the dream, I guess," said Mike. "I really enjoy crushing. It's an industry where you can always make a good living if you're putting in

the hours. Also, weather isn't as much of a factor in our work, which is nice."

When it came time to find employees for his new venture, Mike turned to his family. Lisa and his brother Steve joined right away. Steve runs equipment along with Mike, and Lisa manages the financial side of the business. Mike's sons, Joe and William, have also become involved, in addition to Tyler Johnson – who started with the company in 2014.

"It all kind of worked itself out," recalled Mike. "I ran equipment, and Lisa took care of the books. Steve was with another contractor and would work with us in the winter when he was laid off. Eventually, he came on full time. Joe started here four years ago, and William is in college, studying construction management, but works with us in the summers. We consider Tyler our 'new guy,' and he does a great job, too."

Mike prefers being a small company.

"We're a tight-knit group and have a family atmosphere," he said. "We aren't big on titles. No one has a specialized job – we rotate positions and duties on projects. Everyone is willing and able to help if something comes up on a jobsite. All of these guys are really good at what they do."

Today, the Inver Grove, Minnesota-based company typically does 12 to 15 jobs a year, producing roughly 600,000 tons of material. Mike says almost 70 percent of his jobs are recycling, with the other 30 percent dealing with virgin materials. The bulk of Knopik Crushing's work occurs in the Twin Cities area, but the company has done jobs throughout Minnesota, Iowa and North Dakota.

"We have a lot of repeat customers with contracts to come in once or twice a year and crush material," said Mike. "We can produce anything



▶ VIDEO







► VIDEO

Operator Steve Knopik loads Knopik Crushing's KPI Vanguard 3055 crusher with a Komatsu WA500, which has a Hensley spade-nosed rock bucket. "I've run quite a few other brands, but the WA500 is better. Komatsu machines have a lot more power and are really comfortable," said Knopik. "The bucket is good for us because the teeth dig into the pile easier."



from three-quarter minus to eight-inch rock. Whatever spec the customer wants, we deliver. We produce the material and leave it on-site for the owners."

## Carving out a niche

Mike immediately found the ideal focus for his new crushing business – small projects. That turned out to play a larger role in the company's success than he thought it would. When the Great Recession hit, it negatively affected larger companies with big, multiple-machine spreads and trucking operations.

"I started with a small impact plant because that's what I could afford, but it also allowed me to fill what I believed was a void in the market," said Mike. "Being small and nimble was a distinct advantage. When the economy crashed, it took a toll on a lot of the larger companies because they weren't set up to do the type of work we did. We focused on 2,000- to 3,000-ton projects that involved crushing material on-site and leaving it there, which became more prominent when the recession hit. We were able to get in and out quickly because of our spread, and we didn't have trucking costs. Customers appreciated our work, and we built from that foundation."

Eventually, his small spread could not keep up with production, and Mike had to grow. Timing was on his side. The economy was beginning to rebound, and the company had created strong bonds with customers.

"That smaller set up worked for a couple of years, but we decided that we had to get

stronger and more productive," said Mike. "We upgraded to a larger spread, and it has paid off. What we lost in mobility, we made up for by doubling production. Today, we average about 300 to 350 tons of product an hour when we are recycling. If we are working with virgin materials, we can average about 500 tons an hour."

With timing, luck and a heavy dose of hard work, Knopik Crushing has enjoyed steady growth throughout its eight years in operation.

"The crushing industry is pretty strong in central Minnesota right now," said Mike. "We're extremely busy, and we don't even advertise. We've been fortunate, but we also provide a great service, produce quality products and make sure a site looks better when we leave than it did when we got there. Our customers really appreciate that."

## Komatsu, KPI-JCI equipment from RMS

Even before Mike started his company, he knew Komatsu would be in his fleet.

"I've always run Komatsu equipment, and I push it to everybody," he said. "Every time I need a new loader, I still demo other brands, but Komatsu always wins. I can run circles around the competition in a Komatsu."

Knopik Crushing also relies on Road Machinery & Supplies and Territory Manager Gordon Johnson. Recently, Knopik purchased a Komatsu WA500 wheel loader with a Hensley six-and-a-half-yard, spade-nosed rock bucket.

*Continued . . .*

# Knopik expects future growth

... continued

The loader came with KOMTRAX, Komatsu's machine-monitoring system, and Komatsu CARE, through which RMS provides complimentary service for the first 2,000 hours or three years.

"The machine is excellent; it has more than enough power. The bucket is great for tearing into piles of material, and it's the right size for us with our spread," said Mike. "We put 1,600 hours on it in eight months. In recycling, we are pretty much running into a pile, filling the bucket, dumping it and doing it all over again as many times as we have to. We haven't had any problems. The WA500 is a tank.

"The services that RMS provides have been excellent, too," he added. "Having someone come out every 500 hours to do maintenance through Komatsu CARE is a great plan. We used to do our own maintenance, but this is better. RMS also helped us lower our idle time significantly, which

isn't easy to do in recycling. We got our idle time down to 23 percent with KOMTRAX, and we were one of six companies to win an award for the reduction, so that was exciting."

RMS was also there when Knopik Crushing needed to upgrade its equipment to increase production four years ago. The company's set up now features a KPI 3055 Vanguard jaw crusher and a JCI K300 cone plant. As with the Komatsu loader, RMS is on-hand to perform maintenance on the crushing spread.

