ROLAND MACHINERY CO.

INDUSTRY SCOOP

A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2009 NO. 2

Featured in this issue:

L'ANSE WARDEN ELECTRIC COMPANY

Power plant in Michigan's western U.P. "goes green" as part of renewable-energy revolution

See article inside . . .

Mike Reid, General Manager and COO

KOMATSU

A MESSAGE FROM THE PRESIDENT

Ray Roland

Helping to stimulate your business

Dear Equipment User:

The economic stimulus passed in February is an encouraging sign for the construction industry. It means billions of dollars in rebuilding our infrastructure, as well as taking steps to reduce energy consumption and fund new energy sources. All should help put more businesses and individuals back to work.

Another critical component of the massive bill is the extension of the depreciation bonus and additional expensing, which were part of last year's stimulus plan. The depreciation bonus can be used on new equipment purchases, while additional expensing is good on new and used equipment alike. Both can save you in taxes. For additional information, contact your sales rep or one of our branch locations.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better do that, we've added a new page to your *Industry Scoop* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond.

Also new for readers is an online video feature. Look for the video icon in an article, then visit www.videocpi.com to see Komatsu machinery in action.

We hope you take advantage of the other valuable information provided here about our quality equipment lines, featuring Komatsu. In this issue, you'll learn about the latest D275 dozer. If you're a truck user, check out the article on how liners can benefit your business.

At Roland, we stand ready to help you maximize your productivity and profits. If there's anything we can do to help you, call us or stop by one of our locations.

Sincerely,
ROLAND MACHINERY CO.

Raymond E. Roland
President

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Jerry Eastburn
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Matt Roland
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Franksville, WI **800-811-6005**

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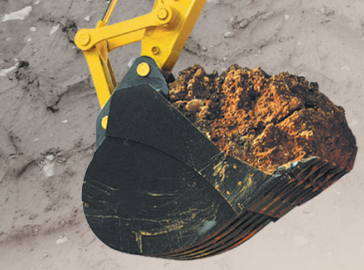

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A SALUTE TO A CUSTOMER

L'ANSE WARDEN ELECTRIC COMPANY

Power plant in Michigan's western U.P. "goes green" as part of renewable-energy revolution

Mike Reid, General Manager and COO

As part of an effort to improve the environment and reduce U.S. dependence on foreign oil, President Obama has made renewable energy a priority of his administration. This "green revolution" means, in the future, our electricity will come from a variety of power sources beyond the traditional coal, natural gas, oil and nuclear. Wind, solar and biomass will play an increasingly important role in providing the electricity we use to power homes and businesses from coast-to-coast.

In the Village of L'Anse, Mich., on Lake Superior in the western Upper Peninsula (U.P.), the L'Anse Warden Electric Company is one of the early converts to green power. L'Anse Warden Electric converted a former coal-burning plant into one that runs on biomass — a combination of wood chips, paper-mill residue, tire chips, railroad ties, construction/demolition debris and the like.

"Basically we use material that would otherwise go to a landfill, or in the case of some of the wood products, would just stay on the ground in the forest as logging waste," said Mike Reid, General Manager and COO of L'Anse Warden Electric Company, which runs L'Anse Warden for its parent company, Traxys. "It's definitely good for the environment in that it extends the life of landfills and burns a lot cleaner than coal."

(L-R) Pat Pestka, Dan Pestka and Norman Pestka of Norman Pestka Construction are responsible for acquiring and delivering 400 tons of biomass fuel, such as wood chips, each day to power the L'Anse Warden Electric Company.

How much cleaner? According to Reid, the plant, which came on line in November 2008, reduces particulate emissions by 40 tons per year and fine particulates by 46 tons per year. He says nitrogen oxides and sulfur dioxides are reduced by 1,700 tons per year, which is more than a 50-percent reduction compared to coal.

Improving the local economy

Converting the former coal-fired plant to biomass was no small feat and not inexpensive. Traxys bought the L'Anse plant in July 2007, and even with its fast-track schedule, it took almost a year and a half until it was built, permitted and operational.

"The biggest items were converting the boiler to burn wood chips and other biomass material and building a fuel yard to store the material," said Reid. "In total, it's about a $25 million to $30 million investment to convert a plant like this."

For L'Anse, Mich., an additional significant benefit of the plant is the jobs it brought to an economically distressed state and region. The previous plant, which opened in 1959, had basically been shut down since 1993. The process of converting it into a biomass facility employed up to 100 construction workers at the peak. Now that it's operational, the plant itself employs about 20 people. Even more significant are the 25 or so spin-off jobs, primarily in wood aggregation, and the extra source of revenue for area loggers, sawmills and paper plants.

"We definitely believe we've had a very positive economic impact on the village and

Traxys, the parent company of L'Anse Warden Electric, built a fuel yard, including this hydraulic truck dump, to store biomass material for use at the plant.

This operator uses a Komatsu WA380-6 to load trucks with chips from the fuel yard for delivery to the plant.

the region," asserted Reid. "We do our best to contribute to the community in other ways as well. As a result, we've been nominated for a Michigan Small Business Innovation Award and we're very proud of that."

Needed: 400 tons of fuel daily

The biggest challenge of biomass energy production compared to coal, according to Reid, is coming up with the 400 tons per day of fuel needed to power the plant.

"We hired Norman Pestka Construction (Ontonagon, Mich.) to handle the acquisition and delivery of our fuel needs. As what we call our fuel aggregator, it's their responsibility to source and deliver that 400 tons per day of usable material that's been chipped, cleaned and sorted and is ready to burn."

Norman Pestka Construction has 18 people working full time to aggregate material for L'Anse Warden. "It is a challenge, but we've learned as we've gone along," said Norm Pestka. "This was all new to us. In the beginning, we didn't know exactly how we were going to do it, but I've got about 45 years of putting things together for customers in this area and I was confident in our crew's ability to meet the fuel needs of the plant. Today, it's all working out."

For economic purposes, Pestka tries to aggregate within a 100-mile radius of L'Anse. In addition, the company spent $1.5 million to build a barge-loading facility on Lake Superior within a few hundred yards of the plant to allow it to import fuel such as railroad ties.

Down the road, L'Anse Warden and Traxys are also looking at establishing a "closed-loop" biomass production process.

"Essentially that means we'll grow our own wood," explained Reid. "They will be hybrid trees that grow very fast and deliver high BTU. It's a closed-loop system because we grow it ourselves, harvest it ourselves, burn it for our own use, and then we'll take the ash and use it as fertilizer to grow more trees. Closed-loop won't replace our other fuel sources — it will primarily be a backup and supplemental source as needed."

L'Anse Warden uses a Komatsu WA250 wheel loader to handle material at its biomass power plant.

Productive, reliable equipment

To keep the fuel supply moving at the plant, L'Anse Warden and Norman Pestka Construction turned to Komatsu wheel loaders from Roland Machinery. L'Anse Warden uses a Komatsu WA380-6 to load chips in the fuel yard and uses a WA250-5 in the plant for cleanup, to load rubber into bins and to serve as a backup for use at the fuel yard. The two other Komatsu loaders (WA250-5 and WA320-5) are used by Norm Pestka's crews in the field, harvesting wood products.

"I've known Norm Pestka for 20 years and he has a great reputation," said Reid. "When we offered him the wood aggregation contract, he made it clear that he wanted and needed Komatsu equipment from Roland because he said that was the only way he could guarantee us the 400 tons of material per day that we require. The key thing for us is machine reliability. We've

Continued . . .

