

EDGE

A publication for and about customers of RoadBuilders Machinery and Supply Co., Inc.

Featured in this issue:

**LINHART
CONSTRUCTION, INC.**
Specializing in building retaining walls
has kept this contractor busy
for almost 20 years

See article inside...



KOMATSU



President Jim Linhart

A MESSAGE FROM THE PRESIDENT



Phil McCoy



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



Dear Equipment User:

There are some signs that the economy, including the construction industry, is slowing down a bit. So should we be concerned? Hardly. In fact, there are many reasons to be glad that the boom of the past few years is reaching a plateau.

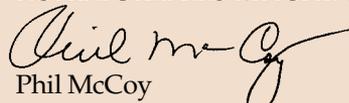
First of all, it's not as if a downturn is imminent. Far from it. Yes, the rate of growth is slowing, but construction put-in-place is still at a record level. Think of it as similar to climbing a mountain (albeit a mountain with no top). It's not a straight shot up and then all downhill. Occasionally, you have to go sideways to find the best path, and maybe even rest a little, before continuing on up.

With slightly lower demand, such a rest period should help ease price hikes for raw materials, improve equipment inventories, and reduce the need for additional hard-to-find employees. A slowdown in the rate of growth also enables you to do more of those jobs that you've had to turn down because you didn't have the time to do them.

At RoadBuilders Machinery and Supply Co., Inc., we look forward to working with you during any and all industry cycles. With Komatsu, we believe we have the most productive and reliable equipment on the market, including three new machines — the D155AX-6 dozer, the HM300-2 articulated hauler, and the WB146-5 backhoe loader — that are featured in this issue of your *RoadBuilders' Edge* magazine. In addition to the products we sell, we want to work with you to provide the support programs that will help you keep your machines up and running.

So please stop in or give us a call. We at RoadBuilders are very optimistic about both the short- and long-term state of the construction industry and other industries that use heavy equipment. We also understand that our success depends upon your success, and therefore, we're committed to helping you in any way we can.

Sincerely,
ROADBUILDERS MACHINERY & SUPPLY CO., INC.


Phil McCoy
President



The RoadBuilders'

EDGE

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IN THIS ISSUE

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Find out how specializing in retaining walls has led to growth and success for this Omaha-based contractor.

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KOMATSU & YOU

Mike Evans, VP Product Support for Komatsu America, explains the manufacturer's commitment to "world-class" product support.

NEW PRODUCT

Check out the new Sigma Dozer, Komatsu's totally redesigned D155-size dozer, and find out how it delivers unrivaled productivity in its size class.

MORE NEW PRODUCTS

Komatsu's new WB140-6 backhoe offers greater productivity along with improved operator comfort.

PRODUCT NEWS

Find out how Komatsu made its new Dash-2 series articulated dump trucks (ADTs) even tougher, more powerful and more technologically advanced than its predecessors.

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RELIABLE EQUIPMENT
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A SALUTE TO A CUSTOMER

LINHART CONSTRUCTION, INC.

Specializing in building retaining walls has kept this contractor busy for almost 20 years



Jim Linhart,
President

Twenty years ago, Jim Linhart had dreams of starting his own company. After working for his father for several years, he decided to go out on his own. So, with a 1967 Chevy pickup, an old skid loader and a borrowed wheelbarrow, he was in business.

As Linhart Construction, Inc., he started building concrete and brick patios with the help of a couple of part-time employees. To supplement the company's income during those early years, he also framed houses during the winter months.

Today, the Omaha-based company employs 20 people who work throughout the Midwest — building retaining walls and laying brick.

First big job

The company's first big job was in 1989 when Linhart and his small crew laid 350,000 square feet of paving brick at the ConAgra corporate headquarters in Omaha.

"We started in May and finished by Labor Day," he said. "The next year it rained all the time, but we were still able to increase our sales. We really never went backwards, we just worked a lot of hours."

Linhart and his employees continue to work long hours, starting almost before the sun comes up. "My day starts at 5:15 a.m.," said Linhart. "The foremen meet here between 6 and 6:15 a.m. loading trucks and heading out."

Crews work five days a week and employees are very dedicated, according to Linhart. "I'm very fortunate to have great employees."

Recent projects

Linhart's most recent project was at the "Big T" bridge, part of the Antelope Valley Project in Lincoln. Crews installed 126,000 square feet of retaining walls for the state of Nebraska. It was a challenging project, according to Linhart, because of the amount of material that had to be moved — 150,000 tons of sand.

Right now, crews are working on the Dodge Street overpass in Omaha, building retaining walls and doing brick and stone paving work. Other jobs have included a 28,000-square-foot retaining wall for the Shadow Lake Towne Center in Papillion, as well as several other segmental walls in the Omaha metro area and a large amount of Interstate work for the Department of Roads.

"Omaha and Lincoln have been very good to us," affirmed Linhart, who is a MBE (Minority Business Enterprise) contractor.

Four at once

Usually Linhart has his people working on four different jobs at one time, ranging from residential to commercial and heavy

Headquartered in Omaha, Linhart Construction, Inc. works primarily on retaining-wall projects in Omaha and Lincoln and surrounding areas.





Foreman Mike King, a 14-year veteran employee of Linhart Construction, Inc., digs out an access ramp to a retaining wall using a Komatsu PC228USLC-3 excavator. Crews here are working at a duplex development in northeast Lincoln.



highway projects. "We have a variety of small equipment that we can use to complete almost any type of job," he reported. "In fact, we're not afraid to tackle almost any type of work."

A typical job for the company involves excavating for the new retaining wall, building it, then compacting the soil behind it. The wall is usually built using modular blocks or panels and generally involves moving a large amount of material.

"Our speed is really good, our timing's good and our iron is good," observed Linhart. "These factors, along with only a few equipment breakdowns because of close attention to maintenance, all contribute to our increased production."

Relies on Komatsu

To keep production high and complete their projects on time, Linhart has to be able to rely on his heavy equipment. In recent years, he has turned to RoadBuilders in Omaha and Sales Manager Warren Kutz for much of that equipment.

Linhart's first piece of Komatsu equipment was a PC40 compact excavator. He bought it in 2000 and it's still used every day. "It has 4,000 hours and continues to go strong," he said. "Those are not easy hours, either. It just never wears out, it's still just as good as the day I bought it."



Since that first Komatsu machine, Linhart has purchased a number of others from RoadBuilders, including two more compact excavators (another PC40 and a PC35), two PC228 excavators, a D39PX dozer and two WA380 wheel loaders. He also rents equipment occasionally, including an HM400 articulated truck for a recent project.

"We've had really good luck with our Komatsu equipment," he said. "In fact, we

Operator Jose Chavez backfills a retaining wall with a Komatsu PC40 excavator with bolt-on rubber tracks. This was Linhart Construction, Inc.'s first Komatsu machine and Foreman Mike King said, "I wouldn't trade it for anything."

Continued . . .



Good equipment contributes to good jobs

... continued

plan to keep most of our machines forever; it's hard to sell them because they don't break down. My guys like the Komatsus, too, and my mechanic really likes them because he doesn't have to work on them very often."

PC228s a favorite

The PC228s are a favorite because of their tight-tail-swing feature. "That's the only way we'll buy an excavator," insisted Linhart. "My guys don't bang it up, and that's important to me. I hate beat-up equipment, and with the

tight tail swing, the operators don't have to worry about hammering into something. They use the PC228s often for lifting wall panels and block or moving dirt — it's just a nice, balanced, comfortable machine."

