



A publication for and about
Kirby-Smith Machinery customers

Connection

HOSKINS GYPSUM

Focus on efficiency keeps
this new Oklahoma
quarry operation
going strong

See article inside . . .



Jessie Hoskins,
President





MESSAGE FROM THE PRESIDENT



Ed Kirby

**Leading the way
with innovative
machinery and
technology**



Dear Valued Customer:

We know that when new engine emissions standards are introduced, the last thing on many of your minds is the research and technology that went into complying with those standards. Your concern likely is the performance of that new machine compared to your "old reliable" Komatsu equipment.

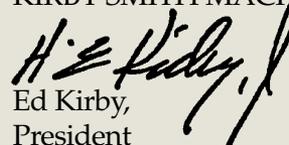
Rest assured, Komatsu and our other lines of quality manufacturers have it taken care of. While you might not be thinking about interim Tier 4 machines, this issue of your Kirby-Smith *Connection* has some good product- and service/support-related articles that point out how our manufacturers met the standards without hurting, and in many cases improving, your bottom line when it comes to moving materials.

After all, that's what it's all about. You expect maximum performance and minimum downtime. That's why Komatsu continues to take steps to ensure you meet your important scheduled maintenance intervals with machine features such as KOMTRAX. New interim Tier 4 machines have KOMTRAX 4.0, which monitors new components designed to reduce emissions.

I encourage you to read the articles on KOMTRAX 4.0 and Komatsu Cares and some of the machines they apply to, including the new PC490LC-10 excavator and WA380-7 loader. I believe you'll see why Komatsu is the leader in innovation.

As always, we're here to help you in any way we can. Don't hesitate to call us with any questions or concerns.

Sincerely,
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Ed Kirby,
President



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GALMOR'S INC. AND G&G STEAM SERVICES

Find out how diversification of services has helped these two Texas companies thrive.

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Learn how a pre-excavation meeting is the best way to ensure a project gets started on the right foot.

PRODUCT IMPROVEMENT

See how Komatsu's new WA380-7 interim Tier 4 wheel loader delivers a load of productive features.

PRODUCT ENHANCEMENT

Discover what Komatsu did to enhance power and performance of its new PC490LC-10 interim Tier 4 excavator while lowering emissions.

TECHNOLOGY INNOVATION

Find out how KOMTRAX can help you comply with new emissions standards and monitor a number of other important machine functions.

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HOSKINS GYPSUM

Focus on efficiency keeps new Oklahoma quarry operation going strong



Jessie Hoskins,
President

Talk about fast startup speed: in just three months, a new quarry in Longdale, Okla., went from zero to 80,000 — tons, that is. “We’ve only been in operation since the first of March,” noted Jessie Hoskins, President of Hoskins Gypsum in Longdale, Okla. “We started the process in December of 2010. There was no simple way to get all the permits we needed, considering all the different government agencies we had to deal with. It was difficult; the paperwork and permitting were the hardest part of the startup.”

Nonetheless, Hoskins Quarry was up and running three months later. The gypsum in this area is some of the highest quality in the United States, and underneath the gypsum is hard anhydrite. This anhydrite is used in construction to build roadways and drilling pads associated with Oklahoma’s burgeoning oil- and natural-gas extraction industry. The aggregates are also sold to county agencies for road surfacing.

Mining anhydrite gypsum

Like most quarry operations, Hoskins Gypsum had to first remove overburden up to

15 feet in depth to expose the seam of gypsum. Workers then began extracting material via drilling and blasting, with blasting taking place as often as twice a week.

From the quarry face, crews load the broken material onto haul trucks, which take it to the plant for crushing. An excavator-mounted breaker reduces large pieces down to a size that will fit into the crusher.

The quarry has been producing 110,000 tons of gypsum material per month. “That’s a bit more than we expected, but it’s become our new target production figure,” reported Hoskins. The quarry generally runs double shifts. Alan Robinette is Quarry Manager and Jason Bergdall is Assistant Quarry Manager.

Customers often pick up aggregate using their own trucks, however, Hoskins Quarry also owns 22 bottom-dump haul trucks, five side-dump trucks and two bobtail dump trucks to make deliveries.

Equipment is key

Ensuring a smooth startup and maintaining high production requires high-quality, productive equipment, according to Hoskins. That’s why he turned to a combination of Komatsu machines and Kleemann crushing equipment from Kirby-Smith Machinery.

“We wanted brand-new equipment,” noted Hoskins. “We’ve been using Komatsu equipment since 2000, when I was just starting the company. I contacted Kirby-Smith’s Oklahoma City branch and Sales Rep Dean Traylor. I’ve been working with them ever since.”

Although he was familiar with Komatsu, Hoskins didn’t know much about the Kleemann product line, which Kirby-Smith had recently taken on. “We had been looking

Posing in front of Hoskins Quarry’s Komatsu quarry equipment and Kleemann crusher are (L-R) Ryan Hoskins and Jessie Hoskins with Kirby-Smith Machinery’s Dean Traylor and Hoskins Quarry employees Jody Hysell, Terry Gould, Jason Bergdall, Spencer Lawson, Alan Robinette, Paul Rojas and Joe Turner.





at a different brand of crusher but Kirby-Smith put me in touch with Wirtgen America's Jim Holland Jr.," Hoskins recalled.

Kleemann equipment fits the bill

Hoskins, Traylor and Holland then went to Wirtgen America, Inc.'s North American headquarters outside Nashville, Tenn., to see the Kleemann MR 122 Z impact crusher in action. "We spent two days with (Kleemann Vice President) Evan Clarke, who went above and beyond the call of duty to spend time with me personally, even though it was Christmastime," recalled Hoskins. "He showed me the features and benefits of the MR 122 Z and it soon became clear that it was the best crusher for my operation.

"We learned Kleemann makes a better product than most others we had looked at," Hoskins continued. "Their machines are better engineered, and the product support is excellent. Kleemann has bent over backwards to get us going."

Following the purchase, Hoskins also worked closely with Wirtgen America during the quarry's startup phase. "It came together really well," Hoskins acknowledged. "The quality of people we had working for and with us was outstanding. After we made the purchase decision, Wirtgen brought three employees and me to Nashville and put us through parts, service and operation classes at their state-of-the-art training facility. They



Hoskins Gypsum uses Kleemann crushers and screens at Hoskins Quarry. The company also owns several Komatsu machines, including a PC350LC-8 excavator, shown here loading the crusher.

trained us on-site on our new machine. Since the machine was delivered, Kleemann staff has been out to the quarry three times, continuing training and making sure the crushing equipment is doing what we need it to do."

