

Featured in this issue:

MEAD CATTLE/E³ BIOFUELS

Alternative fuel source from Nebraska feedlot powers an ethanol plant

See article inside...



A MESSAGE FROM THE PRESIDENT



Phil McCoy



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



Dear Equipment User:

There's been a lot of national news coverage recently about the housing slowdown and a possible ripple effect throughout the economy. While there may be areas of the country where that's happening, we haven't seen a lot of evidence of it here. At RoadBuilders, our machine sales for 2007 were very strong and we're optimistic about 2008 as well.

One reason business remains brisk is because many equipment owners have seen the production benefits of owning new equipment compared to older machines. New machines tend to be faster, more powerful, more fuel-efficient and more reliable than those they replace.

The new Komatsu PC270LC-8 hydraulic excavator (featured in this issue of *The RoadBuilders' Edge*) is a good example of how Komatsu's newest models outperform not only the previous generation, but competitive machines as well. In a Komatsu field test with two top competitors, the PC270LC-8 showed significant advantages in both trenching and truck loading.

At RoadBuilders, providing productive and longlasting equipment is just one way we can help you succeed. Another way is by providing outstanding parts and service support that keep all your machines up and running. One service we offer is a preventive maintenance inspection (PMI), where one of our trained technicians will thoroughly inspect your machines. He'll check all working parts and components to make sure there are no issues cropping up that may lead to potentially costly repairs, or worse yet, shut you down during a busy job.

To schedule such an inspection, or to learn what else we can do to help you get the most out of your existing equipment fleet, feel free to contact your RoadBuilders product support representative or our service department. We'll be happy to assist you in any way we can.

Sincerely,
ROADBUILDERS MACHINERY
& SUPPLY CO., INC.

Phil McCoy
President



The RoadBuilders'

EDGE

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

IN THIS ISSUE

MEAD CATTLE/E³ BIOFUELS

Read how these two operations are revolutionizing the production of ethanol by using a plentiful alternative energy source.

GUEST OPINION

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

INDUSTRY EVENT

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

EQUIPMENT FOCUS

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

NEW PRODUCTS

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

UTILITY EQUIPMENT

Learn more about Komatsu's PC78, a larger-size compact excavator that offers many advantages.

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A SALUTE TO A CUSTOMER

MEAD CATTLE/E³ BIOFUELS

Alternative fuel source from Nebraska feedlot powers an ethanol plant

One of the major strikes against ethanol as an energy alternative has always been the large amount of natural gas or coal it takes to produce it. At a traditional ethanol plant, it takes 1 Btu of fossil fuel to produce 2.25 Btus of ethanol, which is not an impressive net energy gain.

But a new ethanol plant that opened in Nebraska this summer solves that problem by virtually eliminating the use of fossil fuel. Instead, it uses cattle manure to power the plant.

Located in Mead, Neb., about 20 miles west of Omaha, the plant was designed, built and is owned by E³ BioFuels (E³ stands for earth, energy and environment). It's called the Genesis plant because it's the first ethanol refinery to use so-called "closed-loop"

technology, in which each part of the process feeds the next and eventually comes back to the beginning.

Here, in a nutshell, is how the "closed-loop" system works.

1. It starts with a large cattle feedlot or dairy that produces large quantities of manure.
2. The manure goes to an on-site solid-waste management facility that includes an anaerobic digester which transforms the manure into biogas (methanol).
3. The biogas (rather than natural gas or coal) is used to fuel the on-site ethanol plant.
4. A byproduct of ethanol production is wet distillers grain, which in turn is fed back to the cattle in the feedlot or dairy.

Revolutionary process

"We view this 'closed-loop system' as a revolutionary step forward in the production of ethanol," said E³ BioFuels Chairman and CEO Dennis Langley. "Compared to traditional ethanol plants, it's energy-effective (more than 20 times as effective in fossil-fuel consumption), cost-effective (production costs are lower because of much lower energy costs and on-site byproduct usage) and environmentally friendly."

The environmental benefits include eliminating the No. 1 source of water pollution (runoff from livestock operations); creating a product that produces far less air pollution than gasoline; being "carbon neutral" in terms of greenhouse gases; and reducing the amount of methane (a greenhouse gas 23 times as potent as carbon dioxide) that's released into the atmosphere.

