

MARKMAN PEAT CORP.

Learn how mastering efficiency leads to remarkable growth for this LeClaire, Iowa, company



Jeff Widdop,
President



Brian Sherrick,
Vice President

KOMATSU®

A MESSAGE FROM THE CEO



Mike Sill II

**Construction
remains
in positive
territory**



Dear Valued Customer:

Economists and industry organizations predict further strength in construction throughout 2018. Many see growth across several market sectors, and if Congress delivers on new infrastructure legislation, that would also add to the positive outlook. At RMS, we are hopeful that will be the case.

Growth in the construction industry means more machinery in the field. RMS is aligned with great manufacturers who we believe engineer and build the best equipment in the industry. Komatsu is a perfect example. No other company can match its *intelligent* Machine Control dozers and excavators, which are making businesses like yours more productive, efficient and profitable. You can read about one such firm in this issue of your RMS Road Signs magazine.

Of course, there are times when standard machinery is your best choice. Komatsu's extensive lineup of Dash-11 excavators stands out for its unrivaled power, durability, reliability and productivity. Read about several models inside.

These, and many other Komatsu Tier 4 products, are covered by Komatsu CARE for the first three years or 2,000 hours. Our technicians perform the scheduled maintenance at times and locations convenient for you, which minimizes your downtime. We track your machines' hours, contact you when services are due and get them done.

RMS can also service your older Komatsu machines, other brands we carry and competitive equipment as well. If there is anything you need, from sales and rentals to parts, maintenance and repairs, we have you covered. Call or stop by one of our branch locations for more information.

Sincerely,
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Mike Sill II
CEO



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MARKMAN PEAT CORP.

Mastering efficiency leads to remarkable growth for this LeClaire, Iowa, company



Jeff Widdop,
President



Brian Sherrick,
Vice President

For 25 years, Jeff Widdop worked in commercial banking. During that time, he developed a diverse group of clients. One, however, piqued his interest for years: Rob Markman, President of Markman Peat Corp. in LeClaire, Iowa.

"I always used to tell Rob that if he was ready to get out of the business, I would happily take it over," recalled Jeff. "It was always a serious offer. I thought the business was interesting and that there was opportunity there. It seemed a lot more fun than banking."

Jeff's friend, Brian Sherrick, who worked in banking for 15 years, was also looking for something different, and Markman Peat fit the bill. The two formed a partnership and approached Rob with an offer in 2010. He accepted, and Jeff and Brian began their adventure on January 1, 2011.

"We both had a relationship with Rob. I was his banker for 20 years and Brian's dad was Rob's accountant for 30 years," explained Jeff. "I liked my time in banking, but this is a lot more enjoyable. It was a challenge at first, just like we expected, but it's been rewarding. I like interacting with long-term customers and developing those relationships."

Jeff also appreciates the more subtle differences between banking and his new venture, most notably the dress code. "Now, I only have to wear a suit and tie when I go to funerals and weddings! It's been a real lifestyle change."

Today, Jeff and Brian are equal partners in the company that has 85 employees and four facilities across the Midwest.

The company harvests reed sedge peat moss from bogs created by abandoned riverbeds; mixes and grinds it with other soil amendments to create different variations of soil products; and then bags the goods at its facilities. It purchases and bags rock and sand as well. The company's New Plant Life and All-American products are available throughout the Upper Midwest at wholesale retailers ranging from big-box stores to independent shops.

Mastering efficiency

It should come as no surprise that two people with extensive backgrounds in banking focused on numbers when they purchased the business, and that's exactly what Jeff and Brian have done. Since the duo acquired the firm seven years ago, the company has increased production by nearly 400 percent.

To accomplish that impressive gain, Jeff and Brian had to solve a chicken-or-the-egg scenario.

"We knew we wanted to ramp up production significantly in the first five years," stated Jeff. "We had the material, we just needed customers

Using a Komatsu D65PX dozer, a Markman Peat operator maintains a stockpile of harvested peat moss that stretches the length of a football field.

► VIDEO





▶ VIDEO

A Markman Peat operator uses a Komatsu PC360LC excavator to load peat moss that was harvested from the adjacent bog. "The PC360 has excellent power, which is great because we are usually pulling loads of wet dirt from the ground at full extension," explained President Jeff Widdop.

to buy it, so we put an emphasis on acquiring sales. Once we did that, we had to make sure we could meet those sales. If a store doesn't have the material, they can't sell it. And, if you can't get it there in time for the weekend traffic in the spring, they are going to call someone else. Everything had to grow together."

To increase production as sales bloomed, Markman Peat installed automated bagging lines at its facilities.

"When we took over, there was very little automation," recalled Jeff. "Throughout the last five years, we have invested in the automated lines. At all of our facilities, we've really had a focus on efficiency – from equipment to management. It has paid off."

RMS comes through

A significant part of the company's overhaul included its equipment.

"When we came in, a lot of the older machines needed constant repairs," recalled Jeff. "We looked to increase our productivity and also stabilize costs. Upgrading our material-handling fleet was the best way to do that."

With this in mind, Markman Peat met with several equipment distributors to find a package that best suited the company. They found it

with Komatsu excavators, dozers and wheel loaders from Road Machinery & Supplies Co.'s East Moline Branch and Territory Sales Manager Bryan Stolee.

"We knew we wanted new machines, on lease, with warranties," explained Jeff. "Cost was our most important factor, but not necessarily purchase price. We dug into the efficiency of the equipment – longevity, repair costs and fuel economy. With everything in front of us, the package from Komatsu and RMS was the most attractive."

Jeff worked with RMS and Stolee to develop a staggered, three-year cycle in which the company would lease and replace machines on a rotating basis. Markman Peat purchased extended warranties on its most-used equipment. It also takes advantage of Komatsu CARE, which provides complimentary service on equipment for the first three years or 2,000 hours, on its new Tier 4 pieces.

"This arrangement works the best for us," said Jeff. "The machines are new, they are under warranty and the price is fixed through leases. We have a clear picture of what our costs are going to be each month, and we know the machines will work every day."

"Service was another important part of our decision, and RMS has really delivered,"

Continued . . .

'The PC360 has excellent power'

... continued

he added. "If we've had any issues, they've always been on top of it. RMS and Bryan (Stolee) have been great to work with."

Top-notch equipment

With its fleet-building strategy in place, automated lines in its warehouse and sales on the books, the only thing left to do was put the

new Komatsu machines to work. They passed with flying colors. Markman Peat recently added a pair of WA320 wheel loaders, a D65 dozer and a PC360LC excavator.

