



SEPTEMBER 2016

# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

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## ‘STRAIGHT TO GRADE’

Komatsu adds larger, more productive *intelligent* Machine Control excavators

### BIKES AND BIRDIES

Road Machinery & Supplies Co. hosts appreciation events for customers



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# A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Komatsu is  
leading the  
construction  
revolution**



Dear Valued Customer:

What an exciting time to be in construction. Today's technology is making companies more productive and efficient than ever. Komatsu continues to lead the revolutionary changes that maximize productivity, decrease downtime and increase your bottom line.

This issue of your RMS Road Signs magazine illustrates that perfectly. Here, you will find articles on new *intelligent* Machine Control products that make every pass count – from rough-cut to finish grade. Among them are the new PC360LCi-11 and PC490LCi-11 excavators.

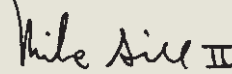
Last year, Komatsu introduced the world's first *intelligent* Machine Control semi-automatic excavator. Now, Komatsu delivers two more excavators that take you straight to grade.

The fun doesn't stop there. Komatsu also filled a gap in its dozer lineup by adding a new D85i-18. Featuring a patented SIGMADOZER® blade, it moves massive amounts of dirt. Read about the features of this new dozer inside.

Want to know which machine is the right size for your operation and applications? We can help you determine that, and there is an article inside which provides beneficial information on this topic. There is also an informative article on the new Komatsu WA320-8 and WA500-8 wheel loaders.

If you wish to demonstrate any of these machines, or if there is anything else we can do for you, please call or stop by one of our branch locations.

Sincerely,  
ROAD MACHINERY & SUPPLIES CO.

  
Mike Sill II  
President and CEO



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### INNOVATIVE PRODUCTS AND SUPPORT

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### GUEST OPINION

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### DOLLARS AND SENSE

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### NEW PRODUCT

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### PRODUCT NEWS

See why the new D85i-18 dozers help make every pass count with factory-integrated GPS grade control that eliminates the need for cables and masts.

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## SPECIAL EVENT



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# BIKES AND BIRDIES

## Road Machinery & Supplies Co. hosts appreciation events for customers



Aaron Slota,  
Regional Rental Manager,  
Southern Operations

For the past 15 years, Road Machinery & Supplies Co., has held its annual Adventure Tour bike ride as a way to thank customers for their loyalty and business. This year, RMS added a golf outing in conjunction with the event as a way to include more of its customers. Nearly 100 people attended the two events, which culminated at Riverside Casino and Golf Resort in Riverside, Iowa, on Thursday, July 21.

"The bike ride is a tradition, and it is something our customers look forward to every year," said RMS Regional Rental Manager, Southern Operations Aaron Slota. "We decided to add a golf outing as well, because we know that not everyone rides motorcycles. It was a way to show our appreciation for even more of our amazing customers."

Near-record-high temperatures did little to take away from the events. On Wednesday evening, a "Fire Up" event kick-started the Adventure Tour with a cocktail hour and buffet dinner at the The Barn Restaurant in Prairie du Chien, Wisconsin. On Thursday morning, 48 bikes began navigating 286 miles of winding roads through the bluffs of northeast Iowa along the Mississippi River as they worked their way to Riverside.

The golf outing began Thursday with registration and a welcome lunch at Riverside Casino and Golf Resort. After 18 holes of golf, RMS presented awards to the top finishers, as well as other contest winners. Golfers and riders then enjoyed an all-inclusive dinner reception that evening.

"These events are for our customers because without them, we're nothing," said Slota. "This is a way for us to do something fun for them. It gives us a chance to talk and create relationships with customers outside of the business."

RMS partnered with Komatsu in addition to SENNEBOGEN, Dynapac, Atlas Copco, KPI-JCI, Astec, Genesis, GOMACO, NPK, Broce Broom, Gorman-Rupp, LeeBoy, Rosco and Felling trailers to sponsor the events. ■

RMS CEO and President  
Mike Sill II meets with  
Terry Winn of Winn  
Corporation before  
the dinner at Riverside  
Casino and Golf Resort.



For its 2016 customer appreciation events, RMS hosted the 15th annual Adventure Tour bike ride as well as a best-ball golf outing. Attendees were treated to an all-inclusive dinner reception at Riverside Casino and Golf Resort.







(L-R) Winn Corporation's Mike Watson and Brandon Coleman chat with Dave Johnson, RMS VP Sales & Marketing, before the start of the Adventure Tour.



Godbersen Smith Construction's Kevin Farley and his wife, Beth, ready themselves for the 286-mile trip.



(Above) Kim and Bill Brown of Headwater's Resources and (below) Harold Busta of Croell Ready Mix and his wife, Lisa, enjoy the Fire Up event before the bike ride.



## ▶ VIDEO

The 15th annual Adventure Tour took riders on a 286-mile drive that started in Prairie du Chien, wound through the bluffs of the Mississippi River and ended at Riverside Casino and Golf Resort.



The group passes through Bellevue State Park along the Mississippi River.



(L-R) RMS Regional Product Support Manager Tim Carnagey, Dale Ronfeldt of Soil Solutions, and Mindy and Rob Anderson of the Fort Dodge Regional Landfill enjoy lunch at the Offshore Bar & Grill in Bellevue, Iowa.



Bikers fill up at the ride's first gas stop in Dubuque.

*Continued . . .*



# Adventure Tour adds golf outing

... continued



Sara Wilken (top) and Nicole Gray tied for the day's longest putt.



Tom Borer of Atlas Copco putts as Aspro Inc.'s Wes Knutson (left) and Brad Blough look on.



The threesome of Mill Creek Mining's Beau Brandt, RMS' Ron Sebastian and Magotteaux's Tom Miller won the best-ball event with a score of 64.



(L-R) Dan Streicher of Streicher Excavating and Jeff Flynn of Flynn Company watch as Rod Tschiggfrie of Tschiggfrie Excavating attempts a putt.



(L-R) Iowa Bridge and Culvert's foursome of Nate Riordan, Rich Pierson, Burge Hammond and Jeff Simm socialize before teeing off for the round.



Sara and Andy Wilken of Wilken Auto Salvage head to the tee box.



Pattison Sand Company's Isaac Franzen (center left) and Dustin Lewy, along with their wives, Kim (left) and Erica, enjoy lunch before the golf outing.