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Goal is to be "green-energy" leader

. . . continued

got to have 400 tons each day, day-in and day-out, 365 days a year. There can be no excuses. So we were willing to give Norm what he wanted in order to ensure that."

"We have a lot of experience with Komatsu equipment and have always found it to be high quality — very productive and very reliable," said Pat Pestka, Norman's son and right-hand man. "In our site-development work, we use Komatsu dozers, excavators and wheel loaders and have had great success. In many instances, we've had Komatsu machines for years without ever having to put a wrench to them. That tells you they're well-designed and well-built machines."

The key to converting the L'Anse Warden plant from a coal-burning facility to biomass is this boiler, which burns renewable energy sources, such as wood chips, to power the turbine generator.

A single operator monitors and runs everything at the highly automated plant.

(L-R) Mike Reid of L'Anse Warden and the Pestka Construction team of Dan Pestka, Norman Pestka and Pat Pestka meet with Perry Hughes of Roland Machinery. "Roland is an important partner of ours," said Norman Pestka. "They've provided outstanding support to our company through the years."

"Equally important to us is the service we get from Roland Machinery and the trust we have in dealing with their people," said Norm Pestka. "Roland Escanaba Branch Sales Manager Matt Hanson, Territory Manager Perry Hughes, the other salesmen we've worked with, and all their parts people and service technicians have proven themselves to us time and again. If we need a part, we get it. If we need a repair, we get it. If we need a loaner machine, we get it. Roland has been a great partner to us through the years and we knew their support would be invaluable for us in taking on this new project as aggregator for L'Anse Warden."

A green-energy leader

The L'Anse Warden plant can export almost 18 megawatts to the nation's electrical transmission grid, enough to power about 20,000 homes. It also provides steam power and electricity to a neighboring manufacturing plant in L'Anse. It's the first of several green power plants Traxys hopes to run in the U.P.

"In addition to the L'Anse Warden plant, we also own a plant in White Pine, Michigan, that we're planning to convert to a biomass facility," reported Reid. "We're also looking at opening a biomass plant in Marquette, and possibly Escanaba. Traxys would like to grow an energy company that will employ about 100 people in plants and another 100 to 200 in aggregation or farming. The goal is to be able to produce in the neighborhood of 100 to 120 megawatts of green energy by the year 2011. One of the reasons for doing that is because Michigan has legislation requiring a certain percentage of electrical capacity be generated by renewable energy in future years.

"We definitely believe renewable energy is the wave of the future and demand for it will only increase as the country goes greener," he added. "Right now, with the economy down, demand for electricity is also down. But we think that's a short-term issue. Down the road, we expect demand for all power to grow and for green energy to be the power of choice. Our goal is to be in on the ground floor and be a leader in that green-energy revolution." ■

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ROLAND BUSINESS EXPO

DePere event showcases wide variety of equipment, services to meet customer needs

From the largest construction, forestry and mining equipment to portable generators and bucket teeth, Roland Machinery recently gave customers an opportunity to see firsthand how it can meet a broad spectrum of jobsite equipment needs. The Roland Machinery Business Expo, held at the DePere (Green Bay) branch in February, showcased the manufacturers that the company represents as well as its product support services.

A number of manufacturers' representatives were on hand to provide information to and get feedback from customers, including officials from Komatsu, Paladin, Ballantine Inc., Lincoln Industrial, Positioning Solutions Company, Hensley Industries, Quality PAC, Engine Power, Magnum Attachments, Loadrite, FECON and Rotobec.

Manufacturer reps meet customers

"Roland Machinery's Business Expo was a great way for customers to learn about the latest equipment and technologies from Komatsu," noted Komatsu District Manager Mike Lesner, who was on hand to answer questions. Komatsu Parts & Service representatives were also there to talk about KOMTRAX, Komatsu's wireless, remote machine-monitoring system, and other product support offerings.

Paladin had two representatives to show off its attachments for both light and heavy construction equipment and Magnum Attachments featured its complete line of demolition attachments. Forestry customers got a look at FECON land-clearing attachments and Rotobec's line of forestry grapples and attachments.

Continued . . .

Roland Machinery's DePere, Wisc., branch hosted a Business Expo for customers in February. "We had a great turnout, despite snowy weather," said Bob Weier, General Manager Wisconsin Division.

Komatsu equipment featured at the Roland Machinery Business Expo included this D51PX dozer and WA250-6 wheel loader.

Latest products, services on display

. . . continued

Komatsu District Manager Mike Lesner

Doug Wagner, Doug's Dragline & Grading

Lincoln Industrial District Manager Gene Ellis talked to visitors about lubrication equipment and supplies.

Bruce Gruna, Paladin Light Construction Group Territory Manager, answered questions about attachments for small equipment.

Bill Johnson, Regional Sales Manger for Hensley Industries, showed off his company's bucket teeth and adapters.

Ballantine, Inc. displayed its directional drilling products and Lincoln Industrial showcased its lubrication equipment and systems. Positioning Solutions Company featured TOPCON global positioning systems, now available to "plug and play" on Komatsu units from the factory.

Those interested in parts had a chance to see Hensley Industries' teeth and adapters along with O-ring kits from Quality PAC. Engine Power brought out its Kubota generators for attendees to view and Loadrite showed them the advantages of its on-board scales.

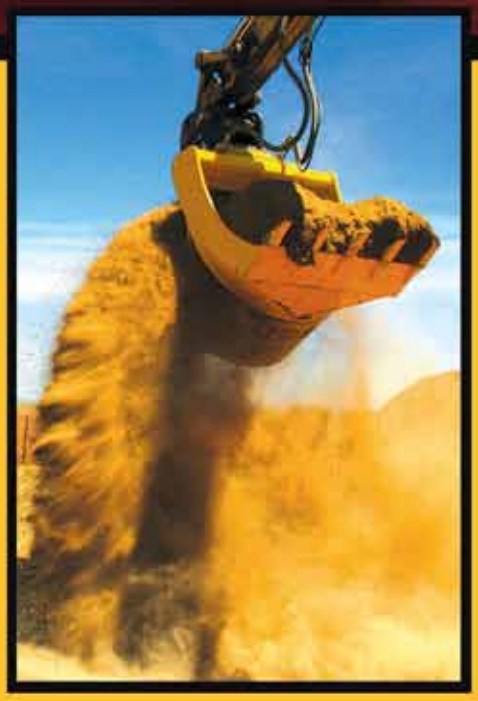
Customers appreciate opportunity

Ron Schmidt of Schmidt Excavating in Cleveland, Wisc., was at the business expo to check out the heavy construction equipment and attachments. "I wasn't really very familiar with Roland Machinery so this was a good chance to take a look at what they have to offer," he said. "I talked to some of the manufacturer reps who were there and they were helpful. They explained what they had and answered my questions. I thought it was more relevant for my business than attending the CONEX in Milwaukee."

"The expo at Roland gave me the chance to hook up directly with the president of Positioning Solutions Company," said Doug Wagner of Doug's Dragline & Grading, also in Cleveland, Wisc. "I had been having some problems with my total station laser system and he was able to clear it right up. The entire show was very good and very informative," he continued. "Roland had it really well organized. It was better than going to a big equipment show because I had more opportunity to talk individually with all the manufacturer reps who were there without walking around a huge exposition hall."