Welcome support for the start-up came from Kirby-Smith as well. "Ed Kirby really made it possible," Hoskins related. "He believed in us and that was one of the reasons the quarry came to be. If we have a problem, we can walk directly into Ed Kirby's office and talk with him any time we want. I haven't found that with any other dealership.

Continued . . .

Kleemann, Komatsu products keep quarry productive

... continued

The crushing plant

"A major selling point for me was the MR 122 Z's fuel-efficient diesel/electric design," Hoskins continued. "No other manufacturer of this size machine has that. We are operating on five to six gallons per hour, which is great. Evan told me how efficient the Kleemann was going to be, and he was right on the money." Hoskins noted that the crusher was running at a rate of 500 tons per hour.

Hoskins Quarry uses two screens with its crusher, a Kleemann MS 19 Z and a smaller Kleemann MS 15 Z. "With the MS 19 Z we can make a three-quarter-inch crusher run, a two-inch crusher run, a four- to six-inch surge and half-inch fines," Hoskins said. "The half-inch fines are being used as an adhesion-promoter in oil-based drilling mud that the rigs use, or spread on farmland to lower the pH of soil."

Kirby-Smith Sales
Rep Dean Traylor
(left) meets with
Hoskins Gypsum
President Jessie
Hoskins.



Hoskins Quarry
operators use the
company's Komatsu
PC350LC-8 excavator
to load material onto
its HD465 truck.



Hoskins believes the prescreens are a key part of the crushing process. "They feed the side belt on the crusher and take out all dirt, fines and half-inch minus, preventing them from contaminating our final product," Hoskins pointed out. "The screens also reduce wear on the crusher and that's a feature unique to Kleemann."

As Hoskins indicated, it's easy to move the crusher between screens. "It takes about 10 minutes and is easier than we thought it would be. The operator uses a wireless remote control, so he just walks alongside it, following it over to the new site. With the remote, the operator can stop and start the crusher and speed it up or slow it down as needed."

Komatsu machines work with crusher

As a complement to the crushing/screening operation, the quarry uses Komatsu equipment for earthmoving, mining, loading and trucking. Hoskins started out with a Komatsu PC300 excavator and then added D41 and D61 dozers to his fleet. He has continued to buy Komatsu, noting, "My experience has been very good. I am big on Komatsu excavators and quarry trucks in particular. They hold up well, seem to have more power than other brands, are fuel-efficient, work faster, and have very low maintenance."

At the quarry face, Hoskins Quarry crews use a Komatsu PC400LC-8 excavator to load two Komatsu HD465-7EO haul trucks, each with a 61-ton capacity. "The large rock goes to the plant for crushing. We use a Komatsu PC350LC-8 excavator with an NPK GH15 hydraulic hammer to break rock pieces that are too big to fit into the crusher," Hoskins explained. A second PC 350LC-8 loads the Kleemann crusher.

To his earthmoving equipment fleet, Hoskins added three Komatsu excavators and three quarry trucks. In addition to the Komatsu and Kleemann equipment, Hoskins has purchased trailers, light towers, water trucks, compaction equipment, pumps and more from Kirby-Smith. "They carry such a wide variety of brands and types of equipment that they can meet nearly all our needs," Hoskins concluded. ■

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HLH CONSTRUCTION & ENVIRONMENTAL

Recent work showcases Oklahoma company's capabilities



Mike Hester,
President



Dale Hester,
Vice President

Two recent projects HLH Construction & Environmental worked on highlight the scope of the Drumright, Okla., company's offerings. One was a grassroots construction project of a crude-oil, tank-farm pump facility just south of Cushing.

Brothers and Owners Mike and Dale Hester each ran one project, with Mike handling the tank-farm construction, a more than 12-month endeavor that will serve as a storage facility for oil that's traded on the New York Stock Exchange. When finished, HLH will have installed about 30,000 feet of pipe.

"We connected with an existing tank farm about three-quarters of a mile away, and laid another 6,000 feet of 24-inch line that goes to another hub," explained Mike. "Inside the facility itself, we'll have laid about 22,000 feet. We're serving as the general contractor and are responsible for the entire timing of the project."

Piping is only one aspect of the new construction project, which started with HLH working with the customer to plan the construction. HLH crews then cleared and grubbed the 80-acre site before moving about 460,000 cubic yards of dirt to put the facility to grade. HLH also put subbase under the tanks, the construction of which was subbed out, and did some concrete work.

Meanwhile, Dale handled a survey and rehab project in Kansas that involved pushing a "pig" through an existing pipeline where it took readings and measurements to check for wall thickness and anomalies that needed repair. The tank facility was a bid contract, and the rehab project was billed on an hourly basis.

"Our work is about a 50/50 split between hourly and bid work," Mike pointed out. "That's changed somewhat through the years as we've transitioned into doing more new construction. From that end, we offer a full package of services that allow us to work as a general contractor. We'll also sub out portions of our work, if that's what our customers want."

An HLH Construction & Environmental operator fine grades a bank near a newly built tank using an older-model Komatsu D65EX dozer. "I believe in keeping older machines as long as they're productive and not costing us downtime," said HLH President Mike Hester. "Komatsu has not let us down."

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A safe, dedicated staff

Offering full site packages is relatively new to HLH Construction & Environmental, which has been in business nearly 35 years. When the Hester brothers founded the business in the late 1970s, they primarily focused on pipe installation for reconditioning and rehabilitation work. The business also specialized in environmental clean-up work. "Soil remediation and removal of structures at old refinery sites were other niches for us," Mike explained. "We still do some environmental work, but that's become a very small percentage of our business."





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An HLH Construction & Environmental operator uses a Komatsu PC350LC-8 to dig for a pipeline at a new tank farm near Cushing, Okla. HLH is general contractor on the site, handling everything from planning through final grading.

What hasn't changed is HLH Construction & Environmental's ability to respond to emergency cleanup of leaks, which the company has offered since its early days. Because of that, and the Hesters' focus on the oil and gas industries, HLH maintains strict safety training of its nearly 50 employees.

"Because safety is our utmost priority, we have a very good safety record," Mike noted. "That's a definite factor in whether a pipeline company will allow a contractor to work for it. A very large majority of our work is for repeat customers, so that speaks for itself. But that doesn't happen without having employees who are dedicated to making safety a priority.