"The wheel loaders are the most critical pieces of equipment for us," detailed Jeff. "They dig the dirt out of the piles and load our bagging machines. If one of them goes down, we start losing money fast. Fortunately, the WA320s have been amazing. They run all day, every day, constantly hauling up to three yards of heavy soil in each load. We don't have a lot of space on our yard, so their tight handling and excellent vision from the cab are major benefits."

The addition of the PC360LC excavator was a new twist for Markman Peat, which had previously hired out excavator work.

"The PC360 has excellent power, which is great because we are usually pulling loads of wet dirt from the ground at full extension," explained Jeff. "RMS helped us customize a JRB bucket by drilling holes in it to let the excess water run out during excavation."

Markman Peat uses a D65PX dozer to keep its massive stockpile of material in order. One of its facilities currently sports a mountain of soil that stretches the length of a football field.

"The D65 has been great for us," stated Jeff. "It has a comfortable ride and is easy to operate. It also has a good view from the cab, which is important for our operator, who is constantly climbing and shaping the stockpile."

In addition to improved uptime and productivity, Jeff reports that the new fleet has saved the company nearly 20 percent on fuel costs compared to previous machines.

Continued growth

With a successful five-year plan in place, Jeff and Brian hope the growth trend continues during its next phase.

"We are continually looking for new opportunities," stated Jeff. "However, our growth now will be more tied to acquisitions instead of efficiency and production. We have built a solid reputation through excellent service and a quality product. If we can continue to deliver on those, we should be able to continue expanding." ■

Road Machinery & Supplies Co., Territory Sales Manager Bryan Stolee (left) checks in on Markman Peat President Jeff Widdop. "RMS and Bryan have been great to work with," said Jeff. "They have really delivered."



Markman Peat can now fill more bags of material in a 10-hour shift after installing Hamer-Fischbein 2090 automated lines with robots to expedite the bagging and palletizing process.



Komatsu WA320 wheel loaders are critical for keeping Markman Peat operating at maximum efficiency. "They run all day, every day, constantly hauling up to three yards of heavy soil in each load," said President Jeff Widdop.

▶ VIDEO



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JUMP RIGHT IN

Demo Days gives customers opportunity to operate latest equipment

More than 300 customers and industry professionals attended Komatsu's most recent Demo Days event at its Cartersville Customer Center in Cartersville, Ga. Attendees were treated to an abundance of sunshine and warm temperatures as they enjoyed the latest Komatsu has to offer.

"It was a great event to showcase our machines, technology and employees to a large group of customers," explained Director of Training and Publications Bill Chimley. "Demo Days is the perfect opportunity for customers because they can come here and operate the newest machines, and our staff members can answer any questions they have."

The entire lineup of Komatsu *intelligent* Machine Control dozers and excavators – the

industry's first machines with integrated GPS and machine control technology – were available for attendees to operate. In total, nearly 30 pieces of equipment were on-hand for demonstration,

Continued . . .



Bill Chimley,
Director of Training
and Publications



Phil Major of RMS (left)
talks with Gage Chaffee
of Terry Brothers at Demo
Days in Cartersville, Ga.

Komatsu's recent Demo Days event in Cartersville, Ga., featured nearly 30 pieces of equipment – including excavators, dozers, wheel loaders, haul trucks and a motor grader – available for customers to operate.

► VIDEO



Great time to demo new technology

... continued

including a remote-control D155AXi *intelligent Machine Control* dozer and a Hybrid HB365LC excavator in addition to haul trucks, dozers, excavators and wheel loaders.

"The *intelligent Machine Control* pieces are always a big hit at Demo Days," noted Chimley. "Customers get the chance to jump in

an integrated dozer or excavator and see exactly what the technology can offer. Plus, they can operate it in a safe, controlled environment with an expert right there to provide proper training. There is a lot of interest in the technology, and Demo Days is a great opportunity to test it out."

Manufacturing operation tour

Customers had two options for the morning. They could attend information sessions at the Cartersville Customer Center focused on Komatsu technology or tour the Chattanooga Manufacturing Operation (CMO) facility in Tennessee to see how the machines are made. The two groups then came together for lunch and a safety briefing before operating machines in the afternoon.

"We want everyone who attends Demo Days to get all the information they need, and the morning sessions are a great way to do that," said Chimley. "Our product managers and technology solutions experts lead sessions on emerging technology and also host question-and-answer sessions.

"The CMO tour is a neat experience as well," he added. "Seeing the machines being assembled and then operating them that afternoon gives customers a chance to really get a feel for our equipment – from fabrication to operation. Sometimes we'll have customers on tour when their machines are being assembled, and we let them sign the frame or do something to personalize it. This year, we had a customer whose excavator was just assembled, and he took a photo with it."

The Cartersville Customer Center also featured Komatsu's operator-training simulator, Worksite VR. The simulator uses a computer program in conjunction with a virtual-reality headset, an operator's chair, pedals and joysticks to recreate excavator operations at a jobsite. The simulator was available for attendees to test out throughout the day.

"Demo Days provides an opportunity to operate several machines and get a great deal of information in a short time," noted Chimley. "Customers who are interested in attending Demo Days should contact their distributor to set up a visit." ■



Attendees had the opportunity to operate Komatsu's full family of *intelligent Machine Control* dozers at Demo Days.

During the Komatsu Chattanooga Manufacturing Operation (CMO) tour Bryce Ricklefs, Owner of Ricklefs Excavating (left), and RMS Sales Rep Jeff White inspect Ricklefs' new PC360LCi excavator that was produced at the CMO.



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PREVIEW PAYOFF

How virtually designing infrastructure jobs with building information modeling saves taxpayer dollars

No longer the infrastructure envy of the world, many of the United States' roads, bridges and tunnels are crumbling and in need of substantial maintenance or replacement. Compounding these challenges are the pressures of increased urbanization and population growth, which will place added stress on already strained systems.

So, while the Beltway banter continues about addressing infrastructure funding, we can no longer focus solely on the amount of spending, but rather the manner by which those dollars are spent. Secretary of Transportation Elaine Chao captured the point perfectly in her confirmation hearing last year when she said, "It's also important to recognize that the way we build and deliver projects is as important as how much we invest."

Using building information modeling – BIM – will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.

But what is BIM? Simply stated, BIM allows project teams across all disciplines – designers, engineers, construction teams and project sponsors/owners – to build in the digital world before doing so in the physical world. The benefits? Reduced risk, waste and rework in construction, which typically lead to cost overruns.

Many governments around the world have or are in the process of creating requirements for spending funds more responsibly with an eye on long-term growth and modernization of government-funded infrastructure. China, Germany, Japan, the United Kingdom (U.K.), France and others are in the lead on developing BIM policies or standards and demonstrating real value on behalf of their constituencies.

