



# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

2007 NO. 4, OCTOBER

Featured in this issue:

## RAMSEY EXCAVATING COMPANY, INC.

Satisfying repeat customers  
through quality work is the  
hallmark of Twin Cities  
contractor

See article inside...



President Al Ramsey (right) and  
Vice President Tom Loegering

# KOMATSU

# A MESSAGE FROM THE PRESIDENT



Mike Sill II



**RELIABLE  
EQUIPMENT**

**RESPONSIVE  
SERVICE**



Dear Equipment User:

We are all aware of the 35W bridge collapse that projected the state of Minnesota into the national spotlight. The tragic event highlighted the neglected state of many of roads and bridges and the fact that Minnesota has for decades underfunded its transportation program.

Governor Pawlenty, in a moment of funding clarity, stated that the State would do "everything and anything" to ensure that our highway and bridge needs were properly funded. In the weeks after the last of the victims was pulled from the river, the Governor's office has backtracked, refused to call a special session to address funding, and has defended MNDOT'S track record of transportation funding.

According to MNDOT'S own estimates, Minnesota's annual unmet road needs exceed \$1 billion annually. Compared to an annual road budget of \$500-600 million, the current spin from the Governor's office is indefensible. In the last two months, the state has gone from doing "everything and anything" to politics as usual.

As business leaders more familiar with the complicated nature of road funding, I think we need to be more involved. Organizations like your local Association of General Contractors are advocating the need to the legislature. If you are already a member, you are helping the problem as one of your benefits of membership. These organizations need your support to keep focus on roads as a priority in your state. I encourage you to get involved with your time, your membership, and your support of PAC activities to ensure that the message of road safety and traffic mitigation is at the forefront of our priorities.

Sincerely,  
ROAD MACHINERY & SUPPLIES CO.

Mike Sill II  
President and CEO



# ROAD SIGNS

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

**Mike Sill II,**  
President/CEO

**David Johnson,**  
Chief Operating Officer

**John Ruud,**  
VP Northern Operations

**Bill Holte,**  
Treasurer/CFO

**Chuck Petter,**  
VP MIS

**Brian Durfee,**  
Used Equipment Manager

### **SAVAGE**

**Tom Ernst,**  
Sales Manager

**Rick Zweber,**  
Rental Manager

**Will Elam,**  
Service Manager

**Ed Hamlin,**  
Field Service Dispatch

**Mike Cheney,**  
Parts Manager

### **RMS RENTALS**

**Mark Rossi,**  
General Manager

### **POLAR PARTS**

**Ray Warmka,**  
Manager

### **VIRGINIA**

**John Ruud,**  
VP Northern  
Operations

**Doug Blake,**  
Parts Manager

**Tom Hoshal**  
Service Manager

### **DULUTH**

**Byron Little,**  
Service Manager

### **GRAND RAPIDS**

**Joe Scanlon,**  
Parts Manager

### **MILAN**

**Ty Gainey,**  
Branch Product  
Support Manager

**Elizabeth Kragthorpe,**  
Administrative Services  
Manager

**Richard Cooper,**  
Director of Training &  
Technical Support

**Mike Mencil,**  
General Parts &  
Service Manager

**Jeff Boraas,**  
Manager, Credit &  
Finance

### **DES MOINES**

**Larry Smith,**  
Sales Manager,  
Southern Operations

**Craig Alcott,**  
Product Support  
Manager

**Dawn Conlan,**  
Sales Administrator

**Joe Wallace,**  
Service Manager

**Dave Lange,**  
Parts Manager

### **SIOUX CITY**

**Michele Meyermann,**  
Parts Manager

**Pete Limoges,**  
Service Manager

### **CEDAR RAPIDS**

**Jeff Furman,**  
Service Manager

**Mark Hora,**  
Parts Manager

### **IRON MOUNTAIN**

**Ray Famiani,**  
Branch Manager

**Mike Windell,**  
Service Manager

**Paul Gude,**  
Parts Manager

## IN THIS ISSUE

### **RAMSEY EXCAVATING COMPANY, INC.**

Satisfying repeat customers through quality work is the hallmark of this Twin Cities contractor.

### **ROAD TRIP**

RMS customers take a ride across western Iowa during the fifth annual "Adventure Tour."

### **CUSTOMER APPRECIATION**

RMS Minnesota customers join in the motorcycle ride fun with the first "Bayfield Bike Beat."

### **GUEST OPINION**

Christian A. Klein, VP of Government Affairs for Associated Equipment Distributors, shares his thoughts on the country's federal infrastructure needs in the wake of the Minneapolis bridge collapse.

### **INDUSTRY EVENT**

CONEXPO-CON/AGG is coming soon and it will be the largest ever, with more than 2 million square feet of exhibit space. Here's a preview of what the triennial show will have to offer.

### **EQUIPMENT FOCUS**

See how results of recent field tests confirm that the Komatsu PC270LC-7 excavator truly is the "best in class."

### **NEW PRODUCTS**

Komatsu's new landfill dozers combine the best features of its standard dozers with unique features that make them perfect for rugged landfill conditions.

Published by Construction Publications, Inc. for



**RELIABLE EQUIPMENT  
RESPONSIVE SERVICE**

[www.rmsequipment.com](http://www.rmsequipment.com)

#### **SAVAGE**

Corp. Headquarters  
5633 W. Highway 13  
Savage, MN 55378  
(952) 895-9595  
(800) 888-9515

#### **DULUTH**

314 Garfield Ave.  
Duluth, MN 55802  
(218) 727-8611  
(800) 888-9535

#### **GRAND RAPIDS**

4909 West Hwy. 2  
Grand Rapids, MN  
55744  
(218) 328-5916  
(800) 459-5916

#### **VIRGINIA**

315 N. Hoover Road  
Virginia, MN 55792  
(218) 741-9011  
(800) 752-4304

#### **IRON MOUNTAIN**

1910 N. Stevenson Ave.  
Iron Mountain, MI 49801  
(906) 774-7011  
(800) 888-9565

#### **DES MOINES**

100 Sheridan Street  
Des Moines, Iowa 50313  
(515) 282-0404  
(800) 555-1445

#### **SIOUX CITY**

1400 North Highway 75  
Sioux City, Iowa 51105  
(712) 252-0538  
(800) 633-9104

#### **CEDAR RAPIDS**

2525 16th Ave.  
Cedar Rapids, Iowa 52406  
(319) 363-9655  
(800) 616-6615

#### **MILAN, ILLINOIS**

606 West 10th  
Milan, Illinois 61264  
(309) 787-1742  
(800) 633-9114



## A SALUTE TO AN RMS CUSTOMER

# RAMSEY EXCAVATING COMPANY, INC.

## Satisfying repeat customers through quality work is the hallmark of Twin Cities contractor

As unusual as it may sound, Ramsey Excavating Company is approaching a decade on one jobsite, almost as long as the company itself has been in existence.

“We started the Heritage Park project in 1998, about a year after I went into business for myself,” said Al Ramsey, President of Ramsey Excavating. “Originally we were contracted to do about 180,000 yards of mass excavation with removal and replacement in a four-city-block area that’s part of an urban renewal effort. A large contractor out of Detroit was doing the bulk demolition work and needed some help with existing lots that had to be cleared. We still have a presence there — we’ve done tree clearing, demolition and even some mowing. It gives us a sense of pride because we’re still working for the original contractor we worked for in the beginning and have worked for others along the way.

“Working for repeat customers has been a hallmark of ours all along,” he added. “That’s where a large portion of our work comes from.

We’ve always strived to do topnotch work, to do a quality job right the first time. It’s what we instill in our employees, and our customers see that and continue to call us back.”

The Heritage Park project also highlights nearly every facet of Ramsey Excavating’s services. Located in Minneapolis, the company has grown from its origins of basement excavation into a full-service site-excavation and demolition company that continues to work, not only for its first customer at Heritage Park, but for numerous satisfied customers throughout the Twin Cities metro area. A year into the company’s existence, Ramsey was joined in ownership by Tom Loegering, who is the Vice President.

“Al and I knew each other from working together at another company,” explained Loegering. “I went my own way and he started the business. Eventually, he talked me into doing weekend work for him and finally convinced me to take on an ownership role. It’s a good setup for us. He runs the office side of the business and I take care of the field operations.”

### Change in field operations

The field operations for Ramsey Excavating have changed greatly since Ramsey founded the company a decade ago. The original intent was to dig basements for residential housing. They did about a half dozen before setting their sites more toward industrial and commercial projects that often include demolition and site work as part of a full package of services.

“The two are often related because we’re involved with many urban renewal projects, but they aren’t necessarily tied to each other,” Ramsey said. “We do separate demolition and excavation projects, including offering site packages for dirt work that includes utilities.

President Al Ramsey (right) founded Ramsey Excavating in 1997 and was joined in ownership a year later by Vice President Tom Loegering. The Minneapolis-based company does excavation and demolition in the Twin Cities metro area.





This Komatsu WA380 wheel loader is used for a variety of tasks, such as cleaning up rock and carrying pipe.

We prefer that and, generally, so do our customers. It puts all the work under our roof and gives us control of the schedule."

"We also do some specialty work, such as installing sheet piling and soil retention," Loegering added. "Those niches are what set us apart and have helped us gain much of that repeat work over the years. About 50 percent of our business is now negotiated with the other half coming from public bid work. It's a balance we're trying to maintain."

Ramsey Excavating usually has about 30 jobs in various stages of development at any one time. Recent projects included removing 175,000 yards of soils for a two-story underground parking structure at Regions Hospital in St. Paul. Excavation ranged from 35 to 40 feet deep, and Ramsey Excavating also installed underslab drain tile.

In addition, the company completed a \$1.4 million grading job for a new building addition to the existing ice arena at the Eden Prairie Community Center, where they also worked on ball field improvements, including soil corrections. Ramsey Excavating dug foundations and moved a total of nearly 40,000 yards of dirt.

### Central location makes a difference

All of Ramsey Excavating's projects are in the greater Twin Cities metro area. Ramsey and Loegering agreed that the company's office location just north of downtown Minneapolis is ideal. "Being centrally located is an advantage for us because we don't have to travel far to get to jobsites," Ramsey said. "It cuts down on fuel, which is a savings to us and our customers. When we decided to put up a new facility three years ago, it was by design that we chose this location."

The company's new home also offers a great deal of space to house its offshoot, Minneapolis Concrete Recyclers, which takes in concrete rubble from Ramsey Excavating and outside sources and crushes it to make gravel products for construction entrances.



A Ramsey Excavating operator using a Komatsu PC200LC-7 removes dirt to make way for the new Regions Hospital parking structure in St. Paul. "We've found that Komatsu excavators are the best in the market," said President Al Ramsey. "They move more material faster than others in their size class. They're also very rugged and stable, which is important when it comes to doing demolition work."



From its central location, Ramsey Excavating now employs about 40 versatile, experienced field personnel. Veteran employees include truck driver Gene Lloyd, Project Manager Charly Templin, Controller Cheryl Higgins and Head Mechanic Dan Paumen.

### Reliable, efficient equipment

Ramsey and Loegering also credit reliable equipment for ensuring jobs stay on or ahead of schedule. The vast majority of their fleet is made up of Komatsu excavators, dozers and a wheel loader purchased from Road Machinery & Supplies with the help of Sales Representative Phil Major.

"Two features we really look for in equipment are reliability and efficiency," said Loegering. "With fuel prices continuing to go up, we need equipment that's going to move dirt quickly and with the best fuel economy. It also has to have maximum uptime so that we're not losing time with breakdowns. Komatsu has always fit the bill on both counts. We've been using Komatsu equipment almost as long as the company has been in existence."

Ramsey Excavating moved about 40,000 yards of material at the Eden Prairie Community Center, using a Komatsu D65PX dozer for grading. "We do quite a lot of dozer work under varying conditions, and the wide-pad machines offer us a chance to continue working when the conditions aren't ideal," said President Al Ramsey.

Continued . . .

