

# UPDATE

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Featured in this issue:

## GOODNIGHT CONSTRUCTION

This western Washington company takes a "full-service approach" to land clearing

See article inside...



Gary Goodnight,  
Owner

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## MCKENZIE EXCAVATION, INC.

Eugene, Ore., site-development firm thrives on repeat customers and word-of-mouth referrals

See article inside...



Kevin Ankeny,  
Owner

**KOMATSU**



Brian Sheridan

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It's that kind of commitment that makes us proud to represent Komatsu utility, construction and mining machines at Modern Machinery. Some of that equipment was on display at CONEXPO-CON/AG, including pairings such as the PC400LC-8 excavator and HM300-2 articulated truck, which make a powerful combination in mass earthmoving applications. You can read more about Komatsu's CONEXPO display in this issue of *Update*.

Komatsu machines are among the most technologically advanced in the industry, and many include Komatsu's KOMTRAX remote equipment-monitoring and management system that helps you track your machine's performance and service schedules. If an error code appears, Komatsu alerts Modern and you right away so the issue can be diagnosed and fixed quickly. It also alerts you to upcoming routine service in advance, allowing you to schedule it at a convenient time. Komatsu was the first manufacturer to install such a monitoring and management tool as standard equipment.

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At Modern, we stand ready to make your owning and operating costs as minimal as possible, and we'll be happy to work with you in any way we can to make that happen.

Sincerely,  
MODERN MACHINERY

Brian Sheridan  
President

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A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST

# UPDATE

## IN THIS ISSUE...

### GOODNIGHT CONSTRUCTION

See how this western Washington company's full-service approach to land clearing has led to growth.

### MCKENZIE EXCAVATION, INC.

Owner Keith Ankeny's customer-first attitude has helped his business thrive.

### TIMBER TALK

Modern Machinery buys Madill Equipment and will be the worldwide distributor for the former logging equipment manufacturer.

### INDUSTRY OUTLOOK

If you didn't make it to Las Vegas for CONEXPO-CON/AGG, here's a full report of the largest show in its history and what Komatsu had to offer.

### NEW PRODUCTS

Just when you thought they couldn't get any better, Komatsu added an extensive list of features to its Dash-8 mid-size excavators to make them even more productive.

### MORE PRODUCT NEWS

Find out how Komatsu's new PZ tool carriers with parallel Z-Bar linkage help users keep loads on the level.

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# GOODNIGHT CONSTRUCTION

## This western Washington company takes a “full-service approach” to land clearing



Gary Goodnight,  
Owner

Gary Goodnight has been in the construction business a long time. He started as a builder but grew tired of that, so in 1990, when a burning ban went into effect in the Pacific Northwest, he bought a grinder and hired himself out to clearing companies to dispose of wood products that could no longer be burned on site. About a year later, he started doing the clearing himself.

Today, Goodnight Construction is a full-service logging, clearing and trucking company. Headquartered in Monroe, Wash., just northeast of Seattle, Goodnight works throughout western Washington. The company prides itself on its ability to quickly and efficiently turn raw ground into land that's ready for the contractor to go to work.

“We were one of the first companies to take a full-service approach to land clearing,” said Goodnight Construction Owner and President Gary Goodnight. “That means we log the property, we clear it, we grind on site and we truck away, all in one swoop. It used

to take about four companies to do all that, but we do it all ourselves, without subbing out any part of it. It makes us very fast and very efficient.”

Goodnight Construction's method of land preparation allows a contractor to move in right behind the clearing crew. Logging roads are unnecessary because logs are loaded and transported immediately. Wood chips are ground directly into trucks and hauled away, which not only speeds the clearing process, but also improves chip quality and requires less ground cleanup.

“Basically, the contractor just follows us right through the job,” said Goodnight. “They're typically able to start work within days of when we start, rather than waiting several weeks until the clearing crew is out of the way. In a business where time is money, we're able to save our clients a lot of both.”

### Veteran employees

Goodnight credits his company's ability to do work like that to a dedicated group of longtime employees, and to a substantial fleet of equipment and trucks.

Key employees include Operation Superintendent Chris Littlejohn; Field Superintendent Skyler Goodnight; Clearing Foreman Kris Kreger; Lead Operators Mark Thompson, John Hammond and Mike Dickemeyer; and Mechanic Dave Stokes.

“That's definitely one of our strengths,” said Goodnight. “I have guys who've been with me since before I got into the clearing business. They're quality guys who know how we work and know what needs to happen — then they go out and get it done.”

Goodnight Construction uses a large amount of Komatsu Forest equipment, including this Timbco 445EXL feller buncher and PC300 log loader in its large-scale clearing jobs in western Washington.



## Horsepower pays dividends

On the equipment side, Goodnight says he has more machines and more trucks than any of his competitors.

“Our theory is that horsepower pays dividends, so we never come onto a job without plenty of horsepower,” said Goodnight. “We keep a lot of extra machines to ensure uptime which enables us to always do what we say we’re going to do and finish on time.”

The Goodnight fleet consists of logging equipment, crushing and grinding equipment, and excavators and dozers for clearing and demolition. It includes a Timbco 445EXL feller buncher; a Komatsu PC300 log loader; and a tight-tail-swing Komatsu PC308 hydraulic excavator with a Waratah processing head.

“I love the PC308,” said Operation Superintendent Chris Littlejohn. “When I first saw it, I didn’t think it could adequately handle a processing head so I did everything to try to tip it over during the demo — but it wouldn’t budge. It’s a very impressive machine.”

“About 50 percent of our fleet is Komatsu or Komatsu Forest equipment from Modern Machinery,” said Goodnight. “The units are rugged, productive and powerful, but the biggest thing for me is the service we get from Modern and our Sales Rep, Marc Bandy. When we call them, they’re on it. We even have Modern technicians work on our non-Komatsu machines.”

“We appreciate the opportunity Gary gives us to meet his equipment and support needs,” said Modern President Brian Sheridan. “Goodnight Construction is the type of aggressive, forward-thinking firm we like to be associated with.”

## Service and performance

Goodnight Construction does individual home sites and small businesses, as well as subdivisions and large commercial developments.

“Nothing is too big or too small,” said Goodnight. “On about 50 percent of our jobs, we deal directly with the landowner/developer, the other 50 percent with the dirt contractor. We have many repeat clients who want us



This Goodnight Construction operator processes logs using the company’s Komatsu PC308. “When I first saw the PC308, I didn’t think it could possibly handle a processing head, so I actually tried to tip it over — but couldn’t,” said Operation Superintendent Chris Littlejohn. “It’s a very impressive machine.”



Goodnight Construction’s Komatsu WA450 feeds material into a screen at a jobsite.



(L-R) Gary Goodnight, Skyler Goodnight and Chris Littlejohn count on Modern Machinery Sales Representative Marc Bandy to help meet Goodnight Construction’s equipment needs. “Marc and Modern give us great service, and that’s very important to me,” said Gary Goodnight.

back because they know they’re going to get a quality job and it’s going to be done on time.”

When he first got into the grinding business, Goodnight said he had no expectations regarding what the company might become.

“We just always looked for ways to be more efficient and that’s how we’ve grown into what we are today. Our whole business really is about service and performance. In the future, we’ll continue to look for additional ways to better meet the needs of our customers, and hopefully, we’ll continue to grow right along with them.” ■

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# MCKENZIE EXCAVATION, INC.