More than 30 golfers took part in RMS' first customer-appreciation golf outing at Riverside Casino and Golf Resort. Golfers were treated to a catered lunch, and RMS awarded prizes for the longest putt and the lowest team score.

▶ VIDEO





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# DRIVING THE FUTURE

## RMS hosts demo for newest *intelligent* Machine Control excavator – PC490LCi-11

Road Machinery & Supplies Co. hosted a lunch-and-learn product demonstration for customers in the Twin Cities area to introduce Komatsu's latest *intelligent* Machine Control excavator, the PC490LCi-11 excavator. RMS held the event at Extreme Sandbox in Hastings, Minnesota.

"Overall, it was a success," reported Sales Manager Andy Schwandt. "We hosted 19 people from 11 companies. Everyone who attended was impressed with the PC490LCi, and we received positive feedback."

Road Machinery & Supplies Co. held its lunch-and-learn event at Extreme Sandbox in Hastings, Minnesota. Despite wet conditions, the demo was a success thanks to Extreme Sandbox's indoor facilities.



Komatsu's new PC490LCi excavator – the world's largest excavator with integrated GPS technology – was the feature of RMS' product demo at Extreme Sandbox in Hastings, Minnesota.



The event began with a catered lunch and an information session on the PC490LCi, the world's largest excavator with integrated machine control. Afterward, attendees had a chance to operate the excavator firsthand.

"Everyone who operated the PC490LCi said that the integrated technology would be very beneficial to their business," said Schwandt. "The *intelligent* Machine Control technology allows the operator to dig and remain on-grade at the same time, eliminating the need for extra workers and machines."

The lunch-and-learn event was the first product demonstration at Extreme Sandbox since it entered into a partnership with Komatsu earlier this year. The location includes a 10-acre demonstration area and a 6,000-square-foot facility that features a three-bay garage and classroom space. It was a major factor in the event's success as it rained throughout the day.

"Because of the wet conditions, the event would not have been nearly as successful at any other site," said Schwandt. "Extreme Sandbox's demo area has sandier soil, so the drainage there was fantastic. Also, the attendees were able to stay dry in the garage while waiting to operate the PC490LCi." ■

The event began with an information session about the Komatsu PC490LCi excavator and lunch, after which customers had an opportunity to operate the machine.





# PC490LCi-11

## 3D AUTOMATION INCREASES YOUR PRODUCTION

- Dig to grade accurately without slowing down
- No worry grading because there is no over digging
- The machine you have been waiting for:  
Big, Fast, Accurate



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"As a Komatsu Technology Solutions Expert at Modern Machinery, I train operators how to get the most out of their equipment. The all-new PC490LCi-11 is the world's first *intelligent* Machine Control excavator in its size class. It features Komatsu's fully factory integrated, revolutionary machine control and guidance system. It's ready to make you more efficient and more profitable. Leading-edge innovation is why I AM KOMATSU."

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# INNOVATIVE PRODUCTS AND SUPPORT

## ‘JOBSITE OF THE FUTURE’

### Komatsu showcases new *intelligent* Machine Control equipment and SMARTCONSTRUCTION



Jason Anetsberger,  
Komatsu Senior  
Product Manager



Komatsu unveiled new *intelligent* Machine Control dozers and excavators, as well as its SMARTCONSTRUCTION jobsite solutions, during the recent “Jobsite of the Future” event held at its Customer Center in Cartersville, Georgia. New excavators included the highly anticipated PC360LCi-11 and PC490LCi-11 models.

Komatsu introduced its first *intelligent* Machine Control products three years ago with the



(L-R) RMS customers Nick Johnson, Mia Boelk and Alison Nelson of Hoover Construction discuss the new PC360LCi excavator on display at Komatsu’s Jobsite of the Future event.



Paul Salzl (left) of Veit & Company meets with RMS Sales Rep Bill Bottema during the Jobsite of the Future event held at Komatsu’s Customer Center in Cartersville, Georgia.

Attendees could operate all equipment, including the D155AXi-8 RC dozer, which is controlled remotely via a radio transmitter.



D61i-23 dozers, and this event showcased the second generation of that machine. The new D61i-24 model features a Tier 4 Final engine that reduces fuel consumption and operating costs. Additional new dozers included the D85i-18 and the D155AXi-8 RC (radio control) that is operated remotely via a radio transmitter.

“These new machines build on the success of our strong *intelligent* Machine Control family,” said Jason Anetsberger, Komatsu Senior Product Manager. “When we introduced our first *intelligent* Machine Control excavator, customers asked us when additional, larger machines would be available – especially one in the popular 30-ton class size. We’re pleased to introduce these new models, along with new dozers, and give the people in attendance a chance to operate them.”

Attendees could also check out more *intelligent* Machine Control products, including D39i-24, D65i-18, D51i-22 and D155AXi-8 dozers. The world’s first *intelligent* Machine Control excavator model, the PC210LCi-10, was also available for operation as was standard equipment such as the new WA600-8 wheel loader and haul trucks.

Komatsu personnel discussed the SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include: surveying/inspection, 3D modeling, jobsite data solutions, jobsite setup and optimized operation consultation.

“Komatsu distributors offer customers more than just machines,” Anetsberger explained. “They provide a total package solution delivered by the distributor’s Technology Solutions Expert. Our aim is to meet customers’ jobsite technology needs today and tomorrow, through innovative solutions that improve their bottom lines.” ■



# D61PXi-24



## *intelligent* MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



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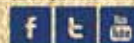
ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive *intelligent* Machine Control set them apart from the others. And that's why I AM KOMATSU."

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## GUEST OPINION

# CREATING A SAFETY CULTURE

## Companies should focus on more than just recording zero incidents

Great news! Your project achieved a safety milestone with zero OSHA-recordable injuries. Mission accomplished, right? Not entirely. Most safety practitioners insist that there is always room for improvement with safety practices and procedures.

While the OSHA Recordable Incidence Rate (RIR) is a common and important metric for many organizations, some industry groups rank this indicator too high. Avoiding OSHA-recordable injuries is always a good thing, but claiming victory based on that alone does not meet the true goal of safety. For example, how many close calls were there? As safety leaders, we should work to change the mind-set that milestones equal achievements and instead shift to a clearer understanding of overall safety performance.

