



INDUSTRY

SCOOP

A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2008 NO. 2

Featured in this issue:

RED'S EXCAVATING

Experience and longevity have helped this Green Bay firm earn customers' trust

See article inside...



Mike Peters, President



Mark Peters, VP



Russ Peters, VP



A MESSAGE FROM THE PRESIDENT



Ray Roland



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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 *Industry Scoop*.

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 Roland Machinery Co. 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 Roland 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 Roland, 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,
ROLAND MACHINERY CO.

Raymond E. Roland
President



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See how the Peters brothers have used their experience to grow the Green Bay company they took over from their father.

SERVING YOU BETTER

Roland Service Technicians score numerous wins at a recent national competition.

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.

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.

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UTILITY NEWS

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A SALUTE TO A CUSTOMER

RED'S EXCAVATING

Experience and longevity have helped this Green Bay firm earn customers' trust



**Mike Peters,
President**

In 1951, Richard "Red" Peters bought a gravel truck and started hauling for excavation firms in and around Green Bay, Wis. In 1967, he added a track loader and started doing excavation work himself. A year later, in 1968, he incorporated the business under the name of Red's Excavating.

Today, Red's Excavating is still in business in Green Bay. That longevity is something in which Red's three sons, who are the present-day owners of the company, take a lot of pride.

"Many excavation companies have come and gone during the last 40 years," said Mike Peters, who today is President of Red's Excavating. "I think our experience and the length of time we've been in business is one of our strengths. General contractors know us. They know we're going to be here next year and the year after that, so they trust us and trust the work we do."

Mike, his twin brother, Mark, and their brother, Russ, are equal owners of Red's. Mark and Russ are Vice Presidents and their mother,

Katie Peters, is Secretary/Treasurer. Red passed away about a year ago.

Red's Excavating does any and all types of excavation work, as well as demolition. The company prefers to stay close to Green Bay but travels as much as 100 miles or more for some contractor customers.

"We do site preparation, including sewer and water laterals, for home excavations, commercial buildings and industrial sites," said Mike. "Residential is traditionally our bread and butter. In 2003, we did 400 home foundations. But as that market has slowed in the last couple of years, we've done more commercial work and we've expanded our list of services. For example, this year, we've formed a partnership with a local plumber to do septic systems. We're also capable of doing some road building, so we bid a wide range of excavation-type jobs."

Family business means shared work ethic

Mike Peters says there was never much doubt about whether Red's sons would be part of the family business.

"When we were in school, we worked here during the summer," he recalled. "It was supposed to be five days a week, but it became almost a ritual — on Thursday, we'd do our best to stay away from Dad because we knew he was going to be looking for us to tell us he needed us to work on Saturday too. He'd say he just needed us Saturday morning, but we knew we'd be there until 3:00 or 4:00, which we would have preferred not to do. But he always found us and we always worked."

Mike joined the business full time in 1975. Mark and Russ came on board in 1979 when

Based in the Green Bay suburb of Howard, Wis., Red's Excavating does residential and commercial site preparation throughout eastern Wisconsin.



Mark had finished serving in the military and Russ had completed school. That same year, Mike was in a car accident that left him in a wheelchair. Since then, he has assumed all office duties including dispatching, estimating and bidding. Both Mark and Russ operate excavators and run jobs.

In 1989, the brothers began buying the company from their parents, a transaction that was completed in 1997. "Dad started working for us after that, but he never stopped working," noted Mike. "He kept coming in and finding something to do, almost to the day he died."

Mike says the attitude Red brought to the business spread to all three boys.

"You always hear about second-generation family members squabbling and fighting and eventually ruining a business when they're in it together, but the three of us get along very well," maintained Mike. "Probably the fact that we all worked under my dad, has something to do with it because we all have a similar work ethic. We also make sure to get together regularly to clear the air and hash out any differences — but for the most part, I'd say we're all on the same page when it comes to business decisions."

Employees key to long-term success

Red's Excavating has grown substantially since the brothers took over. Today, the company employs about 20 people, not counting a number of independent truck drivers.

"We have an outstanding work force," acknowledged Mike. "Since we've been doing this, we haven't lost more than four or five guys that we wanted to keep — and they all went to work for one of the cities or counties around here because of the pension they offer. That's the only area where we can't compete. We pay well, provide insurance benefits and vacation — even a truck. As a result, we've been very successful at keeping our key people, which is one of the reasons for our long-term success."

Key people include Job Supervisor Al Reinhard, Operator Myron Pelegrin and Office Manager Patty Griffin. "Certainly, those three are very important to us, but we're also grateful for all our other employees who help us complete jobs in an efficient manner," said Mike.