"RMS has been great about helping us, especially with parts and manganese changes," said Mike. "Everyone at RMS goes the extra mile to do what they can to help us out."

Efficiency was a top priority for Mike when picking the machines. He made sure that everything matched, and believes he now has one of the best spreads in the market.

"When you're crushing, it's all about balance," he said. "We wanted to avoid bottlenecks. That starts with the bucket on the loader and continues through the stacker. There are a lot of moving parts involved, but our downtime has been minimal with the KPI-JCI equipment. Also, having good employees monitoring the process is important. It all works together."

## Future growth

At 51, Mike has no intention of slowing down – just the opposite, in fact. After eight years of growth and an increasing market for crushing and recycling, Mike plans on going even stronger during the next few years.

"We hope to add another spread and crew next year," he said. "We are very busy right now, and I think it's only going to get busier going forward. I'm confident we can grow and continue to be successful."

Mike isn't limiting his growth to the near future, either.

"In five to 10 years, I could see us with three spreads and a rock quarry or gravel pit. It's just a matter of finding the right fit for us. It's a challenge to find pits with good aggregate in a good location, but they're out there," he said. "Hopefully Joe and William can take over the business and continue to grow. It'll be exciting to see where it goes." ■

Road Machinery & Supplies Co. Territory Manager Gordon Johnson (left) visits Knopik Crushing Owner Mike Knopik. "Everyone at RMS goes the extra mile to help us out," said Mike.



(L-R) Tyler Johnson, Joe Knopik, Steve Knopik and Owner Mike Knopik make up the company's crew. "We're a tight-knit group, and we have a family atmosphere," said Mike.





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# BRIDGING THE SKILLS GAP

## Promoting the positives of construction could help meet the challenge of finding future workers

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects

industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■



**Dan Belcher,**  
Director of Workforce  
Development,  
NCCER

*This article is reprinted  
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The NCCER Blog" at  
[blog.nccer.org](http://blog.nccer.org).*

*Dan Belcher is Director of  
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and his role includes  
informing and updating  
government, workforce  
industry and education  
sponsors about NCCER.*



NCCER Director of Workforce Development Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.

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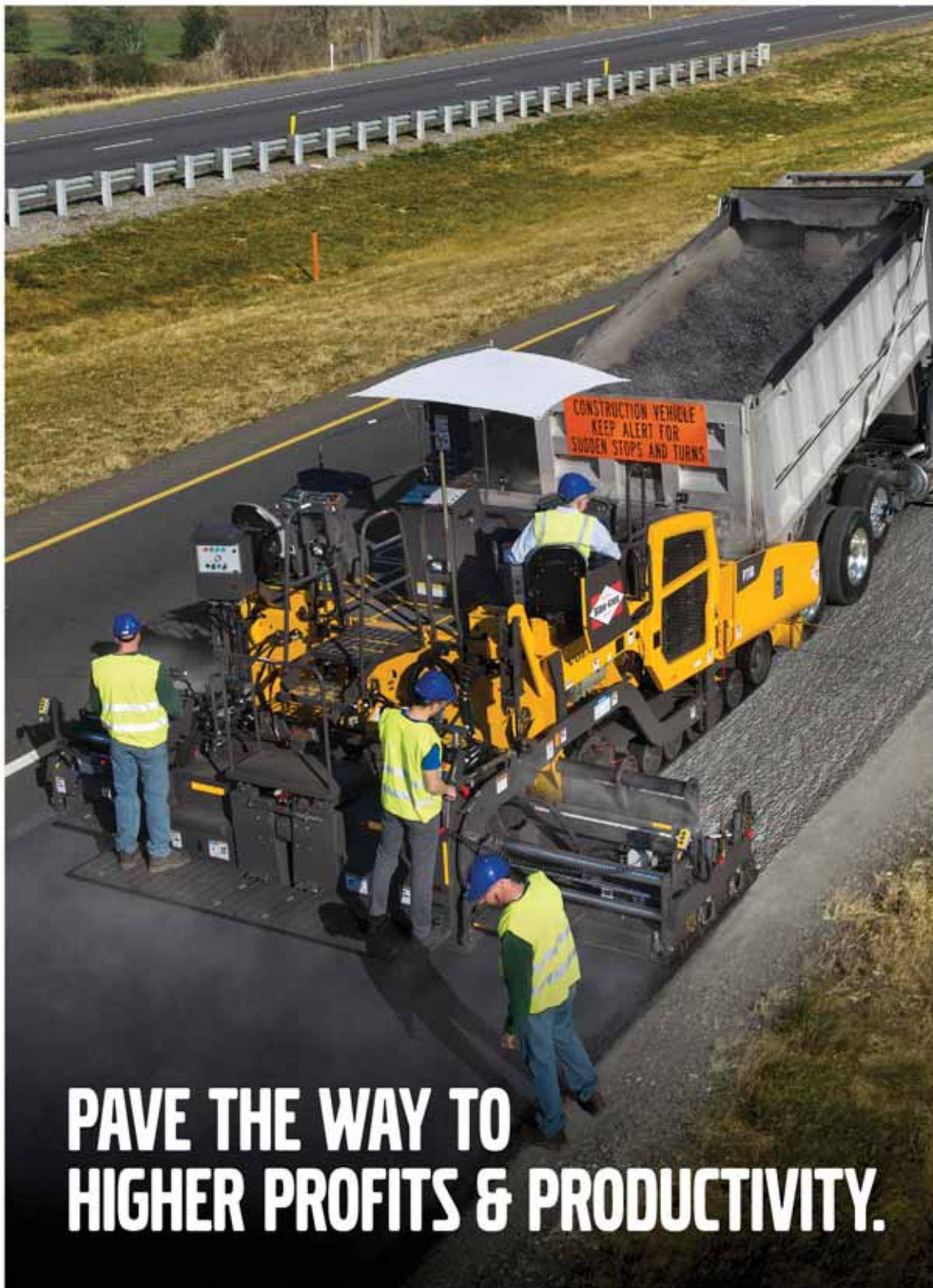
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# TRANSPORTATION CAREERS