To better grasp the evolution of safety-performance measurements, it is important to appreciate why the OSHA RIR has become so prevalent. In 1982, the Business Roundtable issued the report “Improving Construction Safety Performance” to emphasize the importance of investing in safety programs and open dialogue between contractors and the workforce. The report also provided a relatively objective method to select safe contractors by suggesting the use of Experience Modification Rate (EMR) and OSHA RIR for safety evaluations.

Ultimately, the report’s appendix gave business owners a tool to evaluate their contractors objectively. The intentions were noble, but some may have taken these guidelines as definitive metrics, placing too much emphasis on OSHA-recordable cases. In fact, many owners are still using variations of the original 1982 report appendix as a qualification document to help select contractors. This reporting can

lead to inconsistencies. For example, one dose of a prescription pain medication qualifies as an OSHA-recordable injury, as does a fractured femur. Ideally, injury severity should be considered, because incidence rates alone may not paint the clearest picture.

Evaluators sometimes focus on the numbers and place too much emphasis on case management in achieving safety performance. Workers notice when management continually stresses achieving zero RIRs. If bonuses and promotions are tied to OSHA rates, employees and contractors may intentionally, or unintentionally, avoid reporting incidents.

It is important to build safety systems and processes to minimize the impact of human error. This also means we must think beyond achieving zero incidents, particularly with regard to OSHA rates. It is vital to implement proactive safety processes and take care of our people. ■

Bob Fitzgerald, Manager of Project Safety and Health, Southern Company Services, says it’s important for companies to go beyond thinking in terms of achieving zero recordable incidents and implement proactive safety processes.



**Bob Fitzgerald,**  
Manager of Project  
Safety and Health,  
Southern Company  
Services

*The following article has been republished with permission and originally appeared in the fall 2015 issue of NCCER’s Cornerstone Magazine at [nccercornerstone.com](http://nccercornerstone.com).*



# IS BIGGER BETTER?

## Companies employ rightsizing strategy to purchase equipment and build efficient fleets



Ken Calvert,  
Director, Komatsu  
Business Solutions  
Group



Kurt Moncini,  
Komatsu Senior  
Product Manager -  
Tracked Products

While the lowest points of the Great Recession are in the rearview mirror, construction companies are applying the lessons learned from those tough economic times to their current business models. As a result, companies today are continually looking for the most efficient ways to operate. One area where that mind-set is put into action is with equipment fleets.

Owners are concentrating on maximizing the value of every piece of equipment in their yards. The strategy of rightsizing – matching equipment to its most cost-effective application – is helping owners accomplish this.

In a 2014 interview with Equipment Manager magazine, industry consultant Andrew M. Agoos noted that equipment owners emerged from the economic downturn with changed attitudes. He says that rightsizing grew in popularity as many owners were skeptical of the economy's continued growth. Because of this belief, owners continued to increase their efforts to manage and maintain equipment judiciously.

### Buying the right machine

One of the most effective ways to own an efficient fleet is to purchase the correct machines.

To operate cost effectively, equipment owners are building their fleets by purchasing smaller machines and renting or leasing larger ones when needed. The rightsizing strategy has grown in popularity since the Great Recession.

Fleet managers need to consider several factors when purchasing equipment – budget, work-site conditions, current and future projects, technology and transportation. Companies can save time and money by doing their homework.

Ken Calvert is the Director of Komatsu's Business Solutions Group, a team that handles special projects relating to customers, distributors and corporate personnel. As part of this mission, the group collaborates with customers to help with the fleet-building process.

"Our favorite thing is to present a customer who has a \$2 million budget with a package that costs \$1.5 million and is much more efficient," shared Calvert. "We work with companies to help them monitor machines, look at the future and make the best decisions. Our goal is to save them money up front and in the future."

The group achieves this goal by often advising customers to buy smaller equipment with a focus on rightsizing.

"The data shows that many people own machines which are too big," said Calvert. "Buying a smaller machine is the single-best thing customers can do to save money. Large machines cost more up front, are more expensive to run and maintain, require more fuel, and they depreciate faster. Smaller machines have a higher utilization rate because they can be used on more jobs, and their residual values are more predictable and potentially higher."

Ego can play a role in the decision to purchase a larger machine, but Calvert says that many times it's a lack of information that causes customers to select machines that are too big. Customers may believe they are protecting themselves by purchasing a larger machine with the thought that it can handle more jobs. Using the wrong-sized machine is also common with new or growing companies. Many times, those businesses are







**Owning and Operating Cost Comparison Among Komatsu Excavators**

Model	PC88MR-10	PC138USLC-10	PC170LC-10	PC210LC-10	PC360LC-10	PC490LC-10
Price Variance	x	1.4x	1.5x	2.1x	3.4x	4.6x
Fuel Usage	1.41 gal/hr	2.04 gal/hr	2.97 gal/hr	3.38 gal/hr	5.77 gal/hr	7.55 gal/hr
Average Maintenance Fee Variance	x	1.3x	1.4x	1.4x	1.9x	2x

trying to do jobs with the machines they already own to avoid paying for an additional one. For a short time, this strategy may prove beneficial, but not over an extended period.

Another important component of rightsizing is matching equipment that will be working together in the same applications. For example, loading and hauling equipment need to match for optimum efficiency. If a loader is too large for a truck, or vice versa, the project will not be as efficient.

"I think people would be surprised at the benefits of buying properly sized machines," continued Calvert. "Just because a PC360 excavator can do the same jobs as a PC210, doesn't mean it should. The PC360 isn't nimble enough for smaller jobs. Using a right-sized machine is not only cheaper from an equipment standpoint, but it also saves time and eliminates wasted effort, which reduces the cost."

### Technology changes fleets

In addition to buying right-sized machines and maintaining a proper-sized fleet, owners today also must consider technology advancements. With every new generation of equipment released, fuel efficiency, hydraulic performance,

visibility and emissions output improve. Simply purchasing the previous model again can cost companies a great deal of money.

"If an owner of an older machine, like a Komatsu PC400LC-6 excavator, was ready for a new machine, getting the latest 400-series excavator may not be the best decision," explained Kurt Moncini, Komatsu Senior Product Manager – Tracked Products. "Some of today's machines are so advanced that they are able to outperform older, larger machines."

