

Featured in this issue:

KAW VALLEY COMPANIES, INC.

Diversification drives the success of this Kansas City, Kan., company

See article inside...



(L-R) President Ben Kates, Vice President Joey Kates and General Manager Tim Kates



A MESSAGE FROM THE PRESIDENT



Phil McCoy



Dear Equipment User:

The economic stimulus package that the President signed into law can have a significant impact on your business this year. The law states that companies buying new equipment in 2008 can depreciate an additional 50 percent of the cost in this year. If you elect to use it, the bonus depreciation can lower your 2008 tax bill. There are other benefits of the stimulus package, and you can get more detailed information in the Guest Opinion article in this issue of *The RoadBuilders' Edge*.

You may want to consider using the bonus depreciation on purchases of new Komatsu equipment that offers benefits such as lower owning and operating costs. In the past several years, Komatsu has made tremendous improvements across its extensive machinery line, including the addition of ecot3 engines designed to meet Tier 3 standards for reduced emissions. Komatsu not only made reduced emissions standards a priority, but in the process, made its equipment more productive with better fuel economy.

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

Of course, we believe that service is important in keeping your machine running at maximum productivity throughout its entire life. That's why we make it a priority to have trained technicians who can service your Komatsu and competitive brands of equipment quickly and efficiently with little downtime. If you choose to do the work yourself, rest assured we have nearly every part you need on hand, and if we don't, in most cases we can have it the next morning.

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

Sincerely,
ROADBUILDERS MACHINERY AND SUPPLY CO., INC.

Phil McCoy
President



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



The RoadBuilders'

EDGE

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

IN THIS ISSUE

KAW VALLEY COMPANIES, INC.

Read how this Kansas City, Kan., company has diversified to maintain a successful presence in several markets.

GUEST OPINION

Here's good news about a new depreciation bonus that can help you lower your tax bill this year. AED VP of Government Affairs Christian A. Klein explains how you can benefit.

KOMATSU & YOU

Komatsu America Chairman/CEO David Grzelak talks about the company's commitment to excellence and what it means in terms of product support for customers.

NEW PRODUCTS

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

MORE PRODUCT NEWS

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

UTILITY NEWS

A recent survey shows 93 percent of compact excavator owners say tight tail swing is a jobsite benefit. Learn why these units have taken off in popularity.

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KOMATSU

A SALUTE TO A CUSTOMER

KAW VALLEY COMPANIES, INC.

Diversification drives the success of this Kansas City, Kan., company



Ben Kates,
President



Joey Kates,
Vice President



Tim Kates,
General Manager

Every year, Kaw Valley Companies, Inc. dredges up thousands of tons of sand and gravel from the nearby Kansas River that it cleans and sells to its customers. While that's the product this Kansas City, Kan., company was founded upon, it's only one aspect of the materials and services it offers today.

In addition, Kaw Valley does demolition work, concrete and asphalt recycling, and operates a landscape-supply operation at its main office location. In these uncertain economic times, President Ben Kates says that the diversification of his company is more important than ever.

"It's absolutely critical," Kates stated. "These days, I believe a company needs to be diversified. We're in the sand and gravel business. Our sand is used in insulation and roofing, but with the way housing is right now, if that was all we did, we'd be in some trouble."

Instead, sand and gravel production is just one division of this family-operated company with a 24-year history of doing business in the Kansas City metropolitan area and the surrounding Midwest region. Kates, who founded the company, still operates

equipment, but has turned over the leadership of the business to his son Joey, who serves as Vice President. Another son, Tim, is General Manager of the sand and landscape divisions.

The demand for sand

Kaw Valley Companies uses one wet plant and two drying facilities — all located near its Kansas City office — to produce more than 20 variations of sand material, from specialty and filter sands to well and pack sands. Its finished products supply the fiberglass industry, railroads, foundries, cities, airports — even the zoo — with different blends of sand.

"Any time you see a train taking off, you can hear the noise of sand being put under the wheels so it can move," said Kates, describing one of his product's many applications. "Otherwise it would lose traction."