Perhaps the U.S. Department of Transportation should take a page out of the U.K.'s playbook. That nation implemented a technology policy that all government-funded projects, including infrastructure, are required to use BIM. Using the BIM process, between 2009 and 2015, the policy saved U.K. taxpayers 15 to 20 percent in construction costs, roughly the equivalent of more than \$1 billion U.S. dollars.

Ben Franklin popularized the phrase, "a penny saved is a penny earned." When it comes to spending taxpayer dollars on infrastructure, the proverb has even greater meaning. Millions saved means we can put America's roads, railways, airports and bridges reliably back to work and help create many thousands of meaningful jobs. ■

Editor's note: This article is excerpted from one that was originally published in The Hill. To see the full article, please visit <http://thehill.com/opinion/technology/363166-to-address-americas-crumbling-infrastructure-follow-britains-lead>.

Jim Lynch, Vice President of Autodesk Construction Products Group, says using building information modeling will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.



**Jim Lynch,
Vice President,
Autodesk
Construction
Products Group**

Jim Lynch is a 30-year veteran of the computer-aided drafting industry. He has served in a variety of senior management roles in the AEC (architecture, engineering and construction), manufacturing and electronic design automation industries.



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FORECAST 2018

Industry experts predict further growth in most construction industry sectors

Ten years ago, the construction industry faced a major crisis. The nation's worst economic period since the Great Depression had pulled it down. New starts were relatively small, firms were closing at a rapid pace and many of those that were hanging on were forced to slash staff in an effort to stay afloat.

A decade later, the landscape looks quite different. The end of 2017 saw construction employment at its highest level since November 2008, totaling nearly 7 million jobs. The Associated General Contractors of America's Chief Economist Ken Simonson noted that the year-over-year growth rate in industry jobs of 2.7 percent from November 2016 to November 2017 was nearly twice the rise in total nonfarm payroll employment. He also pointed out that factors such as a lack of skilled workers and tight profit margins prevented an even higher number.

"Employment and pay in the construction industry have risen more rapidly throughout the past year than in the economy overall, as the supply of unemployed, experienced workers continues to shrink," said Simonson. "With low overall unemployment, contractors are likely to have increasing trouble filling many types of hourly craft and salaried openings."

While there is a lack of skilled workers, there are seemingly plenty of upcoming project opportunities in 2018. Construction finished 2017 on a positive note with nearly every sector showing strong growth. Industry groups and individuals largely see more of the same for 2018, especially if Congress passes proposed infrastructure legislation that has been under discussion for nearly two years.

There is apparent consensus that construction as a whole will increase this year. Simonson expects growth of 2 to 7 percent overall. ConstructConnect forecasts a 4.8 percent increase to \$773.1 billion. The American Institute of Architects (AIA) Consensus Construction Forecast panel predicts 3.5 to 4 percent growth, and Dodge Data & Analytics sees a 3 percent climb to \$765 billion.

"For 2018, there are several positive factors which suggest that the construction expansion has further room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy is anticipated to

Continued . . .

Public works spending, including highways and bridges, is expected to increase after falling last year. The American Road & Transportation Builders Association believes air terminals; public transit; Class 1 railroads; and private driveway, street and parking lot construction associated with residential and commercial developments will also be up in 2018.



Housing is bright spot

... continued

demonstrate moderate job growth. Long-term interest rates may see some upward movement but not substantially. Overall, the year is likely to show some construction sectors register gains, while other project types settle back."

Single-family housing leads the way

All economists and organizations point to single-family housing as a bright spot in the construction industry. Dodge Data & Analytics says it will rise 9 percent in dollars, corresponding to a 7 percent increase in units to 850,000. Dodge cites continued employment growth for easing caution by potential homebuyers as well as older millennials in their 30s helping to lift demand.

That fits with ConstructConnect's analysis, which notes that residential construction should remain strong in 2018, but is partially contingent on whether millennials start making the move from living in downtown metropolitan areas to becoming homeowners.

"If millennials decide they want to have single-family housing like their parents and grandparents, it will help to drive

residential starts," said ConstructConnect Chief Economist Alex Carrick. "We've had 10 years when housing starts were less than the 1.4 million benchmark that represents equilibrium. So, if housing really gets going, it's going to drive the economy for years to come."

Much of the commercial and industrial sectors were red hot last year, with most up 6 to 10 percent. That growth trend will continue, albeit at a slower pace. Overall, those two categories accounted for 8.8 percent growth in 2017. AIA foresees a 4 percent uptick in 2018, with retail growth leading the way at 4.6 percent, followed by office space, hotels and industrial facilities. The latter category was down nearly 7 percent last year, but AIA predicts a 1.1 percent rise this year.

Public spending rebound

Another area of agreement is public spending, including transportation, which fell 2.8 percent in 2017. Modest improvement is expected, although it will vary from state to state and region to region. That's due in part to several states passing referendums or legislation to increase their gas taxes to pay for infrastructure. The last surface transportation bill (FAST Act, 2015) also calls for rising federal funds for highways and bridges in 2018.

The American Road & Transportation Builders Association (ARTBA) believes air terminals; public transit; Class 1 railroads; and private driveway, street and parking lot construction associated with residential and commercial developments will be up this year.

"The fundamentals of this market are positive," said ARTBA Chief Economist Dr. Alison Premo Black in a Rock Products News article detailing the organization's outlook. "There are a lot of things going on that could support growth in the coming year, including the local and federal investment part of it. It really depends on where you are working. We are seeing much more variation in the regional, state and even local or urban level. There are states and areas that are showing very strong, significant growth and potential for growth throughout the next few years." ■

Construction industry organizations and individuals see single-family housing continuing to gain momentum. Dodge Data & Analytics says housing starts will rise 9 percent in dollars, corresponding to a 7 percent increase in units to 850,000.



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EXTRA BENEFITS

Tier 4 Final technology brings more than fuel efficiency to Komatsu excavators



Justin Lantin,
Komatsu Product
Manager,
Excavators

The PC210LC-11 features additional horsepower and increased operating weight, compared to its predecessor.

Whether your business loads trucks, digs trenches, provides mass excavation or all of the above, Komatsu has a Tier 4 Final construction-size excavator equipped to get the job done. Komatsu designed the excavators to do more than meet the stringent emissions standards that come with Tier 4 Final regulations.