To illustrate this, Moncini compares a Komatsu PC400LC-6 excavator to a new Komatsu PC390LC-11. The PC400 is 93,000 pounds with a 125-series engine; the PC390 is 90,000 pounds with a 114-series engine. Despite being smaller, the PC390 has a similar bucket capacity (2.97 yards to 3 yards), more horsepower (267 hp versus 266 hp), better over-side lift at 25 feet and comparable over-front lift at 15 feet. The PC390 also has the ability to match engine modes to application, offers advanced hydraulic features and has better fuel efficiency while meeting the latest emissions standards.

"With improvements to engine efficiency and hydraulic systems, the smaller PC390 can do just about everything the PC400 can," said Moncini.

As machines increase in size, so does the cost to purchase and maintain them as illustrated in the chart above. Ken Calvert, Director of Komatsu's Business Solutions Group says that owners would be "money ahead" by purchasing smaller machines and renting or leasing machines for larger projects as needed.

*Continued . . .*

# Rentals and leases both growing in popularity

... continued

“For companies that are looking to replace older machines, there is value in considering newer, smaller models. In many cases, they are just as productive.”

The idea of rightsizing can also apply to the number of machines in a company's inventory. Traditionally, firms built large fleets by holding onto older machines that were paid for, on the small chance they would be needed on a future project. While the machines may not have a payment, they lose value annually, and the costs associated with running those machines are higher than new ones. To run a leaner operation, some companies may want to sell older machines and begin building more efficient fleets by purchasing right-sized machines, renting or leasing.

“What many people don't realize is they may be money ahead by buying a smaller machine to handle a majority of their projects and renting a larger machine when needed,” reported Calvert. “If a company can handle 90 percent of its projects with a smaller machine, it would be better off financially to rent a larger one for the other 10 percent.”

## Meeting the trends

Equipment distributors and lenders have noticed this trend and designed programs to accommodate these changing attitudes. Agoos said that rental purchase options (RPOs) and similar programs were uncommon five or 10 years ago, but are now standard because dealerships have built large rental fleets.

Advanced technology makes newer machines just as productive as older, larger machines. “With improvements to engine efficiency and hydraulic systems, the smaller PC390LC-11 excavator can do just about everything the PC400LC-6 can,” said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Short-term leases have also experienced a similar spike in popularity.

“Twelve-month leases were almost unheard of before the recession, but now they are very popular,” revealed Tony Suits, Retail Finance Manager at Power Motive Corporation, a Komatsu distributor for Colorado and Wyoming. “A number of companies were stuck with big equipment payments during the recession, and they want to avoid that situation again. Today, some companies have work scheduled for eight to 12 months, but may not be sure what is coming after that. They love short leases because of the option to walk away or extend the lease after 12 months, depending on what work becomes available.”

Another reason that managing equipment through rentals or leases has grown in popularity is the benefits that come with the agreement.

“During a lease, we cover the maintenance and repairs, taking much of the risk out of the equation for the customer,” said Suits. “If something goes wrong, we can fix it or get them a new machine, and it's all part of the agreement. Customers like being able to write the same check each month and not worry about downtime.”

Calvert says that financial protection should give owners the confidence to develop their fleets and grow their businesses.

“As companies grow and get into applications where they don't own the optimal machines, they should consider rental,” he suggested. “It's a cost-effective, low-risk way for owners to decide how to build their fleets and test out machines before they purchase.”

## Mix and match

While rightsizing is a technique that allows companies to operate more efficiently, it is far from a one-size-fits-all solution. The onus is on a company to do its research and tailor a strategy to its needs.

Calvert points out that each company is different and should create a plan based on its production needs and goals, but he suggests a mix of machines that can handle many jobs cost effectively.

“Think of it like a basketball team,” he explained. “You can play with five centers, but you aren't going to be very successful. You need a mix of abilities to succeed. The same is true when building a fleet.” ■





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## NEW PRODUCT



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# 'STRAIGHT TO GRADE'

## Komatsu adds larger, more productive *intelligent* Machine Control excavators

Want to dig straight to grade with an excavator? You can with Komatsu's new *intelligent* Machine Control excavators, including the PC360LCi-11 that fits in the popular 30-ton size class and provides excellent productivity and efficiency in a wide range of applications.

"Nimble, yet highly productive, the PC360LCi-11 is easily the most anticipated *intelligent* Machine Control product to launch from Komatsu in recent memory," said Jason Anetsberger, Komatsu Senior Product Manager. "From trenching on a utility work site to mass excavating on a highway project, the PC360LCi-11 is flexible and versatile enough to be at home on almost any jobsite."

A 257-horsepower Tier 4 Final engine powers the PC360LCi-11, while the larger PC490LCi-11 has a Tier 4 Final, 359-horsepower engine. On top of an already very productive base machine, incorporation of the *intelligent* Machine Control technology boosts productivity up to 66 percent when compared to conventional excavation methods.

"Many of our customers have enjoyed the precision, versatility and efficiency of our first *intelligent* Machine Control excavator, the PC210LCi-10, and have asked us to scale *intelligent* Machine Control technology to larger-sized excavators. The wait is over," reported Anetsberger. "Whether you are mass excavating, trenching or fine grading, the PC490LCi-11 will help increase productivity and efficiency, while removing the burden and worry of overexcavation."

### Revolutionary automation

Komatsu introduced the world's first *intelligent* Machine Control excavator, the PC210LCi-10, to rave reviews in 2014. Like that machine,

the PC360LCi-11 and PC490LCi-11 feature Komatsu's revolutionary, fully factory-integrated, machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.

Komatsu's *intelligent* Machine Control excavators utilize 3D-design data loaded into the touchscreen display to show machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"Once the target elevation is reached, no matter how hard the operator tries to move the joystick control to lower the boom, the excavator won't allow it," said Anetsberger. "From rough digging to finish grade, these machines improve efficiency and precision and minimize overexcavation, making every pass count." ■



Jason Anetsberger,  
Komatsu Senior  
Product Manager

### Quick Specs on Komatsu PC360LCi-11 and PC490LCi-11 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LCi-11	257 hp	78,484-79,807 lb	0.89-2.56 cu yd
PC490LCi-11	359 hp	105,670-107,850 lb	1.47-4.05 cu yd



The new *intelligent* Machine Control excavators feature Komatsu's fully factory-integrated machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.