## Report shows highway construction among leading industries needing a larger number of new workers

**U**S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and

other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

### Regional growth

The joint report examined several key areas of the transportation industry to collect

*Continued . . .*

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.” It was followed in the industry by labor, which will need to fill 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.



# Report predicts 11-percent employment growth by 2022

... continued

data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic "hot spots" for future transportation jobs; wages and education/work experience/training requirements for high-demand transportation jobs; and annual job openings compared to educational program completions.

"Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works," according to the report. "Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest."

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in

transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

## Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry's growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

"While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery," said the report. "In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work."

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

The report "Strengthening Skills Training and Career Pathways Across the Transportation Industry," looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.





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# HIGH SPEED DOZING

## 'H mode' among enhancements in Komatsu's new D61-24 dozers



Jonathan Tolomeo,  
Komatsu Product  
Marketing Manager,  
Crawler Dozers

Komatsu's new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

### Quick Specs on Komatsu's D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



"The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications," said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. "Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class."

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer's travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

"Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment," said Tolomeo. "Operators can easily select the proper mode using the large LCD monitor in the cab."

### Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

"We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out," said Tolomeo. ■



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## PRODUCT IMPROVEMENT



WA380-8



WA470-8

# MORE EFFICIENT MATERIAL MOVEMENT

## New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.



Rob McMahon,  
Komatsu Product  
Manager



Craig McGinnis,  
Komatsu Product  
Marketing Manager

*Continued . . .*

### Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



# Advancements make Dash-8s powerful and efficient

... continued

"With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks," said Craig McGinnis, Komatsu Product Marketing Manager. "It's ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling."

## SmartLoader Logic

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines' Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu's new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.

## Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

"With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability," said McGinnis. "We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves." ■

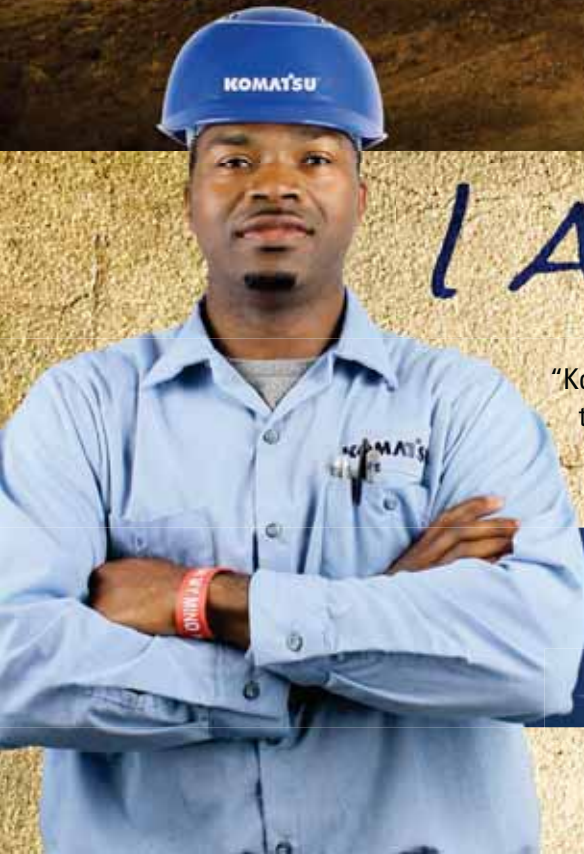
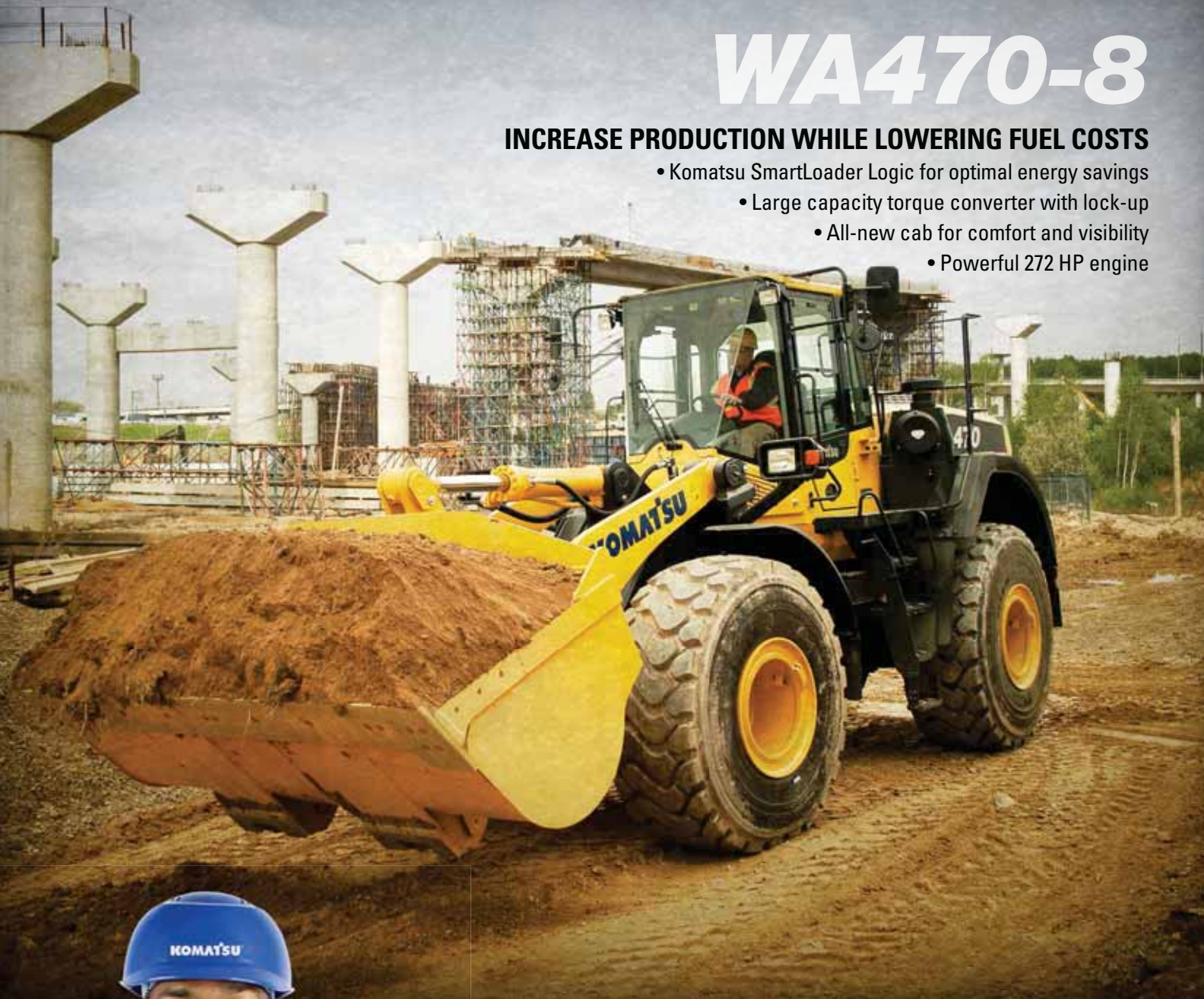