With 30,000 head under roof, Mead Cattle Company supplies manure that's turned into methanol, which is used to power an ethanol plant in Mead, Neb.





E³ BioFuels mounts this turning attachment on its Komatsu WA320-5 wheel loader to create compost.



The compost turner attaches to the front of a Komatsu WA320-5 wheel loader. E³ BioFuels also uses the WA320 as a general machine to help out around the ethanol plant.

Cattle facilities are key

E³ BioFuels located the Genesis plant in Mead because of Mead Cattle Company, a 30,000-head feedlot that's been in operation since 1970. Mead Cattle is unique in that it has barns to protect the cattle from the elements, and has slatted concrete floors which allow the manure to fall through into a collection pit.

"Because of the existing Mead Cattle facilities, startup costs here were a little less than they would be at a feedlot without barns and slatted floors," said William "Buck" Wehrbein, Manager, Mead Cattle Company. "We were already collecting the manure and turning it into fertilizer. Now, we're turning it into biogas."

"The idea of taking manure and making energy out of it to power an ethanol plant is very exciting for all of us who work here," he added. "We feel as though we can be part of the solution to a problem that's been plaguing the country for many years."

In addition to Langley and Wehrbein, key people at E³ BioFuels include Chief Operating Officer Nage Damas, Genesis Plant Manager John Curran and Anaerobic Digester Manager Ted Mathews.

Equipment and dealer support

Both Mead Cattle Company and E³ BioFuels have turned to Komatsu and RoadBuilders Machinery for equipment to keep the operations running smoothly. Mead has two Komatsu wheel loaders (WA250-3 and WA320-5) and two Komatsu skid steer loaders (SK1026 and SK820), as well as a Schulte XH1500 rotary cutter from RoadBuilders. E³ has a WA320-5 wheel loader and an SK1020 skid steer.

Continued . . .



In addition to the WA320-5 owned by E³ BioFuels, Mead Cattle Company also has its own WA320-5 with a high-lift boom that it uses as a mill loader. "We think Komatsu wheel loaders are excellent and the best value on the market," said Mead Cattle Equipment Manager Dan Simon.



This Komatsu SK1026 is one of two skid steer loaders owned by Mead Cattle Company. E³ BioFuels also has a Komatsu skid steer loader.



William "Buck" Wehrbein,
Manager, Mead
Cattle Company



Mead is "Ground Zero" of America's energy revolution

... continued

"The WA250 was used when we bought it four or five years ago," said Mead Cattle Equipment Manager Dan Simon. "It replaced some units I was disappointed in, and worked great. It handled multiple tasks much better than anything else I had tried. We still use it today, and frankly, in a feedlot, it doesn't just get used, it gets abused. Despite that, it's still a very reliable and productive machine."



Mead Cattle Company Equipment Manager Dan Simon (left) appreciates the support he gets from RoadBuilders' Omaha branch and Sales Representative Gary Kratky. "RoadBuilders is the best equipment dealer I've ever worked with," said Simon. "They've supported us very well in sales, parts and service."

The E³ BioFuels ethanol refinery in Mead, Neb., is called the Genesis Plant because it's the first in the nation that employs the revolutionary "closed loop" production system, which uses cow manure to produce methanol to power the plant. At Mead, all three aspects of the production process (the manure, an anaerobic digester and the refinery itself) are at the same location.



When it came time to add a wheel loader about a year ago, Simon demo'd some other brands, but decided on the Komatsu WA320-5. "We needed a little more reach and a little more capacity than the WA250, and the WA320 has been excellent. When E³ needed a wheel loader this year, they started looking at some other stuff and I told them, they shouldn't even think about it — the WA320 is the best they're going to find and the best value, too."

As pleased as he is with the quality of the Komatsu equipment, Simon says the relationship he has and the service he gets from RoadBuilders and Sales Representative Gary Kratky are equally important to him.