"They maintain, or improve, the production of their predecessors, while being more fuel-efficient," said Justin Lantin, Komatsu Product Manager, Excavators. "As an added bonus, with new Komatsu technology and innovation, in some cases you can do the same work with a Dash-11 excavator that's a size-class-smaller than the one you are replacing. For example, a customer who owns an older PC400, which we no longer manufacture, may be able to get as much or

more production with a new PC390LC-11. In that case, they wouldn't need to go to the next size class to replace it. We would work with them to find the right fit."

Performance and production

Production is the name of the game when it comes to excavators. Each Komatsu Tier 4 Final machine features a Closed-Center Load Sensing Hydraulic System that provides quick response and smooth operation to maximize productivity. An electronic-control system optimally controls the engine and hydraulic system according to the operating conditions.

Operators can match the machine to the work at hand by selecting the proper working mode, each of which matches the engine speed, pump delivery and system pressure to the application for maximum efficiency. Six modes are available, including Power, Economy, Lifting, Breaker, Attachment Power and Attachment Economy.

"Today's market requires excavators to be more than digging machines. For example, customers want hydraulic packages to run multiple attachments," said Lantin. "Our Dash-11 excavators have standard electrical connectors that allow users to easily add proportional joysticks, either at the factory or as a kit that doesn't require extensive wiring. Operators can control attachments with a thumb button on the joysticks."

The PC360LC-11 and PC390LC-11 feature an enhanced Power mode that provides improved performance in demanding applications. In standard Power mode, the new logic provides up to a 12 percent increase in production, compared to Dash-10 models.





Quick Specs on Komatsu's Dash-11 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,563-37,547 lb	0.34-1.00 cu yd
PC238USLC-11	165 hp	54,230-55,660 lb	0.66-1.57 cu yd
PC170LC-11	121 hp	38,720-43,115 lb	0.48-1.24 cu yd
PC210LC-11	165 hp	51,397-53,882 lb	0.66-1.57 cu yd
PC240LC-11	177 hp	55,763-56,360 lb	0.76-1.85 cu yd
PC290LC-11	196 hp	70,702-72,091 lb	0.76-2.13 cu yd
PC360LC-11	257 hp	78,645-80,547 lb	0.89-2.56 cu yd
PC390LC-11	257 hp	87,867-90,441 lb	0.89-2.91 cu yd
PC490LC-11	359 hp	105,670-110,220 lb	1.47-4.15 cu yd

Komatsu's standard Dash-11 excavator lineup features nine models, ranging in size from the tight-tail-swing 97.2-horsepower PC138USLC-11 to the 359-horsepower PC490LC-11. Each provides excellent production, stability, durability and power along with features that make them more efficient and offer lower owning and operating costs, compared to their predecessors.

"The enhanced Power mode combines flow from both pumps and provides greater available torque to the hydraulic pumps when digging," said Lantin. "That creates better cycle times and digging performance and lowers per-ton costs."

Durability, stability

All Komatsu excavators are built to last. Komatsu uses one-piece steel castings in the booms and arms, providing increased durability to the front work equipment. The loads are spread out through the use of castings, minimizing high-stress areas. Larger machines used for heavier workloads have unique characteristics that further improve their durability and stability. The PC290LC-11 has a longer arm and boom for extended reach and a heavy-duty undercarriage for stability and long life.

"The PC240LC-11 is a great machine that fits a lot of contractors. The next-size-larger PC290 is a PC240 on steroids," said Lantin. "It has a larger counterweight, and a larger and longer boom, as well as bigger arm and bucket cylinders. The PC290 also has improved lifting and digging performance. The productivity is fantastic."

The PC360LC-11, PC390LC-11 and PC490LC-11 feature a heavy-duty design. For instance, the PC390LC-11 has a more robust undercarriage that uses larger-size-class

components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11.

"The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators," said Lantin. "It's great for pipeline and general construction, site development and trenching. When a company needs extra lift capacity, that's where the PC390LC-11 comes in, and the PC490LC-11 is great for moving mass quantities of material in short order."

New standards

Komatsu added standard features to the Dash-11 excavators to increase operator comfort, efficiency and monitoring. Enhanced work environments in the ROPS-certified cab meet Level 1 Operator Protective Guard requirements. Features include a high-back, heated, air-suspension seat with adjustable arm rests; a large, LCD color-monitor panel with a 7-inch, high-resolution screen; Eco-Guidance that offers tips for lowering fuel consumption; and enhanced attachment control. In addition, an Equipment Management Monitoring System continuously checks the machine operation and vital systems to identify issues and assist with troubleshooting.

Continued . . .

Dash-11 excavators armed with latest technology

... continued

Komatsu carried over the standard rearview camera from its Dash-10 models and improved operator usage. The monitor now has a combination screen that shows a view from the camera, and it sits alongside all the main gauges.

"That gives operators greater situational awareness and helps improve productivity," according to Lantin. "They don't have to pause operation and push a button to get the camera view."

All Tier 4 Final excavators have Komatsu Auto Idle Shutdown that helps reduce unnecessary idle time and operating costs. They also include a standard Operator Identification System, which reports key machine information for multiple operators, applications and job locations.

"Operators are only limited by their imaginations when it comes to using the system," Lantin pointed out. "They can get data for a particular project, do bucket-versus-hammer or other attachment analyses and a whole lot more. It allows them to set very specific benchmarks."

All Dash-11 excavators feature the latest version of KOMTRAX monitoring technology, which is available via the Internet or through a mobile app on a smart phone or tablet. Data now includes

diesel exhaust fluid (DEF) levels, ambient air temperatures and pressures, as well as standard items, such as locations, hours and codes.

"Every manufacturer is required to use DEF in Tier 4 Final equipment, but we stand out in a couple of ways," said Lantin. "I believe Komatsu is the only manufacturer that puts a site gauge on the tank, which allows users to quickly check the DEF level without getting in and turning on the machine to read the gauge. More significantly, we separated the DEF pump from the tank, placing the pump in a more accessible location. If the pump needs a new filter, it's done in minutes, whereas other manufacturers combine the pump and tank, requiring a lengthy process to simply change a pump filter.

"Another standout feature is that Komatsu's design gives operators some peace of mind when it comes to DEF level and working on slope," he added. "Even if the gauge reads empty, there is actually enough reserve margin in the tank. The DEF pick-up will remain submerged up to the slope limit of 70 percent. Overall, we're seeing that DEF usage is running close to where we expected it to be – at about two gallons for every 100 gallons of fuel, if not a little lower. Komatsu has also designed DEF tank capacity to run through two full tanks of fuel before requiring DEF."