# WA470-8

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- All-new cab for comfort and visibility
- Powerful 272 HP engine



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PC45MR-5



PC55MR-5

## NEW COMPACT EXCAVATORS

### Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models



Desmond Jarvis,  
Komatsu Product  
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

#### Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

#### Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds







# PC210LCi-10

## INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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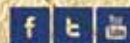
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## SAVINGS BY DESIGN

# REDUCE UNDERCARRIAGE COSTS

## Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

"Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This has enabled PLUS to become standard equipment on other Komatsu models."

### Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

"Supplemental wear-life coverage is available through our local distributors," said Murawski. "PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers." ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.





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# FIRST-IN-THE-FOREST

## Komatsu's next generation harvesters feature a host of improvements that benefit your bottom line

Komatsu strengthened its wheeled harvester lineup with four new models – 901, 911, 931 and 951 – representing a new generation that features breakthrough improvements in operator comfort, convenience, performance and productivity. Each is powered by a Tier 4 Final engine that provides high-torque, high-capacity cooling systems and reduced fuel consumption.

Increased operator comfort and convenience begins with a totally new cab design and operating environment that increases the front-line-of-sight visibility by 62 percent upward and 17 percent downward. The modern design features first-class ergonomics, high-end automotive fit and finish, and a MaxiXplorer control and information system with seven new software options and a more powerful computer.

Next-generation technology improves performance and productivity. The harvesters feature new H-series parallel cranes with greater lift capacity, 360-degree cab/crane rotation and four-way cab/crane leveling. An innovative 3PS three-pump hydraulic system design produces significantly greater hydraulic work flows, and a new Hydrostatic Transmission generates more torque.

Outside the cab, 16 powerful LED lights provide double the illumination to the harvesting head. All daily maintenance checks and fills can be performed at ground level or from inside the cab. The harvesters feature a highly functional and sleek new design, including a one-piece hood that opens rearward to fully expose the entire engine compartment for easy service access. All filters are vertically mounted and easy to change.

“This first-in-the-forest lineup is Tier 4 Final and a whole lot more,” said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. “From operator comfort and convenience to machine performance and productivity, these harvesters are the new benchmark in the category. Each model can be equipped with a variety of Komatsu harvesting heads to meet specific application needs.” ■



Steve Yolitz,  
Manager,  
Marketing Forestry

Komatsu's new Tier 4 Final harvester lineup features four models that increase production and performance while lowering fuel consumption. The new models feature H-series parallel cranes with greater lift capacity, and an innovative three-pump hydraulic system design that produces significantly greater hydraulic work flows. A totally new cab substantially improves visibility.