"That's one reason customers call us," he continued. "The other is that they know we'll get the job done to their satisfaction, on time and on budget. We can do that, thanks to a very dedicated and experienced staff, many of whom have been with us a decade or more. Dale and I are hands-on, but there are times where we have multiple jobs going on, and we can't be on site. We can trust our guys to get it done without us looking over their shoulders."



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Turning to Komatsu, Kirby-Smith

The Hesters note that getting jobs done on time also takes a solid lineup of equipment, and for more than 20 years, Komatsu has been HLH Construction & Environmental's machinery of

HLH President Mike Hester digs with a Komatsu PC50MR-3, rented from Kirby-Smith Machinery.



Continued . . .

HLH expects pipeline rehab business to grow

... continued

choice. The company started using Komatsu in the late 1980s when Kirby-Smith Machinery Territory Manager Bob Briley brought the Hesters some machines to demo.

"We primarily used another brand, but we had some dealings with Bob, Freddie Smith and Ed Kirby, so we got to know them well," recalled Mike. "One of the machines they brought was a Komatsu excavator, and right away we saw it had faster response and digging power than the machines we were using. It sold us on Komatsu right then and there, and as the years have passed we've gradually phased out our other brands."

But that doesn't mean HLH Construction & Environmental runs all new equipment. The company has a mix of older and newer Komatsu units, from a late-model PC350LC-8 excavator to a D65 dozer purchased in the mid-1990s. It also has PC300, PC160, PC200 and PC228 excavators and D155 and D31 dozers.

HLH rented several pieces of equipment from Kirby-Smith for a recent project, including a SkyTrack lift and a Grove crane. "Territory Manager Clay Lineback and Kirby-Smith have always been able to get us the equipment we need when we need it," said HLH President Mike Hester.



"One of our main concerns when we started looking at Komatsu equipment was its durability, because I believe in keeping older machines as long as they're productive and not costing us downtime," explained Mike. "Komatsu has not let us down. For instance, we still have one of our older D65s that we bought in the 1990s. It has about 16,000 hours on it, and a few months ago, we put a new engine in it. The base machine is still in great shape. I'm confident it will run another 20,000 hours or more."

Service personnel at Kirby-Smith's Tulsa branch replaced the engine. HLH also turns to Kirby-Smith for rental units as needed, including cranes, lifting equipment, soil-stabilization machines, compactors, trucks and other speciality equipment. The Hesters work with Territory Manager Clay Lineback for sales and rental.

"Clay and Kirby-Smith have always been able to get us the equipment we need when we need it, and they give us flexibility in terms of length of time we have a machine out on rent," said Mike. "Additionally, they keep the parts we need on hand, and whenever we call for service they get to us right away. They understand that uptime is critical in our business, and they respond accordingly."

A look ahead

The Hesters believe the rehabilitation side of their business will continue to be strong for many years to come.

"A lot of old infrastructure still needs to be upgraded, and that's an ongoing process," observed Mike. "Even the new construction we're doing will eventually need to be rehabbed. So, there's work here for as long as we want to keep going."

"From a new-construction standpoint, it's likely to grow for a couple more years then probably slow down," he added. "That may change depending on what happens with energy policies and if there's allowance for more domestic drilling. I anticipate that there will be more infrastructure building in the eastern part of Oklahoma. Whatever happens, we're here to be a part of it." ■



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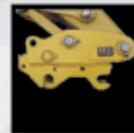
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GALMOR'S INC. AND G&G STEAM SERVICES

Diversification helps Texas companies thrive

Nearly 40 years ago, Steve Galmor opened his first business, a hay-hauling enterprise, known as G&G Trucking, which he and his brother Mark "Rudas" Galmor founded while still in high school. At the same time, the brothers were doing some work for their father, Bob, in his oilfield-supply company, Damor.

"We worked in the supply business during the summers from the time we were really young, basically until we got out of school," recalled Steve. "It was excellent experience because we learned the oilfield industry firsthand, and learned how to fix equipment, such as pumps. Many of the people we met, we eventually worked with later on and, in some cases, still do."

Steve started working for some of those people not long after high school. After about a year of college, he decided it wasn't for him and came back home to Shamrock, Texas, where his father had set up Damor's shop. Steve bought a steaming machine and went into business "baking" pipe — a process that removes paraffin from oil field rods and tubes — naming the new entity G&G Steam Service in 1975.

"Eventually, we expanded into working with the natural gas companies too, doing services such as thawing out ice plugs," said Steve. "We had quite a few customers, built a good reputation and the business kept growing. Eventually, I added a second steamer, and Rudas left his job and joined me in the business."

Expansion wasn't limited to steaming pipe in the gas fields. In 1979, at the urging of his grandfather, Steve bought a ditching machine and a backhoe to add pipe installation as a new service. His grandfather even had a job for him to do.

"My grandfather wasn't in the oilfield business, but having worked for a drain company, he knew about putting pipe in the ground," Steve explained. "To this day, I still don't know how he got the contract for that first job, but he came out and helped us do it. That's how we got into the construction side of the business, and today that's the main driver."

A third generation

Steve admits things got tough at one point in the business. The oil industry in the Texas panhandle took a major downturn in the early 1980s, and to survive, Steve downsized and moved the business to Elk City, Okla.

"Many businesses we were working for at that time went broke," Steve recalled. "I did what I had to do to survive. I brought five guys with me, rented a shop to work out of and even lived in it for a while. But I knew I could make it work. It was actually good for us, because we had to do whatever it took to survive. We were forced to diversify into doing all types of excavation work: house pads, oil-well sites, pipe installation, digging for utility companies and anything else that involves dirt work. We do demolition as well. That's been a real key to the company's success."

Three generations of Galmors make up Galmor's Inc. and G&G Steam Services, including (L-R) Brandon, Bob, Steve and Justin. Bob's company, Damor, was the forerunner to the two businesses.





www.KirbySmithConnection.com

A Galmor's operator pushes pipe with a Komatsu PC200LC-8 while crew members fuse it together on a pipeline project in western Oklahoma.

Excavation work isn't the only area of diversification. While Steve was building G&G, his father, Bob, was still active with Damor. In the late 1980s, Steve took over that business as well, and eventually changed the name to Galmor's Inc., of which Bob is still an owner. Though most of the two companies' business is done from Elk City, the Galmors still maintain the original Damor shop in Shamrock, and have an office in Montague, Texas.

"There are two aspects to our business now. Galmor's supplies products, such as rock, pipe and many of the other items Damor carried from the time Dad founded that business in the 1950s," Steve noted. "G&G is the construction side."