"I've never had support like RoadBuilders has given us. Gary's great to work with. He stops in unannounced just to make sure things are going well with the equipment. And I really appreciate that when I call into the RoadBuilders service department, they're willing to try to help me over the phone. That kind of support saves us time and money — and RoadBuilders does it better than any equipment dealer I've ever worked with."

More "closed-loop" plants to come

The Genesis plant is the first, but according to Langley it won't be the last "closed-loop" ethanol plant in the U.S. E³ BioFuels intends to open three plants per year for the foreseeable future. Langley's hope is that ethanol will meet 25 percent of the country's liquid fuel needs by 2025, and 50 percent of the needs by 2050.

"I believe Mead, Nebraska, is 'Ground Zero' of America's energy revolution," said Langley. "What we're doing here is important. We're absolutely convinced that effectively produced ethanol can and will significantly reduce, or even eliminate, the need for foreign oil, which in turn, will improve both our national security and national economy. Our ability to do that, and at the same time help improve the environment, is a classic 'win-win' situation — and all of us at E³ BioFuels are pleased to be playing a leading role in making it happen." ■

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CLEANER DIESEL

Construction and mining equipment will soon be using a less-polluting fuel blend

On June 1, the nation's refineries began producing low-sulfur diesel fuel for use in off-road equipment. The new fuel will wind its way through the distribution system so that by December 1, construction and mining equipment will switch to diesel containing nearly 85 percent less sulfur. This new off-road fuel has a sulfur content of 500 parts per million (ppm), reduced from approximately 3,000 ppm in the previous blend.

"June 1 marks an important next step on the road to clean diesel," said Allen Schaeffer, Executive Director of the Diesel Technology Forum. "Last year saw the nationwide availability of on-highway ultra-low-sulfur diesel fuel enabling manufacturers to engineer the cleanest diesel trucks ever. This new fuel will begin bringing the same benefits to off-road equipment."

By 2010, sulfur levels in most non-road diesel fuel, including construction and mining, will be reduced to 15 ppm, making it possible for engine manufacturers to use advanced exhaust-control systems that significantly reduce emissions.

"Diesel-powered machines and off-road equipment, from farm tractors to excavators, perform essential functions that are vital to our economy and quality of life," said Schaeffer. "They help to grow our food and bring it to market; build our homes and communities; mine our natural resources; and protect public safety by providing emergency power in times of crisis."

Diesel is the predominant, and in some cases, exclusive source of power for many important sectors of the economy, including construction, where nearly 100 percent of

equipment — about \$17 billion worth — is diesel-powered.

"Diesel engines are the workhorses of the America economy, offering an unmatched range of performance and economic advantages over other forms of energy," said Schaeffer. "The advantages include more power, greater energy efficiency, increased safety, better durability and suitability for very large applications.

"This new off-road fuel, combined with innovative engine technology, will dramatically reduce diesel emissions, with far-reaching clean-air benefits," he added. "The diesel industry is committed to being a part of the clear-air solution without sacrificing the power, reliability, maintenance and fuel economy of modern diesel equipment." ■

By year's end, off-road diesel equipment used in construction and mining will switch to low-sulfur fuel. The new fuel will drastically reduce diesel emissions, contributing to cleaner air.



Allen Schaeffer,
Executive Director,
Diesel Technology
Forum



INDUSTRY EVENT

CONEXPO COMING SOON

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

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

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

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

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

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

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

Products grouped together

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



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

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

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

Several new items on the agenda

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

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

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



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



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

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

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

Educational opportunities abound

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

Continued . . .

Educational opportunities abound at CONEXPO

... continued

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

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

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

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



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

A great partnership

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

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

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

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

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

EQUIPMENT FOCUS

REDISCOVER THE PC270LC-8

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

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

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

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

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

Field tests confirm PC270LC-8 superiority

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

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

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

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

Continued ...



Peter Robson,
Senior Product Manager



Trenton Glore,
Product Manager

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

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



Tests confirm outstanding fuel efficiency for PC270LC-8

... continued

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

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

Fuel efficient

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

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

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

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

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

Design features

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

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

Demo will prove its worth

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

Brief Specs on Komatsu PC270LC-8

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

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





PC600LC-8
& HM300-2

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

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

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NEW PRODUCTS

“RUGGED AND EFFICIENT”

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

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

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

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

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

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

Continued . . .