## Eugene, Ore., site-development firm thrives on repeat customers and word-of-mouth referrals

Kevin Ankeny has a very straightforward approach to business and to life. Do what you're supposed to do, do it well, and do it with people you like. It's a philosophy that's served him well since he started McKenzie Excavation, Inc. a little more than 10 years ago.

"I started out doing odd jobs for people in the evening and on weekends," Ankeny recalled. "I was working for another contractor and not really looking to start my own business, but eventually, I was getting too many calls to continue handling them on a part-time basis, so I incorporated as McKenzie Excavation in November 1997."

Today, about a dozen people work for the Eugene, Ore.-based company, which has succeeded largely because of its willingness to do whatever needs to be done for a customer.

"Underground utilities are often a part of our jobs, but we do a little bit of everything, and we do whatever we have to do to stay busy," said Ankeny. "Much of our work is what I'd describe as commercial site development, and we're able to do most of it in-house with our own people. We like to consider ourselves a one-stop shop for small to medium-size projects within about a 60-mile radius of Eugene."

McKenzie Excavation's calling card is quality work at a fair price. It must be working. Although he's never advertised, Ankeny says McKenzie Excavation has stayed busy through the years, and most of his work is for repeat customers or has come from word-of-mouth.

"The vast majority of our work is negotiated based on time and materials. Our customers trust us and we trust them. We do far more handshake deals and oral agreements than we

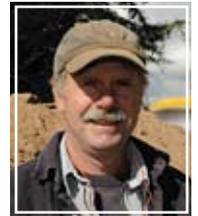
do contracts. It's just never been necessary, even on big jobs. I guess it's possible we could get burned sometime, but it hasn't happened yet — and because our customers, for the most part, are friends, I'm confident they'll always pay us."

### Friends and family

In the same way that most customers are friends, so are most employees of McKenzie Excavation.

"Many of us grew up together and have known each other most of our lives," noted Ankeny. "My guys work hard, do whatever needs to be done on any given day, and do it without having to be told to do it. But we try not to kill ourselves. We all have a home life and we like to enjoy it. We don't work much more than eight hours a day, and if somebody wants time off to go to a child's ball game or something like that, they get it. We're a really close-knit bunch. We like to fish and hunt together, and we're big into clay targets so we also do a lot of shooting together."

*Continued . . .*



Kevin Ankeny,  
Owner

McKenzie Excavation uses Komatsu equipment, including rented pieces like this D61 dozer, to do small to medium-size commercial site work in and around Eugene, Ore.



# Business is personal for McKenzie Excavation

... continued

As a result of the relaxed workplace, a good wage and company-provided insurance, McKenzie Excavation has little to no employee turnover. Key personnel include John Baker, Dan Guile, Gene Rocha, Philip Smith, Ken Eastlick, Ken Eastlick Jr., Mike Wood, Mike Kemp and Travis Anderson.

"In addition to those men, my whole family has been very supportive," said Ankeny. "My son, Kasey, works here whenever he's not in school. My daughter, Kristin, cleans the office. My wife, Jill, is a nurse, but she runs parts

and errands for us whenever we need it. My brother, Kraig, takes care of our maintenance and my dad, Jeff Ankeny, works for me in the summer. It truly is a family business."

## Equipment and support

Ankeny turns primarily to Komatsu machines from Modern Machinery in Eugene for equipment to get jobs done in an efficient, economical manner. McKenzie Excavation has three Komatsu excavators (PC35, PC78 and PC138) and a Komatsu D31 dozer.

"I've been very pleased with our Komatsu machines. All the excavators are tight-tail-swing units, which we prefer because we're often in tight spaces. We have one other brand in a compact excavator and the Komatsus dig circles around it. We also rent Komatsu machines from Modern fairly frequently. I was extremely impressed with a rubber-tire backhoe I tried recently. It was phenomenal."

Ankeny says he also appreciates the support he gets from Modern Machinery. "Modern and my salesman, Mike Murphy, are great to work with. They do an excellent job of getting me what I need, when I need it."

## The personal touch

As for the future, Ankeny says he's not looking to get much bigger.

"Honestly, in five years, I'll be happy if our company is exactly what it is today — the same people doing the same type of work. Slow and steady is just fine by me. None of us are in this to get rich. We need jobs. We make a fair wage. We'll retire at some point. That's about it."

But don't mistake that laid-back attitude as an indication that McKenzie Excavation is anything but a topnotch site-development firm.

"We try to always give customers top value for the dollar," asserted Ankeny. "By keeping our overhead to a minimum, we're able to keep our costs and our prices down. We're also easy to get a hold of, easy to work with and on a first-name basis with most of our customers. We take pride in our work and we're proud that our customers are also our friends. For us, it's not all business; it's personal. And that's the way we like it." ■

Kevin Ankeny of McKenzie Excavation (left) turns to Mike Murphy of Modern Machinery in Eugene for much of his equipment needs. "Modern and Mike do a great job of getting me what I need, when I need it."



Operator Phil Smith uses a Hamm 3307 to compact soil at a McKenzie Excavation jobsite.



McKenzie Excavation has three Komatsu tight-tail-swing excavators, including this PC138USLC-3, which recently was loading trucks at a project near Eugene. "We prefer Komatsu excavators," said Owner Kevin Ankeny. "We have one other brand and our Komatsus dig circles around it."



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# MODERN BUYS MADILL

## Will be worldwide distributor of parts and service for former logging equipment manufacturer

In April, Madill Equipment, which had stores in Eugene, Ore.; Kalama, Wash.; Nanaimo, Kamloops and Prince George, B.C.; and Grande Prairie, Alberta, filed for bankruptcy. The filing left many loggers in the Pacific Northwest and Canada wondering who would support their Madill machines, which include yarders, feller bunchers, harvesters, log loaders, delimiters and saw heads.

In June, they learned it will be Modern Machinery. Modern bought the rights to Madill from a liquidator, and recently, the sale was approved by a bankruptcy court in Canada, where Madill was based.

Modern bought all rights to the Madill product and will be the worldwide distributor of parts and service for Madill machines. Modern President Brian Sheridan says Modern Machinery does not immediately intend to manufacture equipment, but will look at its options and may, at some point in time, decide to manufacture or sell the rights to manufacture certain parts of the line.

"The purchase made sense for us on a couple of fronts," said Sheridan. "For one thing, about 90 percent of Madill's U.S. presence was right here in our territory in Washington, Oregon, Idaho and northern California. The other thing is that we want to partner with those people who own Madill machines. By providing parts and service support, we hope to ease any adverse effects this closure might otherwise have had. Once we're fully up to speed, we believe this will be a 'win-win' situation for Madill owners and Modern Machinery."

### Immediate expertise

Modern has already hired a number of former Madill service technicians and will bring on many of their parts people too.

"These former Madill employees will provide immediate expertise on the product," said Sheridan. "We'll service local customers from all of our coastal stores (Eugene, Portland, Rochester and Kent), and we'll ship parts, as necessary, elsewhere throughout the United States."

Sheridan says Modern will also set up parts and service distributors in Canada, Australia, New Zealand and Chile, which are other countries where Madill had a significant presence.