Between the two companies, there are now about 130 employees, including Steve's sons Brandon, Levy and Justin, who all play key roles for Galmor's Inc. and G&G Steam Services. Brandon and Levy run field crews that handle everything from installation of pipe and tank batteries in the oil fields to building house pads and doing site work. Justin takes care of the paperwork, runs the companies' safety programs and coordinates materials deliveries.

"They grew up with the business, just like I did," said Steve. "Once things really took off again in Elk City, we opened what's now our current office location. We lived in a trailer house out back, and when the boys weren't in

school, they were out there designing bicycle tracks and using tractors to build hills. That's how they learned to run equipment."

Steve points out they also learned to run projects, such as one recently completed at Fort Sill. During the 12-month contract, crews demolished an old airplane hangar before starting earthwork to build a new one. G&G removed more than 30,000 yards of old material, digging eight feet deep to ensure it was down to stable ground. It then hauled in new material, compacting it in six-inch lifts until reaching final grade. Once, there, G&G worked with the plumbing contractor to dig utility lines and did the finish grading.

While G&G performs a variety of work, the company still specializes in pipeline installation for oil and gas companies. Much of that is done for longtime customers that G&G has worked with for decades. Recent projects include installation of more than three and a half miles of pipe of varying size for one company, and more than six miles of work for another.

"In addition to the boys, I have a terrific group of employees who know how to get a job done," said Steve, mentioning longtime employees such as Richard York, Perry Duke, Russell Freas, Jerry Howell and Will Region. "There's nothing those guys can't do, and they deserve much of the credit for getting us to this point."



Levy Galmor

Continued . . .



Future growth looks positive

... continued

Growing with the help of Kirby-Smith, Komatsu

Steve also acknowledges that G&G Steam Services wouldn't be where it is today if not for the help of Kirby-Smith, and Ed Kirby in particular. When things were tight, he helped the Galmors get the equipment they needed.

"Ed helped me get an air compressor I needed for a job," he remembered. "He never hesitated

Levy Galmor (left) visits with Kirby-Smith Territory Manager Brad Howard.



A Galmor's operator pulls pipe with a Komatsu D61 dozer. Galmor's also uses D41 dozers with side booms to lay pipe on oil and gas pipeline projects.



NEW!



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Galmor's uses a Komatsu D51 dozer for grading on building and well-site pads. "It has good all-around visibility, so our operators can better see the material they're pushing and grading," said Owner Steve Galmor.



to help us out. That's something we don't forget. Because of his willingness to go to bat for us when we needed it, we've developed a longstanding relationship with Kirby-Smith. We call them out for service when we need an extra hand, and they've always responded quickly."

Through the years, Galmor has turned to Kirby-Smith for additional units, including several Komatsu excavators and dozers. Most recently, Steve acquired a PC200LC-8 and a D51EX-22 dozer. G&G Steam Services also has two other PC200s and D41, D61 and D65 dozers, plus, rents additional Komatsu equipment as needed. Steve currently works with Kirby-Smith Territory Manager Brad Howard.

"The operators find that the hydraulics in the excavators are faster than other brands, and they get better production both in digging and in pushing pipe," commented Steve, who's also bought compaction equipment, trailers and Godwin pumps from Kirby-Smith. "The dozers have excellent power, and that's important, especially when it comes to pulling large-diameter pipe, which we do quite a lot of. Komatsus are consistently the machine of choice among our operators.

"That's particularly true of the D51," continued Steve, speaking of Komatsu's award-winning, slant-nose dozer. "It has good all-around visibility, so our operators can better see the material they're pushing and grading."

Hard work pays off

The Galmors have put those machines through their paces in the past year, as G&G Steam Services has seen substantial growth in the number of jobs and employees with its expansion into the gas and oil industries. Steve said he sees that continuing well into the future, even after he decides to leave the business.

"My sons have learned construction and pipelining, and they're getting in on the horizontal drilling," said Steve. "That's really becoming a major part of the oil and gas industry and it's only going to continue growing. As the boys become more involved in the business, they'll eventually take it over, and there'll be a third generation running things. I never expected us to get to this point. It's been a lot of hard work on everyone's part." ■

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AFTER WINNING THE BID

Ensure a project gets started on the right foot with a pre-excavation meeting

Since the time you received the bid package, you knew this was a project you wanted to do, so you turned your bid in. With nervous anticipation, you watch as the bid envelopes are opened, revealing the prices construction companies put on paper in an effort to gain a governmental or private project. Either way, you did everything you could to put together a good price and you won the bid.

Once you've celebrated the win, reality sets in. Are you really ready to do the job? You can alleviate some of that anxiety by quickly scheduling a pre-excavation meeting.

The pre-excavation meeting is designed to get everyone involved in the project together to discuss the work again with an eye toward details, such as potential site issues or conditions that may have changed since the bidding process began. For example, what if there was

demolition on the site as part of a separate contract before your work is to begin? If there's debris left, who's responsible for cleaning it up?

Communication is invaluable

That's just one of many potential questions that should be asked and answered before you put a bucket in the ground or a dozer blade to the topsoil.

"The more stakeholders who attend, the better, and the more information shared about a particular jobsite the better," said Eben Wyman, Vice President of Governmental Relations for the National Utility Contractors Association (NUCA) in the Solutions at Work article, "Proceeding as Planned." "Excavators, locators, project owners, one-call representatives and all underground-facility representatives should attend."

If possible, the meeting should take place at the jobsite as all involved get a firsthand look at the site again, noting any changes that may have occurred since the project went out for bid.

"The meeting will facilitate communications, coordinate the marking with actual excavation, and assure identification of high-priority facilities," according to a best-practices manual from Common Ground Alliance, an industry group that promotes safe underground excavations. "An on-site, pre-excavation meeting with the excavator, the facility owners/operators and locators (where applicable) is recommended on major and large projects. This includes road, sewer, water, or other projects that cover a large area, progress from one area to the next, or are located near critical or high-priority facilities. Such facilities include, but are not limited to, high-pressure

A pre-excavation meeting brings together the main players involved in a project to ensure it starts off on the right foot. The meeting outlines several key responsibilities of each individual and company.



Continued . . .

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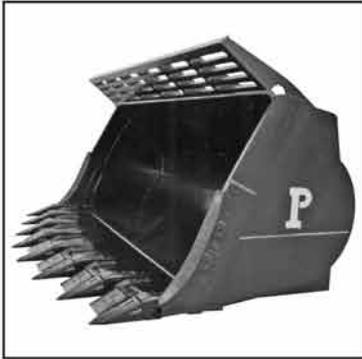
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... continued

gas, high-voltage electric, fiber-optic communication, and major pipe or water lines.”