Kaw Valley Companies also sells deck rock and pea gravel from material obtained from the Kansas River (also known as Kaw River by locals). Kaw Valley's Landscape Materials Division carries a vast supply of bulk landscape materials, including decorative rock, mulch and stone for anything from small backyard projects to large, new developments.

Recycling operation

In addition to the material it produces from the river, Kaw Valley Companies also generates sand from a nearby pit operation. The sand moves via pipeline across the river to the wet plant, where it's washed, classified into different grades and stockpiled. The pit is also the location of Kaw Valley's Recycle Center. Established several years ago, the recycling facility receives concrete and asphalt construction debris, uses a crusher to process it, and then sells the recycled material. Kaw

Located in Kansas City, Kan., Kaw Valley Companies, Inc. is approaching a quarter-century in business.



Valley's crusher and screening plant are also portable and can go to jobsites as needed.

That crusher can come in handy for the company's demolition work, which it does under the name Kaw Valley Wrecking, Inc. That work consists of residential, commercial and industrial wrecking, ranging from right-of-way projects and school district improvements to shopping center rehabilitation and multi-story building removal.

The early years

It's a volume of business that has seen significant growth since Kates bought a sand and gravel company with a partner and founded Kaw Valley Sand and Gravel, Inc. with 11 employees in 1984. That partner, Adrian Drummond, left the company in 1998.

It was shortly after Kates formed the company that a call came to supply the sand for a new General Motors plant in the Fairfax industrial district in Kansas City, Kan. "That really helped us as far as cash flow," Kates recalled. "We were all wondering at that time how we were going to make the next payday."

Kaw Valley Companies was off and running. Owens Corning was another early customer — and remains a customer today.

Around the same time, Kaw Valley began doing demolition work, which was also a boost for the company's business. With its fleet of 14 trucks, it can handle debris removal in-house.

In the past two years, the company has taken on two of its largest demolition projects, beginning with tearing down two 11-story apartment buildings near the University of Missouri-Kansas City in 2007 and recycling the debris on-site. "That one was a challenge because of the traffic and congestion," Kates recalled. "There were a lot of college students walking up and down the sidewalk. We were certainly under the microscope. But all in all, it ended up being a good job for us. Everyone was pleased with the way it turned out."

Continued . . .



Using a Komatsu WA500-5 wheel loader, Kaw Valley Operator Doug Barnett moves a load of sand at the company's wet plant in Kansas City, Kan.



A Kaw Valley operator uses a Komatsu PC400LC-7 excavator with an NPK S26 attachment to break down concrete debris at the company's Recycle Center in Kansas City, Kan.

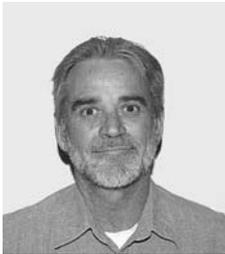


Dry Plant One Supervisor Pat Martin said he's pleased with the performance of Kaw Valley's WA320 wheel loader. "It has a lot of digging power and it's comfortable," he said. "It never bogs down on me."



Reliable equipment adds to productivity

... continued



Bill Cole,
Demolition
Superintendent

Similar in size but different in scope, is Kaw Valley's current demolition project in Springfield, Mo. For that job, Kaw Valley is tearing down a 10-acre former lime plant and recycling the steel. Kates said he hopes to have that job completed by the end of 2008.

"That project involves recycling several thousand tons of scrap steel," he explained.

Komatsu equipped

To accomplish that work, Kaw Valley Companies relies on a fleet of equipment that is 90-percent Komatsu, acquired from RoadBuilders Machinery and Supply Co., Inc. with assistance from District Sales Manager

Randy Frank. That fleet includes four Komatsu wheel loaders (WA180, WA320, WA450 and WA500), seven Komatsu excavators (three PC400LCs, two PC300LCs, a PC128UU and a PC60), a Komatsu D65 dozer and a Komatsu HM300-1 articulated truck, which Kaw Valley recently acquired as part of a rental-purchase agreement.