"As part of the purchase, we have \$15 million in existing Madill parts inventory, so we're in pretty good shape for the immediate future in regard to our ability to provide replacement parts for customers. We also have all the drawings and engineering to allow us to eventually work with manufacturers to make our own high quality parts."

Modern's Madill parts operation will, continue to be based in Nanaimo on Vancouver Island, and will be manned by the same personnel as were there before. ■

*If you own a Madill machine and need parts or service, call your nearest Modern Machinery branch.*



Modern Machinery recently purchased Madill Equipment, a Canadian manufacturer of logging equipment, which filed for bankruptcy in April. Modern will provide all product support services for Madill machines worldwide.

# CONEXPO IN FOCUS

## Huge crowds see latest innovations in construction equipment at record-setting event

Three years ago, CONEXPO-CON/AGG was the largest show in its history, but that record fell by the wayside this year as the triennial event ended its 2008 run with more than 2 million square feet of exhibit space that was seen by crowds topping 144,000.

Attendees easily navigated their way through some 2,000 indoor and outdoor exhibits from leading manufacturers, such as Komatsu, which were grouped together by category. This year's show surpassed its 2005 predecessor by 21 percent in terms of size and number of exhibits.

As in the past, Komatsu had one of the largest equipment displays at the show at the Las Vegas Convention Center, which ended its run March 15. Komatsu displayed 24 products from its construction and utility lines, including excavators, wheel loaders and parallel tool carriers, dozers, skid steer

and compact track loaders, backhoe loaders, articulated and rigid-frame haul trucks, plus a mobile crusher and a motor grader. Sizes ranged from the 1,900-pound-plus PC09 excavator to the massive WA800 wheel loader.

Komatsu introduced new products such as the D39EX-22 dozer — a D39PX-22 model is also available — and the PC35MR-3 and PC45MR-3 compact excavators. To highlight how products could be paired for maximum efficiency, Komatsu placed a PC400LC-8 excavator with an HM300-2 articulated truck for moving massive amounts of material quickly and efficiently. A D65 dozer from Komatsu's ReMarketing program (see related article) showed how the program takes used equipment and updates it with new components and paint as needed. The "half-and-half" machine drew large numbers of people interested in how Distributor Certified used machines could benefit their business.

Komatsu displayed more than 20 machines ranging from the PC09 excavator to the WA800 wheel loader at one of CONEXPO's largest displays.

### Komatsu sponsors team in first Construction Challenge

Komatsu sponsored a high school team in the first Association of Equipment Manufacturers (AEM) Construction Challenge. It's part of AEM's ongoing effort to attract young people into the construction industry in professions such as manufacturing and in-the-field careers. The seven-member Komatsu-sponsored team was from North Springs Charter School in Atlanta, Ga. They were one of 50 teams competing at CONEXPO after qualifying during regional rallies and competitions held across the country earlier this year involving 146 teams.

The Challenge finals included an Infrastructure Dialog segment on





Attendees got a good look at how Komatsu's KOMTRAX remote machine-monitoring system works by standing on an interactive pod that activated a display screen of information (above). They could further see how the system works by viewing machines being monitored via computer in real time (below).



Komatsu personnel were on hand to answer attendees' questions about Komatsu equipment.

infrastructure awareness, especially roads/ highways and water/sewer; an Equipment & Careers segment that required the team to develop an interactive educational resource or product; and a Road Warrior segment that required building and using construction equipment.

*Continued . . .*



Komatsu introduced new products including the D39EX-22 dozer, which features better visibility and a Tier 3 engine for maximum production with less fuel usage and lower emissions.



Komatsu's Construction Challenge team answers questions during the Infrastructure Dialog portion of the competition, which also included Equipment & Careers and Road Warrior segments. The high school group was from North Springs Charter School in Atlanta, Ga.



Visitors to Komatsu's display could compete against other drivers in a simulated driving contest.

# Komatsu had major presence at CONEXPO

... continued

## Education, technology a hit

Attendees also showed up in record numbers to take advantage of the numerous educational opportunities offered at CONEXPO. One hundred and thirty seminars, the most ever, were available in several categories, including Aggregates, Asphalt, Concrete, Construction Project Management,

Equipment Maintenance Management, Environmental, Management and Personnel Development. Those not able to attend a seminar could still catch it through technology such as LiveCasts and podcasts.

An Information Technology Pavilion displayed the latest construction-related computer software, hardware and peripherals, as well as telecommunications equipment. Manufacturers displayed the latest technological advances in equipment — such as Komatsu's KOMTRAX remote machine-monitoring system — which helps owners and operators improve their productivity through production and maintenance tracking. Komatsu's interactive display allowed attendees to stand on a circular pod linked to a video screen that showed the advantages of KOMTRAX.

Contractors and material producers interested in doing business beyond U.S. borders, could get valuable information from the International Forum. A record number of 10 international exhibits were on display, including ones from Brazil, China, Finland, Germany, Italy, Korea, Spain and Turkey.

A new feature this year was the Safety Zone of exhibits and demonstrations, including ones from OSHA and MSHA.

## Back to Vegas in three years

CONEXPO-CON/AGG gave those in attendance a chance to network with people like themselves from the U.S. and other countries. They could discuss topics of mutual interest and talk about ways to apply the information learned to their own businesses.

The 105 supporting organizations that helped put on CONEXPO-CON/AGG included the Association of Equipment Manufacturers (AEM); National Ready Mix Concrete Association; National Stone, Sand & Gravel Association; Associated General Contractors (AGC) and many other industry groups, including some from foreign countries.

CONEXPO-CON/AGG will return to the Las Vegas Convention Center March 22-26, 2011. ■

## MinExpo returns to Las Vegas in September



MinExpo will be held Sept. 22-24 at the Las Vegas Convention Center.

Komatsu will be among more than 1,000 exhibitors displaying the latest in mining equipment, technology, parts and service, as well as other items, at MinExpo, Sept. 22-24 at the Las Vegas Convention Center.

The largest show of its kind, MinExpo features more than a half-million square feet of exhibit space with everything from massive mining machines to hand tools used to keep them running; the latest in automation and robotics; safety and communication equipment; engines and parts; material-handling and processing equipment and services; pollution-control equipment; reclamation equipment and services; computer applications and more.

The Komatsu booth will be twice as large as it was last time, filled with exciting new products, proven products with enhancements and technology displays. Modular Mining Systems, Inc. will be part of the Komatsu booth this year.

Twenty educational sessions will be offered on Sept. 23 and 24 as part of MinExpo's conference program. Sessions will cover topics such as underground and surface mining, safety, processing, bulk material handling, environmental issues, exploration and new mine development. Attendees can earn professional development credits.

# “ADDED VALUE” EXCAVATORS

## Komatsu’s Dash-8 mid-size excavators have an extensive list of features to make you more productive

When a manufacturer introduces a new series of excavators, you expect to find a new feature or two when compared to previous machines. With Komatsu’s new Dash-8 models of its popular PC300LC, PC300HD and PC400LC excavators, the list of new features is extensive, including the ability to get more done at a lower cost.

All three feature fuel-efficient, ecot3, Tier 3 engines. Those engines have high-pressure, common-rail fuel-injection systems designed to provide more productivity with less fuel and lower emissions. Each engine received a boost in horsepower and operating weight compared to its predecessor.