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WA500-8



WA320-8

## MORE EFFICIENT LOADERS

### New WA500-8 and WA320-8 feature high production, lower fuel consumption in a variety of applications

Wheel loaders perform a variety of tasks and in a wide range of applications. Komatsu's new Tier 4 Final WA500-8 and WA320-8 models provide increased efficiency and high production under all types of conditions. These new models also use less fuel than their Tier 4 Interim predecessors – up to 5 percent less with the WA500-8 and up to 3 percent less with the WA320-8.

The WA500-8's standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to the loader's efficiency and productivity gains of up to 10 percent. The machine also features greater horsepower than the Dash-7 model.

"The WA500-8 is made for loading on-highway trucks or smaller rigid trucks in quarry applications, articulated trucks on construction sites or load-and-carry applications," said Komatsu Product Marketing Manager Rob McMahon. "Operators will also appreciate enhancements in cab comfort and features, such as the integrated load meter and full automatic digging function."

#### 'Utility knife on four wheels'

The WA320-8's parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used in any application from pallet handling to hard digging. With increased operating weight, the WA320-8 features an S mode that gives operators maximum control in slippery conditions.

"The easy-to-control hydrostatic transmission makes the WA320-8 ideal for agriculture and residential applications, but its size and attachment-friendly quick coupler make it an all-around performer for almost any work site," Komatsu Product Marketing Manager Craig McGinnis said. "The WA320-8 works well for snow removal. It's a multi-purpose utility knife on four wheels."

Komatsu designed its Komatsu Diesel Particulate Filter (KDPF) and other after-treatment components in its new Tier 4 Final loaders to work in conjunction with the engine for efficiency and longer life. More than 90 percent of KDPF regeneration is performed passively, with no action required by the operator and no interference with machine operation.

"These new models are a great fit for companies using construction-sized and small quarry loaders," said McGinnis. "We encourage anyone who uses loaders to demo a WA500-8, WA320-8 or both. We believe owners and operators will see the clear advantages that the new models offer." ■

The WA500-8's standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to machine efficiency and productivity gains of up to 10 percent.



Rob McMahon,  
Komatsu Product  
Marketing Manager



Craig McGinnis,  
Komatsu Product  
Marketing Manager

#### Quick Specs on Komatsu WA500-8 and WA320-8 Wheel Loaders

Model	Horsepower	Operating Weight	Bucket Capacity
WA320-8	165 hp	34,128-34,392 lb	3.0-4.2 cu yd
WA500-8	357 hp	76,708-77,856 lb	5.9-8.2 cu yd





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## ROUNDING OUT THE LINEUP

### Komatsu's new D85i-18 dozers hog dirt, excel at finish grades with *intelligent Machine Control*

Three years ago Komatsu unveiled its first *intelligent Machine Control* dozer, the D61i-23. Several models followed, ranging from the 105-horsepower D39i-23 to the 354-horsepower D155AXi-8. However, one size class remained without an *intelligent Machine Control* dozer. Komatsu filled that gap with its new 30-ton, 264-horsepower D85EXi-18 and D85PXi-18 models.

The new D85i-18 dozers feature factory-integrated GPS grade control that eliminates the need for cables and masts. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozers to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish-grade testing against typical aftermarket machine-control systems.

A new standard, operator-selected Reverse-Grading mode enables automatic blade control while in reverse.

"Customers who use a standard D85-18 like that it moves massive amounts of dirt, yet is easy to transport," said Chuck Murawski, Komatsu Product Marketing Manager. "The new D85i-18 does that with the added benefit of machine control, so that every pass counts. Eliminating the components of traditional aftermarket systems, and the time required to remove and install them, means even more passes and greater profits."

#### Increase production with SIGMADOZER® blade

Increased production of up to 15 percent during those passes is possible using a Komatsu-patented

SIGMADOZER® blade that rolls material to the center for increased soil-holding capacity and reduced sideways spillage.

Maintenance and repair costs remain low with Komatsu's Parallel Link Undercarriage System (PLUS) that provides up to double the wear life of traditional systems. A new Triple Labyrinth final drive provides added protection for the drive's floating seals.

"With the monthly production gains that are realized by starting sooner, finishing faster and using less fuel, owners are finding that the more they run the D85i-18, the more they save," said Sebastian Witkowski, Komatsu Product Marketing Manager. "From heavy-slot dozing to finish grading, this dozer is perfect for larger earthmoving jobs where accuracy and efficiency are important." ■



Chuck Murawski,  
Komatsu Product  
Marketing Manager



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

#### Quick Specs on Komatsu D85i-18 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D85EXi-18	264 hp	67,439 lb*	9.4 cu yd*
D85PXi-18	264 hp	65,080 lb	7.7 cu yd

\*With SIGMADOZER®

Komatsu's new *intelligent Machine Control* D85i-18 dozers move massive amounts of dirt and grade efficiently while remaining easy to transport. They feature a new standard, operator-selected Reverse-Grading mode that enables automatic blade control while in reverse.





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# ADAPTING TO YOUR NEEDS

## Komatsu releases new maintenance programs, adapts to changing attitudes about machine ownership

**QUESTION:** What is the main role of the Parts Sales & Marketing department at Komatsu?

**ANSWER:** The role of our group is to focus on customers' parts support needs in order to maximize efficiency in their operations. By doing so, we demonstrate the quality of our parts, strengthen our customer relationships and drive loyalty for Komatsu machines, parts and service.

**QUESTION:** How has the market changed in regard to owning heavy equipment during the past few years?

**ANSWER:** It's become clear that equipment owners are looking for even more ways to maximize their investments in the machines they own. Customers are cautious with the money they spend to ensure it is used as efficiently as possible. They want to allocate their maintenance dollars where it makes the most sense. Komatsu builds technologically advanced, high-quality products that require the use of high-performance filters and engineered oils to maintain peak performance and component longevity. When customers buy revenue-generating, capital assets they expect a maintenance program that ensures only parts and fluids made for their specific Komatsu machines are used when serviced. This is why we developed Genuine Care. We're so confident in the benefits of our Genuine products that we stand behind each Genuine Care program with a 12,000-hour component life assurance and 100 percent core guarantee.