The D39PX dozer is one of the few used machines in Linhart's fleet. It was certified through Komatsu's ReMarketing program and runs great, according to Linhart. "We use it for leveling backfill behind the walls, and it has really increased our production time because the operator can use it like a skid loader."

Linhart also said he's been very satisfied with the WA380 loaders. "I like that they don't break down; they're very reliable."

In the future, they may look at a PC308 excavator for more volume. "Sometimes we get in jobs where we need something bigger," said Linhart. "When we get the right job, we'll probably add that one to our fleet."

Spotless equipment

One in-house mechanic does most of Linhart Construction, Inc.'s work, which is usually just maintenance. "We haven't had much repair work," Linhart noted. "We bring all the equipment to the shop after a job and go through it, which includes washing and waxing the machines. I don't want to see one broken thing — I don't care if it's a radio, I want it fixed. If we're not going to use a machine for a while, it is detailed-out."

Linhart admits he's picky about the condition of his equipment. "I want everything nice. Maintenance is a big deal for me — I'm particular even about the paint."

He recently built an 11,000-square-foot building to house all the equipment during the winter months.

As the company President, Linhart is also just as particular about the company's safety program. "I'll stop a guy on the spot if he's doing something unsafe," he said. "The last thing in the world I'd want is for someone to get hurt. We're constantly looking for frayed cables, or anything else that could cause a safety problem; we've had a very good safety record."



Linhart Construction, Inc. crews cut, filled in low spots and leveled this trench for a five-foot-high retaining wall for a duplex development in northeast Lincoln.



Jared Alexander, nephew of Linhart Construction, Inc. President Jim Linhart, places concrete blocks on one of four retaining walls that total more than 2,400 linear feet at the duplex project in Lincoln.

Linhart Construction, Inc.'s crew at the Lincoln duplex project includes (L-R) Foreman Mike King, and workers Jared Alexander, Jose Chavez and Brandon Retikis.



Hard work, good employees and paying bills on time has helped Linhart build a solid reputation for Linhart Construction, Inc. "Dedication and liking what you do are what it takes," he emphasized. "I like getting things done and making sure the work is done right and on time."

"We also need to be able to adjust to the times," he added. "We have to listen to people, get everybody's opinion and keep an open mind; that's how we've been successful."

Looking to the future

Looking ahead, Linhart sees some diversification and slow, steady growth for the company. "I eventually see us getting bigger at a manageable rate when we're ready to take that next step," he said.

"We'll probably add a few more crews, and it looks like we're going to go on the road," he predicted. "We're talking about doing some work in Arizona as well as in Kansas and South Dakota."

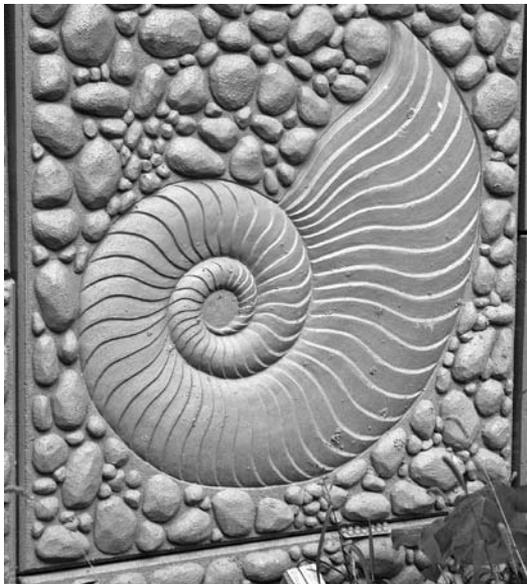
Linhart plans to continue to be on the job when those changes take place. "There's no way I'm ever going to retire," he said. "I've got great employees, great vendors like RoadBuilders, and we do good work. Good opportunities happen for us and I'm just happy to be here." ■



Operator Jose Chavez backfills a retaining wall with a Komatsu WA380-5 wheel loader.



In 2005, Linhart Construction, Inc. crews built this 126,000-square-foot retaining wall with decorative patterns as part of the "Big T" bridge project near the University of Nebraska campus in Lincoln.



This is one of the many decorative details on the retaining wall for the "Big T" bridge, which is part of the Antelope Valley Project in Lincoln.



RoadBuilders District Sales Manager Warren Kutz (left) works closely with Jim Linhart to meet his company's heavy equipment needs.

“AMERICANS FOR PURE WATER”

NUCA leads effort to secure more water/wastewater infrastructure funding



Eben Wyman

This Guest Opinion was written by Eben Wyman, Vice President of Government Relations for the National Utility Contractors Association (NUCA). It's excerpted from a column that appeared in the May 2006 issue of Utility Contractor magazine and is printed here with permission.

As the Bush Administration continues to give very low priority to funding programs that address the problem of America's deteriorating water and wastewater infrastructure, NUCA (National Utility Contractors Association) is embarking on a new effort to get American citizens engaged in the debate. With existing needs approaching \$200 billion, there is no better time to mobilize the general public to put pressure on the federal government to fix the nation's water and sewer systems. That is exactly what the "Americans for Pure Water" campaign will do.

The campaign is the brainchild of the Clean Water Council (CWC), a coalition of some 30 national organizations representing underground construction contractors, design professionals, manufacturers, suppliers and finance professionals committed to ensuring that America has sound, dependable water/wastewater infrastructure.

Members of CWC, which NUCA chairs, have worked tirelessly to keep this issue on the front burner on Capitol Hill. But given current White

House opposition and Congressional apathy (federal infrastructure funding has been cut for two straight years and is on the chopping block again this year), it has become clear that now is the time to reach outside of the nation's capitol and into local communities.

How you can help

There are short- and long-term solutions to the problem of the country's deteriorating infrastructure. One is the establishment of a water infrastructure trust fund as a dedicated source of revenue for water and sewer projects. Another is to reauthorize the current State Revolving Fund (SRF) programs at substantially higher funding levels.