Much of Red's Excavating's work is residential, including installing sewer and water laterals. Here, VP Mark Peters operates a Komatsu PC200LC-7 to excavate for a circular driveway in the Meadow Ridge area of Green Bay.



Russ Peters uses Red's Excavating's new PC200LC-8 to load material at a residential job in De Pere, Wis. "I've been running Komatsu excavators since 1981," said Russ. "I've tried others, but they don't seem as good to me. Our Komatsus are fast, efficient and very well put together."

Productive excavators and topnotch dealer support

Also key to Red's success is a continuously updated fleet of Komatsu hydraulic excavators. Today the company has four PC200s (one PC200LC-8 and three PC200LC-7s) and a PC120, along with a D41 dozer for stripping sites and two wheel loaders (WA380 and WA350) for use in the company's sand pits.

"The Komatsu PC200s are our front-line production machines — the backbone of our company," stated Mike. "We think Komatsu makes the best excavators on the market and we've felt that way for more than 25 years, which is how long we've been buying them. Because uptime is so crucial to us, we're constantly changing out our excavators. We buy at least one new PC200 every year and we never keep one for more than three years. By doing that, we get

Continued . . .



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Red's Excavating is optimistic about the future

... continued

outstanding utilization, plus the Komatsus are so well-built, they still have good trade-in value."

"Komatsu excavators are the total package," confirmed Russ Peters, who estimates he's worked about 40,000 hours in the seat of an excavator. "We got our first Komatsu in about 1981 and they're basically all I've run since then. I've tried others just to see what they had to offer, but they don't seem as good to me. Our Komatsus have been fast, efficient and very well put together. There are days I run them so hard, knocking down trees or banging

on solid rock, that when I get out of the cab, I check the machine over just to make sure nothing came loose. The way they take that beating — the Komatsus amaze me."

"Equally important is the support we get from Roland Machinery and Bob Weier (Roland's Wisconsin Division General Manager)," added Mark Peters. "Any issue, no matter what it is, we know we can call Bob and Roland and they will take care of it. In my opinion, Roland can't be beat for service. They've certainly always come to bat for us. I can't say enough good things about them."

Future looks bright

As he looks to the future, Mike Peters is optimistic about the Green Bay area construction economy and Red's Excavating's place in it.

"The current downturn was to be expected and frankly, we welcome it. This remains a cyclical business and the market had gotten so overheated that something had to give. Too many people who didn't really have much background were going out and buying equipment and putting up an 'Open for Business' sign. This will weed out the weaker links and that's okay by me.

"That said, we're still doing fairly well. I expected last year to be bad, but it turned out to be decent. Then two months ago, I expected this year could be bleak, but it too is turning out to be okay. I think our reputation is carrying us through and bringing us work in a tight economy. And I expect to see homebuilding pick back up in the next year or thereabouts, so I guess I'm fairly optimistic about our future."

Another reason for Mike's optimism is that a third generation is already involved in Red's Excavating.

"My son, Eric, and Mark's son, Vince, are both working here. Mark, Russ and I are all still young enough that we're not looking to turn it over to anyone else just yet. And like our dad, I think we'll all want to keep a hand in it even when we're no longer here full time. But down the road, it's nice to know that we have both family and outstanding longtime employees who will likely want to and be able to take it over when the time comes." ■

Office Manager Patty Griffin (standing) and her assistant Bobbie Moon help Mike Peters run the office and administrative end of Red's Excavating.



Operator Myron Pelegrin and Grant Devalk use a Komatsu PC200LC-7 to dig through hard shale as part of a new-home construction job in the Bay Settlement region. "We get at least one new Komatsu PC200 every year," said President Mike Peters. "By having a new fleet, we keep downtime to a minimum, get great production and always get a good trade-in price from Roland."





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ROLAND AT ATC

Technicians from Roland Machinery prove they're among the best in the nation

Roland Machinery did extraordinarily well at this year's Komatsu Advanced Technician Competition (ATC), which features top technicians from across the country competing against each other in a troubleshooting contest. Roland technicians won three of the 10

categories, and placed second and third on two other machines.

Leading the way was Perry Zach, who placed first on both the PC300LC-8 hydraulic excavator and the WA900-3 wheel loader. Also winning, a first-place trophy and the \$3,500 cash prize that goes along with it was Dave Severson on the WB156-5 backhoe loader. Craig Stephens placed second on the D51EX-22 dozer and won \$2,500, while Adam Depeau placed third on the HD325-7 haul truck and collected \$1,000.



Perry Zach (right) of Bridgeton, Mo., won two first-place awards.



Dave Severson (center) of Madison, Wis., also won a first-place award.