“It all adds up to a lower cost per yard to move dirt,” said Doug Morris, Komatsu Product Marketing Manager. “Komatsu designed these machines to provide the user more for his money. Better fuel economy and improved performance are just a few of the significant upgrades that help lower the cost per yard for any contractor who has dirt to move. Whether they’re into heavy highway work, commercial construction, underground utilities or all of the above, the PC300LC-8, PC300HD-8 and PC400LC-8 will help their bottom line.”

Morris notes that one simple way to help maintain a healthy bottom line is to track machine performance and maintenance schedules. Komatsu makes it easy to do with its KOMTRAX machine-monitoring system that’s standard on all new excavators and is free for five years. The KOMTRAX system sends operating information — such as machine utilization, fuel consumption and load factors, in addition to operating hours,

location, cautions and maintenance alerts — to a secure Web site via wireless technology.

“KOMTRAX increases machine availability, reduces the risk of theft, allows for remote diagnosis by the user’s Komatsu distributor and provides operational information that’s helpful in efficiency and productivity,” Morris explained. “It’s an excellent fleet-management tool.”

In conjunction with KOMTRAX, all three machines have Komatsu’s exclusive Equipment Management Monitoring System (EMMS). It performs three main functions and displays them on the monitor: all critical excavator systems, alerting and guiding



Doug Morris,  
Komatsu Product  
Marketing Manager

Continued . . .

### Brief Specs on Komatsu PC300LC-8 and PC400LC-8

Model	Net hp	Operating Weight	Bucket Capacity
PC300LC-8	246 hp	77,093-79,152 lbs.	0.89-2.56 cu. yd.
PC300HD-8	246 hp	85,085-88,551 lbs.	0.89-2.56 cu. yd.
PC400LC-8	345 hp	97,148-103,834 lbs.	1.47-3.74 cu. yd.

Komatsu’s new Dash-8 PC300LC, PC300HD and PC400LC offer more productivity with less fuel consumption for a lower per-yard cost.



# Dash-8 mid-size excavators offer several advantages

... continued

the operator should an abnormality occur; preventive maintenance schedule; and error codes and troubleshooting assistance to help mechanics minimize downtime.

## Five working modes match specific applications

Operators can keep track of machine performance with the large multicolor monitor that displays data in 10 languages. The monitor also displays the automatic air conditioner, machine maintenance tracking and the image from the standard, counterweight-mounted rearview camera. Using the monitor, the operator can also select the best operating mode for the most efficient use of the PC300LC-8, PC300HD-8 or PC400LC-8. Five modes — Power, Economy, Lifting, Breaker and Attachment — are available.

“Each mode is designed to match engine speed, pump flow and system pressure with the application, giving the operator the ability to match equipment performance with the job at hand,” described Morris. “For example, the Power mode provides maximum production and power for faster cycle times during mass excavation. Breaker mode delivers one-way flow to the breaker, while Attachment mode will run two ways when using shears and thumbs. It’s easy to select the right mode or adjust flow rates when operating attachments. Whatever mode is selected, the machine will deliver the right amount of hydraulic pressure to get the job done.”

Komatsu’s five working modes allow operators to easily match the machine with the applications they’re performing, making it more efficient.

The monitor is located inside a more spacious cab that has a high-back operator seat for excellent support and comfort to reduce fatigue, so operators stay more productive longer. Multiposition, pressure-proportional control levers and armrests integrated with the console levers allow the operator to work comfortably while maintaining precise control.

The highly pressurized cab keeps dust from entering, while its rigid frame offers visibility and excellent sound absorption. A new cab damper mounting reduces noise and vibration levels.

“We kept the operator in mind when we designed the cabs for the PC300LC-8, PC300HD-8 and PC400LC-8,” Morris noted. “We sought input from them about what would make their environment more conducive to productivity. Extensive studies show that an operator who is more comfortable will be more productive.”

## Designed to reduce downtime

Being more productive also means reducing downtime, and Komatsu’s PC300LC-8, PC300HD-8 and PC400LC-8 do that in a variety of ways. Komatsu exclusively designed all major components, such as engine, hydraulic pumps, motors and control valves, for long-term durability and reliability. It’s the same with booms and arms, which are highly resistant to bending and torsional stress, thanks to thick, high-tensile-strength steel, interior partition walls and large, one-piece castings. In addition, Komatsu-designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions.

Komatsu made maintaining and servicing simpler with easy access to the radiator and hydraulic oil cooler, which are mounted side by side.

“Komatsu set out to design a machine that had all the advantages an owner and user need: speed, power, fuel efficiency, lower emissions and reduced downtime,” said Morris. “We believe we achieved just that.” ■



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# NEW PZ TOOL CARRIERS

## Parallel Z-Bar linkage helps users keep loads on the level

Komatsu's new parallel tool carriers have all the latest features of its new Dash-6 wheel loaders — plus the added advantage of a Z-Bar linkage that offers parallel movements in both fork and bucket applications. Two models, WA200PZ-6 and WA250PZ-6, are available and replace previous PT machines.

"The parallel Z-Bar linkage gives these wheel loaders both parallel lift and good digging ability," said Mike Gidaspow, Product Marketing Manager Wheel Loaders. "It allows the bucket and forks to stay more level than regular wheel loaders, so operators don't have to continually adjust to keep the load from tipping forward. They are great for a variety of applications, including utility work and warehouses, where users want to keep a load even throughout the entire cycle.

"Users will also appreciate the PZ models for their excellent visibility throughout the cycle," he added. "For example, when using forks, the operator can see the end of the tines at all times. That makes it easier for him to see the load he's picking up, and helps him avoid bumping into objects. Added advantages of the parallel Z-Bar linkage include large tilt force at all heights, large dump angle at maximum boom height and a two-mode bucket leveler."

### Similar advantages to Dash-6 wheel loaders

Both machines got a boost in horsepower compared to their predecessors and, like their Dash-6 wheel loader counterparts, are powered by high-torque, ecot3, Tier 3 engines that offer high performance with less fuel consumption and lower emissions. Electronically controlled hydrostatic transmissions provide quick travel response and aggressive drive into the pile. An

inching pedal gives the operator simultaneous control of travel and equipment hydraulic speeds. The new variable traction control system with S-Mode allows the operator to adjust the tractive effort to the job conditions and reduce tire slippage.

"As with many of our new products, the PZ machines come standard with the KOMTRAX monitoring system that can be used to track machine location, error codes and other items that help owners and operators better track maintenance," said Gidaspow. "Users will find these machines among the most highly productive and efficient they've ever used." ■



Mike Gidaspow,  
Product Marketing  
Manager Wheel  
Loaders

### Brief Specs on Komatsu PZ Parallel Tool Carriers

Model	Net hp	Operating Weight	Bucket Capacity	Breakout Force
WA200PZ-6	126 hp	25,275-25,420 lbs.	2.5-2.75 cu.yd.	18,990-20,210 lbs.
WA250PZ-6	138 hp	26,808-27,778 lbs.	2.5-3.0 cu. yd.	24,250-26,490 lbs.



Komatsu's new PZ tool carriers feature parallel Z-Bar linkage that keeps loads level. They also offer excellent visibility so operators can see the end of the tines when using forks.