NUCA’s Wyman says the communication is invaluable. “The foundation of damage prevention is participation and communication by all stakeholders. Getting everybody together to talk about specific excavations promotes shared responsibility in damage prevention.”

“Competent person” critical

One key individual from your company who should attend the pre-excavation meeting is your designated “competent person.” Required by OSHA, the competent person is key to safety on the jobsite. According to the Solutions at Work magazine article, the competent person must meet two important criteria.

- He or she must be capable of identifying existing and predictable hazards at the jobsite and should be trained and experienced in pre-excavation planning, soil typing, protective systems, excavation safety and fall protection.
- He or she must have the authority to take prompt corrective measures to eliminate

identified hazards; meaning the person in charge of safety must have a leadership position.

“The designated competent person should bring to the pre-excavation meeting a plan that includes a diagram or sketch of the area where the work is to be done; the projected depth of excavation; the projected water table; the soil types to be encountered; the planned method for shoring; and the location of utilities and their shutoffs,” noted the article.

Use a checklist for guidance

One way to ensure critical items are covered is by filling out a checklist. Every company generally has its own, but there should be some consistency to checklists. In a QualifiedRemodeler.com article, one company highlighted six main areas it looks at on a preconstruction checklist. While the list was designed for a home-remodeling project, much of it applies to an excavation site as well. Included, but not limited to, are:

- An introduction that lists everyone involved and describes their roles in the project;

Continued . . .

Before putting that blade to the dirt, you should have a pre-excavation meeting that covers a variety of important topics, such as staging of equipment, establishment of working hours and emergency contact information.



Use meeting to focus on safety, preventing errors

... continued

Call before you dig to avoid costly mistakes

It's been said numerous times: Call before you dig. There's even an easy-to-remember number: 811. Yet, each year, people who didn't take the time to dial ahead hit thousands of utility lines.

The intent of the 811 call line is to provide a single number where those performing excavation, or even demolition, can call and have utility companies locate buried lines. It's a way to avoid hitting one, causing potential injury and/or disruption of services. The service is free of charge.

It's required by law that before anyone — including private homeowners — begins excavation, they're to call at least 48 hours in advance to have underground utilities marked. Failure to do so can result in everything from a fine to serious injury or death from hitting an unmarked electrical line. Doing so could cost you thousands of dollars, depending on the severity.

When you call 811, a representative will ask for some basic information, such as what you are planning to do. They'll want to know the location, length of time you plan to dig and other pertinent information. Once you've made the call, they will notify the local utilities. All you have to do is wait at least 48 hours before you dig.

Utility companies send a representative of their own, or one they've contracted with, to locate and mark their lines. That will give you a reference point of where the lines are and how close to them you will be digging.

Should you accidentally hit a line, stop digging and immediately call authorities. It could be a matter of life and death.

At least 48 hours before digging, you're required to call the 811 "one call" number to have utilities marked. It's a safeguard against hitting lines, causing damage, injury or worse.

- Basics such as establishment of working hours, access and exchange of contact information;
- Procedures such as proper communication, payment schedules, product selection, change orders, start and completion dates and site cleanup;
- Site issues like parking and staging of equipment, location of job trailers, restroom facilities and dumpsters;
- Miscellaneous items, which may include locating utility shutoffs, taking pre-excavation photos, noting existing site layout and putting a jobsite sign in the yard.

These suggestions are not intended to be all-inclusive. Each job site and situation is different, but they form a basis for a starting point. "The bottom line is that pre-excavation meetings are imperative to safety and protecting the underground infrastructure," concluded Wyman. ■



LOADERS

From Komatsu - The Loader Experts



Komatsu Wheel Loaders deliver high productivity, low fuel consumption, easy maintenance and superior operator comfort. The WA200PZ-6, WA250PZ-6 and WA320PZ-6 feature Komatsu's electronically controlled Hydrostatic Transmission (HST) with Komatsu's PZ (Parallel Z-bar) linkage.

- HST delivers high power, excellent response and low fuel consumption
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WA380-7

Komatsu's first interim Tier 4 wheel loader delivers a load of productive features



Mike Gidaspow
Product Manager

Building a cleaner machine with reduced emissions was mandated by the EPA interim Tier 4 engine regulations that went into effect Jan. 1. The long list of other productive, efficient and operator-comfort features in the new WA380-7 wheel loader were all strictly Komatsu ingenuity.

"Although we kept many specifications the same between the WA380-6 and WA380-7, such as weight and bucket size, the WA380-7 has numerous improvements over its predecessor," said Komatsu Product Manager Mike Gidaspow. "These include a completely redesigned powertrain and operator's cab and improved hydraulic controls. Operators will instantly notice the difference when they sit in the cab or push the accelerator pedal."

Similar to other Komatsu interim Tier 4 machines, the WA380-7 uses an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. Together, they optimize performance, reduce emissions and fuel consumption and provide advanced diagnostics. Komatsu's engines use a hydraulically actuated Komatsu Variable Geometry Turbocharger and an Exhaust Gas Recirculation valve for better precision and air management. A Komatsu Diesel Particulate Filter (KDPF) has an integrated design that doesn't interfere with operation but keeps the operator aware of its status.

The WA380-7 features Komatsu's SmartLoader Logic that provides optimal engine torque for the job required. Komatsu SmartLoader Logic helps save fuel by decreasing engine torque when the loader isn't working hard, such as driving with an empty bucket. It functions automatically without interfering with operation, so it saves fuel without sacrificing production.

Large-capacity torque converter standard

A newly designed, large-capacity torque converter with lock-up is standard. It improves acceleration and hill-climbing ability and provides a higher top speed. The lock-up function activates in second through fourth gears and gives the machine a maximum ground speed of 25 mph. The large-capacity torque converter increases tractive effort to improve V-cycle loading and delivers faster ground speeds in load-and-carry applications for increased production.

"Komatsu designed the large-capacity torque converter to perfectly mesh with the engine in this machine," said Gidaspow. "The benefit is that it improves production with faster acceleration and higher speeds while reducing the amount of fuel that it burns. The improvements in production and fuel consumption are even more noticeable in load-and-carry situations with the standard lock-up function. It's great when we can provide customers with a feature that gives them a noticeable improvement in production while reducing fuel consumption."

Redesigned cab for greater comfort

Komatsu completely redesigned the cab to be more comfortable, including lowering the front glass for increased visibility. Other improvements include a new dashboard, Electronic Pilot Control (EPC) levers and a F-N-R switch, which are part of a seat-mounted, right-hand console. An auxiliary input allows the operator to connect an MP3 player or other device, and two 12-volt ports are incorporated into the cab.