Kates said his first Komatsu purchases were a PC300 excavator and WA320 wheel loader about 10 years ago. "We went with Komatsu because of (RoadBuilders President) Phil McCoy and the quality of people he has working there. They know how to conduct business and I think anybody who deals with them will say the same thing. Randy Frank is always there for us when we call him. That's true of any of the people with RoadBuilders — they're all there to support us. If we didn't have them here, I think there would be a big hole in this town for contractors."

In addition to the working relationship with RoadBuilders, Joey Kates said they've been pleased with the performance of their Komatsu equipment. "The wheel loaders are well-balanced," Joey asserted. "We often have a bucket of wet sand that's very heavy. Our loaders do really well."

In particular, Ben and Joey noted the production and durability of their Komatsu WA450 wheel loader, which they estimate has about 15,000 hours on it. "We run that machine 24 hours per day," Joey said. "All it's ever needed is preventive maintenance. I know the operator on our WA500 loves that machine too."

Kaw Valley has seen similar productivity from its fleet of Komatsu excavators. "They're great machines," the elder Kates noted. "They have plenty of power. They do everything we need and expect them to do."

"I love them," added Demolition Superintendent Bill Cole. "I've run other brands, but I like Komatsu. The cab seems more tightly closed and more comfortable than other brands and the controls are right there. You can't beat it."

In addition to its Komatsu equipment, Kaw Valley Companies has also acquired numerous



According to Vice President Joey Kates, Kaw Valley is impressed with the performance of its Komatsu wheel loaders, including this WA180. "The wheel loaders are well-balanced," he said. "We often have a bucket of wet sand that's very heavy. Our loaders do really well."

Vice President Joey Kates said Kaw Valley's WA450-5 wheel loader, shown here loading the crusher, has been a workhorse with nearly 15,000 hours on it. "We run that machine 24 hours per day," he said. "All it's ever needed is preventive maintenance."



NPK attachments from RoadBuilders to process its concrete and steel, including a G30 and two M38 material processors, an S26X crusher, two new grapples and two GH18 hydraulic hammers.

Two full-time mechanics handle most of the maintenance needs on its equipment, but for more serious issues, Kates said RoadBuilders has been responsive. "RoadBuilders didn't get to where they're at today by not servicing people," Kates said. "I'm not fabricating stories when I say they are just 100-percent good people, and I don't think there are very many companies like that left out there."

Quality work force

Kates said the good people at Kaw Valley Companies have been the major force behind the success of the company, along with the company's diversified resume of expertise. Through steady growth, Kaw Valley now has about 90 employees, including Kates' wife, Kay Kates, who serves as Office Manager. Other key employees include Safety Director Alan Teutamacher, who along with Bill Cole is one of the last remaining original employees. Dry Plant One Superintendent Pat Martin and Tom Brown were also among the original 11.

The loyalty of those employees is not unlike the loyalty Kaw Valley has shown to its customers and business partners for nearly 25 years. "I'm kind of old-school, but I think when we find people who are good to us, like Phil McCoy and Randy Frank at RoadBuilders, we need to be loyal to them," Kates said. "That's the only way to stay in business. I'm a firm believer in staying with the people who treat us right and we need to treat them the same way."

It's an approach to business that he has now passed down to his sons, although Kates said he hopes to continue making contributions in the field for the foreseeable future. Joey said he sees Kaw Valley's pattern of gradual growth continuing.

"We don't have a crystal ball so it's hard to predict," he said. "But I think we're sitting in as good a position as we can be." ■



As part of a rental-purchase agreement, Kaw Valley recently acquired this Komatsu HM300-1 articulated truck for its Springfield, Mo., demolition job.

Kaw Valley is demolishing this former lime plant in Springfield, Mo. The job involves recycling several thousand tons of scrap steel.



(L-R) Kaw Valley Companies, Inc. Vice President Joey Kates, President Ben Kates and Demolition Superintendent Bill Cole call on RoadBuilders District Sales Manager Randy Frank for assistance with all of their equipment needs.

Kaw Valley President Ben Kates uses a Komatsu PC400LC-5 excavator with an NPK M38 attachment to shear steel at the company's demolition jobsite in Springfield, Mo.