Craig Stephens (center) of Springfield, Ill., placed second on the D51 dozer.



Adam Depeau (center) from Green Bay took third place on the HD325 haul truck.

The Roland team competing at the ATC consisted of (L-R) Trainer Mike Bond, Technicians Adam Depeau, Craig Stephens, Dave Severson, John Rhymes and Perry Zach, and Trainer Mark Sperber.

"We're very proud of the entire team," said Roland Training Manager Mike Bond. "The guys who won and placed, as well as the others who competed, showed that we have as strong a group of technicians as exist at any dealership in the nation."

Roland technicians had to win in an in-house competition in order to be selected to go to the Komatsu ATC, which takes place at the Komatsu Training and Demonstration Center in Cartersville, Ga. "When you take into account the training and studying that the technicians do to prepare for our local contest, then add the knowledge they get at the ATC itself, I have no doubt that they're much better technicians for the experience," said Bond.

Of course, the purpose of the ATC is to improve technician troubleshooting skills to benefit Roland customers.

"With all the studying they do and the instruction they get, I estimate that it cuts in half the amount of time it takes these guys to troubleshoot a machine," said Bond. "In a business like construction, where time is definitely money, that can be a significant cost savings for the customer in terms of a repair bill, and especially in reducing downtime." ■





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GUEST OPINION

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

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.

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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NEW PRODUCTS

“ADDED VALUE” EXCAVATORS

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

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

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

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

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

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

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

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



Doug Morris,
Komatsu Product
Marketing Manager

Continued . . .

Brief Specs on Komatsu PC300LC-8 and PC400LC-8

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

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



Dash-8 mid-size excavators offer several advantages

... continued

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

Five working modes match specific applications

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

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

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

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

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

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

Designed to reduce downtime

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

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

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



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MORE PRODUCT NEWS

NEW PZ TOOL CARRIERS

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

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

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

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

Similar advantages to Dash-6 wheel loaders

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

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

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



Mike Gidaspow,
Product Marketing
Manager Wheel
Loaders

Brief Specs on Komatsu PZ Parallel Tool Carriers

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



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





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UTILITY NEWS

COMPACT EXCAVATORS

The tale of the short tail

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

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

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

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

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

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

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

What else to look for

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

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





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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.



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PARTS NEWS

ECO-WHITE FILTERS

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

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."