Brief Specs on Komatsu Landfill Dozers

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

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

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



Unique features stand up to landfill challenges

... continued

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

Extended component life

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

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

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

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

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

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

Fine control

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

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

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

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





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

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UTILITY EQUIPMENT

FILLING THE GAP

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

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

- Two product types allow contractors to choose between a fixed-boom machine (PC78US-6), like a full-size construction excavator, or an offsetting boom unit (PC78MR-6), like a compact excavator.
- A full-featured cab is standard equipment on these models. Every low-noise cab features a spacious operator station with a digital monitor panel, air conditioning, a radio and a suspension seat.
- Hydraulics on the PC78MR-6 and PC78US-6 are of the same pedigree as Komatsu construction excavators. Load-sensing, pilot proportional joystick controls provide low-effort precise control and enable the operator to perform tasks smoothly and productively.
- A choice of three track shoe systems allows contractors to choose what’s right for their operations: steel, rubber and Komatsu Road Liner track shoes. The Road Liner track shoes allow the operator to travel on hard surfaces, such as asphalt and concrete, without damaging them like a steel grouser can.
- A great alternative to a backhoe loader, the PC78s offer digging depth, dump height, bucket power, arm power, lifting capacity, better range of motion when working next to an object, and better productivity because

they don’t have to be repositioned like a backhoe loader.

- Maintenance is easy with a wide-opening engine cover that provides great access to daily checkpoints. The wide-opening side cover provides access to the hydraulic tank, air cleaner and main hydraulic valve. There’s also ground-level fueling with a sight gauge. Sealed pins allow Komatsu to extend the lubrication intervals to 100 hours on the arm tip and 250 hours on the arm, boom, and swing pins, rather than the daily or weekly lubrication required of some other brands. ■

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

Brief Specs on Komatsu PC78 compact excavators

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

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



REMANUFACTURED PRODUCTS

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



Rob Shear,
General Manager,
Komatsu Remanufactured Products

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

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

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

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

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

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

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

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

QUESTION: Why is standardization so important in manufacturing?

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



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

QUESTION: What Komatsu remanufactured products are available?

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

QUESTION: What advancements have you made recently?

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

QUESTION: It sounds like Komatsu Remanufacturing values its employees.

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

QUESTION: How do your products compare with new components?

ANSWER: Our target is to produce a product that costs 60 percent to 65 percent of what a new component costs, and that provides 80 percent of the life of a new product. Some people may be wondering why, if it's built to the same standards as a new component, we only expect to get 80 percent of the life.



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

They've got to understand that if a reman engine goes into a machine that has 10,000 hours on the frame and 10,000 hours on the transmission, it may not run as long as the first engine did. A new engine put in the same used machine may not run as long either.

QUESTION: How does a reman product compare with a "job shop" rebuild?