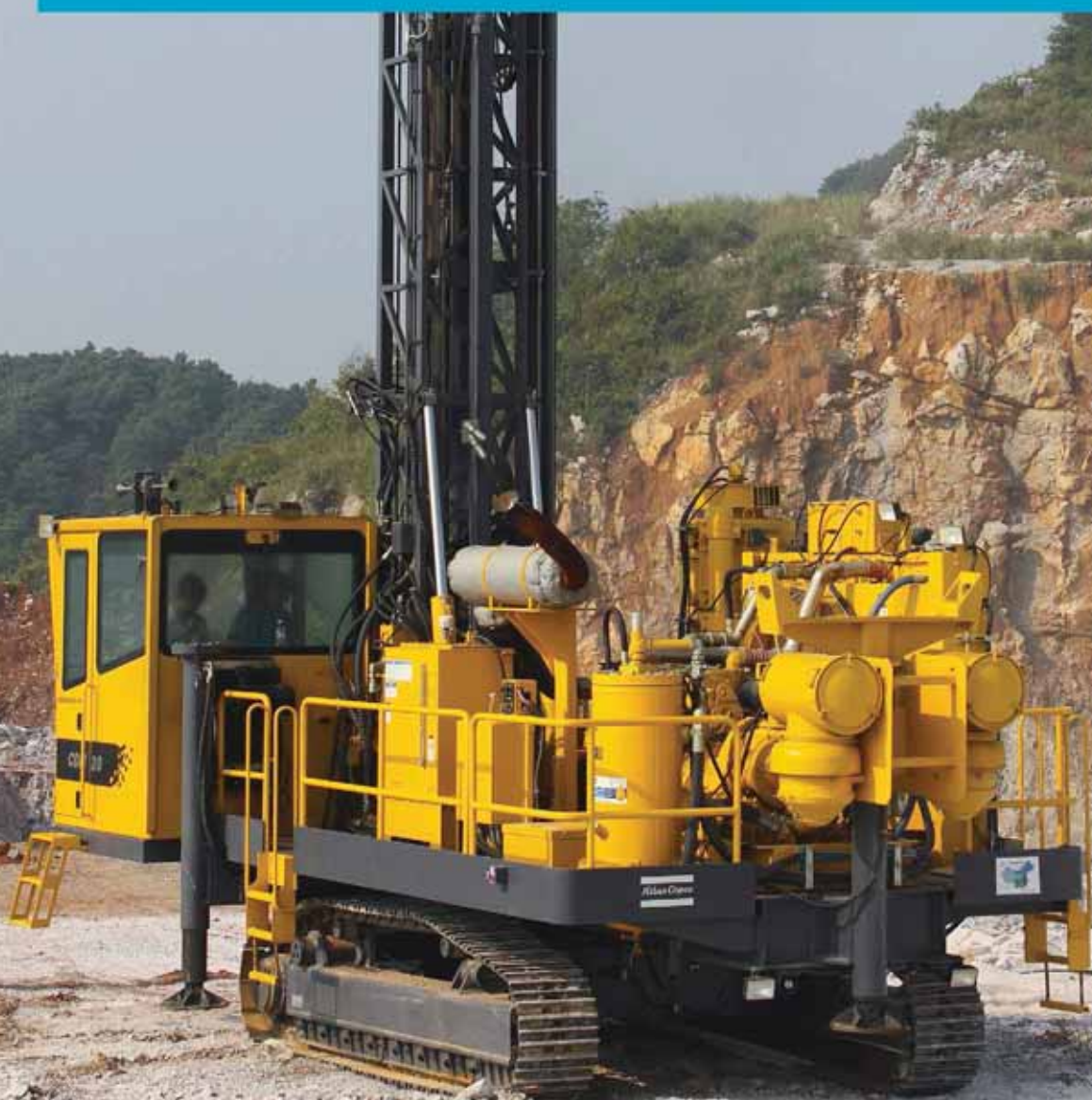
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# GIVING YOU STRONG OPTIONS

## John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense

**QUESTION:** What does the Rental & Used Equipment group offer customers?

**ANSWER:** Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

**QUESTION:** How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

**ANSWER:** When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first

*Continued ...*



**John Arapidis,  
Vice President, Rental &  
Used Equipment**

*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.*

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.

# Komatsu-certified equipment provides peace of mind

... continued

three years or 2,000 hours. Our distributors have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then

All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.



can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

**QUESTION: Does this mean customers should avoid older machines?**

**ANSWER:** Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.

**QUESTION: How should customers go about checking availability of rental and ReMarketing machines?**

**ANSWER:** The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check [www.komatsuused.com](http://www.komatsuused.com).

**QUESTION: What do the rental and used markets look like going forward?**

**ANSWER:** Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■





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# EVENTS HIGHLIGHT INNOVATIONS

## Record-setting ICUEE leads list of industry shows that spotlight latest technologies from utilities to mining

The annual International Construction and Utility Equipment Exposition (ICUEE) wrapped up another record-setting year this fall, with registered attendance of more than 18,000. The event surpassed last year's record total by 13 percent. Registrants came from all 50 states, nine of the 10 Canadian provinces and more than 60 other countries worldwide.

ICUEE also set records for exhibit space and number of exhibitors. More than 950 exhibitors, including 250 companies new to the show, filled 1.2 million square feet of exhibit space to showcase their latest equipment and product innovations, and conduct numerous live demonstrations and hands-on opportunities.