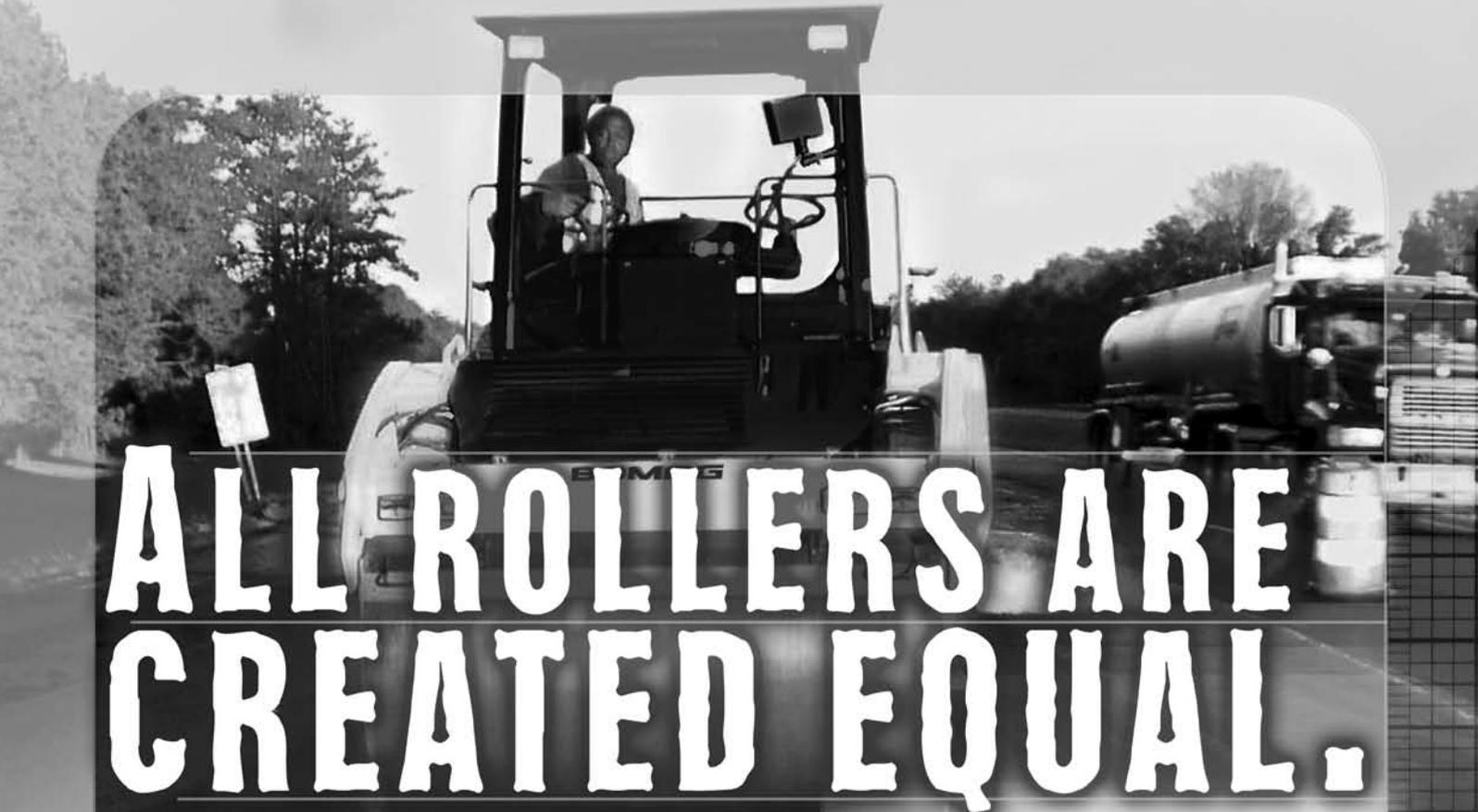
Rather than replace those efforts, the "Americans for Pure Water" campaign is designed to complement them. We want to create in the minds of the man, woman and child on the street a *direct* connection between America's failing underground infrastructure and growing problems with public health, the environment and America's overall quality of life. The goal is to get them mad and involved.

Lawmakers listen when constituents demand action. Therefore, as the campaign progresses, organizers will need people to show up and participate in public relations activities and events designed to generate local media attention.

Water is the resource we rely on most. It is needed to sustain not only life, but also the quality of life. Anyone who wants to help create a citizen backlash to the continuing water/wastewater infrastructure cuts is strongly encouraged to join the campaign. And, the time to do it is now. To become involved, please contact NUCA's Government Relations Department at (703) 358-9300. ■

"Americans for Pure Water" is a promotional effort designed to generate grass-roots support to improve the nation's water/wastewater infrastructure. The campaign will try to involve the general public, as well as industry professionals, to pressure lawmakers to increase federal funding for water, sewer and storm drain projects.





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WORKING TO BE THE BEST

Komatsu and our distributors are committed to providing “world-class” product support

QUESTION: When most of us think of product support, we think of distributors’ parts departments, shops, field trucks, technicians and PSSRs. What is Komatsu’s role in delivering product support to equipment users?

ANSWER: Likening it to my military background, the distributors’ parts and service personnel are on the front line, while we are typically in the rear, supporting their efforts. We’re a resource for them. We have access to machine information from across the country and throughout the world. By collecting that information and passing it on, we’re able to help the distributor do a better job of meeting customers’ parts and service needs.

Of course, we also provide training for distributor personnel. We recently instituted the Komatsu Learning Management System (KLMS) whereby we track the level of technician certification as a way to measure the quality of the service our distributors are providing. We also make field calls with their technicians when needed. And on the parts side, from detailed histories on hundreds and even thousands of machines, we know what parts need to be stocked at the local level. We also let distributors know the optimum number of techs, trucks and PSSRs they should have based on their territory and inventory.

QUESTION: In regard to supplying replacement parts in a timely manner, how is Komatsu’s regional parts depot concept coming along?

ANSWER: It’s no longer just a concept. We already have regional parts depots up and operating in Pittsburgh, Las Vegas and Denver, and we’ll be adding three more — Minneapolis, Portland and Savannah — within the next year.

Continued . . .



Mike Evans,
VP Product Support, Komatsu America

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.

After earning a civil engineering degree from the U.S. Military Academy at West Point, Mike Evans spent five years as a military officer in the Army’s heavy equipment division, including serving as a tank platoon leader in the first Gulf War. He later served as a Battalion Maintenance Officer in charge of repair and maintenance of 54 tanks.

With that background, he joined the service department of Komatsu America in 1995, eventually becoming Manager of Technical Support for Komatsu Mining Systems. Mike left Komatsu to work at the distributor level of the equipment business, and later joined a motorcoach manufacturer for a time. In late 2003, he returned to Komatsu as Vice President of Parts, and early this year, he was promoted to Vice President of Product Support.

“In this position I oversee activities of the Komatsu parts and service departments and develop strategies on how we can best serve our distributors and their customers,” Mike explained. “We’re developing programs and systems to help us achieve truly excellent, world-class product support. Our goal is zero downtime. Can we ever achieve it? Probably not, but we’ll definitely never achieve it if it’s not our goal.”

Married with five children, Mike likes to spend most of his free time with his family, but he says his other passion is skiing. “I especially love downhill skiing, which I do as often as possible during the season, including taking a week’s vacation out to the mountains each year. For me, it’s the best way to relax and have fun.”

Product support is Komatsu priority

... continued

The advantage of having these parts warehouses located throughout the country is that it makes it much easier for the distributor to get a part by 7 a.m. the following day — and having worked at the distributor level, I know personally how important that is, compared to getting it in at 11 a.m. or noon.

QUESTION: Most distributors now offer varying levels of a repair and maintenance contract, whereby they will provide the routine maintenance as well as repairs — work traditionally done by the equipment owner himself. What is the advantage of such a program for the equipment user?

ANSWER: A customer benefits two ways. First, he's assured that he's going to get top performance from his machine, often with guaranteed uptime. If maintenance is substandard, the machine isn't going to perform as well or last as long as it otherwise

would. By having a distributor's technician do the work, he knows it's going to be done right and that the machine is going to work the way it's supposed to work.

The other benefit is purely financial. When you analyze the full cost of having your own shop and your own mechanics — and their training, tooling and benefits — it's a very expensive proposition that most equipment owners underestimate. They think they're saving money, but when you look closely, it's usually cheaper to have the distributor do it.

QUESTION: What are a few tips you would give to equipment owners wanting to get the longest, most productive, most reliable life out of their machines?