# Right equipment helps meet customer needs

... continued



Dan Pauman,  
Head Mechanic

Ramsey Excavating's first piece was a PC150 excavator, but the company quickly began buying bigger as business took off. Today it owns seven excavators that range from the 36,740-pound PC160 to the 96,000-pound PC400 used for everything from foundation excavation to moving mass quantities of materials.

"We've found Komatsu excavators are the best in the market," claimed Ramsey. "When we buy equipment, we're very scientific about it. Through a series of tests, we study machinery very carefully. Head-to-head with competitive brands, Komatsu has always come



Charly Templin,  
Project Manager



Cheryl Higgins,  
Controller



Ramsey Excavating Foreman Jason Lovaas (left) meets RMS Sales Representative Phil Major on a project in St. Paul. "Phil has done a tremendous job of helping us get the right equipment and keeping up with our needs," said Vice President Tom Loegering.

out on top. They move more material faster than others in their size class. They're also very rugged and stable, which is important when it comes to doing demolition work, which we often do with those machines."

For placing material, Ramsey Excavating uses two Komatsu dozers, a D61 and D65, both PX models that have wider tracks. "We do quite a lot of dozer work under varying conditions, and the wide-pad machines offer us a chance to continue working when the conditions aren't ideal," said Ramsey. "They have less ground pressure, so we can work even when it's wet, and they have the power to push larger quantities of material over a larger area than other machines we've tried."

Ramsey Excavating also employs a WA380 wheel loader for a number of applications. Ramsey's three mechanics handle service on all machinery in-house, with parts and help as needed from Road Machinery & Supplies.

"We really like that RMS works with us to handle issues as efficiently as possible," Loegering noted. "Often, all we need to do is simply call up and talk with someone at the Savage branch. The parts department has also been great about getting us what we need quickly. It's even better with Komatsu's parts distribution warehouse in Eagan. Phil has done a tremendous job of helping us get the right equipment and keeping up with our needs."

Using a Komatsu PC300LC-7 excavator, a Ramsey Excavating operator loads trucks at the Eden Prairie Community Center job.



## Continuing to please the customer

Meeting customer needs on time and budget will continue to be the most important aspect of Ramsey Excavating. Both Ramsey and Loegering stress that they'll never let the company get too big.

"The limiting factor in our growth has always been customer satisfaction," said Ramsey. "If we can't provide that because we're too big and spread too thin, that's unacceptable. From day one, the goal has always been to provide quality work on time and budget. By doing that, the growth will come. If opportunities present themselves, we'll look at them, but not at the detriment of our ability to please the customer." ■



PC600LC-8  
& HM300-2

**100%**  
**compatible**  
(it's the perfect working relationship)

# KOMATSU®

"Synergy" isn't a word often associated with construction equipment, but it's the perfect word to describe the Komatsu PC600LC-8 and HM300-2 working together... especially when the terrain is less than perfect. Both of these hard-working machines deliver:

- Rugged, dependable, go-anywhere productivity
- Tier-3 certified engines to meet emissions standards
- Advanced hydraulics for faster cycle times

If you want maximum efficiency—no matter how rough the terrain might be—put this pair to work. At the end of the day, you'll see the results from machines that are...

100% Komatsu.

847.437.5800

[www.komatsuamerica.com](http://www.komatsuamerica.com)

## ROAD TRIP

# RMS ADVENTURE TOUR 2007

## Western Iowa was the setting for this popular annual RMS event

Customers and employees of Road Machinery & Supplies Co. mounted their motorcycles on July 12 for the 2007 RMS Adventure Tour. This year's event was held in western Iowa as participants made the 206-mile journey from Council Bluffs to Okoboji.

This is the fifth year RMS has hosted the Adventure Tour. The ride featured nearly 90

motorcycles and roughly 140 participants from Iowa, Minnesota, Nebraska, Wisconsin and South Dakota.

The fun and festivities began the evening of July 11 when RMS hosted an open bar and food reception at the Holiday Inn Ameristar Council Bluffs. The Tour then departed at 8 a.m. the next day. Riders enjoyed some scenic views of the Loess Hills before making their first stop at Preparation Canyon State Park near Moorhead for rest and refreshments. From there it was on to Anthon where everyone refueled their motorcycles, courtesy of RMS, before moving on to a catered lunch at Koser Spring Lake Park in Cherokee. After that, it was on to the final leg of the ride to Okoboji, where RMS hosted an evening cruise on West Okoboji Lake and dinner at Majestic Pavilion at Arnolds Park.

Once again, Komatsu was a major sponsor of the Adventure Tour, along with Ingersoll Rand and Kolberg-Pioneer.

"This event is an ambitious undertaking, but it's also an awful lot of fun," said Larry Smith, RMS Southern Operations Sales Manager, who

*Continued . . .*



The festivities began with an open bar and food at the Holiday Inn Ameristar Council Bluffs on Wednesday night, July 11.



Dan and Terri Perrin with Dave Schmitt Construction enjoy the cruise on the Queen II excursion boat.



Nicole Freese and Brian Happel with Happel Excavating enjoy their time cruising West Okoboji Lake.

The Adventure Tour makes its way out of Cherokee for the final leg of the trip.



Event organizer Larry Smith goes over some of the details of the ride before the bikers leave Council Bluffs on Thursday morning.





All revved up and ready to go are (L-R) Ted Weaver of Holcim Cement, Lee Reed of L.G. Everist, Inc., and Debbie and Mark Friessen of L.G. Everist, Inc.



About 90 motorcycles departed Council Bluffs at 8 a.m. July 12.



Participants who stayed Thursday night at The Inn at Okoboji were given a boat ride to the evening activities at Arnolds Park.



The Adventure Tour rides into Anthon, Iowa, where participants filled up with fuel, provided by Road Machinery & Supplies.



Participants in the Adventure Tour enjoyed an evening cruise, with open bar and refreshments, on the Queen II excursion boat.



Among this year's participants were (L-R) Cathy and Perry Hewett with Fort Dodge National Gypsum, RMS Field Service Technician Greg Jones and his wife, Judy.

Thursday evening at Arnolds Park began with refreshments at Pirate Jack's Bar.



Heading out onto the highway are (L-R) Randy and Diane Van Dyne along with Debbie and Kevin Kent, all with Kevin Kent Construction.



# Food, fun and friends are part of RMS bike tour

... continued



This gang of bikers includes (L-R) Todd Wynkoop with Wynkoop Equipment, Hollis and Mary Emerson with Wendling Quarries, Inc., Mary Wynkoop with Wynkoop Equipment, Casey and Sue Sander with Wynkoop Equipment and Kristin and Delane Wolter with Road Machinery & Supplies.



Lisa and Jeff Pettiecord of J. Pettiecord in Des Moines were among the motorcyclists riding out of Council Bluffs on Thursday morning.



Jason and Kristine Marmann of C.J. Moyna and Sons look like they're ready to hit the road.



Larry Smith, RMS Southern Operations Sales Manager



This year's Adventure Tour totaled 206 miles from Council Bluffs to Okoboji.

Refreshments were provided at the first break on the ride at Preparation Canyon State Park near Moorhead, Iowa.



organized the ride. "We have many customers who ride bikes and the Adventure Tour is a different way for us to thank them, plus give those of us with RMS the chance to get to know them on a more personal basis in a less formal setting." ■



Thursday evening concluded with an open bar and dinner at Majestic Pavilion at Arnolds Park.



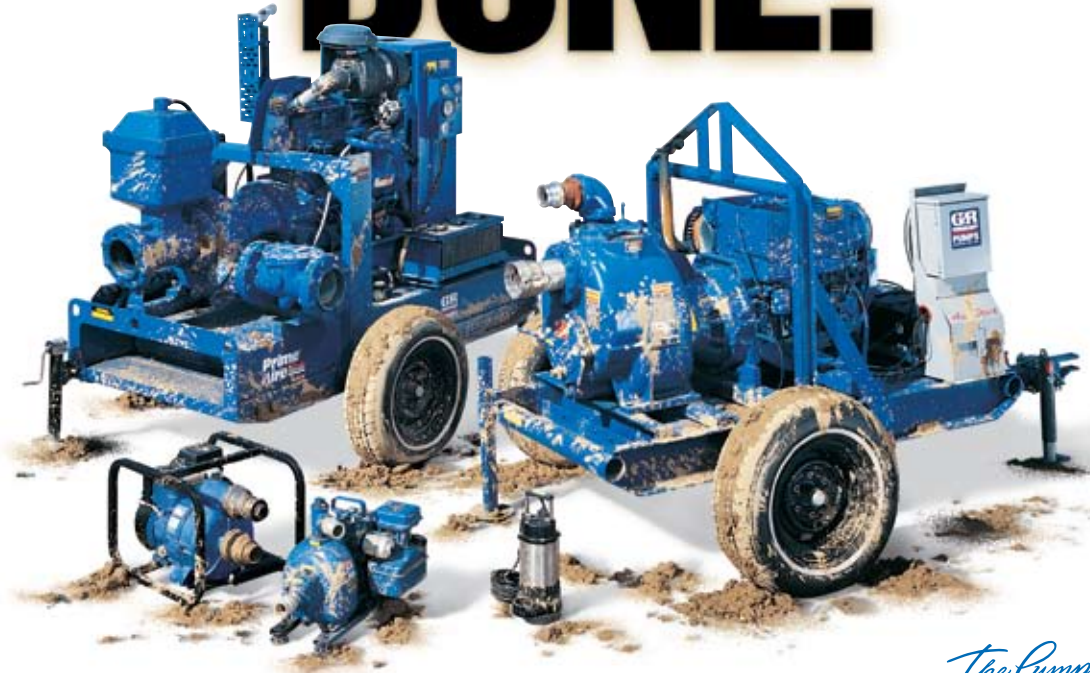
Enjoying some social time are (L-R) Tim Piper with Knife River, Brad Johnson of RMS's West Union office, Jay Jermier of J&M Excavation and Steve Downing of Downing Construction.

A tasty lunch was provided at Koser Spring Lake Park in Cherokee.



*Now available through RMS in  
Minnesota as well as in Iowa!*

# THEY DON'T COME HOME 'TIL THE JOB'S DONE.



Service problems take a big bite out of your bottom line. If you want pumps that'll finish the job without a trip to the shop, better get Gorman-Rupp. No other pumps last as long or need so little service. In fact, our removable coverplates, long life seals and replaceable wearplates make field maintenance quick and painless. And no one makes more contractor models. Gorman-Rupp. So reliable, they keep pumping profits long after other pumps come home for good.

*The Pump People*



HQ: Savage, MN  
(952) 895-9595  
(800) 888-9515

Duluth, MN  
(218) 727-8611  
(800) 888-9535

Virginia, MN  
(218) 741-9011  
(800) 752-4304

Iron Mountain, MI  
(906) 774-7011  
(800) 888-9565

Cedar Rapids, IA  
(319) 363-9655  
(800) 616-6615

Des Moines, IA  
(515) 282-0404  
(800) 555-1445

Grand Rapids, MN  
(218) 328-5916  
(800) 459-5916

Milan, IL  
(309) 787-1742  
(800) 633-9114

Sioux City, IA  
(712) 252-0538  
(800) 633-9104

## CUSTOMER APPRECIATION

# BAYFIELD BIKE BEAT

## RMS kicks off its inaugural Minnesota motorcycle ride with trip from Stillwater to shores of Lake Superior



Riders pull into Fish Hatchery Park near Hayward for lunch.

Riders took many twists and turns along the route.

RMS representatives and customers gathered for a 90-minute cruise on Lake Superior.



Organizing a day-long bike ride along with two evenings of fun and festivities proved to be no daunting tasks for staff members of Road Machinery & Supplies Minnesota branches who successfully pulled off their inaugural customer appreciation motorcycle ride.