A new, high-resolution, seven-inch monitor features enhanced capabilities and allows the operator to easily modify settings for



Brief Specs on Interim Tier 4 Loader

Model	Operating Wt.	Horsepower	Bkt. Capacity	Breakout Force
WA380-7	39,830 lbs.	191 hp	4.3 cu. yds.*	35,495 lbs.

*With a general-purpose bucket

Komatsu's totally redesigned WA380-7 wheel loader has an array of new features that make it more fuel-efficient and more productive.

functions such as auto idle shutdown or the auto-reversing fan. Operators can check operational records, including working hours and fuel consumption; monitor the KDPF; and check hours until the next maintenance intervals. The monitor also offers the operator the option of using the Eco Guidance function, which provides operational tips to reduce fuel consumption. A high-resolution, rearview camera is standard and is mounted to the right of the console for convenience.

"Komatsu worked to integrate many features into the cab to make things easier for the operator," added Gidaspow. "We now offer a function to automatically downshift all the way to first gear when the loader is digging. We also gave operators the ability to set the boom kick-out heights from inside the cab, so they can adjust them as the job requires.

"Because more customers are using a quick coupler, the new WA380-7 now gives the operator the ability to program in and save the return-to-dig settings for different attachments in the monitor panel," he continued. "That means when changing attachments, the operator just changes the setting and the return-to-dig will be set for the new attachment. The operator doesn't need to leave the cab at all."

Better serviceability

Komatsu's Equipment Management Monitoring System (EMMS) has enhanced diagnostic features that give the operator and technicians greater monitoring and troubleshooting capabilities. EMMS continuously monitors all critical systems and preventive maintenance and provides troubleshooting assistance to minimize diagnosis and repair time.

Komatsu designed the WA380-7 with easy access points to reduce downtime, so users save time in maintenance. The new loader has increased cooling capacity, wider cooling-fin spacing and a standard, auto-reversing fan to help keep the radiator clean.

"We improved the air flow and put in screens as standard, then made the cores wider," said Gidaspow. "That's great for high-debris applications. The stacked coolers open up and slide out for easier cleaning."

Gidaspow noted that this is the first of several new interim Tier 4 loaders to be introduced. "We're very excited about the new technology that's going into them, not only to meet the Tier 4 engine requirements, but also to improve productivity." ■

COMPACT EXCAVATORS

From Komatsu - The Compact Experts



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PRODUCT ENHANCEMENT

NEW INTERIM TIER 4 EXCAVATOR

Komatsu's PC490LC-10 has more horsepower, better performance, lower emissions

When interim Tier 4 emissions standards were passed, the challenge for manufacturers was to build machines that lowered emissions but maintained productivity. Komatsu met and exceeded the challenge in its new PC490LC-10 excavator.

It all starts with the interim Tier 4 engine that not only reduces soot and NOx emissions with its Komatsu Diesel Particulate Filter (KDPF), but was designed for increased horsepower compared to its predecessor model (The PC490LC-10 takes the place of the PC450LC-8).

A leader in hydraulic technology, Komatsu also developed a hydraulically actuated Komatsu Variable Geometry Turbocharger (KVGT) and a cooled Exhaust Gas Recirculation (EGR) valve. "The hydraulic actuation delivers more power and precision, along with improved air management, resulting in longer component life," said Komatsu Product Manager Doug Morris. "Even though the engine is more efficient and reduces emissions, the operator won't notice a difference in performance of the machine compared to its predecessor."

What they will notice is the added horsepower and operating weight in the PC490LC-10. "In addition, the PC490LC-10 has 10-percent more lift capacity and greater lateral stability," noted Morris. "To account for that, it has a larger, strengthened undercarriage, including bigger links, rollers, shoes, idlers and center frame, all of which add weight to the machine. A reinforced, revolving frame and larger-capacity swing bearing provide further strength."

Exclusively Komatsu

All major components of the excavators are exclusively Komatsu, including the engine, hydraulic pumps, motors and valves, which work in an integrated design with the closed-center, load-sensing hydraulic system. That integration makes the machines more efficient.

The improved hydraulic system in the new PC490LC-10 includes larger-capacity pumps, in addition to variable speed matching, which adjusts engine speed to hydraulic pump output and allows the engine to operate at the most efficient rpm.

"Komatsu users have come to expect a high level of production, and they won't be disappointed with this new model," asserted Morris. "In fact, they'll see better production in some applications with up to 5-percent lower fuel consumption, which reduces operating costs." ■



Doug Morris,
Product Manager

Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC490LC-10 Fixed Gauge	106,792 lbs.	359 hp	1.47 - 4.15 cu. yd.
PC490LC-10 Variable Gauge	109,100 lbs.	359 hp	1.47 - 4.15 cu. yd.

Komatsu's new interim Tier 4 PC490LC-10 has nearly 4-percent more horsepower and operating weight compared to its predecessor model. It also has increased lift capacity and greater lateral stability.



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TRACKING TIER 4

New KOMTRAX version helps machine owners comply with emissions standards

With interim Tier 4 regulations came new componentry that users must monitor to comply with emissions standards. Komatsu made that easy with its new KOMTRAX 4.0 machine-monitoring system, geared specifically for interim Tier 4 machines.

“In addition to the valuable information our previous KOMTRAX systems provide, 4.0 monitors specific elements of the interim Tier 4 standards, taking the guesswork out of compliance,” said Rizwan Mirza, Manager KOMTRAX. “For example, the EPA mandates that users clean the diesel particulate filter every 4,500 hours. KOMTRAX 4.0 tracks usage and lets users know how close they are to that interval.”

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO₂. While the machine is in normal use, the KDPF regenerates — it’s chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO₂, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

“That information is invaluable to owners because it directly correlates to how the machine is being used,” pointed out Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. “During normal operations, the heat generated by the engine does all the work. The operator won’t even know regeneration is happening. However, if the machine is idling too much, there won’t be enough heat to cause the regeneration, and the operator will have to perform manual regeneration.

“KOMTRAX records that for the owner so he can point out to operators that they

need to shut the machine down when not operating,” he added. “Other new features track maintenance for technologies such as the closed-crank ventilation filter and the Komatsu Variable Geometry Turbocharger, as well as the exhaust gas recirculation cooler.”