ANSWER: Regular maintenance done properly. Oil analysis every time. Work with your distributor and use genuine OEM parts. It just doesn't make sense to put a \$200,000 piece of equipment at risk in order to save a couple of dollars by buying the cheapest oil and filters you can find. We've tested aftermarket filters that claim to be as good as our OEM product, but they're not comparable at all. They don't stop the contamination nearly as effectively, and with tolerances so tight in today's machines, it doesn't take much particulate getting through to really damage and reduce the life of a component or an entire machine.

QUESTION: Generally speaking, what do you believe Komatsu brings to the table for equipment users?

ANSWER: In my mind, there's no doubt that top-to-bottom, across the entire product line, when it comes to productivity, reliability and technology, Komatsu equipment is the best on the market — and I think most of our customers recognize that. My responsibility is to achieve that same level of performance and recognition for our product support efforts.

As of today, I can assure customers that improving product support is our top priority. My goal is to improve our product support to a "world-class" level so that it's viewed by customers as a positive difference-maker — a reason to buy Komatsu. We no longer want to be just OK, or second-best. We want to lead the way. ■



Komatsu works closely with its distributors to ensure they have the appropriate number of trucks, technicians and PSSRs to meet the needs of customers. "We also provide training and recently started assessing the skill level of our distributors' technicians," said VP Product Support, Mike Evans.



To improve parts availability to distributors and their customers, Komatsu has opened three regional parts depots, and will open three more in the next year.





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NEW PRODUCT

THE SIGMA DOZER

Revolutionary blade design greatly improves performance of Komatsu's new D155AX-6

Large construction-size dozers are becoming more commonplace on jobsites. Whether it's for heavy site-prep grading for residential subdivisions or commercial properties; or for road-building activities; or to strip overburden in a rock quarry — dozers in the 300-horsepower range are in greater demand as contractors put a premium on speed and productivity.

In totally redesigning its 44-ton, 354-horsepower, D155-size dozer, Komatsu has developed a machine that delivers unrivaled productivity in the class. Called the Sigma Dozer (so named because the shape of the Komatsu-patented Sigma Dozer blade is similar to the Greek letter Sigma 'Σ'), the all-new D155AX-6 significantly outperforms its predecessor and the competition.

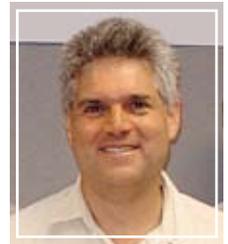
"It all starts with the revolutionary Sigma Dozer blade," said Komatsu Dozer Senior Product Manager Chuck Murawski. "For years, Komatsu engineers have been working on a dozer blade designed to improve the cutting, piling and carrying of material. The result is the Sigma Dozer, which carries 15 percent more material than the previous Komatsu model and 20 percent more than the leading competitor. Rather than spilling material around the side of the blade, the Sigma Dozer blade's unique design heaps it up in the center and promotes improved rolling."

In addition to the design that allows it to carry more material more easily, the 12.3-cubic-yard Sigma Dozer blade has dual pitch and tilt as standard equipment. Komatsu also went to an all-electronic blade hydraulic control system that is easier on the operator and eliminates horsepower loss associated with proportional pressure control.

Productive and efficient

When you combine the new blade with the new Komatsu ecot3 (Tier 3-certified) engine that boosts output by 10 horsepower, and a new automatic shift transmission with lockup torque converter, the Sigma Dozer dramatically improves both efficiency and productivity.

"With the automatic-shift transmission and lockup torque converter, you're always operating in the most efficient gear," said Murawski. "In conjunction with the blade design, which reduces digging resistance and carries material more smoothly, the automatic



Chuck Murawski,
Komatsu Dozer
Senior Product
Manager

Continued . . .

Brief Specs on the Komatsu Sigma Dozer

Model	Operating Weight	Output	Blade Capacity
D155AX-6	87,100 lbs.	354 hp (320 hp w. max cooling fan)	12.3 cu. yd.



Dozer Product Manager Chuck Murawski points to the unique, patented shape of Komatsu's Sigma Dozer blade as key to the D155AX-6's ability to push and carry 15 percent more material while using 10 percent less fuel.



Major improvements to D155AX-6 Sigma Dozer

... continued

shift enables you to doze large quantities of material with less power and therefore use less fuel. In addition to that, we've also installed the blade closer to the tractor, which improves visibility, reduces lateral sway and enhances digging force."

With the 15 percent production increase combined with a 10 percent decrease in fuel consumption, Komatsu reports fuel efficiency — the amount of fuel you'll use to move the same amount of material — is improved by a whopping 25 percent with the D155AX-6 compared with the previous D155 model, and more than that compared with competitive dozers. The unit also has 7.5 percent more



The Sigma Dozer blade is designed to promote rolling of material and to keep it from spilling around the sides.

The D155AX-6 is the first construction-class machine to get the K-Bogie undercarriage, the larger and sturdier undercarriage used on Komatsu mining dozers.



drawbar pull at 2 mph compared to the leading competitor.

Undercarriage upgrade

Beyond the large boosts in productivity and efficiency, the D155AX-6 has numerous other new features and benefits, all of which improve dozing performance and machine reliability. One of the most significantly improved areas is undercarriage, where Komatsu has replaced the X-Bogie system with the K-Bogie system, which is the same undercarriage that's used on mining dozers.

"The D155AX-6 is the first construction-class dozer to use the K-Bogie undercarriage system, which is proven technology on large dozers that run 22 hours a day in a mining environment," said Murawski. "The track frame is roughly 20 percent larger and therefore sturdier and more rugged. It also has seven track rollers instead of six, a wider track gauge and longer track-on-ground length — all of which add up to a smoother and more comfortable ride."

The ripper on the new dozer was also redesigned for better visibility and to allow it to operate at higher pressure (4,000 psi).

Operator safety and comfort

Other improvements include a ROPS structure that's now built into the cab for better visibility; a new, easy-to-use, seven-inch LCD color monitor — the same one used in the new Dash-8 excavator line; and the Komtrax monitoring system that's installed as standard equipment.

Operator comfort is assured with a cab that's wider, higher and much longer than the previous D155. The operator will also appreciate a cab damper-mount system that keeps shock, vibration and noise to a minimum.

Routine maintenance is easily accomplished due to centralized check points and easy access to the engine through gull-wing doors.

"At our Field Days demonstration, operator comments about the machine were very favorable," said Murawski. "All of us at Komatsu are convinced the new D155AX-6 is the clear leader in its class and will pay dividends for equipment users by doing more for less." ■



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MORE NEW PRODUCTS

NEW BACKHOE LOADER

Komatsu's WB146-5 offers greater productivity through innovative design changes

For more information on the WB146-5 backhoe loader, contact your sales representative or your nearest branch location.

Komatsu's new WB146-5 backhoe loader was redesigned from its predecessor, the WB140-2, which it replaced. New features include a larger cab with more glass area for better visibility, a new S-boom design and a more powerful engine with 16 percent more torque for increased productivity.

When Komatsu designed its new WB146-5 backhoe loader it included the best its previous model had to offer and added innovations to make it even more productive.

"We believe the backhoe user is going to be very impressed with this new model, which replaces our WB140-2," said Jeff Aubrey, Product Manager Backhoe Loaders. "We redesigned our previous model from the ground up, making significant improvements in the areas that will help the user get more work done in less time."