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DEPRECIATION BONUS

Congress and the President have prescribed powerful medicine to stimulate the U.S. economy

On February 13, President Bush signed the Economic Stimulus Act (ESA). In addition to providing tax rebate checks to middle-income families and making it easier to refinance mortgages, the ESA temporarily reinstates the depreciation bonus and increases Sec. 179 expensing limits. The goal: encourage business purchasing.

Under the new law, companies that buy equipment (and other eligible property) in 2008 can depreciate an additional 50 percent of the cost in the year. To be eligible for bonus depreciation, the equipment must be new and placed in service before January 1, 2009. The depreciation bonus is elective (you do not have to use it) and applies for both regular and alternative minimum tax purposes.

The ESA also significantly boosts Sec. 179 expensing limits for 2008. Companies can now expense up to \$250,000 as long as total purchasing does not exceed \$800,000. For each dollar over, the eligible expensing amount correspondingly drops by one dollar. Companies that spend more than \$1,050,000 on tangible personal property cannot take advantage of Sec. 179 (but can still use the depreciation bonus). Unlike the depreciation bonus, Sec. 179 expensing can be applied to both new and used equipment. Companies eligible for Sec. 179 can also combine it with the depreciation bonus for even bigger tax savings.

Trimming this year's tax bill

By lowering your taxable income, the depreciation bonus and Sec. 179 can dramatically cut your 2008 tax bill, thereby freeing up cash in the near term. But there is a catch: The more you depreciate now, the

less you will be able to depreciate later. In other words, your tax bill in future years will be slightly higher because you have less to deduct.

If history is any guide, the temporary capital investment incentives will boost equipment purchasing in the months ahead as savvy companies take advantage of the law to buy newer, more efficient, and more environmentally friendly equipment. Check with your tax professional to learn about making Sec. 179 and the depreciation bonus work for you. ■

Christian A. Klein is Vice President of Government Affairs and Washington counsel for the Associated Equipment Distributors. More information about the new capital investment incentives is available at <http://www.depreciationbonus.org>. This article is provided for informational purposes only and is not tax or legal advice.



Christian A. Klein

The Economic Stimulus Act provides for temporary bonus depreciation on new equipment purchases in 2008, helping trim tax bills in the short term.



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KOMATSU & YOU

COMMITTED TO EXCELLENCE

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

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

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

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

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

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

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

Continued . . .



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

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

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

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

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

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

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

Chairman says Komatsu committed to R&D spending

... continued

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

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

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

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

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

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

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

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



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



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



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

MAKING GAINS

Nonresidential construction spending likely to continue to increase this year

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

Total construction employment fell in January, but those losses occurred in residential building and residential specialty trades, said Simonson in an AGC press release. He added that on the flip side, employment in the three nonresidential categories — nonresidential building, specialty trades, plus heavy and civil engineering — were up by 1,300.

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

“Residential spending in December fell 20 percent from a year before,” he added. “That suggests residential employment probably fell by roughly 20 percent as well, or 600,000 jobs, not the 240,000 that BLS counted. If these 420,000 ‘residential’ specialty-trades contractors were included in the nonresidential

work force, nonresidential construction employment for the past year would show a hefty gain of about 8 percent. That would be consistent with the rise in nonresidential that the Census reported.”

Growth in 15 of 16 categories

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

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

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



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AT YOUR SERVICE

ADVANCED TECHNICIAN COMPETITION

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

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

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

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

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

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

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



**Wade Archer,
ATC Director**



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



PARTS NEWS

ECO-WHITE FILTERS

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



Dan Brown,
Komatsu Parts
Marketing

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

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

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

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

Traps contaminants more efficiently

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

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

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

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



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



YOUR NEW dealer



RoadBuilders Machinery and Supply is pleased to announce they are the new dealer for the Terex Fuchs line of material handlers. These powerful machines are designed for scrap, portside and recycling applications; have operating weights from 41,888 to 145,505 lbs.; and have maximum reaches ranging from 30 feet to more than 68 feet. For more information on the efficient and productive Terex Fuchs line, contact your sales representative, or stop by one of our branches.