When Komatsu rolled out its Tier 4 Interim machines, it also introduced Komatsu CARE, which provides complimentary scheduled service for the first three years or 2,000 hours. Factory-trained technicians perform all work at a convenient time and location and conduct a 50-point inspection at the same time. Komatsu distributors track the machines through KOMTRAX, contact the owner when a service is due and schedule the work.

"Komatsu CARE also covers two Komatsu Diesel Particulate Filter (DPF) exchanges in the first five years," Lantin noted. "Most manufacturers charge for changing the DPF. That is complimentary with Komatsu and done with minimal downtime because the service tech puts in a fresh filter, versus waiting for the old filter to be cleaned and reinstalled. Komatsu CARE is a great program that provides world-class support to world-class machines." ■

The PC390LC-11 has a robust undercarriage that uses larger-size-class components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11. "When a company needs extra lift capacity, that's where the PC390LC-11 comes in," said Justin Lantin, Komatsu Product Manager, Excavators.



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ERIC MERHIY, OWNER, KPH INC., FARGO, ND

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INTELLIGENT DOZING

Experienced earthmoving contractor boosts efficiency with Komatsu D51EXi dozer

Cody Weaver started moving dirt at the age of 12 and hasn't stopped. Throughout the years, the Owner of CW Construction learned how to do it as efficiently and competitively as possible by maximizing production time. Approximately a year ago, he upped the ante further with the addition of a Komatsu D51EXi *intelligent* Machine Control dozer.

Weaver uses it to prep subgrade for roadways, level pads, cut and move massive amounts of dirt, as well as place sub-base materials, among other tasks. The dozer features factory-integrated machine control that requires no masts or cables like traditional aftermarket GPS grading systems.

"I love that it provides automatic dozing from rough cut to finish grade, and that the system is integrated into the machine," said Weaver. "The accuracy is impressive. It eliminates overcutting and the need to replace materials with expensive fill."

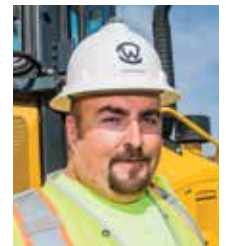
Once engaged, Komatsu's *intelligent* Machine Control system automatically starts the cut and

lowers to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

Four modes

Operators can select from four distinct operating modes (Cut and Cutting, Spreading and Simple Grading) to optimize performance to the application. They can also tailor blade loads to material conditions by choosing from light, normal or heavy blade-load settings.

"It virtually eliminates the need for staking and grade checkers," Weaver stated. "You can just plug in the plans, set the machine and it does the work, making even the newest operators look like they have been running a dozer for years. Our time, material and labor savings are remarkable." ■



Cody Weaver,
Owner,
CW Construction



▶ VIDEO

CW Construction's *intelligent* Machine Control D51EXi dozer cuts, grades and pushes material. "I love that it provides automatic dozing from rough cut to finish grade, and that the system is integrated into the machine, so there are no masts or cables to install or remove," said Owner Cody Weaver. "The accuracy is impressive. Our time, material and labor savings are remarkable."

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INTELLIGENT MACHINE CONTROL

"We have a Komatsu PC210LCi, and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

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ALL ABOUT QUALITY

General Manager Walt Nichols says Komatsu's CMO builds products to stringent standards

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: From a construction standpoint, our focus is standard hydraulic excavators from the 21-ton PC210LC-11 to the 49-ton PC490LC-11, as well as *intelligent* Machine Control PC360LCi-11 and PC490LCi-11 models. We mainly supply the North American market. In addition, CMO produces forestry excavators, tracked harvesters and tracked feller bunchers. This is the only Komatsu plant in the world that builds those forestry-tracked machines. Nearly everything we manufacture is Tier 4 Final. CMO is the only plant in North America that cleans diesel particulate filters from Tier 4 Final machines.

QUESTION: Why is it a good choice to buy a machine built at CMO?

ANSWER: It's all about quality. Komatsu has stringent standards, from the fabrication and welding of frames to genuine Komatsu parts and components. Outside vendors who supply certain items have to meet Komatsu's engineering standards, or we don't use them.

Our team of more than 400 people takes great pride in assembling what we all believe are the best machines in the construction and forestry industries. Many staff members have been here 20 years or more. Each is dedicated to ensuring that every piece of equipment is built correctly, tested and ready to move dirt or timber productively and efficiently.

QUESTION: How do you determine how many machines to build?

ANSWER: There are several factors that come into play. Markets are one of them. We also



Walt Nichols,
General Manager, Chattanooga
Manufacturing Operation

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.

Approximately 12 years ago, Walt Nichols and his wife, Kelly, were looking to make a change. The couple was living in the Atlanta area with their young daughter. However, both were natives of Chattanooga, Tenn., and still had family there, so they wanted to move back.

They relocated to Chattanooga, and Nichols landed a job with Komatsu in the Supply Chain Division. "Growing up, I actually lived close to Komatsu's Chattanooga Manufacturing Operation. I drove past it nearly every day.

"My background was in operations and management with one of the major delivery companies. I didn't know much about manufacturing, but I learned quickly and was hooked," he said.

Within a year he was managing the Import Department, procuring machines from all over the world. A move into the role of Production, Planning and Control Manager for the plant followed.

From there, he became Director of Manufacturing Administration, a position he held for the past seven years before becoming General Manager in October 2017. Nichols is now responsible for overseeing every department within the plant, including quality, safety, production, material management and more. "Each successive role was good preparation for this position," said Nichols. "I really enjoy it here. We have a dedicated staff with many years of experience who take great pride in building Komatsu equipment."

Continued . . .

Long-tenured staff takes pride in craftsmanship

... continued



The 21-ton PC210LC-11 is the smallest excavator that Komatsu's Chattanooga Manufacturing Operation produces. The largest is the 49-ton PC490LC-11.



Four sizes of forestry-tracked harvesters and tracked feller bunchers are built at the Chattanooga Manufacturing Operation, including the XT460L-3.

work closely with distributors and customers to ensure we are meeting their needs. There are other Komatsu factories around the world that build the same machines, and we coordinate with them. For instance, if they can't meet their current demand for some reason, CMO may ramp up to help and vice versa. As an example, when a tsunami hit Japan a few years ago, it devastated many areas of the country. Our Japanese excavator plant was occupied building machines to assist with the cleanup. That caused a spike in our production because, for a time, we had to build all the machines to supply North America.

QUESTION: Do you manufacture custom-order machines?

ANSWER: From a planning standpoint we keep ourselves flexible enough to be able to accommodate those requests. Our commitment on an order is eight days from when it's submitted to the time we have it on a truck ready to ship. In most instances, we beat that. Some super-specialty items might take a little longer.