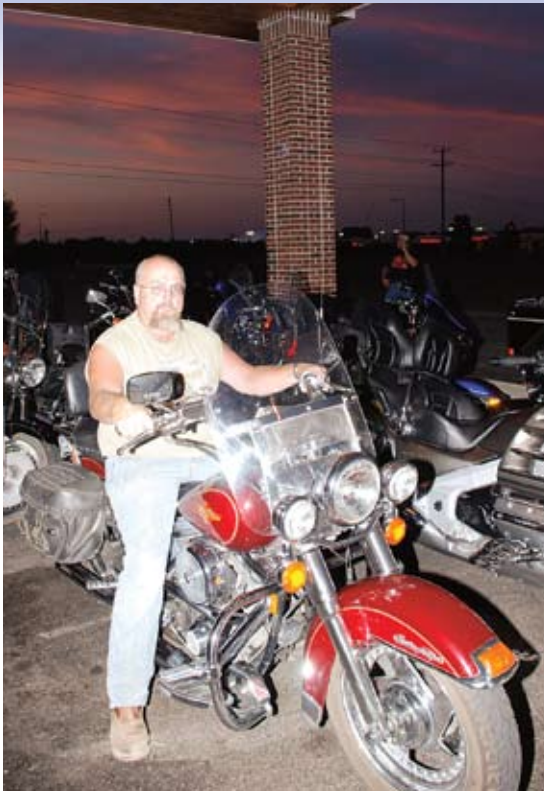
Termed “Bayfield Bike Beat” the event began with dinner and conversation July 18 at the AmericINN in Stillwater, Minn. Several RMS team members were on hand, including Chief Operating Officer David Johnson, Vice President of Northern Operations John Ruud, Savage Sales Manager Tom Ernst and Sales Representatives Brad Sykora, Gary Lane, Jim Gunderson and Tim Gaynor. Representatives from Komatsu, Ingersoll Rand and Empire Bucket, who helped sponsor the event, were also on hand.

“This is really a great way for us to show our customers how much we appreciate their business and the trust they place in us for their machinery needs,” said Gaynor. “It was a terrific event, and those who attended really enjoyed it.

*Continued . . .*



RMS Sales Representative Jim Gunderson (left) visits with Mike Welch, President of Ulland Brothers, during dinner the night before the bike ride.



Junior Reinhart of Lafayette Excavating sits atop his red Harley.



The first leg of the Bayfield Bike Beat led riders across the Mississippi River bridge at Stillwater and into Wisconsin.



(L-R) Dean Raveling with Empire Bucket and friend Mary Marshall talk with RMS Savage Sales Manager Tom Ernst.



(L-R) RMS COO David Johnson talks with Kelly McCue and Ray St. Martin of Ulland Brothers before dinner on the first night of the event.



(L-R) Bob Bruley, Tony Frattalone and Steve Raiolo with Frattalone Co. enjoy the cruise on Lake Superior.



(L-R) Doug Montavon of JR Jensen meets with friends Lance Strandburg and Kelly McCue of Ulland Brothers; Kelly's wife, Susan; and Ray St. Martin of Ulland Brothers and his wife, Ruthann.

# Bikers enjoy ride and refreshments

... continued



RMS Vice President of Northern Operations John Ruud (left) had dinner with Mike Warren of Warren Logging.



Participants enjoyed a kick-off barbeque dinner with main dishes cooked by RMS Sales Representative Gary Lane.

There were about 40 participants, and we expect that number to grow in the future."

The nearly 240-mile picturesque ride began at 8 a.m. on July 19 from the parking lot of the AmericINN, with bikes crossing over the Mississippi River and into Wisconsin moments later. Stops along the way included a break in Lion Park near St. Croix Falls, lunch at Fish Hatchery Park near Hayward and gas at Siren and Mellon. The final leg of the journey saw the bikes leave Mellon early in the afternoon before rumbling into Bayfield where riders enjoyed a catered dinner and 90-minute cruise on Lake Superior. ■

Following the bike ride, Butch Hoffman of Hoffman Construction and his wife, Vicki, enjoy some quiet time before dinner.



Frequent pit stops, including a pair of stops to fill up on gas, were part of the nearly 240-mile ride.



(L-R) Bernie, Junior and Dan Reinhart of Lafayette Excavating take time out to enjoy the view from the deck of the Bayfield Inn.



The final leg of the bike ride brought riders into the quaint town of Bayfield, Wis., located on the shores of Lake Superior.

Stanley LaBounty  
1538 Highway 2  
Two Harbors, MN 55616



800-522-5059  
or  
218-834-2123

## When Performance, Quality & Customer Service Count ...Count On Us!

"Performance", "Quality" and "Service" are not just buzz-words around here, they're our lifeblood and it's been that way since 1973.

State of the art Engineering and Manufacturing can take a company so far. A seasoned staff committed to its customers is what separates companies today.



**Concrete Pulverizer**



**RCS 80 Rebar Shear**



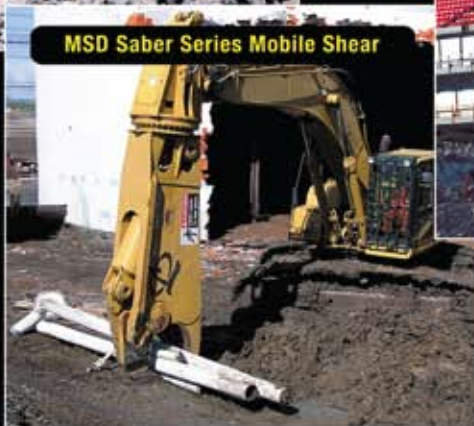
**Universal Processor**



**MSD 3000R-SL**



**HDR Grapple**



**MSD Saber Series Mobile Shear**

Whether tearing down a major league ballpark or working the demands of a production scrap processing facility, Stanley LaBounty and its dedicated dealer network are committed to maximizing safety, productivity and profitability. Call us or your authorized Stanley LaBounty dealer today.



The Original. The Best. Period.



[rmsequipment.com](http://rmsequipment.com)

HQ: Savage, MN 55378  
(952) 895-9595  
(800) 888-9515

Duluth, MN 55802  
(218) 727-8611  
(800) 888-9535

Virginia, MN 55792  
(218) 741-9011  
(800) 752-4304

Grand Rapids, MN 55744  
(218) 328-5916  
(800) 459-5916

Iron Mountain, MI 49801  
(906) 774-7011  
(800) 888-9565

Des Moines, IA 50313  
(515) 282-0404  
(800) 555-1445

Cedar Rapids, IA 52406  
(319) 363-9655  
(800) 616-6615

Sioux City, IA 51105  
(712) 252-0538  
(800) 633-9104

Milan, IL 61264  
(309) 787-1742  
(800) 633-9114

# INFRASTRUCTURE IN NEED

## Minneapolis bridge collapse brings heightened awareness of federal funding crisis



Christian A. Klein

*This Guest Opinion, which first appeared in the newsletter, **Washington Insights**, was prepared by Christian Klein, Vice President of Government Affairs for the Associated Equipment Distributors. Mr. Klein can be contacted at [cklein@potomac-law.com](mailto:cklein@potomac-law.com).*

The tragic collapse of the I-35W bridge in Minneapolis has focused national attention on our nation's massive highway and bridge construction funding shortfall. Following the initial shock and chaos, it only took the media a few hours to hone in on infrastructure investment as a major storyline. The fact that 25 percent of all bridges nationwide are "structurally deficient" or "functionally obsolete" seemed to attract particular attention.

Officials in Washington were quick in responding to the tragedy:

- The House and Senate quickly passed, and the President signed, H.R. 3311, which authorizes \$250 million for reconstruction of the I-35W bridge and \$5 million in transit assistance for traffic problems occurring around the disaster site.

- House Transportation and Infrastructure Committee (T & I) Chairman Jim Oberstar, D-Minn., proposed legislation to establish a trust fund, modeled after the Highway Trust Fund, to provide a dedicated source of revenue for the repair, rehabilitation, and replacement of those bridges deemed "structurally deficient" by the Federal Highway Administration. Oberstar has advocated increasing the gas tax to help finance the plan.

- The Senate passed S. 775 to establish a commission to study the state of American infrastructure.

- Both the House and Senate announced plans for oversight hearings on structurally deficient bridges.

- In a welcome display of bipartisanship, Rep. Don Young, R-Ark., former chairman of the House T & I Committee, agreed with Rep. Oberstar that the gas tax should be increased to pay for repairs to crumbling bridges and infrastructure. Florida Rep. John Mica, the T & I Committee's senior Republican member, said he believed transportation funding has been overly focused on new construction and has neglected maintenance.

Unfortunately, despite obvious needs, President Bush has restated his opposition to a gas tax user fee increase to provide additional funding for road and bridge investment.

For AED's part, we hope that the Minnesota tragedy won't be in vain and that our leaders will recognize this for what it is: further and dramatic proof of an infrastructure crisis that threatens our global competitiveness and, as we have seen, the safety of our fellow countrymen. ■

**Thirteen people died and about 100 were injured when the I-35W bridge over the Mississippi River collapsed in Minneapolis. Industry officials say the tragedy is dramatic proof of an "infrastructure crisis" in the U.S.**





# MEET THE NEW KID ON THE BLOCK.



**KPI-JCI**  
ASTEC COMPANIES

**RMS**  
ROAD MACHINERY  
& SUPPLIES CO.

For over 80 years KPI-JCI has been delivering innovative aggregate and recycling solutions to you, supported by your local KPI-JCI One Source dealer. With factory-trained technicians, application specialists and off-the-shelf parts support, your local dealer is prepared to help you maximize your capability.

Contact one of these fine RMS Road Machinery & Supplies locations today.

## YOUR ONE SOURCE



[www.kpijci.com](http://www.kpijci.com)

314 Garfield Ave.  
Duluth, MN  
(218) 727-8611  
Fax: (218) 727-3340  
800-888-9535

4909 W. Hwy. 2  
Grand Rapids, MN  
(218) 328-5916  
Fax: (218) 328-5961  
800-459-5916

315 N. Hoover Rd.  
Virginia, MN  
(218) 741-9011  
Fax: (218) 741-9465  
800-752-4304

100 Sheridan St.  
Des Moines, IA  
(515) 282-0404  
Fax: (515) 282-4876  
800-555-1445

1400 N. Hwy. 75  
Sioux City, IA  
(712) 252-0538  
Fax: (712) 252-5064  
800-633-9104

2525 16th Ave.  
Cedar Rapids, IA  
(319) 363-9655  
Fax: (319) 363-2075  
800-616-6615

606 W. 10th  
Milan, IL  
(309) 787-1742  
Fax: (309) 787-2497  
800-633-9114



• CRUSHING & SCREENING • TRACKS • WASHING & CLASSIFYING • MATERIAL HANDLING

# CONEXPO COMING SOON

## Industry event will be the largest ever with more than 2 million square feet of exhibit space

If you've ever been to CONEXPO-CON/AGG you know the size and scope of the show is massive. If you haven't been before and are going this time around, you're in for a huge treat that features more types of equipment, educational opportunities and technology than you can possibly imagine in one location.

The largest show of its kind in the construction industry, the next CONEXPO-CON/AGG will be held March 11-15, 2008, at the Las Vegas Convention Center, the largest such facility in the world. You can get information on the event and register for it online at [www.conexpoconagg.com](http://www.conexpoconagg.com). You can also map out your visit ahead of time using the show's Virtual Trade Show, which includes an interactive floor plan of exhibits, as well as make a personalized list of companies and products you may want to see.

CONEXPO is the largest show of its kind in the construction industry. Held inside and outside the Las Vegas Convention Center every three years, the 2008 show, to be held March 11-15, will have more than 2 million square feet of exhibit space.

"We are proud to be known as a show run by and for the construction industries, and our primary goal is to create a positive show experience for all attendees and exhibitors," said CONEXPO-CON/AGG Director Megan Tanel. "The show continues to grow, but we really don't want the show just to be about being the biggest in the industry. We want attendees to see that the show is a place to find information, education and solutions to issues they may face in their businesses. It's a place to bring the user, the owner, the distributor and manufacturer together in one place where they can all work together."

Every three years when CONEXPO rolls around, the show is bigger than the last, and 2008 will be no exception as the triennial event features more exhibit space than ever before. For the first time ever, the show will top 2 million square feet, breaking 2005's record-setting mark of 1.88 million. More than 2,000 exhibits from leading manufacturers, such as Komatsu, and service providers will display wares, with more than 125,000 industry professionals expected to be on hand.