**QUESTION:** What should customers know about the new Genuine Care program and how do they benefit from it?

**ANSWER:** Our new Genuine Care program is an extension of our complimentary Komatsu CARE program for Tier 4 machines. Customers can purchase a Genuine Care program from their Komatsu dealers to pick up where the

*Continued ...*



**Paul Moore, Vice President,  
Parts Sales & Marketing**

*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.*

Paul Moore joined Komatsu in 2006 and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field. He started as an apprentice technician in his native United Kingdom in 1984. In 1990, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before joining Komatsu.

"My background and career path have provided me several opportunities to progress," said Moore. "I've held different product support positions, and I think that helps me understand the importance which customers place on parts support."

Moore joined Komatsu to focus on its remanufacturing business. From there, he progressed from Senior Product Manager, Reman; to Senior Marketing Manager, Spare Parts; to Director of Parts Marketing; and finally to his current position.

"The first thing that attracted me to Komatsu was the reputation of the product," Moore recalled. "Now that I've been involved with the company, I know why the reputation is so strong. We have great people who set the bar really high. It's a world-class organization."

Moore is married and has two children. In his free time, he enjoys riding motorcycles and spending time with his family.



# Programs strengthen customer-distributor-brand relationship

... continued



To accommodate customers' changing attitudes regarding machine ownership, Komatsu offers new programs that encourage customers to meet with distributors and plan future maintenance. The programs ensure that Komatsu-certified technicians continue to perform maintenance on machines.

complimentary maintenance leaves off. As long as that Genuine Care program remains in place, we reward the Komatsu machine owner with the component assurance and core guarantee; both of which are fully transferrable when it's time to trade in or sell the machine. Our Komatsu distributors use KOMTRAX to monitor the machine and proactively schedule and perform maintenance at times that work best for the Komatsu machine owner. Factory-trained technicians perform the work, and all services include oil analysis of each component and a full machine inspection. This complete service history also ensures that the machine qualifies as Komatsu CARE Certified Equipment, our highest level of previously owned equipment and a serious driver of higher residual values when an owner decides to trade in or sell the machine.

**QUESTION: What has Komatsu done to accommodate customers' changing attitudes about ownership?**

**ANSWER:** We began planning programs that we believed could be of value to our customers and this new trend. Our new Firm Future Order program is a direct result of that. This long-term planning program is designed for the distributor to sit down with a customer and look at what machines the customer is running, the applications those machines are performing in, how hard the machines are working and what the machines will be doing in the future. Then, we schedule large maintenance projects three, six or 12 months in

advance, based on the information gathered. We let the customers lock in pricing and guarantee availability of parts. We also schedule the work at times that are convenient for the owners. This enables the owners to build those repair costs into their budgets.

The purpose of this program is to eliminate unexpected downtime through preventive maintenance. We want to help customers plan ahead and involve them in a proactive discussion. Having a plan in place is better than reacting to a surprise failure, and the plan can always be modified. For example, if a machine is scheduled for a transmission replacement, but it is outperforming our estimates, the customer can move the maintenance date but keep the guarantees. We will be ready and anticipate the service on the revised date.

**QUESTION: How have customers received these programs?**

**ANSWER:** Our distributors see a huge benefit in creating more face-to-face meetings with their customers, and the customers appreciate that we are looking out for them and handling the machine monitoring and the maintenance scheduling.

We've noticed that these programs have strengthened the bond between customers and their distributors and created a deeper sense of brand loyalty to Komatsu. The programs make our technicians more visible to customers because they are servicing the machines consistently and meeting with the customers. Customers can see that we are working to minimize downtime. The programs were put into place to help customers have a better experience with the Komatsu brand.

**QUESTION: Were these programs the only changes made to accommodate customers?**

**ANSWER:** No, continuous improvement is a core competency of Komatsu and led us to reorganize our field support staff. By increasing the number of staff members and reducing the size of their territories, we are able to spend more time with our distributors and in front of their customers. We've seen a great benefit to building, maintaining and strengthening those relationships at a jobsite level where the work is really being done. It truly helps us bring products and programs to the market to meet the ever-changing needs of our Komatsu machine owners. ■

In addition to service programs, Komatsu places an emphasis on getting more people in the field to meet with customers and work with the distributors. As a result, the customer-distributor-brand relationship has strengthened. "These programs give customers the opportunity to develop a relationship with someone from Komatsu, in addition to their dealers and sales reps," said Vice President, Parts Sales & Marketing Paul Moore.





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# PROVEN VALUE

## KOMTRAX helps Jackson Plumbing locate stolen PC35MR excavator

A recent global fraud report showed that more than a third of construction, engineering and infrastructure companies experienced theft during a one-year period. Count Jackson Plumbing among the unlucky few. The Sulphur, Louisiana, company had a Komatsu PC35MR compact excavator stolen from a jobsite.

“At some point during a weekend, someone came along, hooked onto the trailer the machine was on and drove off with both of them,” said Jackson Plumbing Owner Jeremy Jackson. “We discovered them missing on Monday morning, and contacted the owner of the project to see if he had taken the machine

to a different jobsite. That wasn’t the case, so we quickly contacted our Komatsu distributor to locate it.”

The distributor pulled up the excavator on KOMTRAX, Komatsu’s remote machine-monitoring system. The PC35MR appeared to be about four hours away.

Within ten minutes, KOMTRAX pinpointed the location of the missing machine to the backyard of a new house under construction, and it transferred the coordinates to Google Maps. Because it was new construction, Google Maps couldn’t provide an address, but it was able to give a description of the building.

The distributor then provided the description to local law enforcement, who contacted the Sheriff.

“They confirmed the machine was there, and the next day we had someone drive over and pick it up,” said Jackson. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us.”

KOMTRAX was designed for more than locating a stolen machine. Customers can also call their distributors with service codes to find out what needs to be fixed. The service technicians know what the codes mean, so they can take the needed parts with them in one trip, which saves time and lowers costs. KOMTRAX also tracks machines for services due under Komatsu CARE. Customers can check equipment locations, hours, idle time and other valuable information.

For more details on Komatsu’s KOMTRAX machine-monitoring system, contact your local distributor. ■



Jackson Plumbing Owner Jeremy Jackson stands next to the company’s PC35MR excavator that was recovered after being stolen. KOMTRAX, Komatsu’s remote machine-monitoring system, quickly pinpointed the machine’s location. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us,” said Jackson.