Mining equipment on display is one of the features of MINExpo, which will run Sept. 26-28, 2016, in Las Vegas. Held every four years, the event spotlights innovations in technology, machinery and other aspects of the industry. It's one of a handful of upcoming construction and mining shows happening through next fall.

The event is one of several construction industry and mining events that have taken place or will take place during a 12-month period that began in September. One upcoming event is the annual World of Concrete, which begins Feb. 1, 2016, at the Las Vegas Convention Center. Seminars are available beginning the first day, and exhibits are open Feb. 2-5. New features of the 2016 World of Concrete include an area focused on precast products, technologies and equipment such as coring machines, pipe unloaders, precast forms and more.

The World of Asphalt Show & Conference 2016, which will run March 22-24 in Nashville at the Music City Center, is another. The event is geared toward asphalt, highway / street pavement maintenance and traffic safety industry professionals from all types of companies. Exhibits include asphalt production and recycling equipment; road building machinery; pavement maintenance equipment; trucks and trailers; soil stabilizers; and more. In addition, the Aggregates Academy & Expo will be co-located, providing an enhanced show experience for attendees by offering additional exhibits and education opportunities.

### **MINExpo returns**

Next fall, MINExpo INTERNATIONAL returns to the Las Vegas Convention Center Sept. 26-28. Held every four years, MINExpo is the mining industry's premier exhibition for mining equipment, technology and service companies. Every facet of mining – open pit; underground; processing and preparation; mine site development; exploration and surveying; smelting and refining; and reclamation – will be represented at the event. ■





## MORE INDUSTRY NEWS

### Highway Administration finalizes standards for tunnel inspections

The U.S. Department of Transportation's Federal Highway Administration (FHWA) recently published the final rule for national standards that will serve as the foundation of the nation's first standardized tunnel inspection program. It will be modeled after the FHWA's bridge program established nearly a half-century ago to ensure the safety of the nation's bridges.

"This important step to keep our nation's tunnels safe for the traveling public is unprecedented," said U.S. Transportation

Secretary Anthony Foxx. "Establishing national standards will help us maintain a high level of quality and uniformity in tunnel inspections nationwide."

To support the implementation of the standards, FHWA has developed guidance documents and manuals. The agency will offer training to state and local engineers on how to conduct highway tunnel inspections, including on what elements to inspect and how to code and record the results. ■



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# JUSTIN GOODRICH

## Cedar Rapids Service Manager focuses on giving customers 'the most bang for their bucks'

Like many kids in Iowa, Justin Goodrich grew up on a farm. His formative years included working on machinery as well as a 1964 Ford Thunderbird he bought at age 13. He also liked to take apart smaller items, such as computer equipment, to see how they worked.

"I would describe myself as a 'gearhead-computer geek,'" said Goodrich, who was recently named Service Manager at Road Machinery & Supplies' Cedar Rapids, Iowa, location. "After graduating high school in 2004, I went to college at DMACC (Des Moines Area Community College) for computer programming, but switched to the diesel program."

Goodrich worked his way through school with a job at Home Depot and joined the United States Marine Corps Reserve. His time in the military included basic and advanced training on heavy-duty trucks. After his service, he returned to Iowa and continued to work at Home Depot while he finished the diesel program at DMACC.

"I did an internship with an equipment dealer, and it eventually led me into the heavy equipment field full time after I graduated in 2009," recalled Goodrich. "I joined RMS about five years ago as a field technician. I've always believed in giving customers the most bang for their bucks by finishing services or repairs as timely, efficiently and cost-effectively as possible. RMS believes that too, and my goal is to instill that in every service technician."

### More shop work

Goodrich currently oversees shop and field technicians at the Cedar Rapids branch. He hopes to add several more.

"I want customers to think of RMS first when it comes to service and repair needs. Taking care of them with skilled technicians who are well-trained on how to quickly diagnose and repair machines leads to repeat work and referrals to potential customers," he noted. "Another goal of mine is to increase the amount of work we do in the shop. Field work is necessary for emergency repairs and preventive maintenance, but other jobs can often be done just as efficiently – and possibly more cost-effectively – by bringing a machine to the shop."

Justin and his wife, Bethany, married in August and enjoy spending time together, working on their house, and going camping and canoeing. He's also still tinkering with his 1964 Thunderbird. ■

Cedar Rapids Service Manager Justin Goodrich wants customers to think of RMS first when it comes to service and repair needs. "I've always believed in giving customers the most bang for their bucks by finishing services or repairs as timely, efficiently and cost-effectively as possible. RMS believes that too, and my goal is to instill that in every service technician."