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- Easy open, no tool hood for better engine access
- EPA-compliant Tier 3 diesel engines

For detailed specs and full list of features and benefits on BOMAG 40-series rollers, visit

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Transportation commission calls for “new beginning”

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

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

Key recommendations in *Transportation for Tomorrow* include:

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

Representatives seek water infrastructure funding

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

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

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

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

DISTRIBUTOR CERTIFIED

“HALF AND HALF”

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



Lee Haak,
Director, ReMarketing



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

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

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

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

Subsidized financing, warranties

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

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



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





KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

The next best thing to new.



If it can be measured,
we measure it!

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

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

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

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





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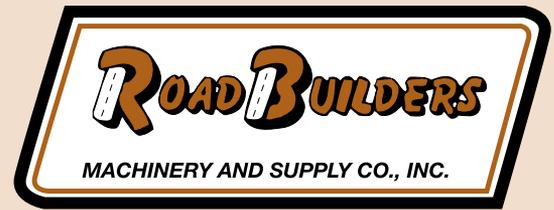
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USED EQUIPMENT SPECIALS



www.rbused.com

MAKE/MODEL	YEAR	STOCK NO.	HOURS	PRICE
DOZERS				
KOMATSU D31EX-21	2003	80478	3,200	\$69,500
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 D61PX-12	2003	80591	4,200	\$129,500
CATERPILLAR D5MLGP	1999	91087	6,150	\$63,500
DEERE 750CII	2002	91046	5,500	\$89,500
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
KOMATSU D155AX-5R	2005	90909	4,800	\$349,500

MAKE/MODEL	YEAR	STOCK NO.	HOURS	PRICE
EXCAVATORS				
CATERPILLAR 322CL	2002	91036	7,300	\$87,500
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 PC128US-2	2001	80656	2,850	\$79,500
KOMATSU PC150LC-6	1998	91070	3,900	\$59,500
KOMATSU PC200LC-7	2004	80785	2,400	\$109,500
KOMATSU PC200LC-7	2005	80551	1,950	\$139,500
KOMATSU PC220LC-6K	1996	90674	4,600	\$99,500
DEERE 270LC	1998	91015	7,700	\$79,500
KOMATSU PC300LC-7	2006	80778	1,450	\$189,500
KOMATSU PC400LC-6	1999	90876	10,750	\$99,500
KOMATSU PC750LC-7	2005	80736	5,100	\$419,500
KOMATSU PC09-1	2005	80646	200	\$17,500
KOMATSU PW170ES-6	1999	80486	2,250	\$117,500

PAVING/COMPACTION EQUIPMENT				
INGERSOLL-RAND SD45D	2004	80791		\$46,500
INGERSOLL-RAND SD45D	2004	80792		\$46,500
INGERSOLL-RAND SD77DX	2005	80788	2,391	\$56,500
INGERSOLL-RAND SD77DX	2005	80789	900	\$63,500

SCRAPERS				
CATERPILLAR 621B	1979	80716	7,100	\$64,500
INTERNATIONAL 433	1974	90915		\$29,500
INTERNATIONAL 433	1975	90916		\$29,500
INTERNATIONAL 433	1975	90917		\$34,500

WHEEL LOADERS				
CATERPILLAR 980G	1997	90929		\$149,500
KOMATSU WA320-3	1999	90907	7,000	\$89,500
KOMATSU WA380-5	2006	90933	1,800	\$189,500
KOMATSU WA450-5	2003	80597	5,850	\$179,500
KOMATSU WA500-3	2000	80642		\$119,500
KOMATSU WA700-3	1999	80497		\$379,500

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

SKID STEER LOADERS				
KOMATSU SK1020-5N	2003	90936	400	\$26,750

MOTOR GRADERS				
CATERPILLAR 140H VHP	2005	80631	1700	\$247,500
CATERPILLAR 140H VHP	2003	80805	2,500	\$206,500
DEERE 872D	2005	91049	2,280	\$249,500

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

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