Featured in this issue:

**CAJUN INDUSTRIES, LLC**

Baton Rouge contractor doing piling and foundation work for largest job in Louisiana in years

See article inside...

Cajun Constructors Project Manager Dale LeBlanc (left) and Cajun Equipment Services President Michael Bates
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 Advantage.

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 H&E Equipment Services. Some of that equipment was on display at CONEXPO-CON/AG, including pairings such as the PC400LC-8 excavator and HM300-2 articulated truck, which make a powerful combination in mass earthmoving applications. You can read more about Komatsu’s CONEXPO display in this issue of Advantage.

Komatsu machines are among the most technologically advanced in the industry, with 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 H&E 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.

Komatsu is already looking ahead to improve upon what it’s already done by finding ways to further reduce your owning and operating costs while meeting stringent governmental standards for Tier 4 technology that goes into effect in the coming years.

Of course, we believe that service is important in keep 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 ready the next day.

At H&E, 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,

John Engquist
President, CEO
H&E Equipment Services
IN THIS ISSUE

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See how this Baton Rouge company, one of the region’s leading general contractors, has taken on one of the largest jobs in Louisiana.

INDUSTRIAL SPECIALTY CONTRACTORS
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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.

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

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

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

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In 1976, the U.S. population was about 215 million people. Today, it’s more than 300 million. As the population has grown, so has the number of vehicles on the road, and the demand for gasoline. But remarkably, the nation’s last grassroots oil refinery in the United States was built in 1976 — 32 years ago.

That last refinery to be built in the U.S. was the Marathon Refinery in Garyville, La. Today, this very refinery is in the midst of a $3.2 billion expansion, which will increase refining capacity at the facility by 180,000 barrels per day (bpd) to a total of 425,000 bpd. That will make the Garyville plant, located between New Orleans and Baton Rouge, one of the largest oil refineries in the nation.

The project, known as the Garyville Major Expansion (GME), is a massive construction effort — one of the largest industrial jobs in the country at the present time, and one of the largest in southern Louisiana in many years.

Construction started in the spring of 2007. This summer and fall, construction employment at the site is expected to peak at about 4,000 workers. The new facility is scheduled to be operational in 2009.

Cajun Constructors of Baton Rouge, a division of Cajun Industries, is one of the region’s leading “turnkey” general contractors, and is doing much of the underground piping and concrete foundation work at GME. Cajun Deep Foundations LLC is installing all piling.

“It’s a huge job,” said Cajun Constructors Project Manager Dale LeBlanc, who’s overseeing Cajun’s work there. “We’re doing about half of the civil work at the site, and it’s one of the largest jobs we have ever been involved with.”

Big job

This summer, Cajun Constructors alone will have close to 700 people working at GME.

“Our share of the concrete work is about 45,000 yards, which makes it one of the largest concrete jobs we’ve ever done,” said LeBlanc. “And as for piling, I’d say it’s by far the largest job we’ve ever done. Whereas, for most piling jobs, we might have one or two piling rigs on site, for this one, we have 10 rigs out here at one time, totalling 24 cranes. When we’re finished here, total piles will be 17,500.”

Piling work should be complete in September of this year with most of Cajun’s civil work wrapping up by the end of the year or the first part of 2009.

In addition to LeBlanc, key Cajun personnel at GME include Civil Site Manager Kevin Rodrigue, Piling Site Manager Scott Callaway, Piling Project Supervisor Dennis Dozier and...
Assistant Civil Site Managers Paul Ourso and Joe Brosset.

“It’s an excellent management team and our craft workers are also outstanding,” acknowledged LeBlanc. “I think we’re all pleased to be associated with a job of this magnitude. It’s definitely a challenge, but when it’s done, I’m sure we’ll all look back on it as something we’re proud to have been part of.”

Productive equipment and reliable service

Cajun Constructors prides itself on timely completion of projects, and that’s especially important on a job like GME, where scheduling is crucial. A key aspect of Cajun Constructors’ ability to meet and beat schedules is its fleet of productive and reliable equipment. The company has turned largely to Komatsu machines from H&E Equipment Services for its earthmoving and material-moving needs at the Marathon job, as well as other high-profile projects.

“We have 20 excavators on site in Garyville and 16 of them are Komatsus,” said LeBlanc. “Most are PC200s and PC220s, but we also have some compact PC78s as well as a PC300 that we use to set heavy manholes. The operators really like the Komatsu excavators and H&E works with us very well to ensure that we get the uptime we need to be successful.”

Cajun also has Komatsu dozers at work at GME (a D21, three D39s and a D41), along with numerous Grove and Manitowoc cranes.