Komatsu will display 24 products, including several new Dash-8 excavator and Dash-6 wheel loader models which feature ecot3 Tier 3 engines that offer more productivity with less fuel consumption and lower emissions. Also in its 30,000 square feet of display area will be dozers, motor graders, trucks, compact track loaders, backhoe loaders and skid steer loaders.

### Products grouped together

Event organizers are grouping similar products and companies together, making it easier to navigate your way around the show. For instance, if you're interested in



earthmoving equipment it can all be found in the North Hall, part of the Central Hall, the Riviera Pavilion and the Gold, Blue and Riviera lots outside the convention center.

If your interests lie in other types of equipment, there are product concentration areas for lifting equipment, asphalt paving and production, concrete paving and production, aggregate processing and heavy-duty trucks and mixers. Other sub-specialties such as engines, hydraulics, lubricants, tires and components have their designated areas as well.

Information stands will be set up throughout the show, and interactive product locators, searchable by company and product, will be on the show floor. These will also have information regarding seminars and meetings. Other show services will include an expanded, free, shuttle system to transport visitors from hotels to and from the convention center, and an intra-show shuttle-bus system.

### Several new items on the agenda

Attendees may be directed to several new items on the expo's massive list of things to see and do, including the free educational program "Best Practices for Small Fleet Management" to be held on March 15. The program will provide practical solutions for fleet management needs of small business owners specializing in commercial, industrial and public construction. Topics include budgeting and staffing, productivity and work scheduling, among others.

Other new features are an International Driver Mixer Championship, the first ever international competition of concrete mixer truck drivers; an IPAF Safety Zone that features live demonstrations and safety education; and "Construction Challenge," a competition with students competing in three challenges related to the construction industry.

"We're very excited about the new features, and we believe that attendees will find them informative and helpful," said Tanel. "The Construction Challenge is one area we're particularly looking forward to as it showcases young people involved in the construction



Komatsu always has one of the largest displays at CONEXPO. Twenty-four products will be available for attendees to check out at the 2008 event.



CONEXPO is more than just an equipment showcase. Attendees can learn more about the construction industry through educational programs in such areas as aggregates, asphalt, project management, equipment management, personal development and safety.

industry. We see this as a way to generate interest among youth and highlight for them the careers available in construction."

An Innovation and Solutions Center will also be new. Experts in the field will be presenting sessions that highlight research and developments in Fluid Power Solutions, Green Solutions, Motion Control Solutions Now and in the Future, and Innovative Applications in the Entertainment Industry.

### Educational opportunities abound

While CONEXPO continues to add new items, one thing that hasn't changed from previous expositions is the chance to take

*Continued . . .*

# Educational opportunities abound at CONEXPO

... continued

in some educational opportunities that will benefit you and your business. There are 10 seminar tracks organized by specific industries and issues: aggregates, asphalt, concrete, construction project management, earthmoving, environmental/recycling, equipment management, management, personal development and safety. Sessions are 90 minutes in length and include materials you can take with you for future reference.

Seminars in the earthmoving category include Introduction to Adopting Positioning Technology for Construction; Paydirt: Mass Excavating Alternatives for Mass Profit; Introduction to Design Data & Earthmoving Construction Projects; Costs to Own & Operate Heavy Equipment; and The Amazingly Versatile Backhoe.

Equipment management educational opportunities include An Introduction to Biodiesel Fuel, Equipment Management: Taking it to the Next Level; Getting the Most Out of Your Equipment at Disposal; Are Fuel Costs Cutting Into Your Profits?; The Equipment Triangle View of Asset Management Best Practices for Fleet Management; and Realizing Cost Return (or Cost Savings) Through Effective Oil Analysis. For more details on these and other educational opportunities, you can visit the CONEXPO-CON/AGG Web site.

"The educational opportunities are a great way for attendees to learn new and creative ways to help increase their productivity, lower costs and become better at what they do," said Tanel. "Because the show is so large, it's not always feasible to attend every seminar. We're working this year on ways to bring the seminars to the attendee by putting them live on cable through the hotels, over the Internet and by podcast."

## A great partnership

Industry certification courses and exams are offered, including a Certified Equipment Manager Exam and Study Course of the Association of Equipment Management Professionals, and Crane Operator Certification Examinations of the National Commission for the Certification of Crane Operators.

CONEXPO is produced and sponsored by the Association of Equipment Manufacturers, the National Stone, Sand & Gravel Association, the National Ready Mix Concrete Association, and the Associated General Contractors of America.

"The success of CONEXPO-CON/AGG has always been because of the partnership of these organizations," Tanel noted. "Several of them hold their annual meetings during CONEXPO. They are all committed to helping everyone involved in the construction industry succeed. That's why each has a strong commitment to making the show as informative and insightful as possible."

Tanel pointed out that the ultimate goal for those attending the 2008 CONEXPO is to take away something that they can use in their business to make it better.

"The show is really about ways to highlight the industry and what it can do to help businesses and individuals be more successful," she said. "We hope they find solutions to everyday challenges, make contacts and learn more about the industry in general. We want them to go home seeing that the show had value to them and looking forward to coming back in 2011 to find something else that will help them." ■

Attendees at the last CONEXPO got up close to machinery and looked at the inner workings of equipment such as Komatsu's ecot3, Tier 3 engines, now standard in numerous machines.



## EQUIPMENT FOCUS

# REDISCOVER THE PC270LC-8

## Field tests demonstrate how Komatsu's new excavator delivers superior performance

If you're an equipment user in the market for a 28- to 33-ton excavator, the newly designed and upgraded Komatsu PC270LC-8 needs to be at the top of your "check-it-out" list.

"We've believed for some time that we had a very competitive machine in this size class," said Komatsu Excavator Senior Product Manager Peter Robson. "Compared to the other leading brands, we suspected that we were better in terms of fuel consumption, and that everything else was fairly similar. But in taking another look at the machine, we concluded that by increasing counterweight mass, the PC270LC-8 would not just be competitive or a little bit better than the competition, but would be much better. So that's what we did."

As part of a running design change, Komatsu increased counterweight mass on the PC270LC-8 by 17 percent compared to the PC270LC-7.

"The change was remarkable," said Komatsu Excavator Product Manager Trenton Glore. "With the additional counterweight, lift capacity increased significantly. Just as important, if not more so, machine stability improved dramatically. It gives the new unit a much better 'firm footedness.' With that solid base, operators are more comfortable digging and loading at a faster speed, and in more difficult material, so productivity is now much improved."

### Field tests confirm PC270LC-8 superiority

How much improved? To find out, Komatsu put the machine to a field test against two top competitors. Here's what they found.

In a trenching test, the Komatsu PC270LC-8 averaged 216 feet per hour, compared to 196

feet and 192 feet for the competitive units. That's 9 percent better than one machine and 11 percent better than the other. "More than 20 feet per hour adds up quickly over the course of a day, a week, a month or a year of trenching," pointed out Glore.

"The difference between machines was even more pronounced when we included the amount of fuel required to do the work," he continued. "In terms of fuel efficiency (which measures how many feet of trench are being dug per gallon of gas), the Komatsu PC270LC-8 was 9 percent better than one of the competitors, and a whopping 17 percent better than the other."

*Continued ...*



Peter Robson,  
Senior Product Manager



Trenton Glore,  
Product Manager

Trenching Test		
Model	Production	Fuel Efficiency
Komatsu PC270LC-8	216 ft./hr.	26.8 ft./gallon
Competitor	196 ft./hr.	22.2 ft./gallon
Competitor	192 ft./hr.	24.5 ft./gallon

In a recent trenching field test, the new Komatsu PC270LC-8 dug more trench per hour and was significantly more fuel-efficient than two top competitive machines.



# Tests confirm outstanding fuel efficiency for PC270LC-8

... continued

*For more information on how the Komatsu PC270LC-8 can be a valuable addition to your excavator fleet, contact your sales representative or our branch location nearest you.*

The result was similar in a truck-loading test. An analysis of cycle times showed the PC270LC-8 took slightly more than 14.5 seconds to load, swing, dump and return. One competitor's cycle time was about a half second slower, while the other was more than a full second slower. And not only did the Komatsu unit load trucks faster, it was also more fuel-efficient, moving 7 percent to 10 percent more cubic yards of material per gallon of fuel.

## Fuel efficient

According to Komatsu, the PC270LC-8's impressive fuel consumption and efficiency figures (roughly 10 percent better than the previous model and about 11 percent better than

the competition) are achieved by total control of the engine, hydraulic and electronic systems.

"Each component and machine system was designed, engineered and manufactured to complement the other components and systems to achieve maximum performance," said Robson. "The way they work together is one of the primary factors in the fuel efficiency we've been able to achieve with the PC270LC-8."

Other factors include the overall efficiency of Komatsu's Tier 3 engine, combined with options and reporting tools that allow an operator to significantly lessen the amount of fuel being used to achieve the same amount of work. These include an economy (E) work mode; an "eco-gauge" that displays to the operator whether he's operating efficiently or wastefully; and an "idling caution" display that alerts the operator when he's been idling for five minutes or more (extended idling is considered to be an unnecessary and wasteful use of fuel).

Truck-Loading Test		
Model	Cycle time	Fuel Efficiency
Komatsu PC270LC-8	14.54 sec.	66.6 cu. yd./gallon
Competitor	14.97 sec.	60.0 cu. yd./gallon
Competitor	15.59 sec.	62.0 cu. yd./gallon

## Design features

In addition to overall performance and fuel efficiency, the new PC270LC-8 has numerous other features designed to improve productivity, including:

- Work equipment structures with large castings;
- Boom and arm plates thicker than the competition;
- Easy-to-access service and maintenance points;
- A quieter, more comfortable cab that's the largest among top competitors and loaded with user-friendly technology;
- KOMTRAX, Komatsu's FREE wireless monitoring system, as standard equipment.

## Demo will prove its worth

"Obviously, we believe the PC270LC-8 is a superior excavator," said Robson. "Our hope is that equipment users who are in the market for this size of excavator will demo the PC270LC-8 against any comparable machine. If they do, we're confident they will come to the same conclusion we did — that it's the most productive and efficient machine in its class." ■