Bob Weier, Roland General Manager Wisconsin Division, was pleased with the turnout for the event, despite snowy weather. "We had representatives from local cities and a number of counties and even had customers come from as far away as Sheboygan, Eau Claire and Wausau. The customers I talked to were very impressed with the layout of the expo and the opportunity to talk to a wide variety of vendors, so I think we'll do this again." ■

MAGNUM ATTACHMENTS



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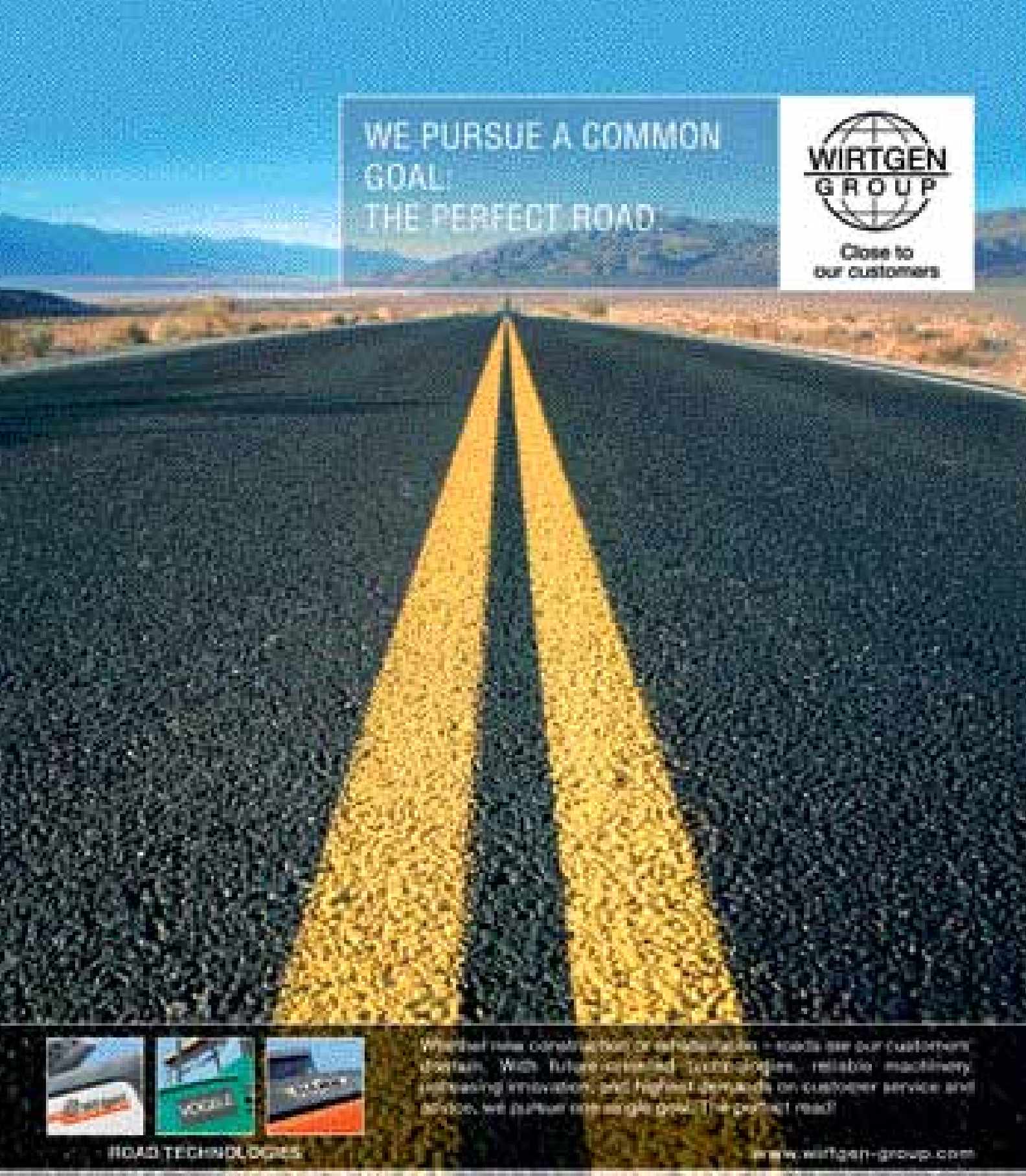

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IMPERFECT, BUT WELCOMED

Equipment distributors call stimulus package "a step in the right direction"

AED (Associated Equipment Distributors) welcomed passage of the American Reinvestment and Recovery Act. "For the last several months, our top priority in Washington has been to enact stimulus legislation containing infrastructure funding and business tax incentives," AED President Toby Mack said. "While imperfect, the final stimulus bill achieves most of AED's major objectives. It's a step in the right direction, which, we hope, will help reverse the economic downturn, get our members back on firm financial footing, and lay a solid foundation for America's future economic prosperity."

As a member of the steering committee of the Americans for Transportation Mobility, and through our membership in the Clean Water Council, the Transportation Construction Coalition, and the Water Infrastructure Network, AED has been a leading advocate for substantial infrastructure investment in the stimulus bill.

AED identified more than $80 billion in stimulus infrastructure spending, including:

- $27.5 billion for highways and bridges (half of which must be obligated by the middle of June);
- $4 billion for sewer construction;
- $2 billion for drinking water construction;
- $4.6 billion for Army Corps of Engineers projects;
- $1.3 billion for airport construction.

Tax incentives too

AED also led efforts to ensure that tax breaks were included in the stimulus package. Among the tax incentives are:

- An extension of the 50 percent depreciation bonus and $250,000 Sec. 179 expensing levels through 2009 (For more information, go to www.depreciationbonus.com);
- An expansion of the home purchase tax credit, which increases the first-time home buyer's credit to $8,000, extends it through the end of 2009, and eliminates the requirement that home buyers taking advantage of the credit pay it back over 15 years;
- A one-year delay in the implementation of the 3 percent government contractor withholding tax, currently set to go into effect in 2011. ■

Christian A. Klein

This article provided by Christian A. Klein, AED Vice President of Government Affairs.

The economic stimulus measure enacted in February will result in an additional $27.5 billion worth of highway and bridge funding, with the vast majority of it to be spent in 2009 and 2010.

THE ECONOMIC STIMULUS IMPACT

States already laying claim to "shovel-ready" building plans

It didn't take long to lay claim to the first project funded under the economic stimulus package. Within 10 minutes of President Barack Obama signing the American Reinvestment and Recovery Act into law on February 17, construction began on replacement of a Missouri bridge.

Like others around the country, the bridge fell under the category of "shovel-ready," a term that denotes, among other criteria, the ability of a project to be started within 90 days. The idea behind the "shovel-ready" moniker is to give ready-to-go projects top priority, delivering a quick jolt to the economy. When the Congressional Committee on Transportation and Infrastructure was drafting its Rebuild America proposal for consideration in the economic stimulus plan, the committee said such projects had been "fully vetted and approved at the state and local level" to reduce the chance of funds being used on unneeded projects.

The American Recovery and Reinvestment Act contains billions in spending for infrastructure projects such as highway resurfacing and new construction.

Obviously, the state of Missouri did the necessary homework for the bridge to be ready for funding once Obama signed the act into law. It met the criteria for being "shovel-ready," which includes: the project meets the normal eligibility requirements under the existing federal highway, transit, or other grant programs; the project has completed all necessary design work and right-of-way acquisition; the project has completed all environmental reviews; the project is on the state plan, and, if applicable, metropolitan plan; the project is ready to be put out to bid, and contracts can be awarded and work underway within 90 to 120 days of enactment.

The first of the funds, $26.6 billion, was released the first week of March, ahead of schedule, and states were already putting the money to work addressing highway and other infrastructure projects.