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## A CLOSER LOOK

# BUILDING THE FUTURE

## First Komatsu Diesel Program students graduate from North Dakota State College of Science



Ann Pollert,  
General Equipment &  
Supplies Technician and  
Career Developer

The first group of students from the Komatsu Diesel Program graduated in May. Five General Equipment & Supplies, Inc. students finished the two-year program, which is a joint effort among Komatsu, its distributors and North Dakota State College of Science (NDSCS) in Wahpeton, North Dakota. Road Machinery & Supplies Co. also had one student complete the inaugural program.

"We couldn't have asked for a better group of students for our first graduating class," said General Equipment Technician and Career Developer Ann Pollert. "These students are passionate about diesel. They absolutely exceeded our expectations. We are so proud of them."

After a seven-month diesel technology introductory course at NDSCS, the students began a Komatsu-specific program that rotated eight-week classroom sessions with eight-week

paid internships through General Equipment. The classroom/internship structure was designed to help the students gain a complete understanding of Komatsu machines and became accustomed to General Equipment.

"The students have been part of our culture for two years now," reported Pollert. "They know what our shop feels like and what our expectations are. There will be no learning curve. We have spent the last two years getting them ready to join the General Equipment family."

It was a short wait to see members of the first class in action. The students graduated on a Friday, and their first day of work was the following Monday. "Once they walked across the stage, they were full-time employees, with benefits," added Pollert.

"Knowing that I had a job waiting for me when I graduated was really important to me," said graduate Alex Lass. "The program was awesome. It was great to apply what I learned in class when I was at an internship site. Everything I learned will eventually be applied in this job."

Pollert hopes the success of the first class can serve as a springboard for future students.

"We have the next group of students enrolled right now, so the hope is that every year we are producing employees who are skilled and ready to work," said Pollert. "NDSCS has a terrific facility, and I think we are just scratching the surface as to what this program can become."

In the future, Pollert hopes that other Komatsu distributors will join General Equipment in sending students to the NDSCS program. Early indicators are positive as the Komatsu program will have 16 students beginning classes this fall. ■

(L-R) General Equipment Vice President of Service Steve Stafki meets with Komatsu Diesel Program graduates Alex Lass, Nathan Dokkebakken, Grant Davis, Alex Christensen, Landon Caughey and General Equipment Technician and Career Developer Ann Pollert.



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# RISING PRICES

## Construction index shows costs up due to increased activity, lack of skilled labor

Turner Construction's recent building-cost index showed that increases in construction costs are being driven by a rising level of activity and limited availability of skilled labor in busier markets. The index measures costs in the U.S. nonresidential building construction market.

The index indicated the market has increased to a value score of 970, a 1.15 percent increase from the fourth quarter of 2015 and a 4.64 percent yearly increase from the first quarter of 2015.

"The shortage of skilled labor is outweighing the impact of declining material prices," said Atillio Rivetti, Turner Vice President. "As the volume of work remains relatively high, we expect subcontractors to continue to be strategic in their pursuits, ultimately resulting in upward cost pressures."

### Job openings hit post-recession high

The index was released about the same time as the National Association of Homebuilders' (NAHB) analysis of the U.S. Bureau of Labor Statistics' Job Openings and Labor Turnover Survey that showed the number of available construction positions rose to 193,000 in February, a post-recession high.

NAHB noted that the number of open positions has increased for several years following the Great Recession. The organization reported that the number of residential construction workers has reached more than 2.5 million, with homebuilders and remodelers adding nearly 600,000 to payrolls since the recession. However, the number of unfilled jobs in construction persists and is causing concern.

Hiring is expected to continue as the homebuilding industry grows, according to NAHB. Multifamily construction spending – the value of property placed in service – reached an annual pace of \$59.7 billion in February, up 24.4 percent on a year-over-year basis. Single-family spending came in at an annual rate of \$235 billion. ■

Turner Construction's recent building-cost index showed that increases in construction costs are being driven by a rising level of construction activity and limited availability of skilled labor in busier markets. A National Association of Homebuilders' report noted that the number of available construction positions rose to 193,000 in February, a post-recession high.





## MORE INDUSTRY NEWS

### AEM, Northwestern study looks at the future of infrastructure

The Association of Equipment Manufacturers (AEM) and Northwestern University unveiled an in-depth study looking at future trends and opportunities influencing how U.S. transportation infrastructure will move people and goods in the year 2050. The full infrastructure study can be downloaded at [www.aem.org/IV2050](http://www.aem.org/IV2050).

This study was produced by a multidisciplinary team at Northwestern University, including experts in the fields of civil and environmental engineering,

economics and sustainability. The group also reviewed the study's findings and discussed how to leverage future opportunities, technologies and trends in pursuit of a national and comprehensive plan for U.S. infrastructure.

"The objective of the study was not to predict the future, but to frame scenarios and trends that will inform the public and policymakers about what is possible," said Ronald De Feo, Chairman of AEM's Infrastructure Vision 2050 Task Force. ■



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## Komatsu, Cummins announce global corporate responsibility partnership

**K**omatsu and Cummins have enjoyed a strong business relationship, including working together for decades to provide equipment in mining and construction markets. Recently, the two companies strengthened their ties with a new global corporate responsibility partnership.

“We share a common commitment to producing and supporting products in a responsible manner, as well as promoting education and improving opportunities for the people in the communities where we do business,” said Tetsuji Ohashi, CEO of Komatsu Ltd. “A partnership that helps the people of our communities will make our

business relationship stronger. It is with great enthusiasm that Komatsu enters into this global collaboration with a trusted partner like Cummins.”

Both companies have invested in technical education in their communities. Prior to formalizing this global relationship, Cummins and Komatsu partnered in other community projects. In the United States, Cummins and Komatsu, along with other partners, launched the Diesel Technicians Pathways Program in Utah that includes two high school diesel programs as well as a community college program. ■

## NTC America joins Komatsu America Industries

**T**he laser machine business of NTC America Corp, commonly referred to as NTC Laser, joins Komatsu America Industries LLC, making Komatsu the sole source for NTC laser products in North America. Customer contacts for NTC’s sales, service, support and parts remain the same for now.