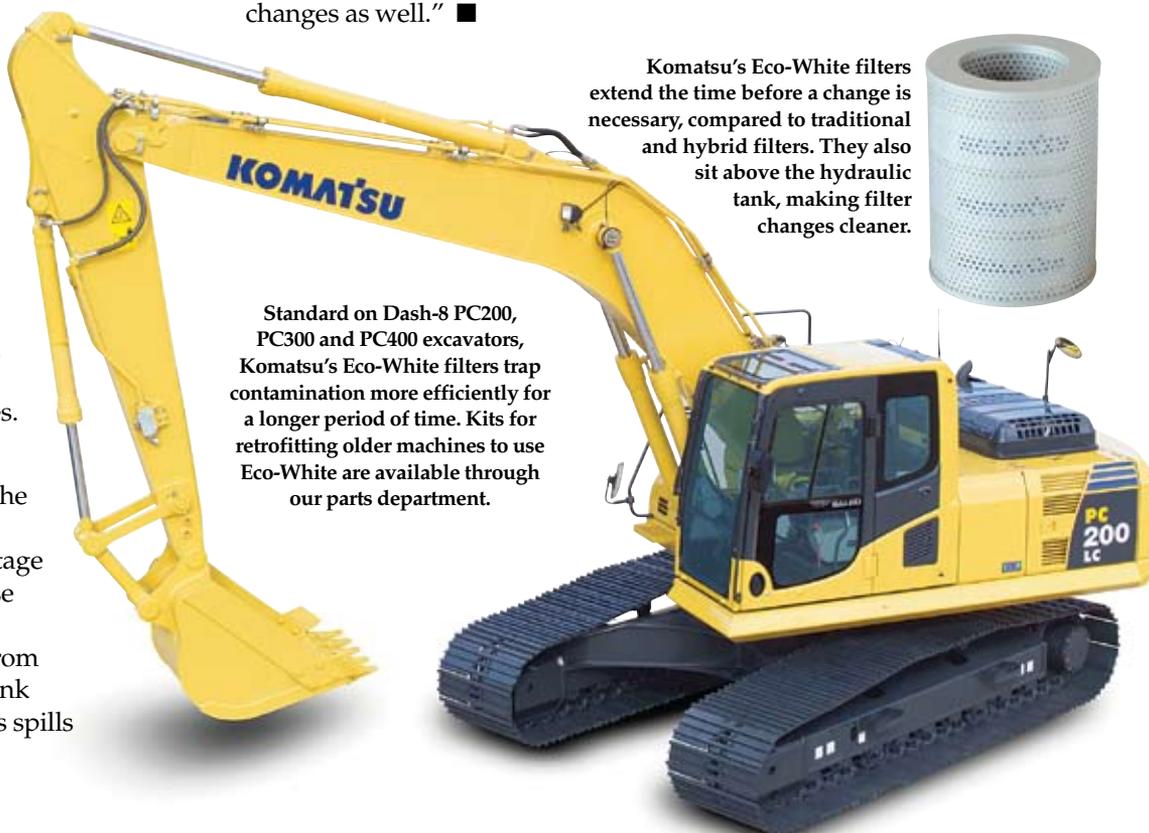
Traps contaminants more efficiently

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 and puts more dollars in your pocket in the long run," said Brown. "Komatsu distributors offer kits so users can retrofit older machines to use the Eco-White filters, giving those machines the capability of extended filter changes as well." ■



**Dan Brown,
Komatsu Parts
Marketing**



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.



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INDUSTRY NEWS

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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MORE INDUSTRY NEWS

Transportation commission calls for “new beginning”

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

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

Key recommendations in *Transportation for Tomorrow* include:

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

Representatives seek water infrastructure funding

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

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

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

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

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DISTRIBUTOR CERTIFIED

“HALF AND HALF”

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

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.” ■



Lee Haak,
Director, ReMarketing



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.



8816 Asphalt Paver



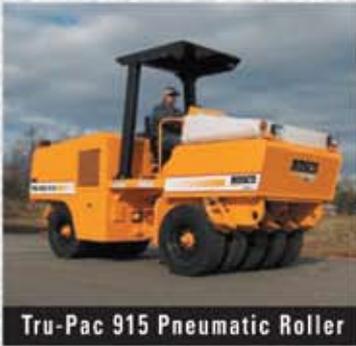
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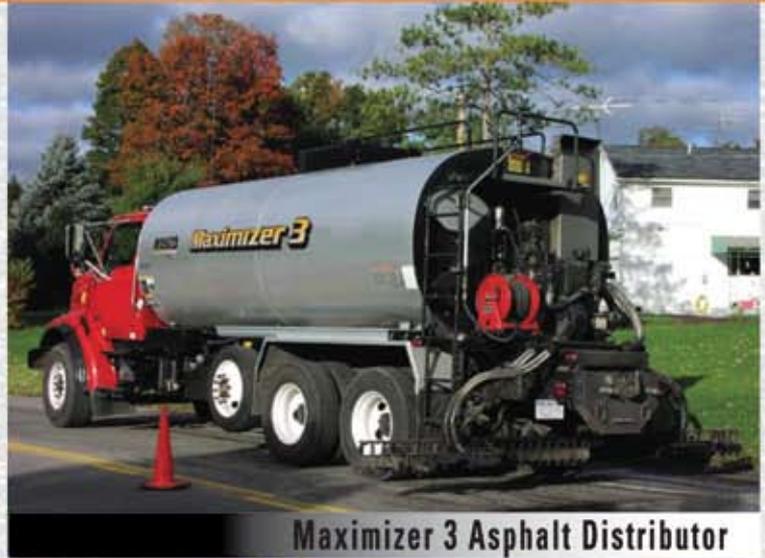
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ROLAND

USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Year	Hours	Price	Location
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EXCAVATORS

Komatsu PC78MR-6	'04	2,457	\$64,500	RENT! DeForest, WI
Komatsu PC50MR	'04	938	\$44,500	Springfield, IL
Komatsu PC150LC-6	'01	5,500	\$58,500	RENT! Cape Girardeau, MO
Komatsu PC150LC-6	'98	9,115	\$42,500	Franksville, WI
Komatsu PC200LC-7	'05	3,800	\$94,500	DEMO! DePere, WI
Komatsu PC200LC-7	'04	5,418	\$82,500	Schofield, WI
Komatsu PC200LC-8	'07	Low	\$135,500	Palmyra, MO
Komatsu PC200LC-6	'99	8,556	\$52,500	Franksville, WI
Komatsu PC220LC-6LE	'01	5,000	\$62,500	Escanaba, MI
Komatsu PC400LC-5	'93	11,769	\$65,750	RESERVED! DeForest, WI
Komatsu PC400LC-6	'03	2,961	\$196,000	RENT! Eau Claire, WI
Komatsu PC750LC-7	'04	4,609	POR	Bridgeton, MO
Gradall XL3300	'06	476	\$182,500	Franksville, WI