Infrastructure needs represent only a portion of the $787.2 billion economic rescue plan, a mixed bag of spending, tax breaks and aid that was designed to slow unemployment, stimulate the economy and extend aid to ailing state budgets. Although not as large as Obama had campaigned for, the American Reinvestment and Recovery Act does provide for short-term and some long-term investment in construction projects many see as critical to revitalizing crumbling infrastructure, modernizing schools and buttoning up buildings to reduce energy loss, among other needs.

"There's no doubt the stimulus will have a positive impact for construction businesses and their workers across the country," said Stephen Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC). "When you get beyond the politics and

Under the economic stimulus package, it's hoped that more than 3 million jobs can be saved or created.

the policy, the fact remains these investments will put people to work, save businesses and help rebuild infrastructure."

Tax breaks

The billions of dollars in infrastructure, modernization and new construction spending is expected to put a large number of workers back on the job, as many as 3 million to 4 million, with a large percentage of those in the construction industry. Jobs will spread beyond the construction site as the need for bookeepers, controllers, auditors and others overseeing financial aspects of the projects will be needed. Engineers and architects are part of the mix as well.

When workers get back on the job, they'll find less payroll taxes taken from their paychecks, as part of the plan calls for a break of $400 per individual — $800 per couple — over the next two years. Estimates show the tax break will put an extra $13 per week into workers' paychecks this year and $8 next year.

If their employers use equipment, those business owners will see a break when buying machinery. The stimulus plan extends the depreciation bonus on new equipment purchases and Sec. 179 expensing limits on new and used machinery that was part of last year's tax refund plan.

In addition to estimating the number of jobs to be created by the construction funding, AGC also calculated the benefits to personal earnings and gross domestic product (GDP). AGC Economist Ken Simonson noted that the $135 billion for construction would increase personal earnings nationwide by $75 billion and add $230 billion to GDP.

The American Recovery and Reinvestment Act includes significant monies for construction of renewable energy sources such as wind and solar.

"Whether or not you wear a hard hat for a living, these construction investments will make a difference for the better," said Simonson. "Beyond the immediate benefits, the new infrastructure projects will make businesses more efficient, commuting more reliable and our economy more prosperous for years to come."

While Obama's historic presidential win, which played a key role in passage of the economic stimulus act, was a major newsmaker in 2008, The Construction Writers Association voted the financial crisis and its effects on building as the top construction story of 2008. Many are hoping a turnaround in the construction industry will top the list in 2009. ■

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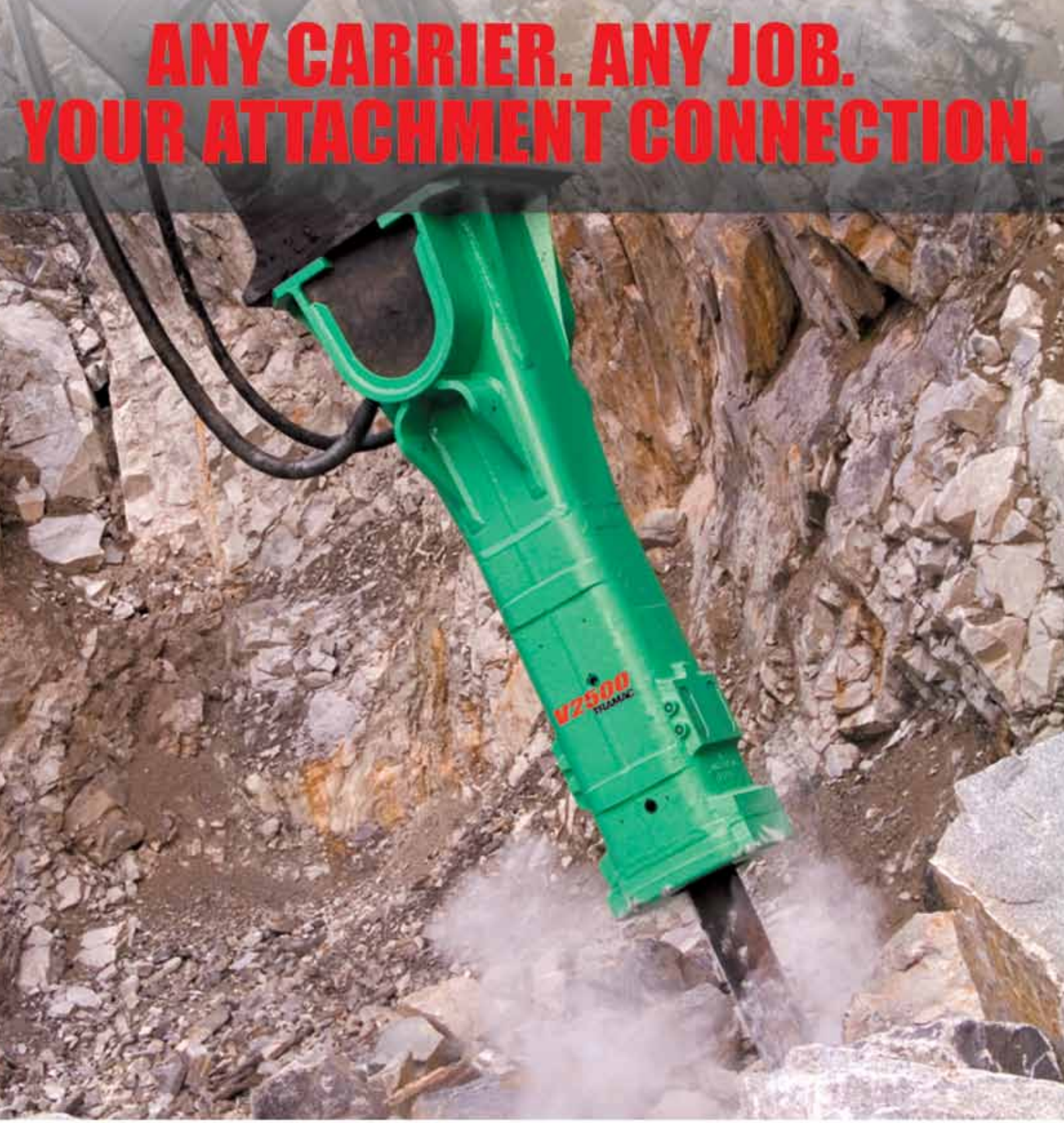

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EQUIPMENT SELECTION

LOOKING FOR VALUE?

Komatsu equipment can help you lower your bids and improve efficiency on the job

The current economic environment, which has resulted in increased competition when bidding projects, presents a classic Catch-22 for contractors. The catch is this: your bid has to be lower than ever in order to win the job, but can't be so low that you don't make money on it.

In order to be successful, both on the bid and on the job, you have to maximize your efficiency. Having productive, reliable equipment that delivers low owning and operating costs can go a long way toward delivering the efficiency you need.

"At Komatsu, our goal is to design, manufacture, sell and support equipment that delivers true value to the customer," said Erik Wilde, Komatsu Vice President, Product Marketing. "Machine productivity and reliability are two key elements of value as it relates to equipment. So are purchase price, longevity, resale, the cost and availability of replacement parts, and the cost and quality of service. Between Komatsu and our distributor network, we believe we deliver the best overall value in the equipment industry."

Komatsu quality starts in design and engineering. Research and development are cornerstones of the company's philosophy, and even during the current downturn, Komatsu continues to invest heavily in R&D.

"Within the industry, Komatsu is recognized as a technological leader," said Wilde. "We're confident that the construction cycle will turn back up — and relatively soon, we hope. When that happens, we want to be ready with cutting-edge products that people want and need."

Good results today and tomorrow

In bringing those designs to reality, Komatsu manufacturing plants use top-quality materials and processes to ensure that each machine is built to precise specs that will enable it to work exactly as it was designed and engineered to do.