# COMPACT EXCAVATORS

## The tale of the short tail

The terms short tail swing and zero tail swing are the current industry buzzwords related to compact excavators sold in North America.

Recently, a survey of 200 compact excavator owners yielded some interesting trends, with 93 percent saying that short tail swing was a jobsite benefit and 83 percent noting that they would purchase a short-tail-swing machine again. That's a powerful statement of where customer preference is headed, or should we say, has already gone?

Owners in the survey also rated short-tail machines as better than conventional machines in the areas of machine balance, stability, pushing power with the blade, stability on slopes and most importantly, the ability to work in tight spaces.

Komatsu's tight-tail-swing design gets into tight spaces, and has greater stability and lift capacity in response to customers' recommendations.

But, can these machines, with little or no tail overhang, perform like their conventional-tail-swing counterparts? That depends.

Komatsu Utility moved exclusively to short-tail-swing units with the introduction of its MR-2 series of machines in 2003. As Komatsu developed these machines, it recognized that owners in North America wanted greater stability and lift capacity in addition to the obvious benefit of tight-quarters work.

To address this customer desire, every Komatsu excavator is designed with extra counterweight in the tail section that enhances stability and machine balance. Not all manufacturers have addressed this performance area, so it is imperative to look deeply and demonstrate before purchasing a short-tail unit.

### What else to look for

Other items to evaluate during the purchase decision process are a large, comfortable operator station with great visibility; a machine undercarriage that's designed like a large excavator; choice of track systems (Komatsu offers its Road-Liner track, unique in the industry and designed for longer life on hard surfaces); low maintenance requirements; and easy-to-reach daily checks and maintenance points. Also be sure your dealer can offer a good selection of machine-matched buckets, a thumb and quick coupler. And, for the maximum in versatility, consider the option of a power-angle blade and what it can do for your operation. This feature is optional on Komatsu PC35, PC45 and PC50 excavators.

In summary, short-tail-swing machines are here to stay, and owners appreciate their ability to work productively in tight quarters. However, not all short-tail machines exhibit the same performance characteristics, so try before you buy. When you do, you'll see what a difference owning a Komatsu can make. ■





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# DEMO DAYS

## Equipment users test drive and operate new Komatsu machines

Komatsu's newest products, along with many that have been updated, were featured at a recent Komatsu Demo Days event. Hundreds of equipment users took advantage of the opportunity to operate the machines at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Among the units that were available were the brand-new Komatsu D39-22 dozer and its big brother, the D51-22. The units feature powerful engines, rugged components, a mid-mounted cab and a distinctive sloping nose that provides the best visibility in the industry.

Construction-size excavators on hand ranged from the popular PC200LC-8 up through the 487-horsepower PC800LC-8. Loaders included Dash-6 versions of the WA250, WA380, WA500 and WA600. Also available to test drive and operate were Komatsu articulated and rigid-frame haul trucks, a GD655-3 motor grader, numerous utility machines, and a BR580JG mobile crusher.

At Demo Days, equipment users get the opportunity to see and operate new and updated Komatsu machines.

For more information on any of these units, feel free to call your Modern Machinery sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■



Washougal, Wash., contractors Kevin Schmid (left) of George Schmid & Sons and Mike Green (right) of Green Construction attended Demo Days with Modern Territory Manager Dan Kipp from the Portland branch. Both customers wanted to check out the Komatsu mobile crusher as well as the new dozers.



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# COMMITTED TO EXCELLENCE

## Komatsu America Chairman/CEO outlines technology, product support goals to benefit customers

**QUESTION:** Construction is down somewhat from its record highs of the past few years. What is your outlook for the coming year?

**ANSWER:** The housing market has brought the construction industry down as a whole, and we believe housing will likely be down through much of this year. The government is responding with items such as the economic stimulus package, and the Federal Reserve has been lowering interest rates. We'll have to watch and see what effects those moves have on the construction economy. But it isn't all doom and gloom. There's still governmental spending projects for highway, and energy and infrastructure segments continue to be strong.

**QUESTION:** What about mining? What is Komatsu's place in the industry?

**ANSWER:** Mining is exceptionally strong, with emerging markets and higher prices for commodities, such as copper, fueling the growth. We expect that to continue for many years to come, as countries such as China and India continue to build their economies. Komatsu has always been a global leader in the mining industry and our expertise helps us maximize our opportunities in that market. We believe our Peoria plant is the best in the business for the manufacture of electric mining trucks. We have an incredible team of people there, who through research and development, have made Komatsu's electric mining trucks the most technologically advanced in the industry.

**QUESTION:** How will those advances in technology benefit equipment users?

**ANSWER:** Equipment users appreciate the technology going into new machines because it helps them with fleet management — items such as performance and maintenance. Our KOMTRAX machine-monitoring system,

*Continued . . .*



David W. Grzelak,  
Chairman and CEO,  
Komatsu America Corporation

*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.*

David Grzelak was appointed Chairman and CEO of Komatsu America Corp. in April of 2002 and has management responsibility of five Komatsu operations related to the construction, utility and mining industries.

He has held several management positions with Komatsu since joining the company in 1991 as Vice President of Sales, including Executive Vice President, President and COO, Chief Executive Officer, Chairman and CEO, Global Officer and Chairman and CEO of Komatsu Mining Systems.

"I've held many positions at Komatsu, but one thing that's never changed in this company is its commitment to quality, productive machinery," said Grzelak. "From top to bottom, Komatsu is very aware of the challenges contractors and mining companies face, and we're constantly working to make our machines the most advanced and efficient on the jobsite. Komatsu has long-range plans to ensure that continues to always be the case."

A 1971 graduate of Penn State University with a B.S. in Industrial Engineering, he added an MBA from Gannon University in Erie, Penn., his hometown. Both universities have honored him with distinguished achievement awards, and he was appointed to Penn State's Board of the Leonhard Center for the Enhancement of Engineering Education.

He and his wife, Diane, have two children, Mike and Meghan, and a granddaughter. David is an avid golfer and an accomplished tennis player, a sport for which he is a certified United States Professional Teaching Association professional.

# Chairman says Komatsu committed to R&D spending

... continued

which comes standard on all new construction machinery, will help them do that easily. We're the only manufacturer in the industry that installs such a system as standard equipment on new machines and provides free communication for five years. Komatsu constantly monitors those machines and if an error code comes up, we'll immediately alert the dealer and the customer to the problem. They can work together on a quick resolution. Our mining trucks come with VHMS (Vehicle Health Monitoring Systems), which functions much the same way. It's another level of product support, and a great partnership between Komatsu, the distributor and the customer.

## **QUESTION: What other ways is Komatsu continuing its commitment to excellence in customer support?**

**ANSWER:** We're one of the top equipment companies in the world, depending on the industry. As always, we're looking to improve. We're doing that in several ways, including spending a lot of time and money on research and development, much of which is partially

done by talking with equipment users to find out how Komatsu machinery can improve their business. They also expect that machinery to be backed up with excellent support, no matter where they work. So we're working to ensure consistent product support throughout our distributor network, including recertifying service technicians.