Michael Bates, President of Cajun Equipment Services, which is the equipment arm of Cajun Industries, says company-wide, Cajun owns about 145 pieces of dirt equipment, plus about 50 pieces of pile-driving equipment for Cajun Deep Foundations, another subsidiary of Cajun Industries. About two-thirds of the dirt equipment is Komatsu and many of Cajun’s cranes are Grove or Manitowoc from H&E Equipment Services in Baton Rouge.

“When it comes to equipment, we look for machines that are going to provide us with the best dollar value,” said Bates. “That doesn’t mean the cheapest. We keep our equipment for a long time and we consider it a huge part of our asset base, so we want high-quality machines that will hold their value over time.”

Dealer support

Equipment reliability and dealer support are also key factors for Cajun.

“The way we figure it, the daily cost of a job doubles or triples when a key machine is down,” said Bates. “We want minimal downtime, and equally important, when we do have a machine down, we expect our dealer to respond quickly to the issue and make it right. That’s a big reason we have a lot of Komatsu equipment from H&E. It’s good

Continued . . .
equipment and the dealer does a good job meeting our parts and service needs.”

Bates says H&E Equipment Services’ substantial growth in recent years is also a benefit to Cajun Industries. “If you go back 30 years, H&E was a fledgling equipment company in Baton Rouge and Cajun was a small contractor in Baton Rouge. They got together and were able to benefit each other. Today, Cajun works throughout the southern Gulf region, plus Dallas and Houston, and H&E has facilities in almost all the areas where we work. It works well for us because we have a high comfort level dealing with H&E.”

LeBlanc puts it this way. “Our clients come back to us because of the way we perform for them. The same is true of H&E. We like working with them because we know we can trust them and know the type of service we’re going to get.”

Remarkable growth

Cajun Industries’ growth in recent years has been nothing short of remarkable. With about 2,000 employees on the payroll today, LeBlanc estimates the size of the company has quadrupled in the last eight to 10 years. “Like any construction-related company, the key to Cajun’s success lies with the people who work here. From top management down, there is a commitment to safety, quality and providing a valuable service to clients.”

Cajun Industries’ top management team consists of its founder and Chairman Lane Grigsby, President/CEO Ken Jacob and Executive VP Milton Graugnard. Todd Grigsby is President of Cajun Constructors, Mike Moran is President of Cajun Deep Foundations and Jim Quackenbos is President of Cajun Maritime.

“Cajun now regularly appears on ENR’s annual list of top contractors, which is stunning considering Lane Grigsby started the company in 1973 with a wheelbarrow and a pickup truck,” Bates noted. “Today, we offer many different services, from trucking, to steel erection, to civil to municipal to marine. But I think the real key to why and how the company has grown is that Lane instilled in each of us the importance of doing the best possible job for each and every customer. Doing that leads to good relations and repeat business.”

Both Bates and LeBlanc say they believe that type of partnering attitude will allow Cajun Industries to continue to grow and remain an industry leader in the years to come.
INDUSTRIAL SPECIALTY CONTRACTORS

Refinery expansion lets Baton Rouge-based ISC prove it can do more than electrical work

Baton Rouge-based Industrial Specialty Contractors (ISC) is one of the largest industrial electrical contractors in the nation. But the current Marathon refinery expansion project in Garyville is turning out to be far and away the largest job the company has ever done. That’s in part because ISC is not only doing all the above-ground electrical work and the underground duct banks, but is also doing a large amount of the dirt work associated with the duct banks.

“When we came out here about a year ago to do the duct banks, another contractor was supposed to do the excavation and backfilling for us,” said ISC Construction Manager Glen Gulino. “But they were so busy with other work, Marathon asked if we could do it ourselves. Even though we’d never done anything approaching this level of dirt work, we decided we could do it, and we’ve been here ever since.”

Because ISC is not a heavy earthmoving company, it did not have the equipment it needed to do the job. Gulino suggested calling H&E Equipment Services Rental Territory Manager Chris Mehl, who went to work getting the equipment ISC needed. At one time, ISC had seven Komatsu hydraulic excavators (PC300s and PC270s), seven Komatsu HM300 articulated haul trucks, and a couple of Komatsu dozers at the refinery expansion job.

“Understand, we’re a company that usually doesn’t rent anything bigger than a skid steer, a mini excavator or maybe a backhoe,” said Gulino. “For us to have more than a dozen large pieces like PC300 excavators and 30-ton dump trucks, it’s unheard of. We jokingly started referring to our group working here at the refinery as the ISC Civil Division.