"The truth is, most brand-new machines will deliver decent results," said Wilde. "The question is, for how long? How long before you start experiencing costly downtime. How long before you start getting hit with hefty repair bills? How long before you want to sell the machine? And what are you going to get for it when you do sell it or trade it in?

"At Komatsu, we make equipment for the long haul," he added. "That gives the owner choices. He can keep his Komatsu machine for many years and run it to the end; he can rebuild it for a second life; or he can trade it in or sell it and receive top dollar for it. The choice is his based on how he likes to run his business. All can be cost-effective equipment ownership

Continued . . .

Erik Wilde, VP Product Marketing

Quality is built into each Komatsu machine at the factory, including the Chattanooga (Tenn.) Manufacturing Operation. Despite the current economic downturn, Komatsu continues to invest heavily in research and development in order to remain a technological leader in the equipment industry.

The best equipment "bang for the buck"

. . . continued

Lee Haak, ReMarketing Director

styles, and all are viable options with Komatsu because of the quality of the equipment."

New or used

The fact that Komatsu equipment is built to last is important, not just to new-equipment buyers, but also to used-equipment buyers.

"Larger and stronger parts, better design, technological superiority — all of those traits make Komatsu a great used-equipment buy," said Komatsu ReMarketing Director Lee Haak. "Because of the quality that's built into Komatsu products, we're able to take the additional step of inspecting and rating all of our used machines. After they meet Komatsu's criteria, we certify them, which allows distributors to sell them with a warranty, eliminating much of the risk associated with buying a used machine."

According to Haak, Komatsu Distributor Certified used machines provide value owners can count on.

"Obviously, the main reason people buy used is because of the lower price compared to buying new. But that lower price, in and of itself, does not make a used machine a good value. As with buying new, value is determined by many factors, including downtime, repair costs and longevity. At Komatsu, especially with our Distributor Certified machines, we're confident we can deliver the value that used equipment buyers are looking for."

Added value with KOMTRAX

In the past few years, Komatsu has added even more value to its equipment by making the KOMTRAX machine-monitoring system standard on virtually all new Komatsu machines. A satellite-based tracking system, KOMTRAX not only delivers basic information like machine location and service-meter readings to an owner or equipment manager, but on some models it also includes production information such as fuel usage, idle time and load factors. Komatsu was the first manufacturer to install such a system standard, and provides free communication for five years.

"KOMTRAX allows us and our distributors to help customers with machine problems, sometimes even before the customer knows he has a problem," said Wilde. "And because we started it much earlier than any other manufacturer, we have more experience with it and are better able to show customers how they can use it to their benefit."

The total package

With its commitment to R&D and technology, its state-of-the-art manufacturing plants and processes, and its strong support structure, Komatsu is widely recognized as one of the leaders in the equipment industry. Its commitment to helping customers be more efficient on the job makes it one of the value leaders as well.

"Generally speaking, the best equipment value is going to be a top-quality machine that you buy at a fair price, and for which good support is readily available," said Wilde. "At Komatsu, that's what we try to deliver with each and every machine, and in doing so, provide the best equipment bang for the buck for our customers."

For more information on the latest Komatsu models, give us a call or stop in at our nearest branch location. ■

Equipment users can expect long-term success from new Komatsu machines like the PC400LC-8 (below) based on the success of older Komatsu units like the PC400LC-5 (right). Despite being out of production for more than 13 years, it's easy to find Dash-5 models still at work on jobsites from coast-to-coast.

DASH-8 SERIES

100% LC

(the LOGICAL CHOICE for your next excavator)

KOMATSU®

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized –8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to –7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always…

100% Komatsu. 866.513.5778 www.komatsuamerica.com

KA03

100% performance

(using 25% less fuel*)

KOMATSU®

Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

- Pushes larger loads
- Reduced operating costs
- Easier serviceability
- Improved operator comfort

Put the best the industry has to offer to work on your next job and discover your competitive edge.

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KA01

*Compared with our conventional model

THE D275AX-5 "SIGMADOZER"

Komatsu brings its innovative blade design to its 449-horsepower dozer

The efficiency and productivity of Komatsu's revolutionary Sigmadozer blade, first seen on the D155AX-6, is now available with the 449-horsepower D275AX-5 dozer.

"The design is very similar to the D155," said Komatsu Product Manager Les Scott. "Like the D155, it will automatically allow the D275AX-5 to push 15 percent more dirt compared to the standard semi-U blade. If you're moving dirt, the Sigmadozer should be your machine."

Scott said the new frontal design adopted for digging and rolling up at the center of the blade increases soil-holding capacity while simultaneously reducing sideway spillage. It also reduces digging resistance, producing a smoother flow of earth, enabling the dozing of larger quantities of soil with less power. With a blade capacity of 19.1 cubic yards, users can move significantly more material without increasing fuel consumption. The Sigmadozer uses a new blade-linkage system that holds the blade closer to the tractor for improved visibility, enhanced digging force, and reduced lateral sway of the blade.

"It's all due to the blade design and how it cuts the soil," Scott explained. "As it's going through the soil there's less resistance, so the tractor can actually push a little faster. That allows the dozer to pile more material in front of the blade and hold it there."

Optimal productivity

The Sigmadozer's extra-low profile provides machine balance and a low center of gravity while the Hydrostatic Steering System (HSS) provides smooth, quick and powerful control in varying ground conditions. The K-Bogie undercarriage system improves traction and component durability while the new track-link design reduces maintenance costs by making it easier to turn pins, with improved pin reuse.

Further adding to the productivity of the D275 are the very latest features in operator comfort, creating a quiet, comfortable environment where the operator can concentrate on the work at hand. The cab's new hexagonal design and large tinted glass windows provide excellent front, side and rear visibility.

"This is a good opportunity for us to once again step out in front of our competition," he said. "We have a dozer now that is, without question, more productive than anything else out there." ■

Les Scott, Product Manager

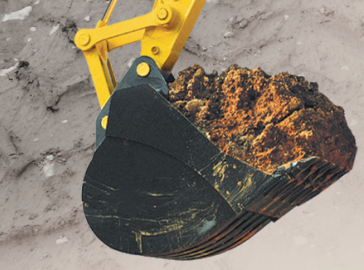
Brief Specs on Komatsu D275 Sigmadozer

Model	Operating Weight	Output	Blade Capacity
D275AX-5	113,600 lbs.	449 hp	19.1 cu. yd.

The D275AX-5 Sigmadozer pushes 15 percent more dirt than Komatsu's conventional model.

NEW! online video

For more information on the D275AX-5 Sigmadozer — and to see video of the machine in action — go to www.videocpi.com



ROLAND MACHINERY CO.

KOMATSU & YOU

CUSTOMER-DRIVEN QUALITY & INNOVATION

VP/GM of Mining says those are the main reasons for Komatsu's success

Rod Schrader

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.

Rod Schrader became Vice President/General Manager of Komatsu Mining about four years ago after holding numerous positions with Komatsu, including Director of Product Marketing and Planning for the construction division. He joined Komatsu in 1987, three years after graduating from Rose-Hulman Institute of Technology in Terre Haute, Ind.

"I oversee about 750 people in the mining division, more than half of whom are based at our Peoria manufacturing operation," said Schrader. "That number has grown in recent years as we've more than doubled the number of machines produced. We've done that without an increase in our footprint by being more efficient and hiring a great staff of people who are dedicated to quality products. I am very proud of what they've accomplished."