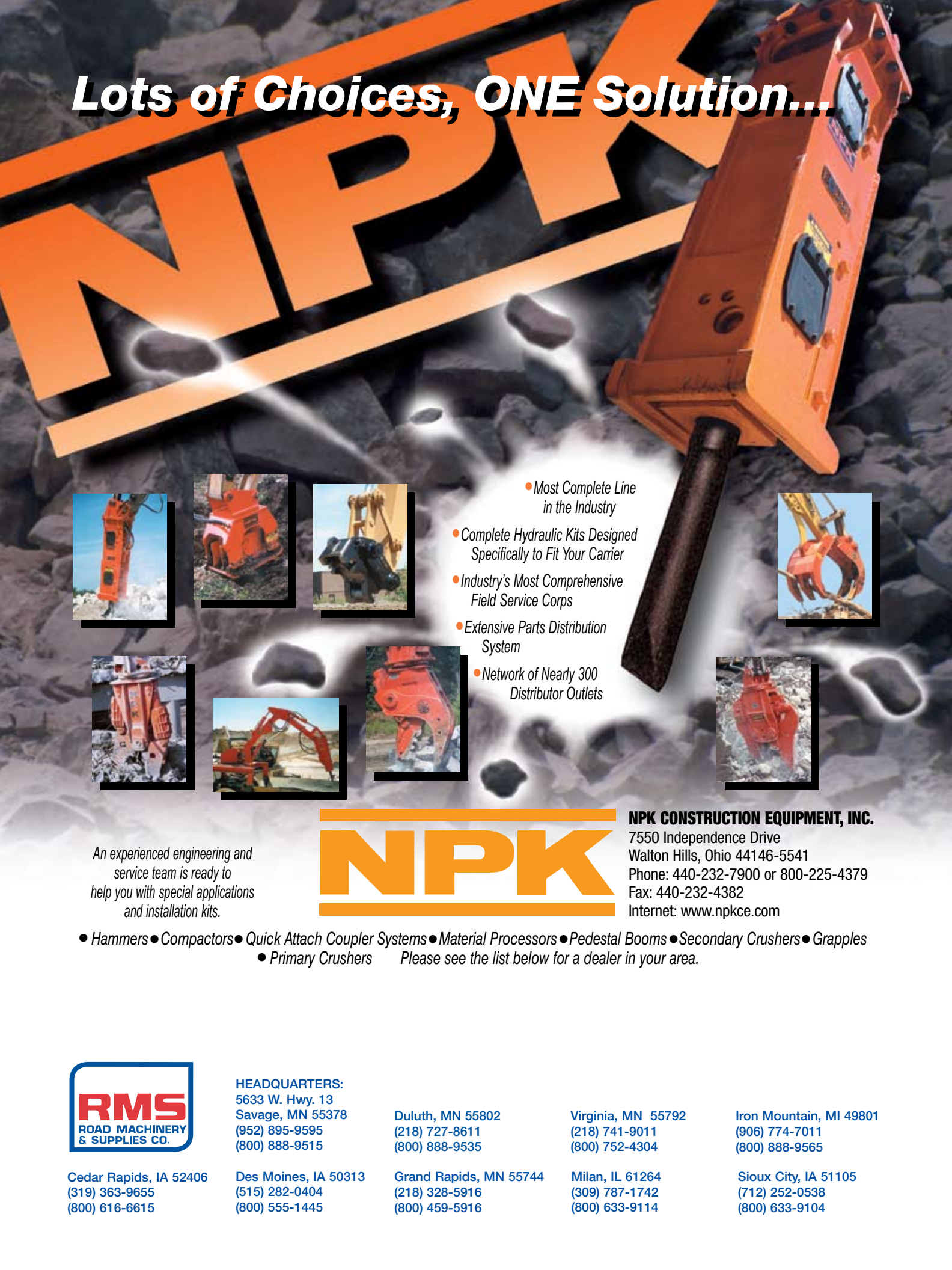
### Brief Specs on Komatsu PC270LC-8

Model	Horsepower	Operating weight	Blade capacity
PC270LC-8	187 hp (net)	65,336-67,393 lbs.	0.76-2.13 cu. yd.

The Komatsu-sponsored field test also showed a truck-loading advantage (faster cycle time and up to 10 percent more fuel efficient) for the PC270LC-8 compared to two competitive models.



# Lots of Choices, ONE Solution...



- Most Complete Line in the Industry
- Complete Hydraulic Kits Designed Specifically to Fit Your Carrier
- Industry's Most Comprehensive Field Service Corps
- Extensive Parts Distribution System
- Network of Nearly 300 Distributor Outlets



An experienced engineering and service team is ready to help you with special applications and installation kits.

# NPK

## **NPK CONSTRUCTION EQUIPMENT, INC.**

7550 Independence Drive  
Walton Hills, Ohio 44146-5541  
Phone: 440-232-7900 or 800-225-4379  
Fax: 440-232-4382  
Internet: [www.npkce.com](http://www.npkce.com)

- Hammers • Compactors • Quick Attach Coupler Systems • Material Processors • Pedestal Booms • Secondary Crushers • Grapples  
• Primary Crushers     Please see the list below for a dealer in your area.



**HEADQUARTERS:**  
5633 W. Hwy. 13  
Savage, MN 55378  
(952) 895-9595  
(800) 888-9515

Duluth, MN 55802  
(218) 727-8611  
(800) 888-9535

Virginia, MN 55792  
(218) 741-9011  
(800) 752-4304

Iron Mountain, MI 49801  
(906) 774-7011  
(800) 888-9565

Cedar Rapids, IA 52406  
(319) 363-9655  
(800) 616-6615

Des Moines, IA 50313  
(515) 282-0404  
(800) 555-1445

Grand Rapids, MN 55744  
(218) 328-5916  
(800) 459-5916

Milan, IL 61264  
(309) 787-1742  
(800) 633-9114

Sioux City, IA 51105  
(712) 252-0538  
(800) 633-9104



# BACKHOE LOADERS

**100%**  
productive

# KOMATSU®

Komatsu backhoe loaders are designed to deliver. Attention to every detail ensures the highest levels of operator safety, comfort and convenience, productivity, ease of service, durability, reliability and quality. Komatsu backhoe loaders provide the ultimate comfort and productivity package.

- Low-effort Proportional Pressure Control (PPC) loader and backhoe joysticks with SAE/ISO pattern changer
- Spacious and ergonomically designed operator platform and exceptional visibility
- Narrow S-shaped backhoe boom and high-performance hydraulics
- Tilting engine hood with easy access to service check and fill points
- Heavy-duty, 1.25-yard loader with parallel lift and over 6½ tons breakout force

When you want the most from your backhoe loader investment, the choice is 100% clear. Put a Komatsu backhoe loader to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

847.437.5800 [www.komatsuamerica.com](http://www.komatsuamerica.com)



## NEW PRODUCTS

# “RUGGED AND EFFICIENT”

## New landfill dozers reduce cost per yard with Tier 3 engines that push more material with less fuel

With its new landfill dozers, Komatsu combined the best of its standard dozer features — which were designed to provide increased productivity and efficiency — with unique features that make them perfect for the rugged conditions of a landfill operation. New landfill dozer sizes range from the nearly 53,000-pound D65EX-15SL to the 116,528-pound D275AX-5SL.

Like Komatsu’s latest line of standard dozers, the landfill dozers are powered by turbocharged, after-cooled, ecot3 Tier 3-compliant diesel engines designed to provide more horsepower with less fuel consumption and lower emissions than previous models. The combination provides the best-ever cost per yard of material moved.

Komatsu engineered each landfill dozer’s hydraulics, power train, frame and all other major components in an integrated design that works together for higher production, greater reliability and versatility. Add the factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions, and the result is machines that operate longer for increased production.

“Our landfill dozers start off with standard dozer features — Hydrostatic Steering System, Palm Command Control System, hydraulic-driven radiator fan, wet-disc brakes, Tier 3 engines and others — and have added features, such as gap seal guards, remote A/C and oil cooler and guarding packages, among others, that make them stand out,” said Mike Milostan, Komatsu America Product Manager, Working Gear. “They really are purpose-built machines that will benefit landfill operations by providing the productivity those customers need because Komatsu designed them to stand up to the challenges of working in that environment.”

Blades on the dozers are larger with integrated trash racks that provide more material capacity without restricting visibility. A semi-U blade is available on all models, while a full-U blade is available on all models except the D65EX-15SL. The landfill counterweight is designed to optimize the machine balance in landfill applications.

*Continued . . .*

### Brief Specs on Komatsu Landfill Dozers

Model	Operating Weight	Net hp	Blade Capacity
D65EX-15SL	52,097 lbs.*	205	14.8 cu. yds.*
D85EX-15SL	62,245 lbs.*	240	22.5 cu. yds.**
D155AX-6SL	96,709 lbs.*	354	33.2 cu. yds.**
D275AX-5SL	116,528 lbs.**	410	44.3 cu. yds.**

\*With semi-U blade    \*\*With full-U blade

Komatsu’s new landfill dozers feature Tier 3 engines for greater production and fuel economy. Each model has a factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions.



# Unique features stand up to landfill challenges

... continued

Komatsu's landfill package includes a large number of unique features built into the dozers to make them stand up in challenging conditions. Among them is a chassis-seal package that helps close the gaps around the chassis where material could enter the engine compartment. Final drive, pivot shaft and idler seal guards help prevent debris from entering oil-seal areas, extending component life.

## Extended component life

Extending the component life of the tracks is a priority, so Komatsu landfill dozers use trapezoidal track shoe holes to minimize debris packing. Bolt-on front and rear striker bars help prevent debris from riding up onto the tracks and damaging fenders and chassis. Chassis deflector bars and bolt guards protect and help keep debris away from components as well.

The machines are further protected from debris with additional guarding that's available only on landfill dozers, such as the fuel and hydraulic tank guard. Hinged covers allow easy access for cleaning and maintenance.

Keeping the working parts clean for optimal production is necessary, and Komatsu makes it easier than ever with features such as perforated hood and side doors that increase cooling airflow to the radiator while minimizing the size of airborne particles entering the engine compartment. The

perforated hood reduces air velocity passing through the screens, reducing debris sticking against the screens.

A standard, reversible, hydraulically driven fan is mounted in front of the radiator core so the blades pull air through the core rather than push it, virtually eliminating debris blasting on the core surface and increasing the life of the heat exchangers. Thermally controlled, the fan turns at maximum speed only when maximum cooling is required, reducing the debris collection on the engine inlet screens during normal daily operations.

Computer-controlled forward and reverse intervals clean the radiator regularly, allowing the operator to concentrate on productivity. The computer timer is easily adjusted for varying conditions and also has a manual override switch.

## Fine control

A turbine precleaner helps remove particulates from the engine air before they reach the filter elements. Quick-opening, two-piece doors allow easy access to the radiator and fan for cleaning. An engine bottom guard with electric winch simplifies cleaning of the engine compartment. The engine compartment features two fewer items, as Komatsu relocated the hydraulic cooler and fan, as well as the air conditioner condenser. Both were moved to increase cooling efficiency.

Efficiency is enhanced with Komatsu's Torqflow Transmission that offers single-lever control of speed and directional changes. A hydrostatic steering system makes for smooth, quick and powerful control of tracks. Palm-control steering and blade joysticks provide fine control. Operators will also appreciate the hexagonal-designed pressurized cab, which offers greater visibility and comfort. Cab dampen mountings increase ride comfort while decreasing noise and vibration.

"Lock-up torque converters and automatic shifting, available on our D155 and D275 models, make these even more powerful and efficient to operate," pointed out Milostan. "Production is terrific with these machines, and that's really the bottom line." ■

Komatsu engineered each of its new landfill dozers with hydraulics, power train, frame and all other major components that work together in an integrated design for higher production, greater reliability and versatility.





930E

**100%** **PROVEN**  
(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)

**KOMATSU**<sup>®</sup>

When it comes to building electric drive trucks that are rugged enough to stand up to the day-to-day demands of mining operations, one company has the proven track record to deliver the reliability you need to compete—Komatsu. If you look at the number of Komatsu electric drive trucks in service today and count the years of reliable service they've delivered, you'll see we have the engineering, manufacturing and application experience to help you stay profitable for years to come.

If you want to move more material, more cost-effectively, day after day, choose a proven solution.

100% Komatsu.

847.437.5800 [www.komatsuamerica.com](http://www.komatsuamerica.com)

## UTILITY EQUIPMENT

# FILLING THE GAP

## As larger “compact” excavators, Komatsu PC78 models offer many advantages

*For more information on the PC78 compact excavator, contact your sales representative, or call our nearest branch location.*

The Komatsu PC78US-6 and PC78MR-6 series excavators are the largest of the Komatsu utility range but they can hardly be called “compact.” These machines weigh in at more than seven and eight metric tons respectively — about the same as a full-size backhoe loader. They feature outstanding performance, superior operator comfort and they fill the product gap between compact and construction-size excavators.

- Two product types allow contractors to choose between a fixed-boom machine (PC78US-6), like a full-size construction excavator, or an offsetting boom unit (PC78MR-6), like a compact excavator.

### Brief Specs on Komatsu PC78 compact excavators

Model	Power	Dig Depth	Dump Ht.	Bkt. Force	Arm Force	Operating Wt.
PC78MR-6	54 hp	15'7"	15'8"	13,780 lbs.	9,330 lbs.	18,230 lbs.
PC78US-6	54 hp	15'5"	18'0"	13,780 lbs.	9,330 lbs.	15,850 lbs.

Komatsu engineered its larger, PC78 compact excavator models to fill the gap between compact and construction-size excavators.