“Of course, we’re not going to become a civil contractor, but I think this may open some avenues for us as far as what we feel comfortable doing in connection with our underground electrical work,” Gulino added. “And we were very pleased with the quality of the Komatsu equipment and the way H&E supplied and supported us.”

While the underground portion of ISC’s work at the refinery is coming to an end, the company’s primary job hasn’t even started yet. “When we start doing the above-ground electrical work next January or February, we’ll have about 700 employees out here. This really is a huge job and, when it’s over, we’ll probably have been here as long or longer than anybody.”
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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 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.

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.

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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.
Three years ago, CONEXPO-CON/AGG was the largest show in its history, but that record fell by the wayside this year as the triennial event ended its 2008 run with more than 2 million square feet of exhibit space that was seen by crowds topping 144,000.

Attendees easily navigated their way through some 2,000 indoor and outdoor exhibits from leading manufacturers, such as Komatsu, which were grouped together by category. This year’s show surpassed its 2005 predecessor by 21 percent in terms of size and number of exhibits.

As in the past, Komatsu had one of the largest equipment displays at the show at the Las Vegas Convention Center, which ended its run March 15. Komatsu displayed 24 products from its construction and utility lines, including excavators, wheel loaders and parallel tool carriers, dozers, skid steer and compact track loaders, backhoe loaders, articulated and rigid-frame haul trucks, plus a mobile crusher and a motor grader. Sizes ranged from the 1,900-pound-plus PC09 excavator to the massive WA800 wheel loader.

Komatsu introduced new products such as the D39EX-22 dozer — a D39PX-22 model is also available — and the PC35MR-3 and PC45MR-3 compact excavators. To highlight how products could be paired for maximum efficiency, Komatsu placed a PC400LC-8 excavator with an HM300-2 articulated truck for moving massive amounts of material quickly and efficiently. A D65 dozer from Komatsu’s ReMarketing program (see related article) showed how the program takes used equipment and updates it with new components and paint as needed. The “half-and-half” machine drew large numbers of people interested in how Distributor Certified used machines could benefit their business.

Komatsu sponsored team in first Construction Challenge

Komatsu sponsored a high school team in the first Association of Equipment Manufacturers (AEM) Construction Challenge. It’s part of AEM’s ongoing effort to attract young people into the construction industry in professions such as manufacturing and in-the-field careers. The seven-member Komatsu-sponsored team was from North Springs Charter School in Atlanta, Ga. They were one of 50 teams competing at CONEXPO after qualifying during regional rallies and competitions held across the country earlier this year involving 146 teams.

The Challenge finals included an Infrastructure Dialog segment on
infrastructure awareness, especially roads/highways and water/sewer; an Equipment & Careers segment that required the team to develop an interactive educational resource or product; and a Road Warrior segment that required building and using construction equipment.

Attendees got a good look at how Komatsu’s KOMTRAX remote machine-monitoring system works by standing on an interactive pod that activated a display screen of information (above). They could further see how the system works by viewing machines being monitored via computer in real time (below).

Komatsu introduced new products including the D39EX-22 dozer, which features better visibility and a Tier 3 engine for maximum production with less fuel usage and lower emissions.

Komatsu personnel were on hand to answer attendees’ questions about Komatsu equipment.

Komatsu’s Construction Challenge team answers questions during the Infrastructure Dialog portion of the competition, which also included Equipment & Careers and Road Warrior segments. The high school group was from North Springs Charter School in Atlanta, Ga.

Visitors to Komatsu’s display could compete against other drivers in a simulated driving contest.

Continued . . .
Education, technology a hit

Attendees also showed up in record numbers to take advantage of the numerous educational opportunities offered at CONEXPO. One hundred and thirty seminars, the most ever, were available in several categories, including Aggregates, Asphalt, Concrete, Construction Project Management, Equipment Maintenance Management, Environmental, Management and Personnel Development. Those not able to attend a seminar could still catch it through technology such as LiveCasts and podcasts.

An Information Technology Pavilion displayed the latest construction-related computer software, hardware and peripherals, as well as telecommunications equipment. Manufacturers displayed the latest technological advances in equipment — such as Komatsu’s KOMTRAX remote machine-monitoring system — which helps owners and operators improve their productivity through production and maintenance tracking. Komatsu’s interactive display allowed attendees to stand on a circular pod linked to a video screen that showed the advantages of KOMTRAX.

Contractors and material producers interested in doing business beyond U.S. borders, could get valuable information from the International Forum. A record number of 10 international exhibits were on display, including ones from Brazil, China, Finland, Germany, Italy, Korea, Spain and Turkey.