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**2011 KOMATSU PC160LC-8,  
3,801 hrs., 9'6" arm with manual coupler**



**\$155,000**

**2007 KOMATSU D85EX-15E0,  
7,217 hrs., s/n 11190**



**\$99,000**

**2012 KOMATSU WA320PZ-6,  
5,399 hrs., stk# 34332, coupler and bucket**

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



2012	KOMATSU PC160LC-8	25424	2,367	\$109,000
2011	KOMATSU PC160LC-8	25198	3,801	\$89,750
2007	KOMATSU PC200LC-8	C60859	6,088	\$69,000
2006	KOMATSU PC220LC-7L	A86971	5,909	\$84,500
2007	KOMATSU PC300HD-7EO	A86053	10,100	\$69,000
2008	KOMATSU PC300HD-8	A87027	13,480	
2008	KOMATSU PC300LC-8	A90603	6,457	\$99,000
2008	KOMATSU PC300LC-8	A90629	8,500	\$99,500
2013	KOMATSU PC360LC-10	A32874	2,549	\$185,000
2013	KOMATSU PC360LC-10	A32923	1,801	\$199,500
2014	KOMATSU PC490LC-10	A40706	2,773	\$309,000
2007	KOMATSU PC50MR-2	7394	4,100	\$28,000
1999	KOMATSU PC600LC-6	10022	12,000	\$78,500
2005	KOMATSU PC600LC-7	20126	8,223	\$189,000
2005	KOMATSU PC750LC-7	20082	12,937	\$125,000
2014	KOMATSU PC800LC-8EO	65161	900	
2009	CASE CX210B	DAC21K5N7SAH1290	2,500	\$89,000
2008	HYUNDAI ROBEX 250 LC-7	N70410143	2,036	\$164,000
2008	KOBELCO SK210 LC	Y009-U3924	4,220	\$79,500

## CRANES



1991	GROVE RT990	75818	705	\$179,500
2014	GROVE YB7725	322116	614	\$346,900
1994	LORAIN LRT230E	80324	6,935	\$54,900
2013	SANY SCC8100	12CC01030210	1,138	\$641,500
2014	SANY SRC840	14RC00350825	15	\$268,000
2014	SANY SRC840	14RC00351931	71	\$282,000
2013	SANY SRC840	13RC00351276	2,130	\$219,500
2014	SANY SRC865XL	14RC00550822	20	\$412,500
2016	SANY SRC865XL	14RC00551385	16	\$412,500
2013	SANY SRC885		452	
2014	SANY SRC885	13RC00752580	11	\$519,000

## AGGREGATE EQUIPMENT

2013	KPI CS3055	412516-412518	0	\$551,000
2015	KPI-JCI 1830PH	414372-414374	0	\$336,000
2009	KPI FT3620CC	93101	4,571	\$149,000
2001	SVEDALA 1312	121383	4,700	\$289,500
2004	WILDCAT 516 COUGAR	4F351208	2,088	\$79,500

## SCRAP PROCESSING/DEMOLITION

2005	DEERE 330C LC	804226	6,804	\$104,500
2012	SENNEBOGEN 825M	825.0.1801	162	\$371,500
2012	SENNEBOGEN 835M	835.0.2009	1,430	\$399,500

## COMPACTORS/PAVERS



	BLAW-KNOX PF120H	0850-018	1,174	\$7,500
2013	BLAW-KNOX PTC15	B88321	298	\$59,000
2012	BLAW-KNOX RW35A	RW35A-88330	151	\$64,500
2006	DYNAPAC CA121PDB	60311412	1,005	\$57,500
2014	DYNAPAC CC722	1000326K0A012913	138	\$245,300
2013	DYNAPAC F1000T	717US2008	0	\$249,500
2012	DYNAPAC F1000W	716US7852	0	\$209,508
1999	GILCREST PROPAVER 413	26162	608	\$2,500
2003	INGERSOLL-RAND DD28	31773		\$11,500
2006	LEEBOY 8500	8515T-46193	4,422	\$34,500
2009	LEEBOY 9000	53635	160	\$119,000
2010	STONE PDB54	252007350	630	\$19,000
2010	VOLVO MW500	22949	550	\$99,500
2008	VOLVO SD25D	196927	260	\$35,000
2005	WACKER RD15	5548311	274	\$18,250

## WHEEL LOADERS



2015	KOMATSU WA270-7	A27177	168	\$145,000
2013	KOMATSU WA320-7	80250	438	\$143,000
2015	KOMATSU WA320-7	A36283	220	\$175,000
2012	KOMATSU WA320PZ-6	71223	5,399	\$99,500
2004	KOMATSU WA500-3	52332		
2011	DEERE 544K	1DW544KZAB0635796	14,395	\$64,500
2006	HYUNDAI HL740-7	LF0110660	5,060	\$49,500
2008	WACKER NEUSON 850	346040264	2,941	\$35,000

## CRAWLER DOZERS



2013	KOMATSU D155AX-7	90084	3,092	\$349,500
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
2008	KOMATSU D61PX-15E0	B45769		\$149,000
2011	KOMATSU D65EX-16	26860365	8,794	\$97,000
2012	KOMATSU D65WX-17	1137	2,741	\$184,500
2007	KOMATSU D85EX-15E0	11190	7,217	\$155,000

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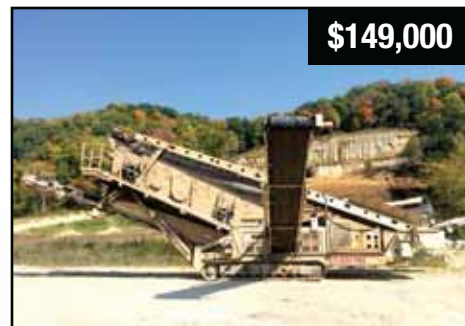
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2008 KOMATSU PC300LC-8,  
6,457 hrs., stk# 034674, 13'1" arm, coupler



**\$143,000**

2013 KOMATSU WA320-7,  
438 hrs., stk# 031750, JRB coupler, 3.25-yd. bucket



**\$149,000**

2009 KPI FT3620CC screen,  
4,571 hrs., s/n 93101

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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### LIGHT TOWERS