- A full-featured cab is standard equipment on these models. Every low-noise cab features a spacious operator station with a digital monitor panel, air conditioning, a radio and a suspension seat.
- Hydraulics on the PC78MR-6 and PC78US-6 are of the same pedigree as Komatsu construction excavators. Load-sensing, pilot proportional joystick controls provide low-effort precise control and enable the operator to perform tasks smoothly and productively.
- A choice of three track shoe systems allows contractors to choose what’s right for their operations: steel, rubber and Komatsu Road Liner track shoes. The Road Liner track shoes allow the operator to travel on hard surfaces, such as asphalt and concrete, without damaging them like a steel grouser can.
- A great alternative to a backhoe loader, the PC78s offer digging depth, dump height, bucket power, arm power, lifting capacity, better range of motion when working next to an object, and better productivity because they don’t have to be repositioned like a backhoe loader.
- Maintenance is easy with a wide-opening engine cover that provides great access to daily checkpoints. The wide-opening side cover provides access to the hydraulic tank, air cleaner and main hydraulic valve. There’s also ground-level fueling with a sight gauge. Sealed pins allow Komatsu to extend the lubrication intervals to 100 hours on the arm tip and 250 hours on the arm, boom, and swing pins, rather than the daily or weekly lubrication required of some other brands. ■

## KOMATSU &amp; YOU

# REMANUFACTURED PRODUCTS

## General Manager says ISO certification of Komatsu reman plant ensures product quality

**QUESTION:** One of your emphases, upon joining Komatsu Remanufactured Products, was to earn ISO 9001 certification from the International Standards Organization. Have you achieved that, and why is it an important designation?

**ANSWER:** We became an ISO-certified plant a little more than two years ago and we believe it's a very significant designation for a manufacturing plant like ours. For one thing, ISO certification, which includes regular, ongoing field audits of our operations, ensures that we're following our own standardized processes. These standardized processes lead to a consistently high-quality product that our customers can count on.

Equally important, ISO certification requires us to continuously improve our operations. They check quality measurements, warranty ratios and customer complaints to see that we're taking appropriate action and fixing any problems that arise. So yes, for us, ISO certification is a very big deal because it's the foundation for the quality of product that we're now producing at Komatsu Remanufacturing.

**QUESTION:** Why is standardization so important in manufacturing?

**ANSWER:** It's important because, with a standardized process, in which the same job is done the same way every time, when a problem crops up, we can locate what happened. Without it, you have one person doing the job one way and another person doing it another way, so you may never be able to figure out why a failure occurred. It's because of our standardized processes that we're able to produce replacement parts and components that are essentially the same as new and are warrantied as such.

*Continued . . .*



**Rob Shear,**  
General Manager,  
Komatsu Remanufactured Products

*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.*

As the son of a financial controller for the Department of the Army, Rob Shear grew up in many places. Born at Fort Leonard Wood in Missouri, Rob and his family moved to Korea for a time, then to Virginia, then to Oklahoma for his high school years. Following high school, Rob earned a spot at the U.S. Military Academy at West Point, and after graduation, spent time in the Army leading a tank platoon.

After his army service, Rob went into manufacturing. While working for Cardinal Health as a plant manager, he earned an MBA at Northwestern University, where a classmate recruited him to Komatsu.

Rob joined Komatsu America as General Manager of the company's remanufacturing operations in Lexington, Ky., in late 2003. In his capacity as GM, Rob oversees the efforts of about 140 employees and has been responsible for numerous improvement initiatives at the plant.

"Our goal at Komatsu Remanufactured Products is to produce parts and components for Komatsu equipment that conform to the standards and specifications of brand-new parts and components. We think remanufactured products make sense for the end-using Komatsu customer as a way to save both time and money, and get the peace of mind of a factory warranty at the same time."

# Komatsu Reman emphasizes “value”

... continued

## **QUESTION: What Komatsu remanufactured products are available?**

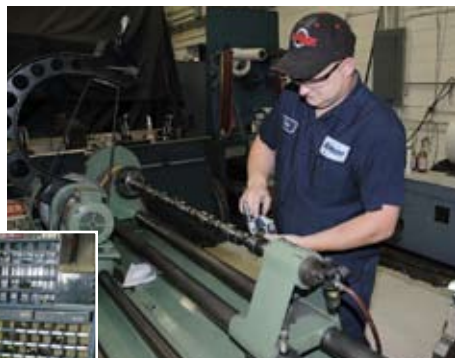
**ANSWER:** We reman all major components including engines, transmissions, torque converters, final drives, turbochargers, hydraulic cylinders, hydraulic pumps, alternators — nearly everything for construction equipment up through the largest mining machines. We've hired a marketing director to work with our Komatsu distributors to make sure we're meeting their needs and don't have gaps in our product offerings.

## **QUESTION: What advancements have you made recently?**

**ANSWER:** We've started inspecting and reusing valve springs for use on cylinder heads. Before, we would have used a new valve spring if we were reman'ing a cylinder head. We're especially proud of this because it was initiated by our employees. They determined they could do it and thought it would be a good, cost-saving measure.

## **QUESTION: It sounds like Komatsu Remanufacturing values its employees.**

Individual parts are carefully inspected to ensure they meet OEM standards prior to being used in a reman component. Here, technician Tony Johnson measures a camshaft for a mining dozer as part of the inspection process.



Located in Lexington, Ky., Komatsu Remanufactured Products employs about 140 people, including technician Paul Carrico, shown here assembling a reman engine for a D375 dozer. All reman engines are dyno-tested after final assembly.

**ANSWER:** Certainly. We have a lot of experience in our work force and very little turnover, and we rely on our employees to help make us better. Some assembly teams have formed what we call “quality circles,” consisting of three to five members. The quality circles provide input from the floor on how we can improve. It was one of these quality circles that came up with the idea of reman'ing the valve springs.

## **QUESTION: How do your products compare with new components?**

**ANSWER:** Our target is to produce a product that costs 60 percent to 65 percent of what a new component costs, and that provides 80 percent of the life of a new product. Some people may be wondering why, if it's built to the same standards as a new component, we only expect to get 80 percent of the life. They've got to understand that if a reman engine goes into a machine that has 10,000 hours on the frame and 10,000 hours on the transmission, it may not run as long as the first engine did. A new engine put in the same used machine may not run as long either.

## **QUESTION: How does a reman product compare with a “job shop” rebuild?**

**ANSWER:** The main differences between us and a “job shop” are our standardized processes and the number of units we build. We're specialists. This is all we do.

As for a “will-fit” or “job shop” mechanic, they're not going to get the support from the OEM that we do. For example, we're in weekly contact with the factory, getting the latest critical updates on products and how to improve performance. Another big difference is that typically, a “job shop” warranty covers only the labor.

## **QUESTION: Why should Komatsu equipment users look to Komatsu Remanufactured Products for replacement parts and components?**

**ANSWER:** Komatsu is all about providing value for customers, and we're an important part of that value equation. The combination of price, availability and quality make Komatsu remanufactured products not only a viable alternative to new and rebuilt components, but an excellent value as well. ■



# THE SURESTRIKE SOLUTION!



- **BREAK ROCK EASILY & COST EFFECTIVELY**
- **HIGH PRODUCTIVITY**
- **QUIET**
- **LOW MAINTENANCE**
- **LOW COST**

It's ***THAT*** Simple!



**MADE IN THE USA**



**SURESTRIKE INTERNATIONAL, INC.**

**SURESTRIKE**



P.O. Box 358 • Luck, WI 54853

[www.surestrike.biz](http://www.surestrike.biz)

e-mail: [info@surestrike.biz](mailto:info@surestrike.biz)

Call us today

Toll Free: **866-472-8844**

A man wearing a blue shirt, a cap with the 'Reman' logo, and safety glasses is working with a robotic arm. The arm is holding a tool and is positioned over a metal part. The background is a factory setting with bright lights.

# REMAN

# 100%

**product support**  
(lowering owning and operating costs)

# KOMATSU®

Komatsu remanufactured products maximize your machine utilization by providing off-the-shelf exchange components. Plus, Komatsu provides you with the following benefits:

- Components backed by Komatsu warranty
- Remanufactured to Komatsu factory specifications
- Sophisticated inspection and remanufacturing equipment
- 100% functional testing
- Machine performance to original equipment specifications

100% Komatsu.

847.437.5800

[www.komatsuamerica.com](http://www.komatsuamerica.com)



## THE PEOPLE INSIDE

# DELANE WOLTER

## Southeast Iowa Territory Manager says keeping customers satisfied is a total team effort

**W**hen Territory Manager Delane Wolter joined Road Machinery & Supplies in 2000, he knew he was making a wise choice right from the beginning. He hasn't changed his mind.

"I was impressed with how everyone at RMS works together to ensure customers' success," said Wolter, who won a President's Award from RMS in 2005. "That's really what drew me to the company and what's kept me here. The number of people who have been with RMS for 20 or 30 years is amazing. It's a real tribute to the ownership and management of the company. You wouldn't see that if everyone wasn't working together."

Based out of RMS' Cedar Rapids branch, Wolter often logs thousands of miles a month to reach his customers in 10 southeast Iowa counties. He's quick to point out that he has a lot of help in meeting customer needs.

"One benefit is that RMS carries such an extensive list of quality equipment," he said. "I firmly believe we carry the best machinery on the market, but you still won't last in this business without having excellent service to back it up. RMS has a total team effort. I have to give a lot of credit to the parts and service departments. Everyone has a common goal to do whatever it takes to satisfy the customer. In the seven years that I've been here, that philosophy has never changed. In fact, the company has worked hard to strengthen it."

### Takes on marathon challenge

Wolter also works hard in his personal life. An avid runner, Wolter has taken on the challenge of running marathons. He ran his second in October after running his first in January.

"I've run off and on for most of my life, but never a marathon," said Wolter, who ran the Disney World Marathon in January, finishing

in a little more than four and a half hours. "My friends challenged me to do it after running the 'Dam to Dam' race in Des Moines during the summer of 2006. That was a little more than 12 miles, so it was a significant difference from a marathon. I did a lot of training in cold weather here, but the marathon was in hot and humid conditions. It was a battle, but I got through it."

Wolter began training heavily for the event shortly after the Dam to Dam race. His wife Kristin and daughters Paige, Madison and Camryn Jo stood behind him the entire way. "They were very understanding about the amount of time it took to train," he said. "They were very supportive throughout the entire process. I really couldn't have done it without them."

In addition to running and spending time with his family, Wolter enjoys golf, showing draft horses and being involved in his church. ■



Southeast Iowa Territory Manager Delane Wolter has been with RMS for more than seven years. Based out of Cedar Rapids, Wolter covers 10 counties. He ran his first marathon in early January.

# Major Highway System

## Looking for ways to improve production?

Let us provide solutions and innovative engineering that draw on the best paving technology worldwide. Our Ingersoll Rand lineup exceeds the competition with new and improved products. And as part of a dealer network that's second to none, we'll keep you paving in the right direction. Stop in or call your local Ingersoll Rand dealer today.



- IRON MOUNTAIN, MI • (800) 888-9565
- DES MOINES, IA • (800) 555-1445
- SIOUX CITY, IA • (800) 633-9104
- CEDAR RAPIDS, IA • (800) 616-6615
- MILAN, IL • (800) 633-9114
- SAVAGE, MN • (800) 888-9515
- GRAND RAPIDS, MN • (800) 459-5916
- DULUTH, MN • (800) 888-9535
- VIRGINIA, MN • (800) 752-4304



[www.rmsequipment.com](http://www.rmsequipment.com)

[ingersollrand.com](http://ingersollrand.com)

## INDUSTRY NEWS

# AED launches campaign to boost highway investment

Associated Equipment Distributors (AED) has launched an initiative to position the construction equipment distribution industry for a leadership role in the looming national debate over transportation infrastructure investment.

In a recent speech, AED President Toby Mack told equipment industry executives that the nation's infrastructure needs are dire, that Congress would soon be forced to make difficult decisions about how to pay for much-needed additional highway construction, and that AED would be playing a major role in that national dialogue. The vehicle for AED's involvement will be the association's new Highway Infrastructure Taskforce (HIT).