Changes are noticeable just by looking at the machine, which includes a larger cab with more glass area for 360-degree visibility. A corner exhaust with a front-roof cutout provides an unobstructed view when the loader bucket is at full height. Further cab appointments include

an adjustable seat and adjustable steering and backhoe controls, allowing the machine to better fit any operator. Switches and gauges are clustered to simplify operation.

Visibility was further enhanced in the backhoe digging and loading operations with the WB146-5's new S-boom design that gives the operator a better view of the trench and truck. Backhoe buckets are equipped with Extreme Service (XS) adapters and a variety of tooth designs for multiple applications. Reversible outrigger pads accommodate both earth and paved surfaces.

More powerful and stable

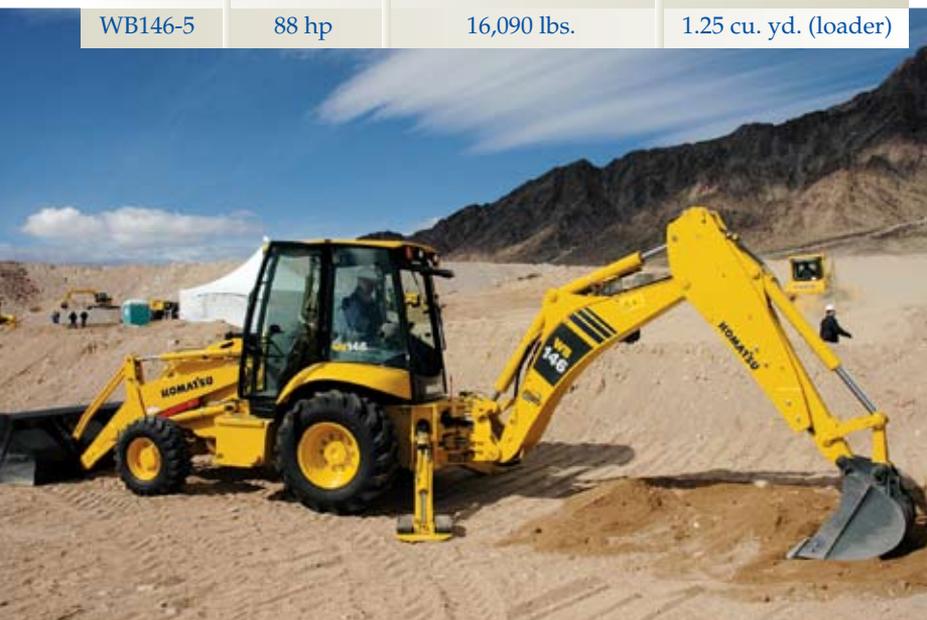
A more powerful 88-horsepower engine with 16 percent more torque, combined with Komatsu's HydraMind™ hydraulic system, provides speed, power and control in both backhoe and front-loading operations. The system is efficient, incorporating two working modes (Economy and Power) and includes the "speed up" function to increase the working speed of the front loader. The loader also has dual-direction, parallel-lift linkage to keep attachments level throughout a lift. A larger-capacity loader bucket with bolt-on cutting edge is standard.

The engine is housed in a redesigned front end with a heavy-duty, cast nose guard/counterweight, which protects the engine compartment and improves the balance of the machine. The front grille removes easily for cleaning the radiator.

"The new WB146-5 was designed with more production in mind. The speed and power of this machine can make the operator very productive. The operator comforts will result in less fatigue at the end of the work day," Aubrey pointed out. ■

Brief specs on the WB146-5

Model	Output	Operating weight	Bucket capacity
WB146-5	88 hp	16,090 lbs.	1.25 cu. yd. (loader)





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PRODUCT NEWS

ARTICULATED TRUCKS UPGRADED

More power and technology in Komatsu's new Dash-2 series of American-built ADTs



Steve Moore,
Komatsu Senior
Product Manager

For more information on Komatsu articulated trucks, contact your sales representative or our nearest branch location today.

Since Komatsu began producing articulated dump trucks in 2001, the units have made a name for themselves as being among the best performing in the industry. Now, with the introduction of the new Dash-2 series, Komatsu has made its ADTs even tougher, more powerful and more technologically advanced.

The HM300-2, HM350-2 and HM400-2 have new ecot3 (Tier 3-compliant) engines with a significant power boost; the Komtrax monitoring system as standard equipment; and a new style that includes a reinforced bumper and transmission guard. On the HM300-2, Komatsu also increased low-end torque by about 10 percent and made improvements to the transmission to handle the extra power so the unit is now about 11 percent more productive.

"These new articulated trucks are a definite upgrade," said Steve Moore, Komatsu Senior

Product Manager. "But equally significant to the changes is how far we've come in such a short time. We're now a significant player in articulated trucks. Our units are 100 percent Komatsu with everything designed and manufactured by us and we're one of the only manufacturers who can say that. We're also perhaps the only manufacturer that totally produces its ADTs in the U.S. We've been building our artics at the Komatsu Chattanooga Manufacturing Operation since January 2005, and now most of the units sold in North America come from Tennessee."

More loads hauled

With the new ecot3 engine, the Komatsu ADT line delivers faster acceleration and higher travel speeds, which means more loads hauled per day. To assure shockless shifting and to maximize the life of the powertrain, the transmission is electronically controlled, similar to Komatsu's highly successful rigid-frame dump trucks. Also similar to the rigid trucks is the ADT line's braking system, which features large-capacity, continuously cooled, wet, multiple-disc brakes that also function as a retarder.

The HM300-2, HM350-2 and HM400-2 have heaped body capacities that are among the highest in their respective classes and have loading heights that are among the lowest. Turning radius is also among the best in the industry, enabling all three units to work on cramped jobsites.

"As far as a smooth ride, comfort and ease of operation, I think any operator who's ever been in a Komatsu ADT will testify that it's first-class," said Moore. "We'll happily demo our units against any competitor at any time because we believe the Komatsu difference will show through early — and that it will prove itself over time." ■