QUESTION: Speaking of customers, do you encourage them to visit CMO?

ANSWER: Absolutely, and the public as well! We have a lot of visitors come through every year. We want them to see how Komatsu machines are manufactured and the quality that's built in. ■



Komatsu's Chattanooga Manufacturing Operation builds standard excavators ranging from the PC210LC-11 to the PC490LC-11, as well as *intelligent* Machine Control PC360LCi-11 and PC490LCi-11 models. Additionally, it produces log loaders as well as tracked harvesters and feller bunchers for the forestry industry.





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ALL-AROUND SERVICE

Komatsu Service Institute provides valuable education for distributor personnel

More than 130 employees from 26 Komatsu North American distributors attended the Komatsu Service Institute (KSI) at the Cartersville Customer Center in Georgia last fall. The week-long conference, which Komatsu has hosted annually for the last four years, enabled attendees to gain valuable leadership, organizational and interpersonal skills in addition to information on Komatsu equipment and technology.

“Our goal is both professional and technical skills development,” noted Manager of Business Development Brian Wysocki. “Originally, KSI was designed for our distributors’ service managers, but it has grown to include branch managers, general managers, vice presidents and warranty administrators. It has become a valuable experience to attain specialized skills that they can take back with them to their branches, and it helps advance their careers.”

The a la carte offerings range from technical classes focused on Tier 4 and *intelligent* Machine Control equipment, to leadership courses geared toward identifying personality styles and developing customer service skills.

“There is no defined course schedule, some people come for a day and some for the week, depending on their needs,” said Wysocki. “We designed the classes to be a mix of lecture and hands-on training, especially with the Tier 4 and *intelligent* Machine Control topics.

“The leadership courses were developed because there was a demand for them among our distributors,” he added. “Most of our service managers have advanced their careers through technician training and similar courses, but they have never had exposure to these

interpersonal-type training sessions. These classes have been attendee favorites each year.”

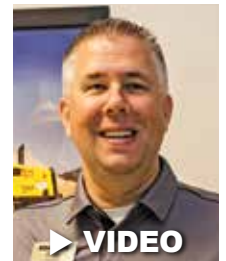
Scenario-based course

Another popular class is KSI’s two-day War Games simulation focused on financial-skill development and operations management.

“It’s a scenario-based game with teams of four people managing a distributor branch over a two-year simulation,” stated Wysocki. “They work together to make financial decisions and navigate issues that a distributor might encounter, like economic trends and employee morale. It’s very helpful for those employees who aspire to move into or advance in their managerial roles.”

The event also provided attendees the opportunity to operate machinery and earn a certification as an Expert of Customer Support.

“Attendees look forward to KSI each year,” shared Wysocki. “We ensure that the courses remain relevant to our industry, so that it’s a valuable asset for our distributors.” ■



Brian Wysocki,
Manager of Business
Development

Komatsu Instructor/
Developer Kevin Dunphy
explains the finer details
of the Komatsu *intelligent*
Machine Control D155AXi
dozer during a Komatsu
Service Institute session at
the Cartersville Customer
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TAXES, TOLLS

Most Americans want better roads, and they are willing to pay for them

Two recent surveys showed that a majority of Americans support higher taxes and/or increased tolling to fund transportation infrastructure. In one study from HNTB Corporation, more than 75 percent of respondents said they back paying more at the pump or the tollbooth, especially if the money is earmarked specifically for road projects.

Fifty-five percent supported a gas tax increase in a Bloomberg national poll. It noted that the idea has bipartisan support with 51 percent of Republicans saying yes as well as 64 percent of Democrats.

"People are fed up," stated former U.S. Transportation Secretary and gas tax supporter Ray LaHood, in a Bloomberg article. "They're ready for politicians to take action."

Several states have recently raised their gas taxes – many by public vote – but the federal levy has remained at 18.4 cents per gallon since 1993. The federal tax is the primary source of revenue for the Highway Trust Fund (HTF).

Shoring up the shortfall

Factors such as inflation and more economical cars have led to a shortfall in funds needed to repair roads and bridges. Congress has transferred money from other areas of the federal budget to fill the gap. The Congressional Budget Office says the HTF will be insolvent by 2021 without additional funding.

Seventy-three percent of those surveyed are in favor of public-private partnerships,

according to HNTB's research, which also showed that 80 percent of respondents are behind increased tolling. Avoiding congestion and saving time were major reasons why, with respondents saying they would pay on average \$1.70 to use an express lane if that saved 15 to 30 minutes of travel time.

"People are willing to pay higher taxes and tolls, if they know that the money was going to pay for transportation," said Kevin Hoefflich, Chairman of Toll Services at HNTB in a recent Reuters article. "They've seen... funding get diverted to other areas and not where they expected." ■



Recent polls show most Americans are willing to pay more at the pump, or in tolling, if it means better roads and bridges. "People are fed up," stated former U.S. Transportation Secretary Ray LaHood in a Bloomberg article. "They're ready for politicians to take action."

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MORE INDUSTRY NEWS

Go Build campaign aims to change perceptions, gain new recruits

A new website was launched recently by Go Build and is aimed at changing perceptions of construction and gaining new recruits to an industry that continues to experience a worker shortage. According to the site, "Go Build is a comprehensive workforce development initiative that seeks to enhance the image of the construction industry and inform young people, parents and educators about opportunities in the skilled trades – because a four-year degree isn't the only way to make a living."

The website is only one component of the industry-driven, image-building Go Build program, which hopes to rebrand and

promote the entire construction industry via a multiplatform public relations campaign, according to an Engineering News Record article by Jim Parsons. He says it will maximize the use of video-enhanced social media, a lively and information-packed website, ads, grassroots outreach and other carefully crafted elements.

"We created our own playbook – an aggressive, comprehensive and sustained effort with a look and feel that engages young people and inspires them to explore careers in the construction trades," said Executive Director Ryan Dwyer in the article. ■



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GARY MEISTER

Return to heavy-equipment industry pays dividends for RMS

Sometimes the universe has a funny way of working out. After 27 years in the heavy equipment industry, Gary Meister decided to start a graphics company with his wife, Jeryn. While the new business was succeeding and expanding, Meister felt the tug to return to heavy equipment. A phone call from Road Machinery & Supplies, Co., Vice President of Product Support Mike Mencil confirmed his feeling.

"My wife and I felt like it was time that one of us went back to work, and out of the blue, RMS called to ask if I was interested in a position," recalled Meister. "I had been with another Komatsu distributor for 24 years, and I was very familiar with RMS. I had a great relationship with several people there, so I happily jumped at the chance to work for RMS."