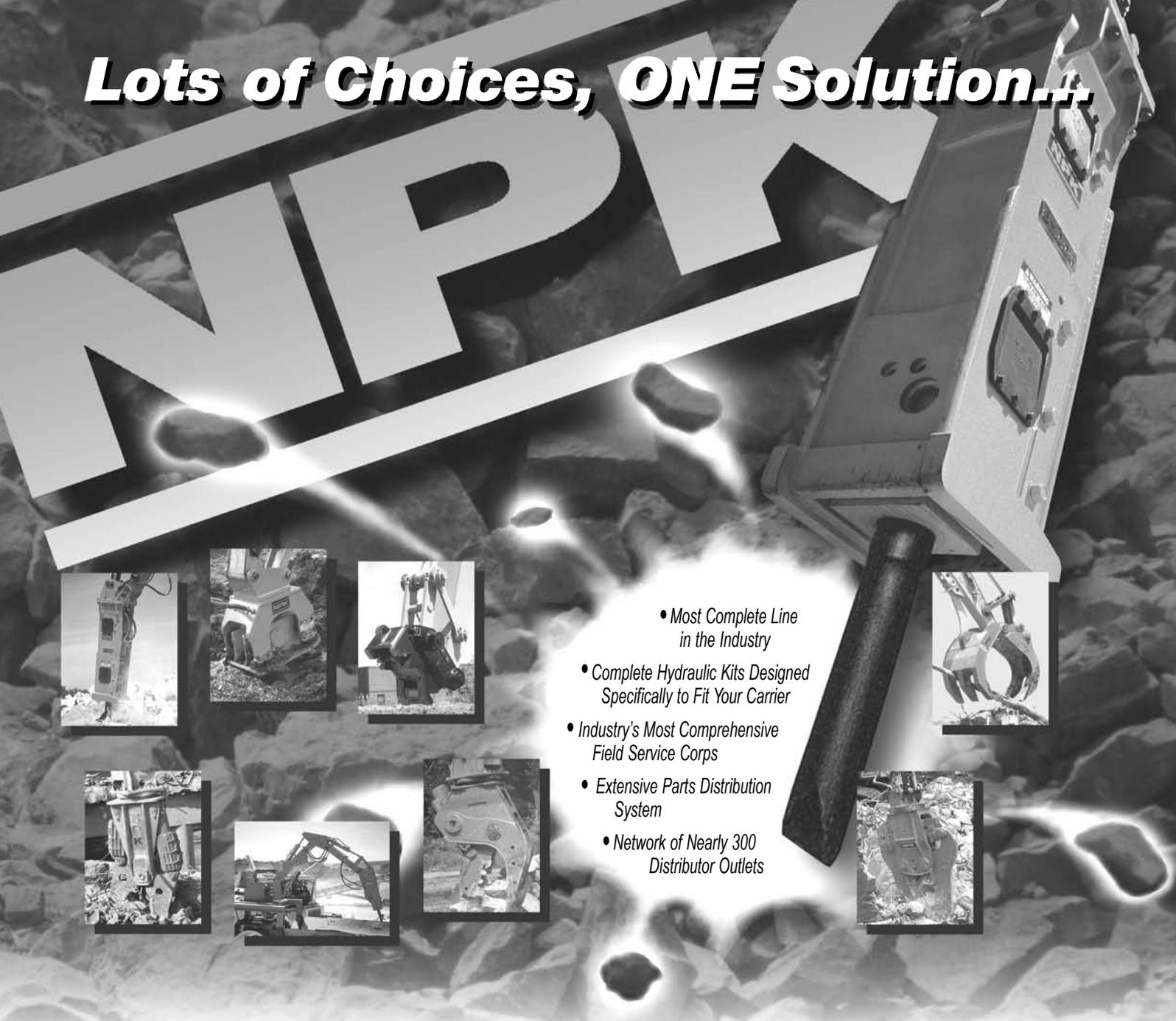
ANSWER: The main differences between us and a "job shop" are our standardized processes and the number of units we build. We're specialists. This is all we do.

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

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

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

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UPPING UPTIME

UNDERCARRIAGE MANAGEMENT

How machine owners and operators can help prevent unnecessary undercarriage wear

With undercarriage costs consuming a significant portion of the average operating cost-per-hour of your track-type equipment — 50 percent in most cases — properly maintaining your undercarriage system is essential. Use the following recommendations to maximize the hours of service life built into your Komatsu undercarriage components, keeping in mind that the undercarriage works and wears as a system. A worn component can have an adverse effect on the entire system, greatly reducing your total undercarriage life.

Understand the System. Undercarriage is often the least-understood system on the track-type machines. If you are experiencing accelerated undercarriage wear, the problem may not be the fault of the components. Operation, application, maintenance and component selection can often be contributing factors in undercarriage wear. Wear cannot be eliminated, but it can be controlled. Invest the time to learn all you can and take control of undercarriage costs.

Manage the System. Begin with a comprehensive undercarriage management program. Inspection is only the beginning. Evaluating the measurement data and following the recommendations of your factory-trained distributor undercarriage specialist is paramount to achieving satisfactory service life. Management is essential and continuous. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.

Ensure proper alignment. The quickest way to detect an alignment problem is to look for anything shiny that normally should not be shiny. The inside of track links that are scuffed

and shiny, roller and front idler flanges that show wear, and sides of sprockets that are coming in contact with the inside of the track links most often are indicators that the track frame alignment system needs attention. Failing to heed alignment warning signs will cause accelerated parts wear and, in extreme cases, LTS seal and/or bushing failure.