Still standard and free

Mirza points out that KOMTRAX 4.0 comes standard on new interim Tier 4 machines and is free. “We remain at the forefront of machine monitoring technology, and currently have KOMTRAX on about a quarter million units worldwide, vastly more than any other manufacturer,” he said. “We offer one of the most valuable and proactive systems that’s proven to reduce maintenance costs and downtime.” ■

Komatsu’s new interim Tier 4 machines feature KOMTRAX 4.0, which monitors maintenance of new components.



Rizwan Mirza,
Manager,
KOMTRAX,
ICT Construction
Business Division



Goran Zeravica,
Distributor
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SEAMLESS INTEGRATION

Mike Ueno discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics

QUESTION: Interim Tier 4 standards went into effect this year for many machines. How far in advance did Komatsu start working on them?

ANSWER: You could say from the time the regulations were announced, which was a few years ago. But realistically, we've been working toward this for about 20 years. The first regulations, Tier 1, were announced in the early 1990s. Of course, Tier 2 and Tier 3 followed. In each instance, we've been ahead of the curve. We are always working on ways to lower emissions and improve our machines at the same time.

QUESTION: Does that mean you're already working on the final Tier 4 standards which go into effect in 2014?

ANSWER: Absolutely. In fact, we've completed the research phase and are already looking at the development phase.

QUESTION: What sets Komatsu apart from other manufacturers in terms of Tier 4 technology?

ANSWER: We believe it's integration. As I walked around CONEXPO earlier this year, I noticed that the manufacturers all use basically the same technology such as a diesel particulate filter (DPF) to reduce emissions. But, if you look at Komatsu in detail, we are very proud of the way our Tier 4 technology works seamlessly with our already efficient engines and harmonized hydraulics technology. Both are technologies Komatsu developed in-house.

We're also integrating the IT technologies with our KOMTRAX system. As an example, the DPF is required to be cleaned every 4,500 hours. KOMTRAX monitors that and alerts

Continued . . .



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.

Mike Ueno
Executive Vice President
& Chief Technical Officer

Mike Ueno knows Komatsu engines. He's had a hand in designing them for nearly three decades. Ueno joined Komatsu in 1984, working on designing 15-liter engines. He later helped develop 30-liter engines.

"I remember thinking we'd never be able to achieve the Tier 1 emissions standards when they came out in the early 1990s," said Ueno. "But we made it because of Komatsu's innovation as an engineering company. Now, here we are 20 years later, and Komatsu is leading the way in interim Tier 4 and hybrid technology. It's something I'm very proud to say I've been a part of."

In 2002, he was named Vice President of Industrial Power Alliance, a joint venture of Komatsu and Cummins, and three years later became President. In 2007, he became an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved being a plant manager.

This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as Peoria, Ill., where Komatsu produces mining equipment.

Mike and his wife, Tetsuko, have been married 23 years and have three children. He enjoys playing golf.

Komatsu engineering — a step ahead

... continued

Komatsu Executive Vice President & Chief Technical Officer Mike Ueno says Komatsu's interim Tier 4 engines feature new technologies that meet new emissions standards without sacrificing productivity or fuel efficiency.



Integration of interim Tier 4 engine technology and hydraulics sets Komatsu apart, according to Mike Ueno. Integration of those technologies with Komatsu's KOMTRAX system helps owners and operators better track interim Tier 4 component maintenance, including the diesel particulate filter interval.

In addition to interim Tier 4 engine technology, Komatsu integrated several components and systems to work together on its new second-generation HB215LC-1 hybrid excavator. "We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class," said Mike Ueno.



the owner that the interval is approaching. It's a very proactive approach to maintenance, which we believe is essential to optimal machine function.

QUESTION: How did Komatsu integrate those technologies?

ANSWER: Komatsu has always been a strong engineering company that takes a total machine approach when building a new product. Our engine designers work closely with our hydraulic engineers, for example. They knew designing an interim Tier 4 machine was about more than reducing emissions. Customers are concerned about that, but they are equally concerned about how it affects performance and fuel economy. Through careful research and testing, we were able to integrate the engines and hydraulics to maintain or improve production, while in most cases making interim Tier 4 machines that are more fuel-efficient than their predecessors.

QUESTION: Does integration apply to the hybrid excavator as well?

ANSWER: Very much so. The hybrid has additional technologies, such as the ultra capacitor, a generator motor and a swing motor. We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class, depending on application. It also has additional KOMTRAX monitoring that shows the operator how energy is transferred from the components to the capacitor and back out for power usage.

QUESTION: What does the future hold? Will there be a Tier 5, Tier 6?

ANSWER: We believe there's movement in that direction, but further regulation likely won't come until after the final Tier 4 emissions standards are implemented. It is important for us to maintain a "challenging spirit" regarding the future regulations. We are not only looking closely at the on-highway truck regulations and technologies, but also at system-harmonizing technologies, such as engine, hydraulics and IT. Those are key to enabling us to succeed, even if forthcoming new regulations are put in place. ■