Part of any good customer support plan is having parts available on the shelf when a customer needs them. Our distributors have most common parts in stock, with additional parts on hand based on criteria such as what machines they have in the field. In most cases, they have parts available when the customer calls, or if not, they can have it by 7 a.m. the next day. They're able to do that because Komatsu has committed to having regional parts depots across North America. When distributors are missing a part and place an order, they know a truck will be coming to their store that night to meet their requirements.

## **QUESTION: Speaking of parts, Komatsu recently teamed with Hensley to build a new plant dedicated to ground-engaging tools. Will there be more of such investments in the future?**

**ANSWER:** We'll always continue to invest in ways to make our equipment better. As I mentioned, we put a huge effort into research and development. Through that, we've developed numerous machines that are unique and unrivaled in the marketplace, and we're introducing new products each year that are more efficient and productive. Komatsu has always been at the forefront of equipment manufacturing. For instance, we were the first to offer zero-tail-swing excavators, which are commonplace in the market today. We're one of only two manufacturers that offer a full line of products in utility, construction and mining, all of which are recognized for their quality and reliability.

We also have developed great relationships with our suppliers, which help in the research and development of our products. And on the other end, we have great relationships with our distributors. We're working hand-in-hand with both to ensure that the quality, reliability, efficiency and productivity that's been a part of every product we make, continue to be there. ■



Komatsu America Chairman and CEO David Grzelak says even though the construction industry is down as a whole, mining continues to be strong.



Komatsu recently completed its tenth regional parts depot. The depots are strategically located to ensure parts are readily available to distributors and customers throughout North America, the next day in most cases.



Komatsu's KOMTRAX machine-monitoring system allows equipment users to track machine performance and maintenance items.



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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 component. The background is a factory setting with bright lights.

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# ADVANCED TECHNICIAN COMPETITION

## Making good technicians better is the goal of this Komatsu training event

Many of the top heavy equipment technicians in the nation took part in the Komatsu Advanced Technician Competition (ATC) in February. The annual event takes place at the Komatsu Training and Demonstration Center in Cartersville, Ga.

“The Advanced Technician Competition is designed to help Komatsu distributor technicians improve their troubleshooting and machine problem-solving skills,” said ATC Director Wade Archer. “In doing that, we’re making good technicians even better, which benefits the customer by reducing downtime and repair costs.”

In the competition’s 10 machine categories, technicians have one hour to troubleshoot a machine and diagnose two problems that have been preset by Komatsu trainers. They’re judged not only on whether they correctly identify the issues, but also on how they get there. They’re expected to demonstrate their ability to properly use all tools, including service manuals and computers. They’re also evaluated based on their communication skills — that is, dealing effectively with the customer and asking the right questions of him.

In addition to the hands-on portion of the contest, Komatsu also puts on educational seminars to further technicians’ knowledge and skills.

“The technicians who come here tend to be the top ones at their distributorships,” said Archer. “They’re highly motivated and want to improve, and they like to compete to be the best. We think the pressure of the competition simulates what they experience on a jobsite, and we have no doubt that they leave here better able to meet the repair needs of equipment users.”

Contest winners receive trophies and prizes, including cash awards of \$3,500 for first place, \$2,500 for second place and \$1,000 for third place. ■



Wade Archer,  
ATC Director



At the ATC, top technicians from across the country compete against each other in a troubleshooting skills contest. Komatsu training personnel (below) judge contestants based on their ability to properly use all information to reach the correct diagnoses in the shortest time.



# ECO-WHITE FILTERS

## How Komatsu's latest hydraulic filters lower operating costs by trapping more contaminants longer



Dan Brown,  
Komatsu Parts  
Marketing

Komatsu constantly looks for ways to lower operating costs, increase efficiency and reliability and be environmentally responsible. It does that in part by using quality parts such as its Eco-White filters, designed to keep hydraulic systems on mid-size excavators cleaner and give components extended life.

"New Eco-White filters double the time until a filter change is necessary," noted Dan Brown, Komatsu Parts Marketing. "Older models that use paper and hybrid filters require filter changes every 250 hours. Eco-White filters push the fluid and filter changes out twice as far, which results in lower costs per hour."

Komatsu's Eco-White filters extend the time before a change is necessary, compared to traditional and hybrid filters. They also sit above the hydraulic tank, making filter changes cleaner.

Standard on Dash-8 PC200, PC300 and PC400 excavators, Komatsu's Eco-White filters trap contamination more efficiently for a longer period of time. Kits for retrofitting older machines to use Eco-White are available through our parts department.



Standard on Dash-8 PC200, PC300 and PC400 excavators, Eco-White filters are made completely of synthetic fibers. The layers of fiber increase the actual square footage of the filter — measured by the depth, number of bends and length of the filter — while the actual physical size of the filter is smaller than paper and hybrid (a combination of paper and fibers) filters on older machines.

"With its smaller size, the Eco-White filter can sit above the oil in the hydraulic tank," explained Brown. "The advantage is cleaner filter changes because the Eco-White filter retains the contaminants, keeping them from re-entering the hydraulic oil tank during removal. It also reduces spills during removal."

### Traps contaminants more efficiently

Eco-White filters trap contamination more efficiently for a longer period of time.

Every layer of fibers does a particular job. The outer layer traps larger contaminants while subsequent layers take care of smaller particles.

"With the Eco-White filter, you can extend component life, which lowers operating costs puts more dollars in pocket in the long said Brown. "Komatsu offer kits so users can machines to use the filters, giving those capability of extended well." ■



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# MAKING GAINS

## Nonresidential construction spending likely to continue to increase this year

A gain in nonresidential construction employment in January is likely a sign of more spending in that area throughout 2008, according to Associated General Contractors (AGC) Chief Economist Ken Simonson. Simonson also suggests that the 3.5 percent gain in employment of architects and engineers since January of 2007 is another positive indicator.

Total construction employment fell in January, but those losses occurred in residential building and residential specialty trades, said Simonson in an AGC press release. He added that on the flip side, employment in the three nonresidential categories —

nonresidential building, specialty trades, plus heavy and civil engineering — were up by 1,300.

“The reality is a good deal better for nonresidential construction employment than Bureau of Labor Statistics (BLS) indicated,” said Simon. “Census figures for December show nonresidential construction spending jumped almost 16 percent from a year earlier, which could only have occurred with a sharp rise in employment. The ‘missing’ employees work for specialty-trades contractors, firms that entered the database as residential but are now busy installing wallboard, wiring and plumbing in schools, hotels and offices rather than houses.

“Residential spending in December fell 20 percent from a year before,” he added. “That suggests residential employment probably fell by roughly 20 percent as well, or 600,000 jobs, not the 240,000 that BLS counted. If these 420,000 ‘residential’ specialty-trades contractors were included in the nonresidential work force, nonresidential construction employment for the past year would show a hefty gain of about 8 percent. That would be consistent with the rise in nonresidential that the Census reported.”

### Growth in 15 of 16 categories

The Census numbers show mostly double-digit growth in 15 of 16 nonresidential categories, Simonson said.

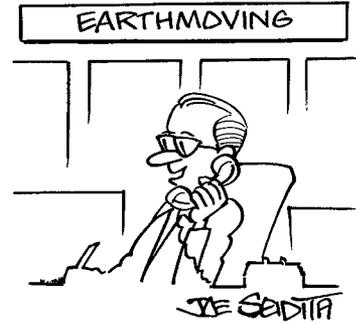
“For 2008, I expect continued expansion in power, energy, communication, hospital and higher education construction, and a modest increase in the nonresidential total, before taking cost escalation into account.” ■

Recent data show that nonresidential construction is likely to post gains in several categories, according to AGC Chief Economist Ken Simonson.