Operate with the undercarriage in mind. Managing undercarriage wear and controlling operating cost-per-hour come first from the operator's seat. Turning, speed and direction of travel are three of the most important operationally controlled wear factors. While you can seldom build job operations around these operating factors, you should give them ongoing consideration.

In short, undercarriage cost-per-hour control starts with understanding and managing the system. Then, operate the machine keeping in mind control of undercarriage wear factors. ■

Inspection is a starting point to managing your undercarriage. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.



Dick Schaefer,
Senior Product
Manager -
Undercarriages



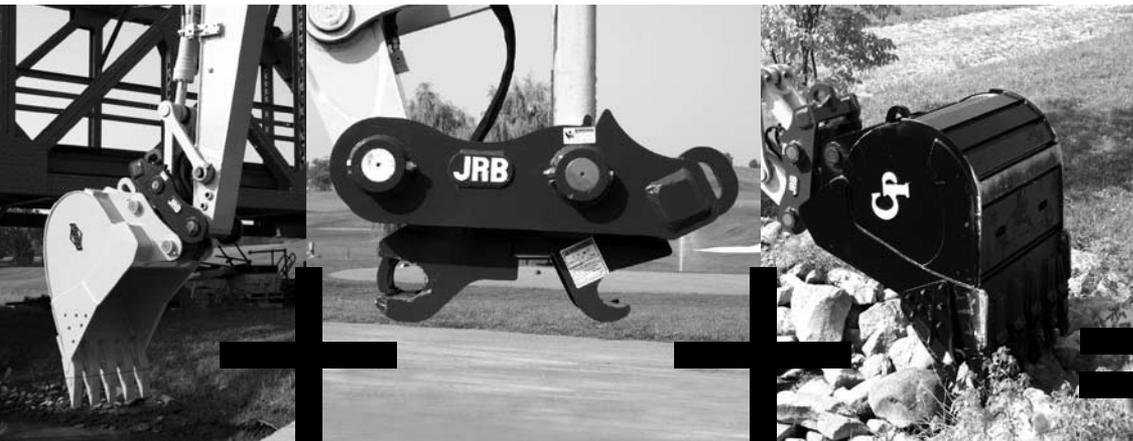
AED launches campaign to boost highway investment

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

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

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

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



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FOCUS ON PAVEMENTS

Federal Highway Administration seeks paving improvements

In an effort to improve the nation's highways, The Federal Highway Administration (FHWA) is spearheading a nationwide pavement assessment, which will be followed up with a "best practices" approach that addresses specific roadway issues.

According to FOCUS Newsletter, a publication of the U.S. Department of Transportation, FHWA will work with states and other partners on the assessment and best practices report, which will have six focus areas. They are:

- Pavement design and analysis;
- Pavement materials and construction technology;
- Pavement management and preservation;
- Pavement surface characteristics;
- Construction and materials quality assurance;
- Environmental stewardship.

The six focus areas will guide FHWA's Research and Development efforts, as well as Technical Service Teams whose job it is to employ the new technologies.

Higher performance objectives

The focus areas are designed to guide FHWA in developing technologies that will improve the construction, preservation and maintenance of the nation's pavement network.