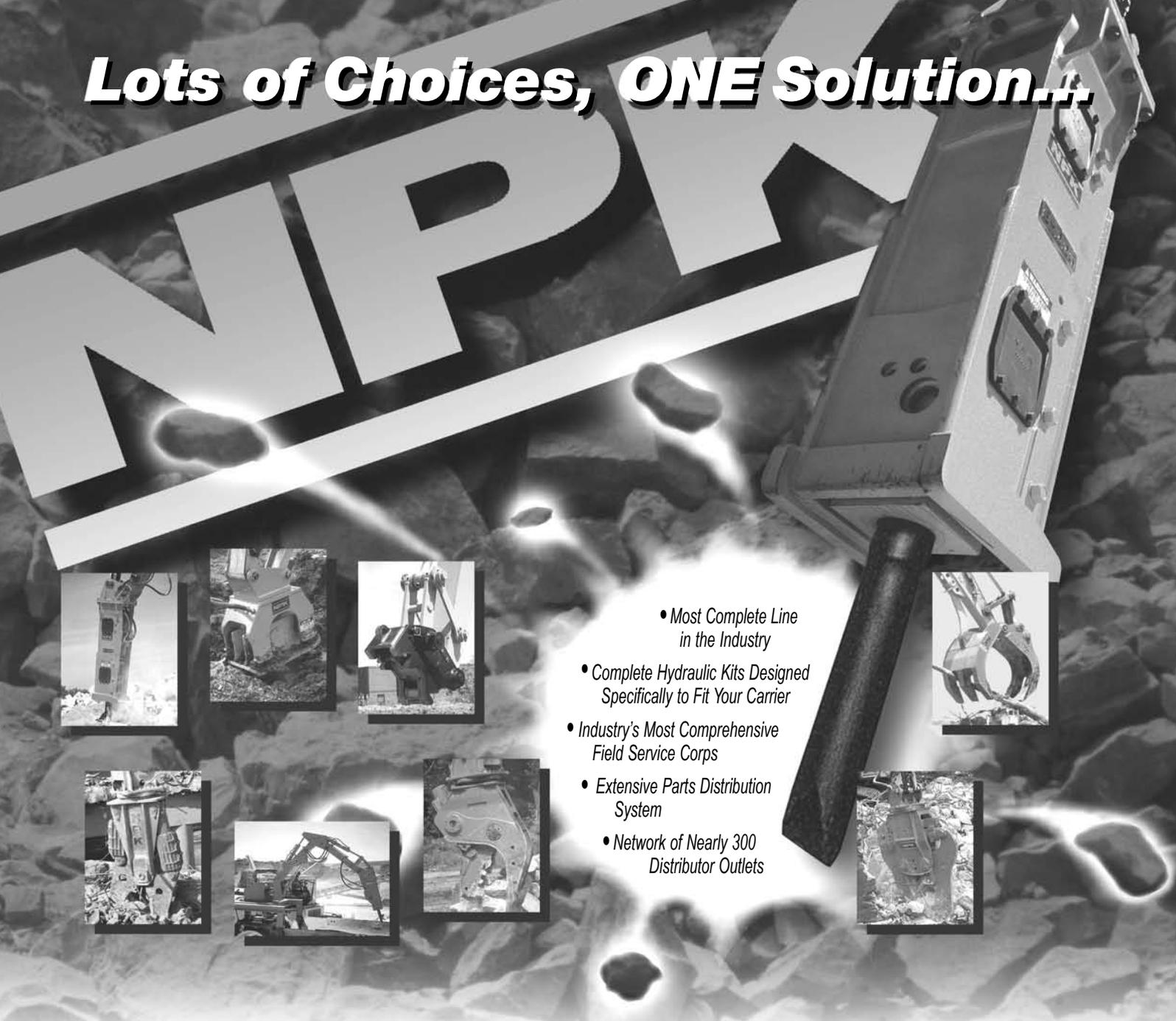
Brief Specs on the Komatsu ADTs

Model	Gross Vehicle Weight	Output	Capacity
HM300-2	113,360 lbs.	329 hp	21.7 cu. yd./ 30.1 tons
HM350-2	139,900 lbs.	394 hp	25.9 cu. yd./35.6 tons
HM400-2	152,200 lbs.	453 hp	29.2 cu. yd./ 40 tons

Komatsu's Dash-2 series of articulated trucks has higher horsepower, KOMTRAX, and is built in Tennessee.



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IMPROVE EQUIPMENT UPTIME

Contractor discovers benefits of using KOMTRAX as part of a comprehensive preventive maintenance program

For Brent Hawkins, Owner and President of Marietta, Georgia-based Earthworks Grading & Concrete, Inc., equipment uptime is crucial. The company, which does mass grading and/or roads for large residential subdivisions, is known for doing quality work, and doing it quickly.

In order to get the uptime that delivers the productivity his customers count on, Hawkins uses late-model Komatsu equipment, including two excavators (PC300LC-7 and PC220LC-7), three dozers (D65, D41 and D39), two HM300 articulated dump trucks and a GD555 motor grader. He installed the KOMTRAX equipment monitoring system on each and every machine.

"I don't have a shop or a mechanic. I have my Komatsu dealer do all my maintenance and service work," Hawkins explained. "It saves me money, simplifies my life and keeps me doing what I do best, which is moving dirt."

For more information on KOMTRAX and how it can benefit your operation, contact your PSSR or the service manager at our nearest branch.

Brent Hawkins of Earthworks Grading & Concrete uses the KOMTRAX equipment monitoring system on all eight of his Komatsu machines. "We're on a planned maintenance program with our Komatsu distributor and KOMTRAX is an integral part of that," said Hawkins. "It also helps me track how and where my equipment is being used."

Hawkins says the initial reason he got KOMTRAX was for convenience — so he wouldn't have to track everything himself, then call and schedule the maintenance every time it was due. "With KOMTRAX, my dealer tracks machine hours and gets machine locations, then just comes out and takes care of the service whenever it's required.

"In addition to the convenience, I've found KOMTRAX to be an easy-to-use system that helps me run my business better," he added. "I check the reports every week or so, just to see where we've been and to plan where we're going. If there's ever any question as to where a machine has been, KOMTRAX answers it by verifying times and dates, and even printing out a map of where the machine has been."

Vandalism and theft deterrent

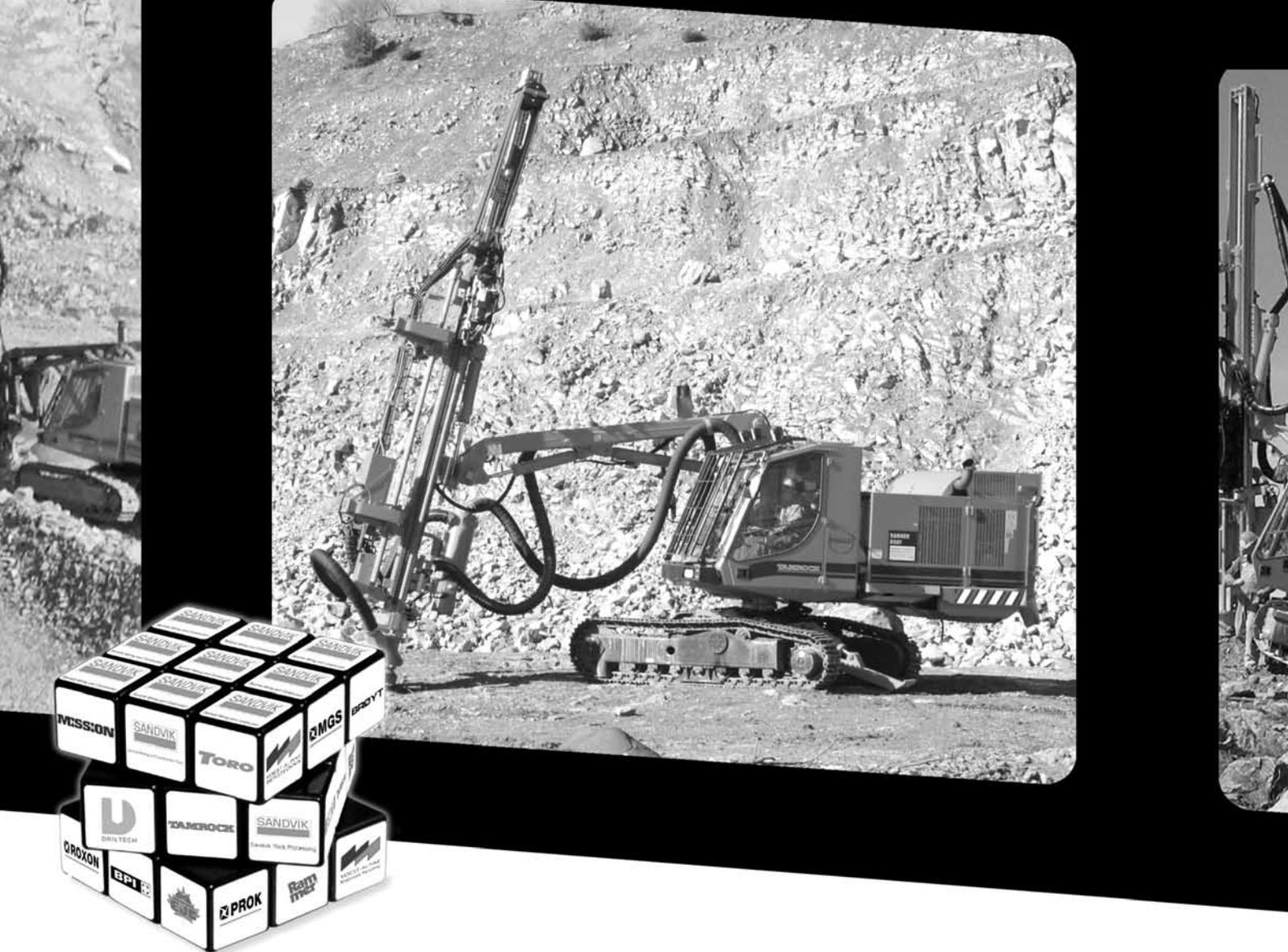
Hawkins says he's convinced that KOMTRAX is paying off for him.