"Your late uncle was a strong supporter of the 'Adopt-a-Highway' program... So he left his entire estate to his adopted highway."

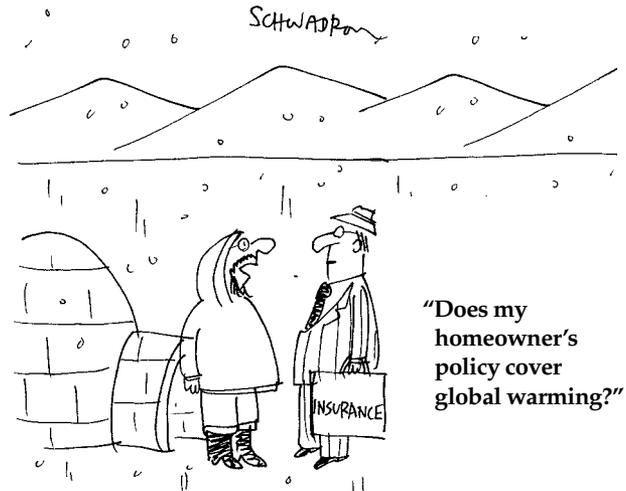


"We loaded 16 tons and what did we get?... Well, we want another of those loaders!"

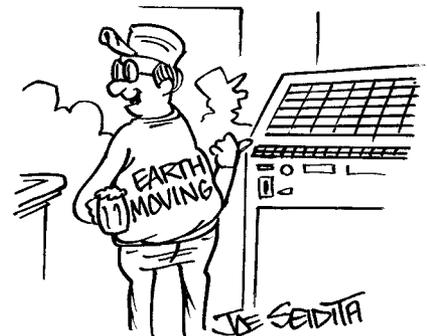


**ARCHITECTS**

"Gentlemen, we're going back to square one."



"Does my homeowner's policy cover global warming?"



"Hey Joe! Do you have 'I Feel the Earth Move' on this jukebox?"

## Transportation commission calls for “new beginning”

Citing the nation’s transportation system as vital to economic growth, international competitiveness and social well-being, The National Surface Transportation Policy and Review Study Commission released a comprehensive plan to increase investment in U.S. roads. The plan, known as *Transportation for Tomorrow*, also recommends refocusing transportation programs in what it calls a “new beginning” to reform the nation’s current transportation programs.

The 12-member Commission, composed of industry professionals and chaired by USDOT Secretary Mary Peters, was created in 2005 to examine the condition and operation of the transportation system and to develop a plan and recommendations for now and the future. The group held fact-finding hearings in 10 cities across the U.S. They agreed that major overhauls of current transportation programs will be an essential part of the plan’s success.

Key recommendations in *Transportation for Tomorrow* include:

- making significant investment in surface transportation, including \$225 billion annually from federal, state, local and private sources for the next 50 years;
- accelerating the time between conception and delivery of major transportation projects to reduce costs;
- retaining a strong federal role in transportation;
- replacing more than 100 current transportation programs with 10 programs focused on the national interest; and
- creating a new National Surface Transportation Commission to perform principal planning and financial functions. ■

## Representatives seek water infrastructure funding

Congressional representatives called on the Government Accountability Office (GAO) to study the nation’s water infrastructure needs. The representatives say studies show that there will be a \$300 billion to \$500 billion funding gap to cover what is needed in the next 20 years, according to an article in E&E Daily.

“Our water infrastructure needs have grown, while funding for clean water has been declining,” representatives wrote in the letter to the GAO Comptroller General asking him to look for ways to finance a Clean Water Trust Fund that provides at least \$10 billion annually to maintain and upgrade wastewater treatment and sewer collection systems. “Many wastewater treatment systems are nearing the end of their useful-design lives.”

Representatives asked the GAO to work with federal, state and local government agencies, as well as representatives of industry and publicly owned waterworks, according to the article.

“To guarantee consistent long-term funding for water infrastructure, we must identify a dedicated source of revenue that is both logical and sustainable,” said Representative James Oberstar, D-Minn., Chairman of the House Transportation and Infrastructure Committee. “We know it is possible, because we already have the Highway Trust Fund and Aviation Trust Fund. Once a sustainable funding source for water infrastructure investment is identified, I hope to take up legislation creating a new Clean Water Trust Fund in the next Congress.” ■

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## “HALF AND HALF”

### Dozer gives before and after look at a Komatsu Distributor Certified used machine



Lee Haak,  
Director, ReMarketing



Attending CONEXPO means getting a chance to see the latest in equipment and technology. Komatsu's large display included that, but it also gave attendees a chance to see how a Distributor Certified used machine, available through Komatsu ReMarketing, could be a valuable addition to their fleet.

The 7,000-hour D61PX-12 dozer on display was a “half-and-half” machine. One side showed the dozer's condition when it was traded in, while the other showed how the Distributor Certified machine had been upgraded with a new undercarriage and hydraulic components, as well as new paint.

“This machine caught a lot of eyes because people weren't expecting something like this to be on display,” said Lee Haak, Director, ReMarketing. “It went through an exhaustive checklist of items during the evaluation process to qualify it for Distributor Certified used status. By showing the ‘half-and-half’ machine, people get an up-close look at the value added by our distributors during the certification process.

“Our intention was to show how a Komatsu Distributor Certified used machine offers more than just a new paint job,” he added. “We wanted them to understand that each used machine in our Distributor Certified fleet goes through a nearly 200-step evaluation process that checks the machine from stem to stern. Any item that can be measured on a machine is, and each component is brought into Komatsu specifications. We want the customer to know exactly what's been done to the machine before deciding to purchase it.”

#### Subsidized financing, warranties

Haak noted that Komatsu has more than 750 certified evaluators at distributors throughout North America who evaluate dozers, excavators, wheel loaders and skid steers before they are put into the Distributor Certified used fleet. Komatsu's Distributor Certified used equipment offers subsidized financing, and factory warranties are available for most machines. Distributors have access to a nationwide database of certified machines, along with photos and an evaluation of each unit.

“These machines are a lower-risk alternative for the used equipment buyer who might otherwise buy one at auction without knowing anything about it or getting a warranty,” Haak said. “Because they've been certified, they're eligible for warranties up to three years, depending on the model, hours and grade we give them. We'll work with customers to fit their needs with a machine and price they're comfortable with, and a warranty to match. When customers buy a Komatsu Distributor Certified used piece of equipment, they're getting the same backing from their distributor and Komatsu that they would on a new piece.” ■



Komatsu's Distributor Certified used dozer at CONEXPO caught a lot of eyes. ReMarketing Director Lee Haak (center) gave them an up-close look at the machine's before and after conditions.