A new feature this year was the Safety Zone of exhibits and demonstrations, including ones from OSHA and MSHA.

Back to Vegas in three years

CONEXPO-CON/AGG gave those in attendance a chance to network with people like themselves from the U.S. and other countries. They could discuss topics of mutual interest and talk about ways to apply the information learned to their own businesses.

The 105 supporting organizations that helped put on CONEXPO-CON/AGG included the Association of Equipment Manufacturers (AEM); National Ready Mix Concrete Association; National Stone, Sand & Gravel Association; Associated General Contractors (AGC) and many other industry groups, including some from foreign countries.

CONEXPO-CON/AGG will return to the Las Vegas Convention Center March 22-26, 2011.

MinExpo returns to Las Vegas in September

MinExpo will be held Sept. 22-24 at the Las Vegas Convention Center.

Komatsu will be among more than 1,000 exhibitors displaying the latest in mining equipment, technology, parts and service, as well as other items, at MinExpo, Sept. 22-24 at the Las Vegas Convention Center.

The largest show of its kind, MinExpo features more than a half-million square feet of exhibit space with everything from massive mining machines to hand tools used to keep them running; the latest in automation and robotics; safety and communication equipment; engines and parts; material-handling and processing equipment and services; pollution-control equipment; reclamation equipment and services; computer applications and more.

The Komatsu booth will be twice as large as it was last time, filled with exciting new products, proven products with enhancements and technology displays. Modular Mining Systems, Inc. will be part of the Komatsu booth this year.

Twenty educational sessions will be offered on Sept. 23 and 24 as part of MinExpo’s conference program. Sessions will cover topics such as underground and surface mining, safety, processing, bulk material handling, environmental issues, exploration and new mine development. Attendees can earn professional development credits.
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,
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.
Position yourself at the top of your game with Paladin Heavy Construction. Whether you need a coupler, bucket or fork for your wheel loader, tractor loader backhoe, excavator or mini excavator – look to us, JRB, C&P and Badger Attachments – the names you know and trust. We have the products and custom capabilities to make your machines more efficient, more versatile and most importantly more profitable.

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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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**Economic Stimulus Act**

**New Depreciation Bonus**
- The Economic Stimulus Act allows additional first-year depreciation of 50% of purchase cost
- Depreciation bonus helps businesses that buy equipment this year (’08) cut their tax bill
- Applies to purchases of tangible personal property (including construction, mining, forestry, and agricultural equipment) with a MACRS recovery period of 20 years or less
- Equipment must be new and purchased/placed in service in ’08
- Allowed for both regular and alternative minimum-tax purposes
- Depreciation bonus will expire at end of ’08

**Sec. 179 Expensing**
- Economic Stimulus Act increases Sec. 179 expensing limit to $250,000 AND phase-out cap to $800,000
- Companies can expense up to $250,000 in purchases as long as they don’t spend more than $800,000
- Expensing is phased-out for each dollar that purchases exceed $800,000
- New and used equipment is eligible for expensing
- Applies to tax years that start in ’08
- Can be combined with depreciation bonus
- Sec. 179 expensing levels will drop at end of ’08

Note: Circumstances will vary. Check with your tax accountant.

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

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

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

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

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

Contest winners receive trophies and prizes, including cash awards of $3,500 for first place, $2,500 for second place and $1,000 for third place.
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 filters to change 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 pocket in the long run,” said Brown. “Komatsu offer kits so users can machines to use the filters, giving those capability of extended well.”
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Want to find out more? Call us or your authorized Stanley LaBounty dealer today.
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.”