Mack pointed to government estimates predicting that by the time SAFETEA-LU, the current highway law, expires in September 2009, gas tax revenues will fall short of authorization levels by close to \$5 billion. If Congress does not address the problem, highway funding in 2009 could be cut by more than 30 percent, and such cuts would continue into the future.

"AED has seen this coming and we have no intention of sitting on our hands," Mack said. "We're gearing up to play a major leadership role beyond anything we've done before. With the mobilization of our membership to provide both the resources and political activism, not only can we turn this around, but we can lay the groundwork for major new investment in highway capacity going forward." ■



Quick  
Couplers +  
Durable  
Attachments =

Increased  
Jobsite  
Productivity

Paladin Heavy Construction manufactures a full line of couplers, buckets, forks and specialty attachments for wheel loaders, wheel loader backhoes and excavators – precisely the equipment you need for versatility and greater productivity. Because we offer brand names you know and trust – like JRB, C&P and Badger – we're sure to carry the right attachments you need to achieve highest productivity at the lowest cost.

**Contact us today at 1-800-4-BUCKET. We have the attachments and couplers you need in stock and ready to go.**

We invite you to learn more about our product offerings at [www.paladinbrands.com](http://www.paladinbrands.com).

**Available through Road Machinery & Supplies Co.**

 JRB

 C&P

 BADGER

PALADIN HEAVY CONSTRUCTION

## DISTRIBUTOR CERTIFIED

# CERTIFIED USED MACHINES

## Why used equipment buyers will want to check out Komatsu ReMarketing's CONEXPO display



Lee Haak,  
Komatsu ReMarketing  
Director



Do you want to avoid making a potentially costly mistake in your next used equipment purchase? A good way to be safe in buying used is to buy a Komatsu Distributor Certified used machine. A Distributor Certified machine is not your typical used machine. To illustrate the difference, the Komatsu ReMarketing group will have a unique “half-and-half” machine at its display area at the upcoming CONEXPO in Las Vegas.

“We’re taking a used D61PX dozer and fixing half of it to the standard of a ‘B-level’ Distributor Certified unit,” explained Komatsu ReMarketing director Lee Haak. “The other half, we’re leaving ‘as is.’ We believe this will strikingly demonstrate what separates a Komatsu Distributor Certified machine from a used machine you might buy at auction.”



What’s the difference between Komatsu Distributor Certified used equipment and other used machines? A unique “half-and-half” D61 dozer (half certified and half used) will be on display at CONEXPO to illustrate the stark differences. Komatsu ReMarketing officials will be on hand to explain what gets done and what it means to you as a used equipment purchaser.

The big difference between the two, according to Haak, is that Komatsu certifies what you’re buying, both inside and out. “The first thing we do is put the machine through a rigorous inspection to determine if it’s worth restoring. If it doesn’t pass, we don’t fix it. We sell it ‘as is,’ with a full report on what’s wrong with it — or we sell it for parts.”

### Looks good and runs well

If the inspection reveals the machine is worth fixing, your Komatsu distributor will make the repairs, including putting in new or remanufactured parts or components where necessary.

“Unlike some used equipment sellers who only do cosmetic work like paint jobs, we make sure the machine is going to run well, as well as look good,” said Haak. “We do track work, blade or bucket work, service the hydraulic system, repack the cylinders, overhaul the engine — whatever is required. The bottom line is, because of the work we’ve done, you can be sure the machine will do what you’re counting on it to do.”

In addition to viewing the “half-and-half” machine at CONEXPO, and learning what all goes into bringing it up to a higher level, Komatsu ReMarketing will have information on a new warranty program designed specifically for Distributor Certified machines.

“We invite all CONEXPO attendees to stop in and see us, and learn more about Komatsu Distributor Certified used equipment,” said Haak. “It sometimes costs a little more, but we’ll be happy to show you how the additional money is put back into the Distributor Certified pieces to bring them to a higher standard than other used equipment.” ■



# KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

## The next best thing to new.



### *If it can be measured, we measure it!*

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

**To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at [www.equipmentcentral.com](http://www.equipmentcentral.com) and click on "used equipment."**



# USED EQUIPMENT

Ask for Brian or Steve for more information • (800) 888-9515 • (952) 895-9515



'04 IR SD45, D/F smooth drum with shell kit, 504 hrs. ....\$52,500



'00 KOMATSU WB140, 50% tires, 3,500 hrs. ....\$34,000



'99 KOMATSU PC150LC-6, 9'6" arm, U/C 40% .....\$64,000



'96 KOMATSU PC200LC-6, U/C 40% .....\$47,000

Manufacturer/Model

S/N Year Hours Price

Manufacturer/Model

## HYDRAULIC EXCAVATORS



KOMATSU PC27R8, Ditch witch model MX27 w/ blade	3123a	2003	787	\$27,750
KOMATSU PC30MR-1, New paint, rubber tracks, blade, OROPS	12394	1999	1,865	\$27,750
KOMATSU PW30-1, Rubber tires, GP bucket, OROPS	1105	1987	1,201	pending
KOMATSU PC35R-8, OROPS, push blade, 12" rubber tracks	37585	1999	3,234	\$19,750
KOMATSU PC45R-8, OROPS, push blade, aux.hyd., 70% U/C	f20849	2001	1,926	\$27,500
KOMATSU PC-95, Cab, aux hyd	21d5006482	2001	3,877	\$49,500
KOMATSU PC120-6, 9'11" arm, GP bkt (ricks), no A/C	60553	1999	4,782	\$52,500
KOMATSU PC120-6, Very nice shape, no A/C, GP bkt 29"	60798	1998	1,628	\$49,500
KOMATSU PC138USLC, 10' stick, GP bkt, 20" rubber pads, mech thumb	1819	2004	2,818	\$79,750
KOMATSU PC150-5, U/C 90% remain, GP bkt, runs good	7205	1994	9,562	\$35,500
KOMATSU PC150LC-6 Plumbed, GP bkt, mech QC	K30491	1998	9,176	\$61,500
KOMATSU PC150LC-6, New paint, 9'6" arm, U/C 40%	K30680	1999	9,374	\$64,000
KOMATSU PC150LC-6K, 9'6" arm, U/C 60%	K30791	1999	8,346	\$52,500
KOMATSU PC150LC-6K, 9'6" arm, U/C 60%	K32028	2000	9,118	\$69,000
KOMATSU PC160LC-7KA, 9'6" arm, JRB QC, 48" flat sand	k40392	2004	1,058	\$100,000
KOMATSU PC200LC-6, New paint, U/C 40%, GP bucket	A82138	1996	13,000	\$47,000
KOMATSU PC200-6, LaBounty MSD15R shear, 40% U/C, A/C	C10577	1998	8,568	\$68,500
KOMATSU PC200LC-6LE, A/C, hyd thumb, 50% U/C"	A85135	2000	3,579	\$83,500
KOMATSU PC200LC-7, A/C, 9'6" arm, U/C 60% remain	201030	2002	2,939	\$93,500
KOMATSU PC220LC-7L, 9'7" arm, 31.5" pads, A/C, U/C 70%	A87606	2005	1,449	\$121,500
KOMATSU PC220LC-6LE, No A/C, 50" flat sand, U/C 40%	A83294	1998	7,250	\$52,500
KOMATSU PC220LC-6, 10' arm, mech thumb, U/C 30%	A852063	2001	5,706	\$106,500
KOMATSU PC220LC-6, 10' arm, A/C, 25" Escro GP bkt, hyd pumps serviced	A83492	1997	5,841	\$87,500
KOMATSU PC220LC-7, Cab, A/C, 10' arm, 48" GP, new U/C	A86020	2002	5,868	\$118,750
KOMATSU PC220LC-7L, A/C, 11'6" arm, U/C 60%, new paint	A86149	2003	5,647	\$144,000
KOMATSU PC220LC-7, A/C, 10' arm, 30" bkt (off)	A86022	2002	6,189	\$118,750
KOMATSU PC228USLC-3, 31.5" pads, U/C 20%, 1.75 cu. yd. sand	20809	2001	5,969	\$87,500
KOMATSU PC228USLC-3	31344	2005	3,500	\$120,000
KOMATSU PC270LC-6LF, 60" Pierce Pacific long front, GP bkt	A85163	2002	1,857	\$205,750
KOMATSU PC300LC-6, New paint, 64" long front, no A/C	A80033	1996	12,272	\$139,500
KOMATSU PC300LC-6, A/C, quick coupler, aux plumbing	A80612	1997	10,081	\$82,500
KOMATSU PC300LC-6, Hyd genset, new TT, rebuilt eng, 1-06, A/C, 50% U/C	A80572	1997	7,399	\$139,750
KOMATSU PC300LC-6L, 13'4" arm, plumbed, A/C (doesn't work)	A80514	1997	12,225	\$89,500
KOMATSU PC300LC-6, New turbo, A/C, U/C 65%, 60" GP	A84458	2001	7,232	\$117,750
KOMATSU PC300LC-7, Plumbed, JRB QC, sand bkt	A85005	2002	5,944	\$173,500
KOMATSU PC400LC-3, 13' arm, 33.5" pads, 30% U/C, Kom diesel	A12176	1988	19,358	\$34,750
KOMATSU PC400LC-6, New swing brng, '98 LaBounty MSD70R shear	A80056	1996	9,731	\$205,000
KOMATSU PC400LC-6, New paint, 58" demolition front	a80127	1996	9,968	\$126,500
KOMATSU PC400LC-6, GP bkt, 30% U/C	A80257	1997	8,928	\$109,500
KOMATSU PC400LC-6, A/C, 15'9" arm, U/C 60%	A80601	1998	6,812	\$108,500
KOMATSU PC400LC-6, 15'9" arm, new U/C, A/C works	A80536	1998	12,498	\$109,500
KOMATSU PC400LC-6, A/C, 15'9" arm, no bkt	A85208	2002	4,452	\$207,900
KOMATSU PC400LC-6, 15'9" arm, sand bkt, 36" pads	A85137	2002	8,679	\$167,500
KOMATSU PC400LC-6, 15'9" arm, 3.875-cu.-yd. RB bkt, A/C, 36" pads	A85153	2002	6,733	\$167,500
KOMATSU PC400LC-6, Excellent condition, 15'9" arm and sand bkt	A85161	2002	6,795	\$182,500
KOMATSU PC400LC-6, Excellent condition, 15'9" arm, 70% U/C	A85169	2002	6,466	\$197,900
KOMATSU PC400LC-6, 15'9" arm, 31.5" pads, 72" sand bkt, 25% U/C	A85142	2002	7,293	\$165,500
KOMATSU PC400LC-6LM, 11'2" arm, 36" pads, 65-70% U/C, GP bkt	A85187	2002	5,131	\$223,500
KOMATSU PC600LC-6, 36" pads, 17'3" arm, cwt removal, 100% U/C	11026	2001	7,183	\$298,500
KOMATSU PC750LC-6, 44" pads, 6-cu.-yd. sand bkt, serviced and tuned	10243	1999	9,211	\$296,750
HYUNDAI R360-3, A/C, U/C 60%, new paint	10273	2001	4,589	\$63,500
CATERPILLAR 315L, Aux hyd, U/C 20%, no bucket	6ym00919	1995	12,904	\$37,500
CATERPILLAR 315L, A/C, 10' stick, U/C 20%, mech thumb	6ym00273	1994	14,554	\$35,500
LINK-BELT LS2700-C2, A/C, QC	D410578	2004	5,556	\$37,500
EXCAVATOR ATTACHMENTS				
LABOUNTY BLS-40, Bucket linkage shear for PC200	BLS40101	1997		\$12,500
NPK H4X, PC160-150 breaker hammer, works ok	40241			\$4,350