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*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."**





# MODERN MACHINERY

## USED EQUIPMENT PRICED TO SELL

*(Prices subject to change without notice)*

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>CRAWLER DOZERS</b> 					
KOMATSU D375A-5	SU BLADE, SS RIPPER	18080	2003	5,253	\$515,000
KOMATSU D155AX-6	U BLADE, MS RIPPER	80399	2007	143	POR
KOMATSU D65EX-15E0	SU BLADE, OROPS, RIPPER HYDS	69180	2006	530	POR
KOMATSU D65WX-15E0	PAT BLADE, A/C, RIPPER	69054	2007	283	POR
KOMATSU D65PX-15	ST BLADE, OROPS	67659	2006	1,992	POR
KOMATSU D61PX-15	PAT BLADE, A/C	B40550	2006	1,392	POR
KOMATSU D51PX-22	PAT BLADE, A/C	B10093	2007	321	POR
KOMATSU D41E-6C	PAT BLADE, OROPS, RIPPER	B40921	2006	349	POR
KOMATSU D39PX-21A	PAT BLADE, OROPS	1727	2005	1,943	\$72,500
CAT D8R	U BLADE, RIPPER	7XM02035	1998	13,741	\$250,000
<b>WHEEL LOADERS</b> 					
KOMATSU WA380-1	GP BKT, 3SPL, A/C	A45275	1993	25,414	\$39,000
KOMATSU WA250L-5	3.0 YD, RDLS, A/C, ECSS, QC	70367	2004	10,408	\$72,500
KOMATSU WA250-5L	RDLS, QC, HILIFT 74005 BKT	A74439	2007	1,447	POR
CAT 938G	QC, GP BKT	HCRD01906	2006	2,611	\$130,000
CAT 980G	GP BKT, BIAS	2KR01073	1997	22,370	\$120,000
CAT 980G	GP BKT, BIAS	2KR01338	1997	24,649	\$125,000
CAT 988F	SPADE BKT	8YG00539	1994	24,730	\$130,000
<b>HYDRAULIC EXCAVATORS</b> 					
KOMATSU PC800LC-8	15' A	50036	2006	1,708	POR
KOMATSU PC600LC-8	14' A, QC, BKT 754281	55099	2007	1,712	POR
KOMATSU PC228USLC-3E0	9'6" A, QC, THM, BKT 75875	40384	2007	966	POR
KOMATSU PC228USLC-2	BREAKER PIPES, BKT	15329	2000	6,298	\$75,000
KOMATSU PC220LC-8	10' A, QC, THM	70183	2007	1,251	POR
KOMATSU PC158USLC-2	8'2" A, RDLNR, QC, THM	10105	2005	1,064	POR
KOMATSU PC138USLC-2	8'2" A, QC, THM	1872	2006	1,126	POR
KOMATSU PC138USLC-2	8'2" A, P. TILT, 60" CU	1824	2005	2,744	POR
KOMATSU PC128US-2		5248	1999	3,592	\$79,000
KOMATSU PC128US-2		6507	2000	3,371	\$57,500
KOMATSU PC120-6	33" B&C	70239	2003	2,153	\$75,000
KOMATSU PC120LC-6	8'2" A, BLADE, THM	74338	2007	599	POR
DEERE 200LC	42" B&C, HYD QC	FF0200X05041	1997	7,280	\$45,000
KOBELCO 135SFR		YH0802237	2004	3,397	\$78,500
DEERE 992ELC	BKT, THM	FF992EY00616	1995	14,336	\$56,000
<b>MOTOR GRADERS</b> 					
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPPER	B20036	2006	1,237	POR
CAT 140G	MS RIPPER	72V15298	1998	10,308	\$107,500

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<b>BACKHOES</b> 					
KOMATSU WB140-2N	4WD, A/C, EXTD ARM, AUX HYD, 72409	A21218	2005	1,206	\$39,500
KOMATSU WB140-2N	4WD, OROPS, EXTD ARM, AUX HYD	A21935	2005	352	POR
KOMATSU WB140-2N	4WD, OROPS, EXTD ARM, AUX HYD, LSS	A20546	2003	1,360	\$35,000
<b>FORESTRY EQUIPMENT</b> 					
TIMBCO T475E	SET UP FOR PROCESSOR	CW4C21370209	2003	4,772	\$150,000
TIMBCO 475EXL	W/395VT, SN902	CW4C22240829	2003	3,998	\$350,000
VALMET 500T	W/ 965 HEAD, SN333	500T0111	1993	4,659	\$135,000
VALMET 500T	HARVESTER W/965	AT4C15470607	1999		\$60,000
VALMET 500T	SQRT. BOOM, 965, SN452, SN1807	500T0168	2000	7,412	\$197,500
VALMET 911C	HARVESTER,965 SN381	911C4025	1997	8,581	\$90,000
VALMET 921	HARVESTER, 965	3109	1999	9,207	\$190,000
TIMBCO T445B	QUADCO, T445C	FT4C08380222	1996	9,704	\$115,000
TIMBCO T445B	LOGMAX 750	FT4C06630714	1995	9,056	\$60,000
TIMBCO T425E	HARVESTER	AT4C20480430	2002	8,798	\$155,000
TIMBCO T420	W/BAR SAW	T4C027071590	1990	5,416	\$32,500
KOMATSU PC270LC-7L	SET UP FOR PROCESSOR	A86386	2006	769	POR
KOMATSU PC220LL-7L	LOG LOADER	A86026	2005	1,780	POR
TIMBER PRO TF830	FORWARDER	830F01470301	2006	2,733	\$315,000
VALMET 892	FORWARDER	892237	1996	15,248	\$80,000
CAT 320L	DT3500 DELIMBER	9KK04386	1996	19,960	\$49,000
<b>HAUL TRUCKS</b> 					
KOMATSU HM400-1	ARTIC TRK	1168	2004	5,012	POR
KOMATSU HM300-2	ARTIC TRK, TGATE	2120	2006	2,086	POR
MOXY MT31X	A/C, TGATE	710549	2005	3,126	POR
MOXY MT31X	A/C, TGATE	710548	2005	2,080	POR
MOXY MT31X	A/C, TGATE	710528	2005	3,347	POR
MOXY MT31X	A/C, TGATE	710656	2006	1,558	POR
MOXY MT31X	A/C, TGATE	710658	2006	2,131	POR
MOXY MT31X	A/C, TGATE	710659	2006	1,375	POR
MOXY MT31X	A/C, TGATE	710675		1,646	POR
<b>AGGREGATE EQUIPMENT</b>					
JCI FT300	TRACK-MOUNT CONE CRUSHER	P060365	2007	2	POR
JCI FT300	TRACK-MOUNT CONE CRUSHER	P060365	2007	2	POR
JCI FT6203CC	TRACK-MOUNT SCREEN PLANT	P060369	2007	17	POR
FABTEC 6X20-3	SCREEN PLANT	P620317698	1998		POR
CR S6203	SCREEN PLANT W/BELT FEEDER	P620332506	2005		POR
KPI 36"X100'	SIDE-FOLD STACKING CONV.	407522	2007		POR
<b>MISCELLANEOUS</b> 					
IR DD110HF	78" ASPHALT ROLLER	162770	2000	3,300	POR
IR DD130	84" ASPHALT ROLLER	171655	2003	1,451	POR
IR SD160DX	84" SMOOTH SINGLE	181528	2005	2,140	POR
IR SD160DX	84" SMOOTH SINGLE	184746	2005	1,907	POR
ATLAS COPCO CM780D	DRILL	78343	2007	978	POR

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