DOZERS

Komatsu D38E-1	'99	3,200	\$28,000	RESERVED! Escanaba, MI
Komatsu D39PX-21	'03	642	\$69,500	Marengo, IL
Komatsu D65PX-12	'96	11,260	\$46,500	Franksville, WI
Komatsu D65EX-12	'96	6,828	\$49,500	RENT! DePere, WI
Komatsu D65PX-12	'00	9,364	\$72,000	Springfield, IL
Dressta TD9H	'04	471	\$69,500	DePere, WI

FORESTRY

HydroAxe 511EX Feller Buncher	'97	7,508	\$35,000	Schofield, WI
Valmet 524 Forwarder	'92	8,315	\$40,000	Escanaba, MI
Fabtec 346B Forwarder	'05	3,131	\$168,000	Escanaba, MI
Valmet 840.2 Forwarder	'00	5,379	\$185,000	Escanaba, MI
Valmet 840.8 Forwarder	'99		\$125,000	Escanaba, MI
Valmet 911C, Processor	'98	12,000	\$65,000	Eau Claire, WI
Prentice 120C Loader	'97		\$6,000	Escanaba, MI
John Deere 653G	'00	8,520	\$145,000	Eau Claire, WI

WHEEL LOADERS

Komatsu WA500-1LE	'96		\$107,500	REDUCED! Springfield, IL
Komatsu WA420-1	'96	8231	\$44,500	Bridgeton, MO
Komatsu WA180-3PT	'98	1515	\$68,500	ORDER SIGNED! Bridgeton, MO
Komatsu WA120-3L	'00		\$37,000	Franksville, WI
Komatsu WA65	'02	2866	\$36,500	Bridgeton, MO
Dresser 540	'87	8643	\$19,500	Columbia, MO

Manufacturer/Model	Year	Hours	Price	Location
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COMPACTION, MILLING & PAVING

LeeBoy L800T	'87		\$5,700	Bridgeton, MO
LeeBoy 1000	'99	2,919	\$24,500	Franksville, WI
LeeBoy 8500HD	'06	2,474	\$65,000	RENT! Portage, IN
LeeBoy 8500HD	'05	2,500	\$62,000	Franksville, WI
LeeBoy 8500HD	'96	2,836	\$26,500	Bridgeton, MO
LeeBoy 8500HD	'04	1,810	\$63,500	Bridgeton, MO
LeeBoy 8515HD	'04	1,491	\$69,500	DEMO! Bridgeton, MO
LeeBoy 8500LD	'04	1,823	\$60,500	Bridgeton, MO
LeeBoy 8500LD	'02	3,664	\$29,500	Bridgeton, MO
Ingersoll Rand SD105DX	'03	1,487	\$59,600	DEMO! Franksville, WI
Galion P3500A		3,057	\$6,000	Schofield, WI
Ingersoll Rand DD23	'88	1,445	\$6,500	Bolingbrook, IL
Ingersoll Rand DD24	'00	2,400	\$21,500	Columbia, MO
Hyster C747B	'01	3,997	\$15,500	Bolingbrook, IL
Raygo, Barco 100	'82		\$12,500	Bridgeton, MO
Blaw-Knox PF150	'89		\$7,500	RESERVED! Schofield, WI
Blaw-Knox PF500	'87		\$19,000	DePere, WI
Blaw-Knox PF5510	'00	6,500	\$62,500	Bolingbrook, IL

MISCELLANEOUS

Waldon 250	'03	750	\$23,600	DEMO! Springfield, IL
Caterpillar 416C	'00	7,426	\$33,500	Cape Girardeau, MO
John Deere 200C LC	'02	3,000	\$85,500	Eau Claire, WI
Volvo EC160 BLC	'04	3,200	\$65,000	Schofield, WI
Case 9020B	'96	11,500	\$36,000	Franksville, WI
Link-Belt LS4300C			\$25,000	Franksville, WI
Hitachi ZX450LC	'05	5,060	\$192,500	Bridgeton, MO
Komatsu PC40		5,300	\$15,000	Portage, IN
Dresser 210M 60-Ton Haul Truck	'89		\$69,900	REDUCED! Bridgeton, MO
Dresser 210M 60-Ton Haul Truck	'89		\$69,900	REDUCED! Bridgeton, MO
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Tiger Truckat Mower	'04	426	\$30,000	ORDER SIGNED! DeForest, WI
Tramac V55 Breaker	'02		\$36,500	Bridgeton, MO
Metso ST620 Mobile Screening Plant	'05	512	POR	Palmyra, MO



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