"One of our pipeline customers ended up spending \$12,000 for a motor on a machine that wasn't a whole lot older than ours. I credit KOMTRAX and our planned maintenance program for keeping our repair bills to a minimum. The guys from the distributorship are specialists, and because of that, I really believe we're being taken care of much better by them than we could take care of ourselves."

As for KOMTRAX itself, Hawkins says he intends to upgrade his system to include geofencing (an out-of-area alert system) and anti-theft features.

"We've experienced some equipment vandalism, and theft is always a possibility. With the KOMTRAX geofence and automatic shutdown (engine lock for nights and weekends), we hope to eliminate or at least minimize those potential problems." ■





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THE PEOPLE INSIDE

RODNEY DOUCET

General Service Manager keeps team working together to solve customers' equipment problems



Rodney Doucet

General Service Manager Rodney Doucet, who joined RoadBuilders this past April, is responsible for overseeing the work of 60-some employees at several locations from his Kansas City branch office. Nevertheless, he plans to spend as much time as possible face-to-face with customers.

"I'm a hands-on kind of person," he said. "I'm still learning the system and the paperwork path and the shop issues, but once I become familiar with our operation, I would like to spend 50 percent of my time visiting customers, looking at their equipment, checking out their operations to see what we can do to improve our services."

Rodney is hardly new to the challenges of keeping big machines — and the companies that operate them — up and running, but he learned the business in the heavy truck market. "I was with Peterbilt for 22 years, most recently as a service manager," he explained. "I started out in the shop and worked my way up through the ranks into management."

Because he was based in Kansas City, he already knows some of RoadBuilders' customers. "From my experience in the truck business, I'm dealing with the same service issues. The only difference is the iron that we're working on — instead of Class 8 trucks, it's machinery. My biggest challenge at the moment is to familiarize myself with the equipment, and then to become familiar with the customers and their needs."

Responsive at every level

With responsibility for service facilities in Lincoln, Grand Island and Omaha, as well as Kansas City, Rodney's objective is to work with the shop managers to make sure each facility

is operating efficiently. "That means frequently visiting with shop managers, once a week, twice a month — whatever is needed to go over issues and try to handle them effectively. We need to focus on follow-up, making sure the paperwork is processed correctly and taking care of the customer."

Maintaining a team of well-qualified technicians is also critical, he said. In the Kansas City office alone, there are 11 techs in the shop and 12 in the field. "We have some younger guys in apprentice programs, but the majority of the techs, especially in the field, have been doing it for quite a few years." Techs are trained to work in all areas of equipment maintenance, but may specialize in hydraulic, electrical, mechanical or engine work. With the new electronic components, he noted, there is a constant demand for skilled technicians.

Rodney says Field Dispatcher Mark Tadlock is the first line of defense for operators with equipment problems. "He sends someone out to check on it. If it can't be repaired in the field, the go-to person is Joe Drummon, the Shop Foreman. Of course, frequently the customer will call his salesperson. We try to handle it the best way we can, depending on the need."

The bottom line for RoadBuilders, says Rodney, is that the customer is always number one. "We do everything in our power to keep them up and running." That might mean Rodney doesn't get to do as much fishing and hunting as he'd like, but that's OK with him. "RoadBuilders is a good company with good people. They work hard to keep their employees and their customers happy and productive."

Rodney and his wife Susan have been married for 24 years and have two grown children. ■

NEBRASKA

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INDUSTRY NEWS

CONEXPO-CON/AGG tops trade show list

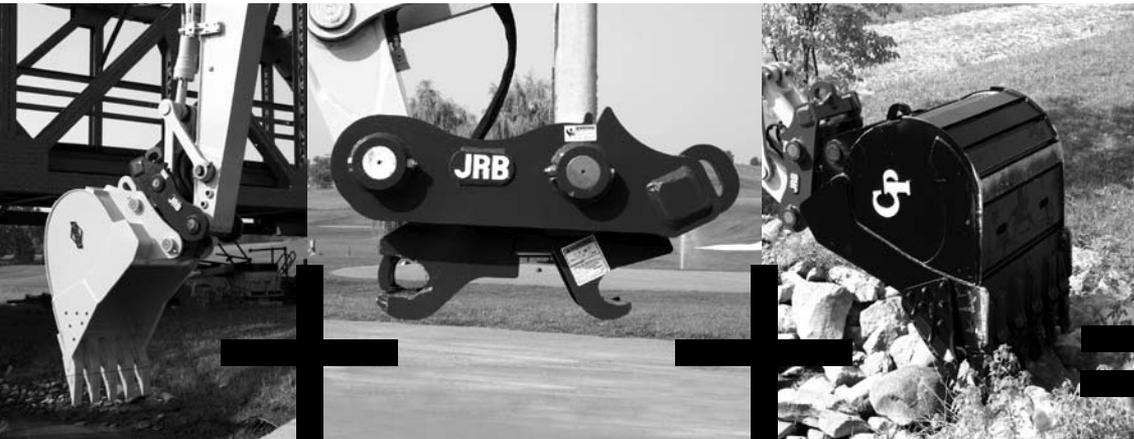
The CONEXPO-CON/AGG international exposition for the construction industries has been named the largest trade show of any industry in the United States, for the third consecutive time. The last three editions of the triennial exhibition have earned the top spot for the years in which it was held — 1999, 2002 and now 2005.

The rankings are compiled by *Tradeshows Week* magazine and are based on net square feet of exhibit space. CONEXPO-CON/AGG 2005 set records for exhibit space and attendance —

spanning more than 1.88 million square feet of space and more than 124,000 attendees.