**MORE INDUSTRY NEWS**

Nonresidential construction spending likely to continue to increase this year

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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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 used 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.”
CRAWLER TRACTORS
KOMATSU D85E, 1996, 8,700 hours
KOMATSU D88P, 1991, 4,385 hours
KOMATSU D65PX-15, 2004, 4,595 hours
KOMATSU D65PX-15, 2003, 2,798 hours
KOMATSU D65PX-12, 1999, 5,807 hours
KOMATSU D65PX-12, 2003, 3,782 hours
KOMATSU D65PX-12, 2003, 6,895 hours
KOMATSU D65PX-12, 1998, 9,809 hours
KOMATSU D65PX-12, 1997, 9,180 hours
KOMATSU D65PX, 1998, 5,840 hours
KOMATSU D61PX, 2002, 6,000 hours
KOMATSU D61EX-12, 2003, 2,802 hours
KOMATSU D41P-6C, 2006, 627 hours
KOMATSU D41P-6C, 2004, 2,317 hours
KOMATSU D41P-6C, 2004, 4,989 hours
KOMATSU D41P-6C, 2004, 2,081 hours
KOMATSU D41P-6B, 2002, 4,357 hours
KOMATSU D41P-6B, 2002, 4,038 hours
KOMATSU D41P, 2005, 651 hours
KOMATSU D41P, 2001, 4,534 hours
KOMATSU D41P, 2000, 3,557 hours
KOMATSU D41P, 2000, 3,505 hours
KOMATSU D41P, 1999, 4,467 hours
KOMATSU D41E-6, 2002, 3,306 hours
KOMATSU D39PX-21, 2003, 2,017 hours
KOMATSU D39PX-21, 2003, 2,169 hours
KOMATSU D39PX-21, 2002, 3,364 hours
KOMATSU D39PX, 2002, 4,670 hours
KOMATSU D39P, 1997, 4,656 hours
KOMATSU D39EX-21A, 2006, 641 hours
KOMATSU D39EX, 2004, 866 hours
KOMATSU D39E, 2002, 2,459 hours
KOMATSU D37PX-21, 2005, 1,794 hours
KOMATSU D37PX-21, 2004, 2,165 hours
KOMATSU D37PX-21, 2003, 1,900 hours
KOMATSU D37PX, 2003, 2,600 hours
KOMATSU D37P, 1999, 3,211 hours
KOMATSU D37EX-21A, 2004, 67 hours
KOMATSU D37EX-21, 2005, 5,300 hours
KOMATSU D37EX, 2003, 1,553 hours
KOMATSU D37EX, 2002, 2,122 hours
KOMATSU D37EX, 2002, 2,648 hours
KOMATSU D31PX-21, 2003, 2,004 hours
KOMATSU D31EX-21, 2005, 900 hours
CATERPILLAR D36X, 2004, 1,182 hours
KOMATSU D37P, 1999, 3,211 hours
KOMATSU D37EX-21A, 2004, 67 hours
KOMATSU D37EX, 2003, 1,553 hours
KOMATSU D37EX, 2002, 2,122 hours
KOMATSU D37EX, 2002, 2,648 hours
KOMATSU D31PX-21, 2003, 2,004 hours
KOMATSU D31EX-21, 2005, 900 hours
CATERPILLAR D36X, 2004, 1,182 hours

HYDRAULIC EXCAVATORS
KOMATSU PC400LC - Long front, 1998, 10,286 hours
KOMATSU PC300LC-7, 2004, 1,860 hours
KOMATSU PC300LC-7, 2004, 1,250 hours
KOMATSU PC300LC-7, 2004, 3,055 hours
KOMATSU PC300LC-7, 2003, 6,247 hours
KOMATSU PC300LC-6, 1999, 9,529 hours
KOMATSU PC300LC-6, 1999, 9,946 hours
KOMATSU PC300LC-6, 1998
KOMATSU PC270, 1999, 11,897 hours
KOMATSU PC250LC, 1998, 10,037 hours
KOMATSU PC220LC-7, 2004, 2,687 hours
KOMATSU PC220LC, 2003, 2,561 hours
KOMATSU PC220LC-7, 2003, 4,071 hours
KOMATSU PC220LC-6E, 2001, 11,037 hours
KOMATSU PC200LC-7L, 2002, 3,878 hours
KOMATSU PC200LC-7, 2004, 3,630 hours
KOMATSU PC200LC-6, 2001, 5,590 hours
KOMATSU PC200LC-6, 1999, 7,556 hours
KOMATSU PC200LC-6, 1997, 6,632 hours
KOMATSU PC200LC, 2000, 8,225 hours
KOMATSU PC200LC, 1997, 5,974 hours
KOMATSU PC160LC-7, 2006, 1,298 hours

WHEEL LOADERS
KOMATSU WA470-5, 2004, 5,316 hours
KOMATSU WA450-6, 2008, 1,000 hours
KOMATSU WA450-5L, 2004, 5,614 hours
KOMATSU WA450, 1998, 21,599 hours

COMPACTION
BITELLI DTV315, 2003, 1,371 hours
SAKAI SV707B, 1986, 30 hours

UTILITY UNITS
BACKHOE LOADERS

UTILITY EXCAVATORS
KOMATSU PC78US-6, 2003, 4,502 hours
TEREX HR16, 2002, 760 hours
TEREX HR16, 2002, 2,687 hours

BOBCAT S250, 2005, 1,565 hours
NEW HOLLAND L160, 2006, 180 hours
NEW HOLLAND L160, 2006, 115 hours
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