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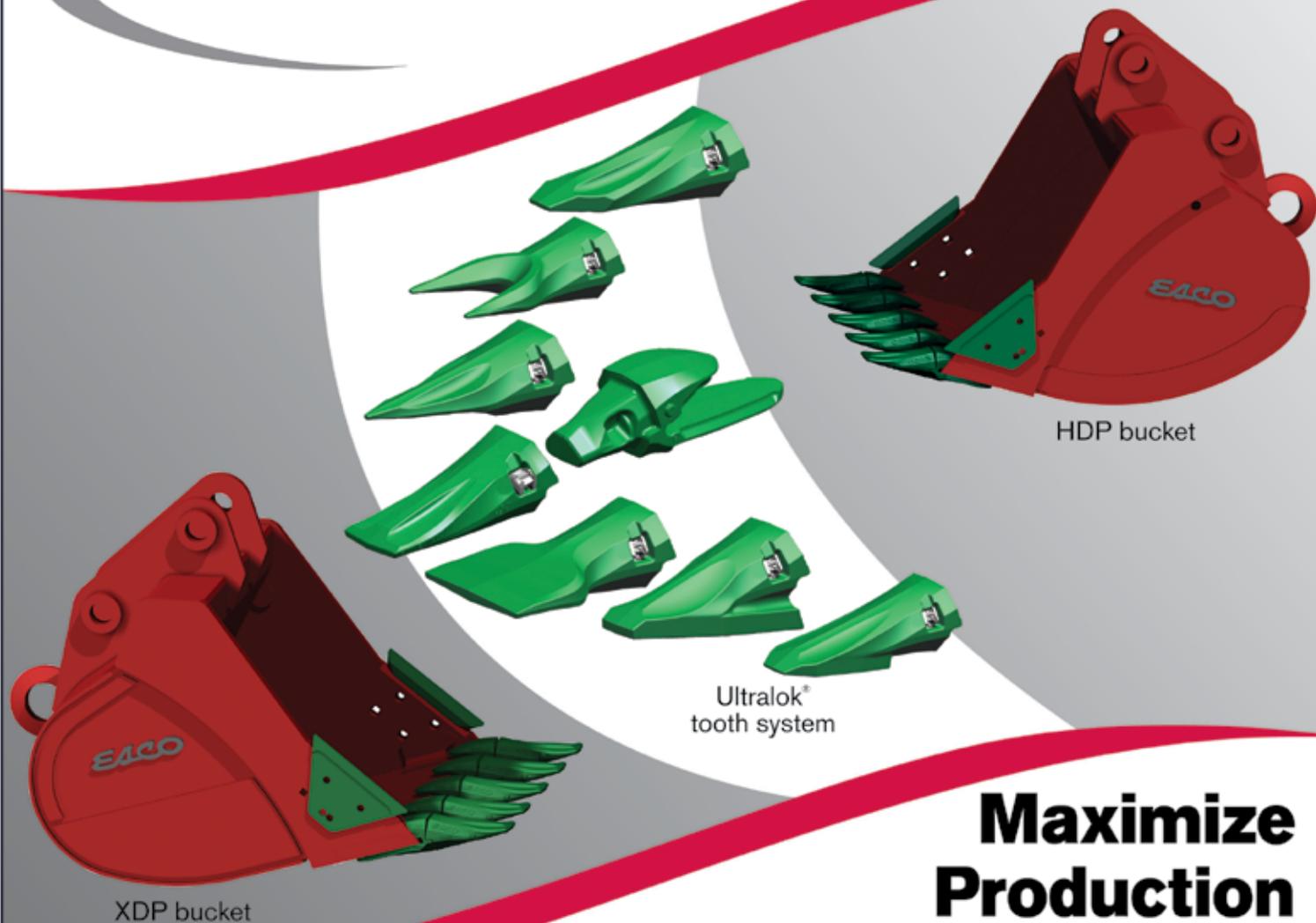
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"Customer response to the Ultralok Tooth System has been excellent," said Kirk Yoresen, ESCO Marketing Manager, Mining, Construction and Industrial Product. "End users appreciate the simplified, integral lock because it improves safety."

But safer and easier tooth replacement isn't the only benefit; the system also offers improved digging performance in each of the eight tooth designs. A lower nose height and unique triangular profile provide better penetration than older tooth designs.

"Increased penetration reduces wear to the point and nose and reduces load on the engine, transmission, tires and hydraulic system," explained Yoresen. "That reduced wear and tear also decreases fuel consumption and maintenance, reducing overall per-yard costs."

A slimmer nose profile means points can wear farther back, with up to 72-percent usable metal wear. The Ultralok Tooth System

averages 15 percent more usable wear metal than other systems and is made of harder and tougher alloy steel than competitive systems. The unique profile enables teeth to stay sharp throughout their wear life.

A smooth point-to-adapter transition increases material flow, and a streamlined point provides faster material loading. The robust system reduces loads on the lock and reacts to shifting loads.

"Users who haven't yet used the system should give it a try for themselves," encouraged Yoresen. "We're confident they'll see the benefits the Ultralok system provides and will make it a part of their future ground-engaging tools plans." ■

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"The uniqueness of Gradall products makes them among the most versatile; it's a versatility that's virtually unmatched when it comes to excavators," said Glen Townsend, Vice President/General Manager for Kirby-Smith Machinery. "Contractors and municipalities choose Gradall machinery for that reason, as well as the excellent mobility its rubber-tire machines offer."

Gradall continues to be a leader in versatility and mobility, with its latest innovations apparent in its new line of interim Tier 4 excavators. These Series IV rubber-tire machines feature highway-speed undercarriages for up to 60 miles-per-hour travel speeds. They also have six-speed, AutoDrive automatic transmissions.

Three models are available: XL 3100 IV, XL 4100 IV and XL 5100 IV, ranging from 41,000 to 57,600 pounds. Each has an interim Tier 4 engine that meets the latest EPA standards. The cleaner, more efficient engines offer higher road speeds and good power to the upperstructure swing and the telescoping, tilting boom.

"Each of these models can be driven on back roads as well as Interstate highways, enabling them to work at one or more sites in a single day and then easily return to the safety of the equipment yard at night," said Bill Thomas, Vice President of Gradall excavator products. "That's been the hallmark of Gradall excavators for more than 60 years, and our AutoDrive feature just made this process more efficient."

The new models have load-sensing, high-pressure hydraulics that can handle conventional excavator digging and demolition as well as sloping, finishing, storm and canal cleanup and tree trimming, among other applications. To distinguish the interim Tier 4 machines from their predecessors, Gradall introduced a new yellow paint scheme with red and black accents, replacing the familiar gray with red and black.

"The yellow helps us differentiate our new Series IV models at first glance," explained Thomas. "In addition, because our machines do multiple jobs throughout active jobsites, the new color responds to customer requests for even higher visibility in accordance with their stepped-up safety initiatives."

Some things never change

Of course, what hasn't changed are Gradall's unique booms that go straight in and out, as opposed to a standard excavator that lifts up, extends and bends at the "elbow." Depending on the model, the boom extends from 27 to 34 feet, and it's possible to get a boom extension to reach even farther. The booms also rotate 220 to 360 degrees, helping make operators



Glen Townsend,
Vice President/
General Manager

Continued . . .



Gradall's Series IV wheel excavators feature a highway-speed undercarriage for convenient travel to the jobsite. Once there, operators have excellent reach with booms that extend 27 to 34 feet.

Gradall — one of most efficient, productive machines

... continued



Gradall's interim Tier 4 excavators have load-sensing, high-pressure hydraulics that can handle digging and demolition work. Booms rotate 220 to 330 degrees.

more effective, and doing jobs that conventional machines aren't suited to do. They're ideal for jobs where there are low overhead obstructions, such as trees, bridges and signs.

"The rotating boom helps the operator set the bucket at an angle that follows the contours of a ditch or other area to be cleaned," noted Townsend. "Users can also attach a brush cutter to it and trim branches, then attach a grapple and load them onto a truck for disposal. All without climbing into the ditch. Like previous Gradall machines, owners and operators will find these to be among the most efficient and productive machines in the industry." ■

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CAT 320CL	2006	CTU06777	\$95,000
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