Meister joined the Savage, Minn., branch as Director of Aftermarket Sales and Marketing last September, and it didn't take long for him to get back in the swing of things.

"It was second nature for me really, and this position is right in my wheelhouse," said Meister. "I came on when there was a lot of transition at RMS and being a part of that was a great opportunity. We set some high goals when I took the position, and we hit them. It was a total team effort to accomplish that."

Improved customer service

One of his main objectives has been to enhance the Product Support Sales Representative (PSSR) group for the organization.

"When I was hired, two initiatives that RMS wanted to get into place were addressing the size and capacity of our PSSR program and developing a compensation system that helps drive new business and reinforces the actions we feel are necessary for success," noted Meister.

"After meetings with management at RMS, we came up with a couple of excellent plans and are in the process of implementation.

"The driving force behind both initiatives was enhancing our face-to-face customer service in the field," he continued. "The PSSR position is vital to that customer-distributor relationship. They are the problem solvers and are tasked with identifying issues as well as potential repairs that may be necessary on machinery. It's a valuable service for our customers. I'm happy to say that we are in the process of doubling our staff of PSSRs, and we have plans to increase that number even further. Customer service is our number one priority."

Meister noted that the RMS support team is instrumental in achieving outstanding customer service. "It takes a team of dedicated employees, and RMS has what it takes," he said.

In just four months, Meister has settled into his new surroundings outside of work after making the move from central Illinois.

"We arrived just in time for winter," joked Meister. "We love it here and look forward to many years as Minnesotans." ■

New RMS Director of Aftermarket Sales and Marketing Gary Meister is enhancing the company's level of customer service through the Product Support Sales Representative group. "Customer service is our number one priority," Meister shared.



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\$96,500

2016 LEEBOY 8500D Paver
 S/N 8500-139161, 1,420 hrs.



\$210,000

2016 KOMATSU D61PX-23
 S/N 31803, 1,257 hrs.



\$190,000

2011 CATERPILLAR 345DL
 S/N EEH00934, 5,700 hrs.

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



2008	KOMATSU PC138US-8	22453	4,862	\$69,500
2015	KOMATSU PC210LC-10	A10979	1,928	\$129,000
2015	KOMATSU PC210LC-10	A10978	1,300	\$145,000
2013	KOMATSU PC210LC-10	450377	1,255	\$129,000
2006	KOMATSU PC220LC-8	A88045	10,056	\$48,750
2003	KOMATSU PC228USLC-3N	21663	9,618	\$32,500
2002	KOMATSU PC228USLC-3N	21227	9,475	\$30,000
2012	KOMATSU PC228USLC-8	50495	6,327	\$89,750
2013	KOMATSU PC228USLC-8	51307	5,484	\$99,500
2012	KOMATSU PC290LC-10	A25128	3,650	\$134,500
2006	KOMATSU PC300LC-7E0	A88200	7,099	\$67,500
2013	KOMATSU PC360LC-10	A32685	7,398	
2013	KOMATSU PC390LC-10	A30120	4,940	
2014	KOMATSU PC490LC-10	A40661	5,324	\$216,900
2005	KOMATSU PC78MR-6	1562	5,356	
2006	KOMATSU PC35MR-2 Mini Excavator	7714	1,807	\$25,900
2007	KOMATSU PC40MR-2 Mini Excavator	11295	3,115	\$27,500
2017	KOMATSU PC55MR-5 Mini Excavator	20222	102	\$69,500
2012	TAKEUCHI TB285	185000598	3,834	\$54,000
2005	CATERPILLAR 330CL	DKY003593	12,528	\$69,500
2011	CATERPILLAR 345DL	EEH00934	5,700	\$190,000
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,716	\$99,500

COMPACTORS/PAVERS



1979	BLAW-KNOX PF120H Paver	0850-018	1,174	\$6,500
2012	BLAW-KNOX RW35A Paver	88330	292	\$64,500
2015	DYNAPAC CA1300PD Padfoot Compactor	10000159LFA015997	57	\$61,500
2014	DYNAPAC CA1500PD Padfoot Compactor	10000156POA013915	397	\$89,750
2014	DYNAPAC CC1100 Smooth Drum Compactor	10000330A0A013771	291	\$29,750
2015	DYNAPAC CC1200 PLUS Smooth Drum Compactor	10000333CFA015559	93	\$42,500
2014	DYNAPAC CC4200 Smooth Drum Compactor	10000345COA013088	1,255	\$89,750
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349TGA017706	1,853	\$122,000
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349CGA018367	587	\$175,000
2004	LEEBOY 8515 Paver	8515R-42046	4,489	\$46,500
2013	LEEBOY 8616 Paver	91825	935	\$119,500
2016	LEEBOY 8500D Paver	8500-139161	1,420	\$96,500
2012	LEEBOY 8510B Paver	87252	1,952	\$84,500
2012	LEEBOY 8515B Paver	8515T-87882	1,856	\$89,500
2013	LEEBOY 8515B Paver	8515T-95412	1,075	\$98,500
2014	LEEBOY 8616B Paver	9616-113516	486	\$166,500
2005	INGERSOLL-RAND SD45FB Padfoot Compactor	181481	486	\$49,700
1993	INGERSOLL-RAND DD110 Smooth Drum Compactor	51835LC	2,290	\$6,500
2008	VOLVO SD116F Padfoot Compactor	196491	1,493	\$74,500
	WACKER RD12 Smooth Drum Compactor	5812186		\$8,450
2005	WACKER RD15 Smooth Drum Compactor	5548311	296	\$14,900

WHEEL LOADERS



1999	KOMATSU WA320-3MC	A31070	10,460	\$37,500
2015	KOMATSU WA380-7	A64674	2,522	\$165,000
2011	KOMATSU WA470-6	A46027	9,425	\$119,500
2015	KOMATSU WA500-7	70038	2,600	\$335,000
2014	HYUNDAI HL740-9A	HLN05KE0000182	650	\$144,500
2014	HYUNDAI HL760-9A	HLL04TE0000241	2,312	\$162,036
2012	HYUNDAI HL780-9	C0000121	5,695	\$129,000
2014	TAKEUCHI TW65	2041110E	288	\$62,040

CRANES



2014	GROVE YB7725 Carry Deck Crain	322116	897	\$269,500
2013	SANY SRC840 Rough Terrain Crain	13RC00351276	2,275	\$100,000
2007	POTAIN IGO MA21 Tower Crain	408760		\$89,500
	GUNNEBO JOHNSON Crane	705310000908-8228		\$850