## CRAWLER DOZERS

KOMATSU D31P-20, OROPS	
KOMATSU D37E-2, OROPS, 70% U/C	
KOMATSU D38P-1, OROPS, Cummins, 24" pads, U/C 25%	
KOMATSU D41P-6, OROPS, sweeps, very good U/C	
KOMATSU D41P-6, OROPS, 60% U/C	
KOMATSU D41P-6, OROPS, 27.5" pads, 40% U/C	
KOMATSU D61EX-12, Cab, A/C, 24" pads, 60% U/C	
KOMATSU D65EX-12, OROPS, rear hy., std blade	
KOMATSU D65PX-12, Cab, A/C, rear screen, sweeps, new paint	
KOMATSU D65PX-12, Cab, U/C 10%	
KOMATSU D65PX-12, Cab, A/C, heat, new U/C, many new repairs	
CASE 550G LT, OROPS, new trans, U/C 60%	
DRESSER TD7H, OROPS	
CATERPILLAR D3C, OROPS, sweeps, U/C 60%	
DRESSER TD25E, OROPS, U/C very good	
KOMATSU Ripper, off of D65EX-12	

## COMPACTION

IR DD24	
IR DD24, Asphalt roller	
IR SD40F, Sheepsfoot	
IR SD40D, Smooth drum	
IR SD45D/F, Smooth drum with shell kit	
IR SD70D/F, 66" with shell kit	
IR SD77DX, 66" smooth drum, cab	
IR SD77FX TF, Sheepsfoot	
IR SD115F, 84" padfoot, 70% lug tires	
IR SD115F, 84" padfoot, 70% lug tires	
IR DD110HF, Quality re-born and paint, 2,600 hrs on eng	
IR DD130, 84" drum, good cond	
IR SD115D, Cab, A/C	
RAYGO 420C, smooth drum, push blade	

## WHEEL LOADERS

KOMATSU WA180-1, 2-cu.-yd. b.o.e. bucket, 90% tires	
KOMATSU WA180-3MC, A/C, 3-cu.-yd. JRB coupler and bucket,	
KOMATSU WA250-3, QC, bkt and forks, fresh paint	
KOMATSU WA250-3PT, Tool carrier, QC, forks, bkt, A/C, 20.5x25	
KOMATSU WA270, Wheel loader	
KOMATSU WA320-3, 30% tires, 3.25-cu.-yd. b.o.e., A/C	
KOMATSU WA320-3, JRB forks, bucket and QC, A/C, new lug tire	
KOMATSU WA380-5, A/C, 4-cu.-yd. b.o.e., ride control	
KOMATSU WA420-3, New paint, bkt with teeth, tires 20%	
KOMATSU WA450-3, A/C, GP bucket b.o.e., 30% tires	
KOMATSU WA450-5, A/C, 50% radials, Komatsu scale/printer	
KOMATSU WA450-5, 5-cu.-yd. JRB bkt and QC	
KOMATSU WA450-5, 5-cu.-yd. JRB bkt and QC	
KOMATSU WA480-5L, 6-cu.-yd. b.o.e., Michelin 50%, load scale	
KOMATSU WA500-3, 7 cu. yd., joystick, new tires	
KOMATSU WA500-3, A/C, joystick, scale, new tires	
KOMATSU WA600-1L, Cab, A/C, 12' b.o.e., Michelin 40%	
KOMATSU WA800-3, 14-cu.-yd. spade nose, joystick steer, cent	
CATERPILLAR 990, 8-cu.-yd. bkt, eng OH 15,000 hrs, tran OH, tire	
CASE W14, Fair condition	
CATERPILLAR 966C, Cab, tires 20%	
CATERPILLAR 966G II, Tight loader, inspected 6-07	



CALL US AT (800) 888-9515 OR VISIT OUR V  
TO FIND OUT MORE ABOUT THESE PIECES

Special low finance and lease rates on most used equipment!



'03 KOMATSU PC220LC-7, 11'6" arm, U/C 60% .....\$144,000



'96 KOMATSU PC400LC-6, 58' front ..... \$126,500



'02 KOMATSU WA380-5, Ride control, 4-cu.-yd. bkt. ....\$129,500



'02 KOMATSU WA500-3, 7-cu.-yd. bucket, new tires .....\$173,500

S/N	Year	Hours	Price
46673	1996	2,677	\$37,250
A2252	1990	6,177	\$27,500
85647	1997	4,160	\$28,500
B20971	1998	3,686	\$59,500
B20530	1997	4,264	\$45,000
B21227	1999	5,111	\$66,500
B1636	2001	2,900	\$101,750
67548	2004	801	POR
62266	1998	5,951	\$78,500
61750	1997	9,821	\$65,500
60414	1993	10,265	\$75,500
JJG0255341	1997	5,418	POR
PO25772	1996	839	\$31,500
SLO2555	1997	4,894	\$29,500
	1983	4,948	\$30,000
	2000		\$14,000

S/N	Year	Hours	Price
171169	2000	583	\$26,500
5826-SAC	1994	165+	\$15,500
148246	1997	2,174	\$34,500
161903	2000	1,353	\$42,500
178875	2004	504	\$52,500
178563	2004	680	\$72,750
SD6255183408	2005	232	\$89,500
173005	2002	1,124	\$67,500
152770	1998	7,000	\$49,500
152658	1998	5,696	\$49,500
6250159629	2006	8	\$91,500
163056	2000	4,100	\$42,500
148502	1997	3,300	\$49,500
14A499	1978		\$16,500

S/N	Year	Hours	Price
A75654	1996	6,296	\$31,500
A81189	2002	5,600	\$68,000
A70167	1998	3,498	\$77,500
A78237	2003	3,097	\$77,500
H21230	2001	3,172	\$63,750
A30224	1997	8,494	\$72,500
A31550	2001	4,292	\$102,750
A52078	2002	2,375	\$129,500
H30144	1998	5,549	\$89,500
5333	2000	6,917	\$83,500
A36147	2003	8,053	\$197,750
A36048	2002	6,845	\$157,500
A36049	2002	6,219	\$157,500
A37021	2003	8,384	\$157,500
A71059	2002	10,407	\$173,500
A71015	2001	9,828	\$172,500
A10419	1993	18,285	\$68,000
A5005	2000	31,230	\$169,000
7HK00086	1994	25,039	\$220,000
911250	1973	n/a	\$11,750
76J9311	1975	8,727	\$28,500
anz00410	2003	10,825	\$177,500

### PAVERS

LEEBOY 1000, 8-13 screed	
LEEBOY 8500t, 8-14 screed	
LEEBOY 8500t, 8-15 screed, pads 40%	
LEEBOY 8500HD, High deck, elec steering	
LEEBOY L8500T, High deck, manual steering	
LEEBOY 8500, Low deck, manual steering	
LEEBOY 8500, Low deck, manual steering	
IR 575T, 8-12 screed, elec steering	

### FORKLIFTS

TEREX SS636, Cab, tires 10-20%	
LULL 644E	
LULL 944E/42, Cab, tires 40%	
LULL 844C-42, Cab, 75% tires	
LULL 644B-37, OROPS, new tires, carr tilt	
LULL 1044C-54, OROPS	
LULL 944E/42, OROPS	
LULL 844C-42	
GRADALL G6-42P, Cab, very clean unit	
TEREX SS842, OROPS	
TEREX SS842, OROPS	
MASSEY FERGESSEN M/F 6500, All-terrain, str. mast, 6,500 lbs. @14'	
SKYTRAK 6036, OROPS, Perkins diesel	
JCB 506B, 35' lift, 6,000 lbs. cap., 20% tires	
LULL 844C-42, Cab, heat	
LULL 844C42	
LULL 844C-42	
LULL 844C-42	
LULL 844C-42	
TEREX SS842, OROPS	

### SKID LOADERS

KOMATSU SK815-5	
KOMATSU SK1020-5, OROPS, hi-flow, non-turbo	
KOMATSU SK1020-5, OROPS, hi-flow, non-turbo	
TASKMASTER Ramrod, Stand-on skid loader	
CATERPILLAR 246, OROPS, new tires, skid loader,	
BOBCAT 763, OROPS	
CASE 40XT, Cab, no door, new tires	

### MISCELLANEOUS

NEW HOLLAND 575B, Std hoe, cab, heat, tires 50%	
KOMATSU WB140, New paint, A/C, tires 50%	
CASE 570 LXT, 6-way drop box with hyd ripper	
RAYGO Razor 350, Cab, new tires, 8' board	
POTAIN HD40A, 8,818 lb. cap, 75' hook height, 114' radius	
P & H R150, Rough terrian, 64' boom, 15 ton	
GROVE RT522B, 78' boom w/25' swing arm	
ASTEC 291K, Mobile screen, 300-350 tph, 2 deck	
KPI CS4233H, Portable impact plant, 100-200 tph	
KPI 13-30X80, 80'X30' stack. conv., 400 tph	
KPI 30X60, 60'x30' stack. conv., 500 tph	
KPI 30X50, 50'X30' stack. conv., 590 tph	
Pioneer 5x12, Triple-deck screen	

S/N	Year	Hours	Price
3710	2002	2,406	\$24,500
43034LD	2005	531	\$53,500
44801	2005	1,157	\$53,500
1966HD	2000	3,500	\$39,500
2773HD	2002	2,596	\$54,500
3040LD	2002	653	\$47,500
2446LD	2001	2,098	\$52,500
1310925	1992	2,636	\$15,000

981286	2000	1,830	\$27,500
19157	2003		\$53,500
18789	2003	3,128	\$55,000
01W21P22-3580	2001	5,500	\$44,500
99V241W21-1483	1999	2,300	\$32,500
00AB21P19-700	2000	4,069	\$77,500
18783	2003	2,006	\$73,500
221430	1998	4,890	\$46,000
16001956	2003	1,847	\$63,900
981222	1998	2,912	\$45,500
981014	1998	3,388	\$43,500
2026600422	1976	332	\$15,500
9E0663	1989	7,700	\$21,500
571920	1994	4,866	\$19,500
99W20P22-1867	1999	1,757	\$35,000
97W16P226	1997	61	\$37,500
8W21P22-1139	1998	6,612	\$43,500
8W21P22-1147	1998	4,814	\$43,500
99W21P22-2349	1999	4,029	\$55,000
981213	1998	1,785	\$42,500

F00559	2003	299	\$26,000
F00116	2004	783	\$23,750
F00114	2004	825	\$23,750
4115142	2004	11	\$15,000
5S207011	2003	1,840	\$19,500
512238880	1999	1,667	\$15,000
JAF0345915	2002	888	\$19,000

PE768962	1998	5,928	\$26,500
F10837	2000	3,594	\$34,000
JJG0260500	1999	2,295	\$31,500
72B0170D	1981	2,581	\$12,950
86241	2000		POR
39801	1975	7,898	\$37,500
220639	1999	5,677	\$115,000
42277	2005	2,239	\$140,000
405461	2005	2,107	\$295,000
405464	2005		\$37,500
405466	2005		\$29,500
405465	2005		\$27,500
		n/a	\$17,500

WEB SITE AT WWW.RMSEQUIPMENT.COM  
AND THE REST OF OUR INVENTORY!



Equipment subject to prior sale or change without notice

C.P.I.  
P.O. Box 1689  
C.R., IA 52406-1689

Change Service Requested

Presorted Standard  
US Postage Paid  
C.P.I.

# THE PEOPLE. THE PRODUCTS. THE SERVICE.

...WHERE YOU NEED THEM ...WHEN YOU NEED THEM.



[www.rmsequipment.com](http://www.rmsequipment.com)

SAVAGE, MN (HQ)  
5633 W. Hwy. 13  
(952) 895-9595

DULUTH, MN  
314 Garfield Ave.  
(218) 727-8611

GRAND RAPIDS, MN  
4909 West Hwy. 2  
(218) 328-5916

VIRGINIA, MN  
315 N. Hoover Road  
(218) 741-9011

IRON MOUNTAIN, MI  
1910 N. Stevenson Ave.  
(906) 774-7011

DES MOINES, IA  
100 Sheridan Street  
(515) 282-0404

SIoux CITY, IA  
1400 North Hwy. 75  
(712) 252-0538

CEDAR RAPIDS, IA  
2525 16th Ave.  
(319) 363-9655

MILAN, IL  
606 West 10th  
(309) 787-1742