Accomplishments have included new products that are more efficient and productive so that users get better per-ton costs in their mining operations. That's something Rod is very happy about.

"I got into this business because I enjoy equipment, and seeing customers use Komatsu products to build their businesses and succeed makes me very proud," said Schrader. "Komatsu is a very customer-oriented business, and because of that, we've increased our market share."

Rod enjoys spending time with his wife and their three teenage children and attending their various activities.

QUESTION: Komatsu has continually gained market share in the mining industry. Why is that?

ANSWER: There are several reasons why Komatsu continues its solid reputation in the mining industry, including a dedication to outstanding customer service, not only from the company but from our distributors. Our mining division is now 100-percent ISO 9001 certified, which we believe is important because it shows our customers we're serious about our manufacturing processes, and in turn, their success. We believe we know the market better than our competitors, and we're building solid relationships and trust with our customers.

We have a saying: "Quality beats time-to-market," which means that we won't rush a product just to get into the marketplace. When we build a mining product, we take the time to ensure that it's going to be productive and efficient. Anyone involved in the manufacturing process has the ability to stop production if he or she believes there's an issue that needs to be dealt with before it can move on to the next stage of development. When customers buy Komatsu mining products, they're making a long-term investment that they expect to last 10 to 15 years. It's our duty to make sure they're making a wise investment by buying Komatsu.

Finally, we're committed to innovative products that will make our mining customers more profitable. For instance, in the past three years we've introduced several new products, such as our 960E and 860E electric-drive trucks that offer greater hauling capacity with more efficient operation to improve per-ton costs.

Innovative products such as the 960E electric-drive truck (above) and the 860E-1KT (left), which uses a Komatsu drive-trolley system, continue to set Komatsu apart when it comes to mining machines, according to Vice President/General Manager of Mining Rod Schrader.

We've gone from DC to AC drives, which are more efficient and reduce maintenance. We've matched the engines to the drive systems to maximize efficiency.

QUESTION: What other innovations are in development or have been implemented?

ANSWER: We've begun to introduce our autonomous, or driverless, trucks. We now have two fleets running in mines and are working to add additional fleets. Autonomous haulage allows the user to run a 300-ton payload 930E, for example, through the entire load cycle without having a driver. The results have been very good. Again, it's going to lower the per-ton costs versus having a truck and driver. It's a specialized tool and it's not for everyone, but in the right application — where the user has a long haul, for instance — it's fantastic.

Komatsu's new 280-ton 860E-1KT trucks are the first of their kind to use a Komatsu drive-trolley system. They work with overhead electrical trolley lines and a pantograph mounted on the truck. As the truck comes under the lines, up to 1,800 volts of electricity go through the system to drive the wheel motors. It produces faster propulsion uphill, while reducing engine rpms. The result is lower fuel consumption and emissions.

All our new machinery comes standard with Komatsu's Vehicle Health Monitoring System (VHMS), which monitors the health of major components, so owners, users and fleet managers can remotely evaluate a machine's condition and operations. Information from the machine is transmitted via satellite and the Internet to the user, Komatsu and our distributors. VHMS reports vital information such as operating condition, service meters, trends, fault and event codes, engine performance and machine operating history. Each day, users can log onto a secure Web site and check their machinery as easily as they check the latest news, weather and sports online.

QUESTION: How much input does the customer have in developing these products?

ANSWER: A lot. All our product development comes from a combination of ideas from our engineering and product-development personnel, our distributors and our customers. We collect feedback from our customers about the key priorities they need and want in their machinery. Then we set about building those machines by incorporating their ideas into emissions and other mandated standards. Because of their input, we've developed other products to help them run not only their equipment, but their mining practices more efficiently. One example is our Modular Mining software products, such as the IntelliMine Management System for open-pit mines. It has a dispatch system that tracks auxiliary equipment, water trucks, blending, crew lineup, fuel-service management, inventory reporting, payload analysis and other information.

QUESTION: What does the future hold for Komatsu mining and the industry as a whole?

ANSWER: We'll continue to work on improvements in our current products and develop new ones.

This generation of Komatsu mining equipment is revolutionary, and we expect to see continued growth in market share as our customers experience the results of our focus on quality. We expect mining to remain strong overall, and Komatsu is committed to being a leader in the industry. ■

SKID STEER LOADERS

100% comfortable

KOMATSU®

Komatsu skid steer loaders are designed for comfortable operation all day, every day. Making the operator comfortable ensures the highest levels of safety and productivity. Coupled with ease of service, durability, reliability and quality, Komatsu skid steer loaders provide the ultimate comfort and productivity package.

- Low-effort Proportional Pressure Control (PPC) loader joysticks have optional SAE/ISO pattern changer.
- Spacious and ergonomically designed operator platform provides exceptional visibility.
- Standard two-speed transmission makes short work of load and carry operations.
- Wide-opening rear door and tilt-up engine cover make access to service check and fill points a snap.
- Radial lift and vertical lift loader models make it easy to choose the right machine for your business.

When you want your skid steer loader to work for you instead of against you, the choice is 100% clear. Put a Komatsu skid steer loader to work today and enjoy the confidence that comes from machines that are…

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KA09

ROLAND MACHINERY CO.

DOLLARS & SENSE

MACHINE MONITORING SYSTEMS

KOMTRAX 2.5 upgrade adds valuable information to lower your operating costs

Users of Komatsu's original KOMTRAX wireless machine-monitoring system already get lots of benefits — such as the ability to remotely track service-meter readings, machine location, operating error codes and other information to help schedule maintenance.

Now, with a KOMTRAX 2.5 upgrade, users can get all those benefits, plus additional information, such as fuel consumption and idle time. Like the original version of KOMTRAX, users of KOMTRAX 2.5 get five years of free communications from the date of purchase.

"Adding fuel consumption and idle time gives the user valuable information on how the machine is being used, and if that fuel consumption is during productive times or when the machine is sitting," said Ken Calvert, Komatsu Director of IT Support. "Constantly idling during nonproductive times wastes fuel and lowers profits. KOMTRAX 2.5 gives users the information they need to adjust running times. The idea is that it leads to less fuel consumption, thereby paying for itself rather quickly."

According to Komatsu, idle time typically accounts for about 20 percent of a machine's fuel consumption during its lifetime. When fuel prices are high, cutting that down can be a significant savings. Calvert gave an extreme example of how KOMTRAX 2.5 was used to track idle time and fuel consumption on what Komatsu termed "the most idled excavator in North America."

"The machine was tracked during a full month," explained Calvert. "During that time it consumed nearly 1,100 gallons of fuel. That wouldn't seem like a lot if the machine was productive during that entire time. However, the machine only worked 50 hours and idled for 570. That's an incredible waste, but with KOMTRAX 2.5, the owner or equipment manager could have seen early on the trend that was taking place and corrected it. It would have saved a lot on fuel costs."

Available for all types of machines

KOMTRAX 2.5 is available not only for excavators, but dozers, wheel loaders, skid steers and other Komatsu equipment. "No matter what type of machinery you use, KOMTRAX can help you lower your owning and operating costs," insisted Calvert. "KOMTRAX 2.5 is a step up in machine monitoring and management."

For more information about KOMTRAX, contact your local Komatsu distributor, or log on to www.komatsuamerica.com for a demonstration of how KOMTRAX works. ■

Ken Calvert, Director of IT Support

To see if your specific machines are eligible for the KOMTRAX upgrade, go to: www.komatsuamerica.com/KOMTRAXupgrade

Komatsu's new KOMTRAX 2.5 wireless monitoring system offers all the advantages of previous KOMTRAX systems plus fuel consumption and idle-time information. Available now, KOMTRAX 2.5 can be installed on almost any machine, and retrofitted to machines that have older KOMTRAX systems.