CRAWLER DOZERS



2013	KOMATSU D155AX-7	90084	3,930	\$265,000
2016	KOMATSU D39PX-24	95133	817	\$129,900
2010	KOMATSU D51PX-22	B11727	4,471	\$99,500
2011	KOMATSU D51PX-22	B12304	4,226	\$117,500
2011	KOMATSU D51PX-22	B12130	4,829	\$110,000
2015	KOMATSU D51PXI-22	B13824	881	\$225,000
2012	KOMATSU D61EX-15E0	B46761	927	\$149,000
2016	KOMATSU D61PX-23	31803	1,257	\$210,000
2016	KOMATSU D61PXI-23	31787	1,902	\$239,000
2016	KOMATSU D61PXI-23	31795	2,910	\$235,000
2011	KOMATSU D65EX-16	26860365	8,915	\$90,000

OFF-HIGHWAY TRUCK

2015	KOMATSU HM400-3 Water Truck	3630	4,403	\$376,500
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\$129,000

2015 KOMATSU PC210LC-10
S/N A10979, 1,928 hrs.



\$152,500

2005 TIMBCO 425EXL Feller Buncher
S/N AT4C2737122805, 1,195 hrs.



\$99,500

2010 KOMATSU D51PX-22
S/N B11727, 4,471 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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AGGREGATE EQUIPMENT

2016	ASTEC PTSC2618VM Screen	164259	2,469	\$139,000
2016	ASTEC PTSC2618VM Screen	164257	2,465	\$139,000

FORK LIFTS & BOOM LIFTS

2015	JLG G5-18A Telescopic Forklift	160069755	1,162	\$54,500
2014	PETITBONE TRAVERSE T944 Telescopic Forklift	EX10435-14	1,206	\$99,500
2011	JLG 1230ES Personnel Forklift	200203559		\$4,995

FORESTRY EQUIPMENT

2005	TIMBCO 425EXL Feller Buncher	AT4C2737122805	1,195	\$152,500
2012	TIMBERPRO TL725B Feller Buncher	TL725B-0137-032612	5,106	\$269,000
2005	TIMBERJACK 1110 Forwarder	WJ1110D001603	8,682	\$169,500

SKID LOADERS

	CATERPILLAR 247B	CAT0247BETSL01301	2,899	\$18,500
2015	TAKEUCHI TL10	201000577	693	\$44,500
2014	TAKEUCHI TL8	200800369	1,044	\$36,500

MISCELLANEOUS

2015	MOROOKA MST1500 Dumper	LEHMAN		\$7,000
2014	MOROOKA MST1500VD Dumper	A150131	1,786	\$129,500
2014	MOROOKA MST1500VD Dumper	A150134	1,149	\$135,500
2014	MOROOKA MST1500VD Dumper	A150150	1,163	\$131,500
2014	MOROOKA MST1500VD Dumper	154862	1,092	\$134,750
2014	MOROOKA MST2200VD Dumper	A220203	785	\$183,870
2014	MOROOKA MST2200VD Dumper	223707	1,635	\$157,000
2014	MOROOKA MST800VD Dumper	80174	1,276	\$89,500
2014	MOROOKA MST800VD Dumper	80184	981	\$94,500
2010	BROCE RJT350 Sweeper/Broom	406777	4,781	\$21,000
2012	LOAD KING Dump Trailers - Bottom	28482		\$46,900
1987	TRAIL KING Lowboy Trailer	1TKH0432XHM118108		\$18,000
1994	TRAIL KING Lowboy Trailer	1TKJ04836RM035618		\$29,900
1983	W-W TRAILERS Utility/Light Duty Trailer - Flat	2/9/18		\$2,750
2005	GORMAN-RUPP 12B2-B Pump	1315582		\$1,785
2005	GORMAN-RUPP 12B2-B Pump	1315581		\$1,950
2010	GORMAN-RUPP T615WF Pump	1457383		\$1,250

ATTACHMENTS

2011	YOUNG Arm	NA		\$27,500
	BADGER Bucket, GP	CO-36-22		\$8,500
2011	EMPIRE PC490/A Bucket, GP	E7876		\$6,750
2015	EMPIRE Bucket, GP	E8460		\$6,800
1997	EMPIRE Bucket, GP	E3858		\$3,500
2002	EMPIRE Bucket, GP	E5686		\$1,750
2011	EMPIRE Bucket, GP	E702-11		\$26,500
2016	GEM Bucket, GP	0116-8127-2/1	035836	\$5,900
2005	HENSLEY Bucket, GP	47388		\$2,900
	HYUNDAI R210 Bucket, GP	61N6-31003		\$1,740
2013	KOMATSU PC360 Bucket, GP	R-0437		\$6,450
2008	KOMATSU Bucket, GP	3765		\$3,700
2008	LEMAC HD2524 Bucket, GP	D08035BU		\$4,800
2007	LEMAC Bucket, GP	K0737		\$13,700
2008	LEMAC Bucket, GP	D08036BU		\$5,540
2013	PEMBERTON Bucket, GP	GPB-5107-6.0-0413		\$16,000
2007	R450 Bucket, GP	6338		\$9,160
2012	GENESIS LXP300 Shears, Concrete	320CP187-1		\$189,000
2008	JLG G5-19A Bucket, MP	1160002401		\$3,395
	GAR-BRO 483R Bucket, Other	04631E		\$3,250
2011	GENESIS GXP660R Shears, Steel	600-533R		\$197,000
2004	SCHUFT FAB 944E Bucket, Other	NA		\$3,000
2003	ATCP24 Bucket, Other	19743		\$1,150
2006	FLECO R360 Bucket, Rock	26782-360		\$4,500
2007	HENSLEY R250 Bucket, Rock	37984A		\$2,100
2012	ALLU DH31225 Bucket, Screen	DH31212010		\$52,750
2014	HENSLEY Bucket, Spade Nose	73198		\$27,500
2015	CUSTOM BUILT 10X7 Cab, Other	LEHMAN		\$7,000
2018	KOMATSU D65 Counterweight	NA		\$5,500
2009	JRB Quick Coupler	1209-AKR9277		\$6,750
	CATERPILLAR IT28 Fork			
	ROCKLAND Fork	R52369		\$7,500
2015	KOMATSU D51PXI-22 GPS System	1122-18379		\$25,000
2001	EMPIRE APC360 Grapple, GP	2001		\$9,500
2014	FLECO PC360 Grapple, GP	49961		\$9,500
2011	Gensco PR01/5-60 Grapple, Scrap/Salvage	13283		\$13,900
2008	ATLAS COPCO Hammer/Breaker - Hydraulic	KAL02324		\$14,675

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