“Our show is run by and for the industry,” said Show Director Megan Tanel, in explaining CONEXPO-CON/AGG’s continuing success. “For example, all of the planning committees are made up of exhibitors and attendees and we listen to their input.”

The next CONEXPO-CON/AGG is scheduled for March 11-15, 2008, at the Las Vegas Convention Center. ■



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AWARD-WINNING USED EQUIPMENT DEPARTMENT

RoadBuilders offers customers wide range of quality used machines to meet varied needs

When contractors are looking for another machine to add to their fleets, they often look to used equipment — particularly when they know they can count on the equipment and the dealer selling it.

RoadBuilders' inventory of up to 300 used machines contains a wide variety of equipment, from compactors to excavators, many of which are Komatsu-certified machines.

"We stand behind our machines 100 percent," said David Mehrtens, Used Equipment Manager in Kansas City. "The machine has to be good for the customer and it has to be good for RoadBuilders. When everyone benefits, it helps build a good relationship with customers."

2005 "Distributor of the Year"

That strong relationship helped RoadBuilders earn the "2005 Distributor of the Year" award from Komatsu ReMarketing, a prestigious award presented to the dealer that is most outstanding in promoting and selling Komatsu remarketed machines.

Mehrtens helped start the ReMarketing program at RoadBuilders when he joined the company five years ago. Today, his staff includes Bill Warren, a four-year employee who looks at all trade-ins and is a certified appraiser; Chad Alcon, a Kansas City-based Internet Salesman who joined the company last September; and Jeff Smith, RoadBuilders' Internet Salesman and Appraiser, who joined the team three months ago and is based in Nebraska.

Brand-new shop

The staff's strong emphasis on customer satisfaction has increased sales of used

equipment to the point where a brand-new, five-bay shop was recently completed in Kansas City. It's devoted strictly to repair of used equipment and trade-ins. Todd Russell, a 13-year veteran mechanic with RoadBuilders, is lead man at the shop. Other shop technicians are John Bell and Steve Horning.

"With the new shop, we'll be able to put any machine together and make it a quality item, ready to go to work," said Mehrtens.

Mehrtens handles all the equipment buying himself, while Alcon and Smith work to sell the equipment through the Internet. Almost all of the available inventory is displayed online,

Continued . . .

Members of RoadBuilders' award-winning Used Equipment Department display Komatsu's "Distributor of the Year" award. They include (L-R) Technicians Steve Horning and John Bell, Shop Foreman Todd Russell, Inspector/Appraiser Bill Warren, Salesman Chad Alcon, and Used Equipment Manager David Mehrtens.



Satisfied, repeat customers goal of department

... continued

according to Mehrtens. "The toughest thing for me is to keep it updated," he said. "My goal is to always have the current machine photos and descriptions."

Anyone can access that inventory by going to www.rbused.com, a site specifically dedicated to RoadBuilders used equipment.

ReMarketing certification

When RoadBuilders purchases or takes in a used Komatsu machine on trade, specially trained technicians give it a thorough assessment, using appraisal forms from Komatsu ReMarketing. "It's a step-by-step process to make sure we don't miss

anything," explained Mehrtens. "We grade the machines A, B, C, D or E, depending on their condition."

"A" is like-new; "B" is six years old or less with 6,000 hours or less; "C" is any machine that can go to work; "D" needs some attention; and "E" needs either a major rebuild of the machine or just a repair of the backup alarm. "Komatsu ReMarketing is insistent that backup alarms work so no one gets hurt," noted Mehrtens.

Once technicians repair and rate the machine, it is ready to go into the used equipment inventory. "Nearly all our Komatsu units are certified," Mehrtens pointed out. "We also offer warranties."

In addition, Komatsu offers excellent financing options right now, according to Mehrtens. "Komatsu financing is available for almost all models from wheel loaders and excavators through backhoes, graders and crawler tractors. And the rates are really terrific."

Updating inventory

As more contractors start buying used equipment, Mehrtens wants to make sure RoadBuilders continues to have the inventory to satisfy their needs. "We want to keep the used machines moving in and out," he said. "We buy other brands of used equipment, but we concentrate on Komatsu because of its built-in quality and value. However, if someone is looking for a crawler loader, which Komatsu doesn't make anymore, we can find one because we usually have an inventory of about 30 crawler loaders. We are actively buying and selling them every day."

Looking into the future, Mehrtens sees the business growing through repeat customers. "The goal for my department has always been to keep customers coming back because they want to do business with us again. They won't have to be afraid of what they're getting because we stand behind our equipment.

"I want that customer to be happy," he added. "If he's not happy, I'm not happy. So a happy customer is a repeat customer, and we are getting a lot of repeat customers." ■

RoadBuilders Inspector/Appraiser Bill Warren certifies a used Komatsu wheel loader to determine its grade (A-D) depending on its condition. Once technicians repair and rate the machine, it's ready to go into the used equipment inventory.



RoadBuilders recently completed a new, five-bay used equipment shop in Kansas City. "With the new shop, we'll be able to put any machine together and make it a quality item, ready to go to work," said David Mehrtens, RoadBuilders Used Equipment Manager.





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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 and click on "used equipment."



DISTRIBUTOR CERTIFIED



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

BEFORE AND AFTER

How a Komatsu Distributor Certified used machine differs from other used machines



Lee Haak, Komatsu
ReMarketing
Director

What's the difference between a Komatsu Distributor Certified used machine and any other used machine? The main difference is, with a Komatsu Distributor Certified machine, you're assured of what you're buying.

"When a Komatsu distributor inspects and grades a machine, there are specific criteria it must meet to receive the grade it gets," said Komatsu ReMarketing Director Lee Haak. "Often, improvements are made to bring the machine up to a higher level."

Because of the inspection and improvements, the Komatsu distributor

is confident the machine will perform as represented, and therefore typically is willing to stand behind the sale by offering an extended warranty.

"With a Komatsu Distributor Certified used machine, the buyer is basically assured that the unit will do what it's supposed to do — and if it doesn't, the distributor will make it right," said Haak. "That and frequent special financing rates are what differentiates a Distributor Certified machine from a used piece that's bought at auction or from a broker."

More than just a paint job

As part of the inspection process for a Distributor Certified used machine, trained technicians will not only note the easy-to-see cosmetic damage, but will also uncover mechanical problems and potential undercarriage issues. All aspects of the machine will be repaired or replaced, or the shortcomings will be pointed out to you as a potential buyer.

"A machine that's Komatsu Distributor Certified has almost certainly had much more than just a paint job — unless that's all it needed," said Haak. "The great thing about Komatsu machines is that the original equipment is built to such a high quality standard, it's worth repairing. That's why we're able to put Distributor Certified machines back in the marketplace for a second life, and do so with confidence that they'll perform productively and reliably."

For more information on how a used machine earns Komatsu Distributor Certified status, you can go to the Komatsu America Web site, click on "used equipment," then click on "What is ReMarketing?" to view a multimedia presentation. ■

These photos show the stark "before and after" difference Komatsu Distributor Certification makes. Half of this very used D61 was left "as-is" (above) while the other half was certified (below).

"A good-looking Komatsu Distributor Certified machine is not just a used machine with a new paint job," said Komatsu ReMarketing Director Lee Haak. "If it's certified highly enough, it was either in very good condition to begin with or was externally and internally repaired to meet specific standards to ensure good, reliable performance."





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