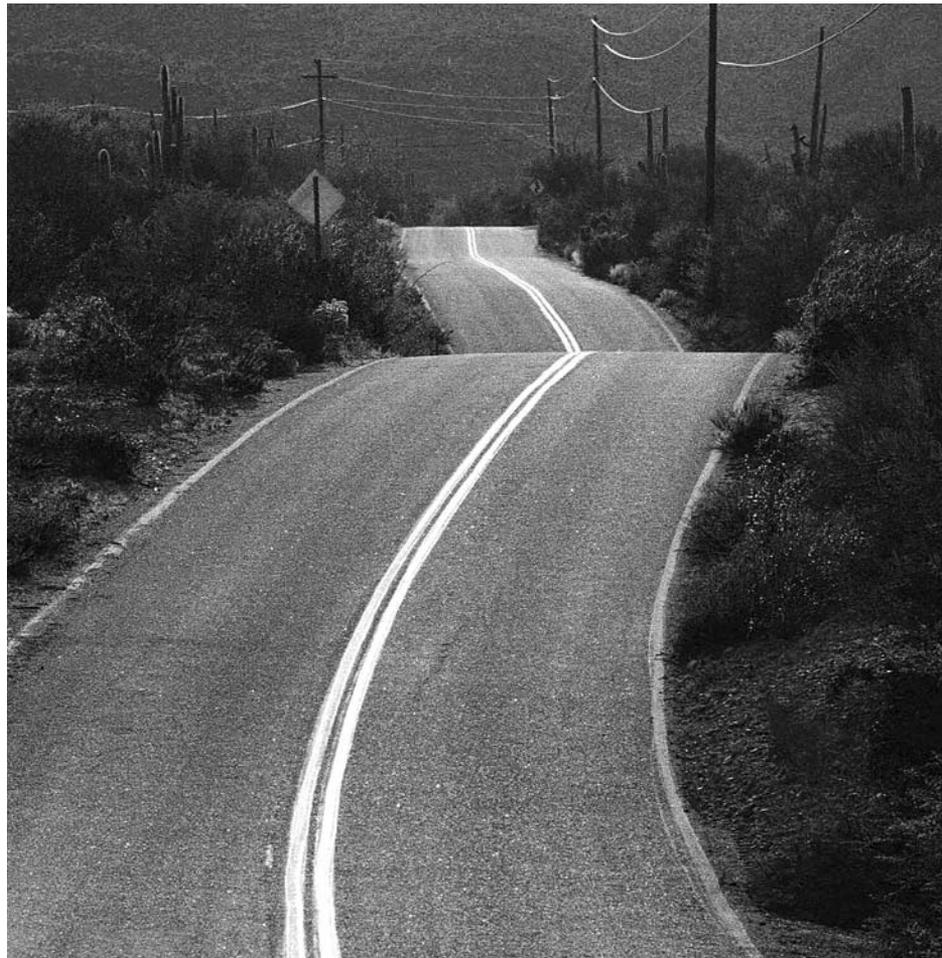
"States are having to do more with less," Peter Stephanos, Director of FHWA's office of Pavement Technology, told FOCUS. "We want to work with them to introduce tools and technologies to make their job easier. We

also need to strive to develop a more effective partnership with state and local agencies, industry and academia."

FHWA will issue annual reports on this pavement and materials program, and hopes to begin implementing new initiatives to achieve higher performance objectives during the next three to five years. ■

To learn more about FHWA and its pavement programs, visit the agency Web site at www.fhwa.dot.gov/pavement.

Improving construction, maintenance and preservation of the nation's pavement network is the goal of a new effort by the Federal Highway Administration (FHWA). New initiatives to achieve higher performance objectives could be in place in as soon as three years.



DISTRIBUTOR CERTIFIED

CERTIFIED USED MACHINES

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



Lee Haak,
Komatsu ReMarketing
Director



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

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



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

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

Looks good and runs well

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

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

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

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



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The next best thing to new.



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

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

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

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





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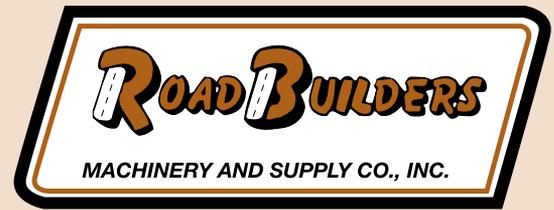
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KOMATSU D155AX-5	2005	90909	3,300	\$349,500
KOMATSU D31EX-21	2003	80478	3,200	\$69,500
KOMATSU D37EX-21	2002	80499	2,900	\$59,500
KOMATSU D37EX-21	1994	8934	3,250	\$38,500
KOMATSU D39EX-21	2002	80483	1,650	\$69,500
KOMATSU D41P-6	1999	5952	3,550	\$79,500
KOMATSU D41P-6	2005	80645	1,500	\$103,500
KOMATSU D61PX-12	2003	80591	4,200	\$129,500
KOMATSU D65EX-15	2005	80657	2,000	\$187,500
KOMATSU D65EX-15	2005	80659	2,300	\$169,500
KOMATSU D68P-1 LGP	1990	90955	N/A	\$36,500
KOMATSU D85PX-15	2004	80663	2,200	\$259,500