100% PROVEN

(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)

KOMATSU®

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.

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KA16

ROLAND MACHINERY CO.

PRODUCTIVITY POINTERS

MORE LOADS

Adding polymer liners to Komatsu articulated trucks can add to your bottom line

Articulated truck users trying to make the best of a "sticky situation" or who want their beds to last longer and have higher resale values should consider installing UHMW-PE Polymer body liners for Komatsu HM Series trucks. The liners are available for Komatsu's popular-size HM300-2, HM350-2 and HM400-2 models.

"The poly liners can be installed before the user takes delivery of a new truck or at any time after," said John Bagdonas, Product Marketing Manager for Komatsu's Working Gear Group. "Most truck users associate poly liners with projects where they have to haul wet, mucky or sticky soils because they help ensure the materials are ejected from the bed when they dump. It helps ensure they're not carrying materials back to the loading area. That's the most common use, but they're also appropriate in other circumstances as well," he added. "For instance, the liner protects the bed from abrasive materials, so the bed lasts longer, which equates to higher resale value. Additionally, because the liners are formed from a lightweight polymer material, customers can use them in areas where noise may be a problem. They're great sound suppressors."

Added advantages of the polymer liners are that they weigh nearly 75 percent less than traditional steel liners, meaning trucks can carry more material per load when weight is a factor. Despite being lightweight, the liners are durable with exceptional wear characteristics. They're impact resistant, impervious to moisture, operate within a wide temperature range and offer protection from corrosion and chemicals.

Bagdonas noted that liners are available in three grades — one made of recycled materials for basic protection, a mid-grade liner and a premium model. All specifically fit a particular-size truck, or customers can place a custom order.

Analysis shows quick return on investment

A sample payback analysis that compared an HM400-2 truck using the mid-grade polymer liner and one without showed that having the polymer liner helped users move more material. Data showed that the lined truck hauled an additional 192 tons of material in an eight-hour day.

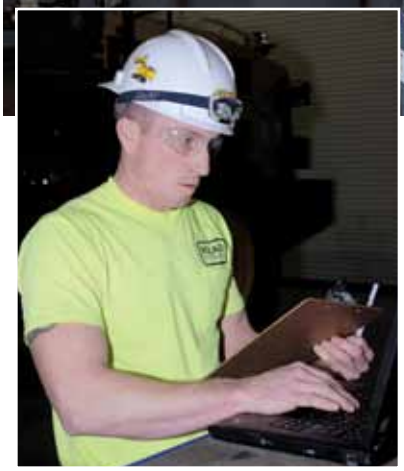
"In the analysis, the lined truck carried back less material to the loading area," noted Bagdonas. "The conclusion gained from the analysis was that those extra 192 tons per day would lead to customers recouping their investment for that particular liner in less than three weeks. That's a phenomenal return on investment." ■

John Bagdonas, Product Marketing Manager Working Gear Group

Polymer liners are available for popular-size Komatsu HM articulated trucks and help protect the bed as well as make dumping sticky materials more efficient.

ROLAND AT KATC

Technicians take first place in more than half of categories at annual competition



Roland Technician Perry Zach (above center) receives one of his two first-place awards from Komatsu's John McFarland (left) and Mike Tajima. Zach took first in the D155AX-6 crawler dozer and the WA500-6 wheel loader categories.

Members of the Roland team who attended the KATC were (L-R) Adam DePeau, Perry Zach, Chad Williams, Dan Dillie, Andy Wilkerson, Trainer Mike Bond and Trainer Mark Sperber.

Roland Machinery technicians took top honors in five categories at this year's Komatsu Advanced Technician Competition (KATC), including the title in the team competition, where a group of technicians had to troubleshoot and fix a BR580JG crusher. Teams were not told ahead of time what machine would be in the team competition.

"Teams go into that competition blind," explained Roland Training Manager Mike Bond. "It's also not as common a machine as a wheel loader, dozer or excavator, so there really was no way to prepare for it. Our guys did an outstanding job of diagnosing the problems and finding a solution to fix them. We're very proud of their efforts."

Along with Bond, the Roland team included Training Manager Mark Sperber and Technicians Perry Zach and Adam DePeau, who were among a group of seven that represented Roland at KATC. The competition is designed by Komatsu to test technicians' ability to listen to customers, diagnose preset problems using their knowledge and source materials and find a solution to fix them. Roland technicians who competed had to first win an in-house competition.

Zach repeated his success from last year, taking two individual first-place titles. This year, he won the D155AX-6 crawler dozer and WA500-6 wheel loader competitions. Last year, he placed first in the excavator and wheel loader categories. DePeau took the top spot in the HM400-2 articulated truck and D39PX-22 crawler dozer categories. Each first-place finish netted the winners a trophy and a cash prize.

Dan Dillie placed second in the CK35 skid steer category, rounding out Roland's top-two finishes. Second-place award winners also won a cash prize.

Contestants were judged on their ability to use resources such as manuals and computers as they diagnosed and fixed a problem with a particular machine. Komatsu personnel acted as "customers" whose machines weren't running properly. They also served as judges.

The team competition, which Roland technicians won, focused on a "mystery machine," which turned out to be a BR580JG crusher. Teams of distributor technicians competed to find the problems associated with it.

"The purpose of the KATC is to improve technicians' troubleshooting skills, which in turn benefits the customer in decreased downtime," said Bond. "We place a great emphasis on our technicians' training, and it shows in competitions such as the KATC. But more importantly, it equates to less time to troubleshoot, diagnose and fix customers' machines so they can get back to using them for production. KATC just confirms that we're doing the right thing."

For more information on KATC and to see video and pictures of this and previous years' competitions, visit www.kactraining.com/atc. ■

Adam DePeau (below center and above in cab) won the D39PX-22 crawler dozer and HM400-2 articulated truck competitions.

Komatsu's John McFarland (left) and Mike Tajima (right) present the top award to (L-R) Adam DePeau, Perry Zach and Mark Sperber for winning the team competition.

ROLAND MACHINERY CO.

VOICES

Welcome to VOICES, the new feedback forum for *Industry Scoop* readers.

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine — or almost anything. It also invites your questions. Unlike a traditional "Letters to the Editor" column, VOICES will answer your questions, respond to your comments and address the issues you care about. We hope you'll take the opportunity to participate in the conversation with us about what's important to you.

Please e-mail your questions and comments to: IndustryScoopEditor@constpub.com

QUESTIONS & COMMENTS

Here are the types of questions and comments we hope to receive:

Questions & Answers

QUESTION: When will economic stimulus money actually be spent on construction projects? How can I find out what jobs are being let in my region?

ANSWER: So-called economic stimulus money is already flowing. Much of the road and bridge money is already assigned to projects. The U.S. Government's www.recovery.gov Web site is a good source for general information on stimulus spending.

As for local construction projects to be funded with stimulus money, you should check with the state DOT and local municipalities. State or local industry organizations might also have good and updated information on area projects.

QUESTION: Every day we read about companies being in difficult financial straits — even the big auto makers. How is Komatsu faring during this economic downturn?

ANSWER: Like most businesses, and all heavy equipment manufacturers, Komatsu has felt the effects of the worldwide economic slowdown. Sales are down from a year ago. Nonetheless, despite the pain, and in stark contrast to other major companies, like U.S. automakers that are in danger of failing or requiring bailouts during this recession, Komatsu remains profitable. As the world's second-largest manufacturer of construction and mining equipment, Komatsu looks forward to returning to a more normal business environment, later this year, we hope.