2011	WACKER LTN6L	29586	882	\$5,750
2014	WACKER LTN6L	20227329	490	\$7,250

### FORK LIFTS & BOOM LIFTS

2007	JLG 600S boom lift	300111702	4,106	\$29,500
2007	JLG 600S boom lift	300111768	4,076	\$29,500
2001	INGERSOLL-RAND VR1056 fork lift	167984	10,038	\$33,500
2014	PETTIBONE EXTENDO 1530 fork lift	EX10428-14	57	\$156,500
2014	PETTIBONE T944 fork lift	EX10435-14	496	\$118,000
2008	SKY TRAK 10054 fork lift	160034184	3,188	\$53,500
2007	SKY TRAK 10054 fork lift	160031826	3,760	\$53,500
2007	SKY TRAK 10054 fork lift	160031923	3,947	\$53,500

### OFF-HIGHWAY TRUCKS

2014	KOMATSU HM400-3	3483	2,724	\$377,000
2015	KOMATSU HM400-3	3627	2,728	\$399,000
2014	KOMATSU HM400-3	3611	2,826	\$369,500
2014	KOMATSU HM400-3	3577	2,841	\$369,500
2014	KOMATSU HM400-3	3579	2,896	\$369,500
2014	KOMATSU HM400-3	3566	2,929	\$369,500
2014	KOMATSU HM400-3	3501	2,936	\$369,500

### MISCELLANEOUS

2013	BARBCO BD80-15SC horizontal drill	BD80SCHP051304	1	\$473,500
2010	GORMAN-RUPP 1/2 A2-E2 pump	1457383	0	\$1,270
2005	GORMAN-RUPP 1/2 A2-E2 pump	1315582	0	\$1,785

### ATTACHMENTS

2005	BLAW-KNOX asphalt/paving	N/A		\$3,500
2013	ROTOBEC CSB100HD clamshell bucket	637223		\$24,500
2007	LEMAC GP bucket	K0737		\$13,700
1996	JRB GP bucket	A51006		\$12,100
2006	KOMATSU GP bucket			\$1,960
2003	EMPIRE GP bucket	E6164		\$2,620
2002	EMPIRE GP bucket	E5770		\$1,690
2013	PEMBERTON GP bucket	GPB-5107-6.0-0413		\$14,500

### ATTACHMENTS continued...

2008	GP bucket	1107021		\$610
2011	EMPIRE GP bucket	E702-11		\$25,000
2009	KOMATSU 423-70-32200 GP bucket	2273		\$7,350
	ENTEK MP bucket	12528		\$1,850
	GAR-BRO 483-R bucket	04631E		\$3,250
	GEITH bucket			\$3,000
1996	HENSLEY rock bucket	A51006		\$12,100
2003	NPK C8C compactor	IN3205		\$11,000
2007	NPK C8C compactor	1N5879		\$14,950
	QUADCO QFH22B sawhead feller-buncher	QFH22B753		\$35,000
2007	PEMBERTON fork	UF239960507		\$5,150
2006	PEMBERTON fork	UC2083601105L		\$5,740
	ROCKLAND fork	R52369		\$7,500
2006	PEMBERTON fork	UF2037600905		\$4,310
2007	KINSHOFER GP grapple	RG09834		\$5,900
2012	GRABTEC GP grapple	21977		\$12,900
2012	SENNEBOGEN OP4S orange-peel grepple	442089		\$31,600
2007	KINSHOFER A08HPX-50 grapple	SG03778		\$9,500
2008	ROTOBEC scrap/salvage grapple	935568		\$9,500
2011	GENSCO PR01/5-60 scrap/salvage grapple	13283		\$13,900
2000	SURESTRIKE 6000 hydraulic hammer/breaker	6001		\$67,100
2008	ATLAS COPCO hydraulic hammer/breaker	KAL02324		\$14,675
	SURESTRIKE 6000 hydraulic hammer/breaker			\$6,000
2005	NPK E203 hydraulic hammer/breaker	82073		\$8,500
2008	STANLEY DH1500 hydraulic hammer/breaker	112608001		\$6,700
2004	BLAW KNOX GENSET	551030-83		\$4,500
2012	GENESIS LXP300 concrete shears	320187		\$194,500
2012	GENESIS GDR300 concrete shears	310111R		\$79,500
2011	GENESIS LXP400 concrete shears	420121R		\$149,500
2012	GENESIS LXP400 concrete shears	420125R		\$199,500
2010	GENESIS GMP90 steel shears	94113		\$45,000
2010	GENESIS GVP15 steel shears	15005		\$71,000
2010	GENESIS LXP300 steel shears	320157		\$129,500
2003	GENESIS GXP300 steel shears	30034		\$45,000
2010	GENESIS GXP660R steel shears	600478R		\$199,500
2013	GENESIS GXP300R steel shears	300528R		\$116,800
2013	GENESIS GXT445 steel shears	4451004		\$157,620
2013	GENESIS GDR300 steel shears	310125		\$96,600
2011	GENESIS GXP660R steel shears	600-533R		\$202,500
	LABOUNTY MSD100 steel shears	100509		\$65,000
2007	INGERSOLL-RAND shell kit			\$13,500
2007	INGERSOLL-RAND shell kit	A/194178		\$10,500

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