PAVING/COMPACTION EQUIPMENT				
GOMACO 9500	1999	80678	3,200	CALL
BOMAG BW164AC	1995	90904		\$34,790
CATERPILLAR 815B	1992	90978	15,985	\$109,500
BOMAG BW120AD-3	1999	90913	200	\$19,500
BOMAG BW161AD	1995	90507	2,950	\$37,500

WHEEL LOADERS				
CASE 321D	2004	90969	1,900	\$49,500
CASE W20	1971	90934		\$16,500
CATERPILLAR 936	1990	90927	12,700	\$47,500
CATERPILLAR 980G	1997	90929		\$149,500
CATERPILLAR IT28G	1998	90988		\$78,500
KOMATSU WA150-5	2004	80626	2,350	\$69,500
KOMATSU WA320-3	1999	90907	7,000	\$89,500
KOMATSU WA380-5	2003	80562	1,800	\$164,500
KOMATSU WA380-5	2006	90933	1,800	\$189,500
KOMATSU WA450-5	2003	80597	5,850	\$179,500
KOMATSU WA600-1	1992	80506		\$89,500
KOMATSU WA700-3	1999	80497		\$379,500

SKID STEER LOADERS				
BOBCAT S300		90971	1,200	\$26,500
CASE 1845C	1996	90914	2,750	\$12,500
KOMATSU SK1020-5N	2003	90936	400	\$26,750

MAKE/MODEL	YEAR	STOCK NO.	HOURS	PRICE
EXCAVATORS				
CASE CX240	2003	90885	3,750	\$124,500
CATERPILLAR 312BL	2001	90841	3,500	\$69,500
KOMATSU PC120-6	2000	80447	3,000	\$69,500
KOMATSU PC120-6	2000	80692	6,100	\$54,500
KOMATSU PC1250-7	2003	80707	2,350	\$869,000
KOMATSU PC128US-2	2001	80656	2,850	\$79,500
KOMATSU PC200LC-6	1999	80395	5,800	\$74,500
KOMATSU PC200LC-6	1999	80397	5,700	\$89,500
KOMATSU PC200LC-7	2005	80551	1,950	\$139,500
KOMATSU PC200LC-7	2005	80628	2,100	\$138,000
KOMATSU PC220LC-6K	1996	90674	4,600	\$99,500
KOMATSU PC400LC-6	1999	90876	10,750	\$99,500
KOMATSU PC78MR-6	2005	80699	500	\$69,500
KOMATSU PC09-1	2005	80646	200	\$17,500
KOMATSU PW170ES-6	1999	80486	2,250	\$117,500

SCRAPERS				
CATERPILLAR 621B	1979	80716	7,100	\$64,500
CATERPILLAR 627G	2004	80688	2,900	\$597,500
CATERPILLAR 627G	2004	80689	2,700	\$597,500
INTERNATIONAL 433	1974	90915		\$29,500
INTERNATIONAL 433	1975	90916		\$29,500
INTERNATIONAL 433	1975	90917		\$34,500

CRAWLER LOADERS				
CATERPILLAR 953B LGP	1996	90734	9,100	\$72,500
CATERPILLAR 963C	2005	80619	1,100	\$250,000
CATERPILLAR 963C	2005	80620	1,100	\$258,000
CATERPILLAR 963C LGP	2005	80618		\$239,500
CATERPILLAR 963C LGP	2005	80640	1,100	\$243,500

MATERIAL HANDLING MACHINES				
FUCHS MHL380	1999	80685C		\$228,000

OFF-HIGHWAY TRUCKS				
CATERPILLAR D250E	1995	90910	9,200	\$84,500

MOTOR GRADERS				
CATERPILLAR 140H VHP	2005	80631	1,700	\$247,500
DEERE 770	1976	90984		\$22,500

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