Comments & Replies

COMMENT: I'm happy to see the government has passed a so-called "stimulus plan," but I don't think it's big enough. I would have liked to have seen a lot more than $27 billion for roads and bridges. Our transportation needs are much greater than that and with more money, we would be able to put a lot more people back to work.

COMMENT: I saw the article in the magazine where the Komatsu D51 dozer won an award for best new design. I just wanted to say that I bought one last year and totally agree that it's a cut above other dozers. The visibility to the blade is outstanding, which helps make it an excellent final-grade tractor.

REPLY: The D51 was the first of the new Dash-22 series of mid-size dozers from Komatsu. Since then, three smaller units, the D31, D37 and D39 have also been upgraded to the Dash-22 version, which features a super-slant nose and cab-forward design that puts the operator closer to the blade. ■

USED EQUIPMENT SPECIALS OF THE MONTH

EXCAVATORS

Make/Model	Year	Hours	Price		Location
Komatsu PC78MR-6	'04	2,457	$64,500		Marengo, IL
Komatsu PC50MR	'04	938	$39,500	RENT!	Bolingbrook, IL
Komatsu PC50MR-2	'06	1,161	$40,000		Franksville, WI
Komatsu PC138USLC-2	'03	4,750	$54,500	RESERVED!	Springfield, IL
Komatsu PC150LC-6	'98	9,115	$39,500		Franksville, WI
Komatsu PC150LC-6	'99	5,600	$45,000		Cape Girardeau, MO
Komatsu PC200LC-7	'05	3,800	$84,500		Schofield, WI
Komatsu PC200LC-7	'04	5,418	$72,500	REDUCED!	Schofield, WI
Komatsu PC200LC-7	'06	724	$90,000		DePere, WI
Komatsu PC200LC-8	'06	1,900	$89,500	RENT!	Springfield,IL
Komatsu PC200LC-8	'07	Low	$105,000	RENT!	Bridgeton, MO
Komatsu PC228USLC-3	'01	4,587	$75,500	REDUCED!	Marengo, IL
Komatsu PC228USLC-3	'04	3,500	$72,000		DePere, WI
Komatsu PC228USLC-3	'05	4,268	$82,500	RENT!	Bridgeton, MO
Komatsu PC300LC-7	'04	7,167	$99,500	REDUCED!	Bolingbrook, IL
Komatsu PC300LC-6	'01	11,736	$67,500		Bridgeton, MO
Komatsu PC400LC-6	'03	3,326	$155,000	RESERVED!	Springfield, IL
Komatsu PC600LC-6	'00	12,122	$88,500		Bridgeton, MO
Komatsu PC750LC-7	'04	4,609	POR		Bridgeton, MO

COMPACTION, MILLING & PAVING

Leeboy L8000T	'87		$5,700		Bridgeton, MO
Leeboy 8500HD	'05	2,500	$45,500	DEMO!	Bridgeton, MO
Leeboy 8500HD	'96	2,836	$22,500		Bridgeton, MO
Leeboy 8500HD	'04	1,810	$52,500		Bridgeton, MO
Roscoe 915	'05	350	$42,500	RENT!	Cape Girardeau, MO
Ingersoll Rand SD105DX	'03	1,487	$52,500	REDUCED!	Franksville, WI
Vibromax 1106D	'99	2,800	$37,500		DePere, WI
Galion P3500A		3,057	$6,000		Schofield, WI
Ingersoll Rand DD24	'00	2,400	$16,500	REDUCED!	Columbia, MO
Ingersoll Rand DD24	'04	2,728	$16,500		Bolingbrook, IL
Hypac C747B	'06	2,412	$13,500		Portage, IN
Hyster C747B	'01	3,997	$14,500		Springfield, IL
Hypac C778B	'01	1,949	$29,500		Portage, IN
Blaw-Knox PF161	'94	7,350	$24,500		DeForest, WI
Blaw-Knox PF500	'87		$19,000		DePere, WI
Cat 816B Landfill Compactor	'86		$25,000	RESERVED!	Eau Claire, WI

FORESTRY

Valmet 524 Forwarder	'92	8,315	$40,000		Escanaba, MI
Valmet 901C	'97	8,763	$75,000		Escanaba, MI
Valmet 860/8	'95	15,300	$65,000		Escanaba, MI
Timbco 415B	'96		$95,000		Eau Claire, WI
Timbco 415D	'99	7,365	$165,000		Escanaba, MI
Timbco 415D	'01	11,010	$145,000		Schofield, WI
Timbco 425E Processor	'01		$145,000		Escanaba, MI

DOZERS

Make/Model	Year	Hours	Price		Location
Komatsu D475-3	'03	15,197	$525,000		Rockdale, IL
Komatsu D65EX-12	'96	6,828	$49,500		Palmyra, MO
Komatsu D65EX-12	'03	1,605	$99,500		DePere, WI
Komatsu D65PX-12	'00	9,364	$72,000		Springfield, IL
Dressta TD9H	'04	471	$52,500	REDUCED!	DePere, WI
Cat D6N XL	'03	3,841	$88,500		Bolingbrook, IL
Cat D5C LGP	'01	4,500	$42,500		DePere, WI
Cat D5G LGP	'02	4,300	$40,500		Eau Claire, WI
Case 1150G LT	'97	4,300	$35,750	RESERVED!	Eau Claire, WI
John Deere 550G LGP	'96	4,861	$29,500		DePere, WI
Dresser TD9H	'95	5,579	$20,000		DePere, WI
Komatsu D31P-20	'93		$18,000		Escanaba, MI
Komatsu D31PX-21	'06	317	$56,750		Eau Claire, WI

WHEEL LOADERS

Komatsu WA500-3	'99	20,000	$70,000		DePere, WI
Komatsu WA380-5L	'06	4,264	$115,000		Springfield, IL
Komatsu WA400-1	'87	12,564	$39,500	REDUCED!	Bridgeton, MO
Dresser 520B	'86	7,397	$29,750		Schofield, WI

MISCELLANEOUS

Cat 311B	'96	4,080	$29,500		Marengo, IL
Cat 315C L	'01	3,060	$55,500		Springfield, IL
Cat 315C L	'05	2,800	$68,500		DePere, WI
Cat 325B L	'97	12,172	$42,500		DePere, WI
Volvo EC160 BLC	'04	3,200	$58,500		DePere, WI
Cat 416B	'95	6,815	$16,500		Palmyra, MO
Case 90XT Skid Steer	'98	3,000	$9,500		Springfield, IL
Hitachi ZX450LC	'05	5,060	$139,500	RENT!	Bridgeton, MO
Hitachi EX400LC-3	'96	14,173	$36,500	RESERVED!	DePere, WI
Dresser 210M 60-Ton Haul Truck	'89		$57,500		Bridgeton, MO
Dresser 210M 60-Ton Haul Truck	'89		$57,500		Bridgeton, MO
Terex TA40 Artic Truck	'03	6,000	$74,500		Bolingbrook, IL
Volvo A35C	'01	5,111	$117,500		Schofield, WI
Moxy MT30	'95	9,000	$37,500		Schofield, WI
Tramac V55 Breaker	'02		$36,500		DeForest, WI
Metso ST620 Mobile Screen. Plant	'05	512	POR		Palmyra, MO
Rosco RA-200 Spray Patcher	'95		$5,000		Franksville, WI
Rosco RB48	'00	2,429	$20,500		Eau Claire, WI

MOTOR GRADER

Cat 140G	'87		$69,500		Bolingbrook, IL

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