According to sources for both companies, the aim of the transition is to provide improved sales and service support as well as new products to meet future customer needs. Products include five-axis, 3D laser systems for complex contours and shapes; three-axis hybrid machines for large workplaces; and other laser-cutting machines. ■

## Survey shows that motorists are concerned about road conditions

**S**even out of 10 motorists worry about road conditions, according to a recent AAA survey. Drivers listed too much traffic/congestion as the chief concern, followed by unsafe roads and bridges. The survey also found that damaged roads cost drivers nearly \$3 billion annually in the last five years.

“An estimated \$170 billion per year in additional funding is still needed to improve America’s crumbling roads and bridges significantly,” said Jill Ingrassia, AAA Managing Director of Government Relations and Traffic Safety Advocacy. She reported that AAA is urging Congress to identify ways to fund roads and bridges sustainably. ■



## SIDE TRACKS

### On the light side



"Did you bring your hard hat? Your wife says you'll need it when you get home."



"... and another thing – remove your ear plugs when I'm talking to you!"



"Honey, where's my rubber bulldozer?"

### Did you know?

- As of 2009, humankind had only mined 165,000 metric tons of gold.
- Catfish are the only animals that naturally have an odd number of whiskers.
- Birds do not urinate.
- Mars, Inc. produces more than 400 million M&M's® every day in the United States.
- An elephant will spend an average of 16 hours of its day eating.
- Dogs have 1,700 taste buds on their tongues; humans have 9,000.
- The most recorded points for a word in Scrabble is 1,782. The word, oxyphenbutazone, was played across three triple-word score squares and made seven crosswords.
- The Mona Lisa is not painted on a canvas, but on three pieces of wood roughly an inch and a half thick.
- Rock, Paper, Scissors has an official governing body – the World Rock, Paper, Scissors Society – and a seven-rule, player responsibility code.

### Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.RMSRoadSigns.com](http://www.RMSRoadSigns.com)

1. I D B \_ \_ \_ \_
2. D R G E A \_ \_ \_ \_ \_
3. E C L E Y C R \_ \_ \_ \_ C \_ \_ \_
4. E T C V X A E A \_ \_ \_ \_ A \_ \_ \_
5. N D O E I M T O L I \_ \_ \_ \_ L \_ \_ \_ \_



# KAREN MONTOUR

## 'Sales lifer' enjoys family feel of working at Road Machinery & Supplies Co.

Family is important to Karen Montour. With three siblings, four children, five grandchildren and numerous nieces and nephews, she is always involved in some sort of family function. That family-first atmosphere carries over to her position as Rental Manager at Road Machinery & Supplies Co. as well.

"My favorite thing about RMS is that I feel like I am part of the family, not just an employee," said Montour. "We are a very close-knit group, and it makes a difference to work for a family-owned and family-run business. It creates a special place."

Montour is responsible for scheduling all rental equipment from the Savage branch. She coordinates with RMS sales reps to make sure customers get the machines they need, when they need them. She also ensures that all machines sent out as rentals are in top-of-the-line condition.

"When a rental machine goes out, it's a reflection of RMS, so we make certain that all equipment meets our 'Rental-Ready' policy," she explained. "Before anything leaves our yard, we look it over, take care of any maintenance it may need and give it a thorough cleaning. We want it to be showroom-ready when a customer gets it."

Montour is quick to note that her job would be impossible without the great staff working with her at RMS.

"It takes a lot of moving parts and people to make my job possible," she acknowledges. "The rental department works very closely with parts, service and sales to ensure that customers are happy and receive quality machines. I couldn't do it without everyone at RMS."

KOMTRAX, Komatsu's complimentary machine-monitoring system, is an integral tool that Montour uses every day. She relies on the

system to track a variety of measures, such as hours in service, idle time, applications used and upcoming service milestones. Montour is also the contact for new customers who need to learn the capabilities of the KOMTRAX system.

Working with customers is second nature for Montour, as she has been involved in sales in one aspect or another for more than 30 years. She joined RMS approximately five years ago after a career selling agricultural equipment, forklifts and building fasteners. For her, assisting customers is priority number one.

"I guess you could say that I'm a 'sales-lifer,'" she joked. "I love helping customers; it's the part of my job that I enjoy the most. Things can get hectic and schedules can become crazy, but at the end of the day, we are helping someone solve a problem. That's great for me."

When Karen isn't at RMS, she is typically surrounded by her family. Her children – Nicole, Eric, Tanya and Tamra – and their growing families keep her entertained. ■



Karen Montour, Rental Manager at RMS' Savage branch, enjoys helping customers.





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5,773 hrs., S/N 69097



**\$127,500**

2010 Komatsu D51PX-22,  
3,420 hrs., S/N B11909



**\$127,300**

2013 KOMATSU WA320-7,  
508 hrs., S/N 80250

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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## HYDRAULIC EXCAVATORS



2007	KOMATSU PC200LC-8	C60859	6,102	\$89,000
2013	KOMATSU PC290LC-10	A25288	2,584	\$159,500
2007	KOMATSU PC300 HD-7E0	A86053	10,282	\$79,000
2006	KOMATSU PC300LC-7E0	A88200	6,875	\$70,500
2008	KOMATSU PC300LC-8	A90603	6,467	\$119,000
2013	KOMATSU PC360 LC-10	A32923	2,397	\$199,500
2014	KOMATSU PC490LC-10	A40706	2,991	\$309,000
1999	KOMATSU PC600LC-6	10022	12,000	\$78,500
2014	KOMATSU PC800LC-8E0	65161	1,467	
2009	CASE CX210B	DAC21K5N7SAH1290	2,500	\$89,000
2008	DEERE 240DLC	605840	5,839	\$79,000
2012	HYUNDAI ROBEX 160LCD-9	HZ501JC0000211	1,972	\$84,500
2008	HYUNDAI ROBEX 210LC-7A	N61210337	4,818	\$57,500
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,690	\$110,000
2008	KOBELCO SK210LC	Y009-U3924	4,221	\$57,000
2013	HYUNDAI ROBEX 80CR-9	HZ101HC0000452	137	\$82,161

## WHEEL LOADERS



2013	KOMATSU WA320-7	80250	509	\$127,300
2015	KOMATSU WA320-7	A36283	455	\$145,000
2012	KOMATSU WA320PZ-6	71223	5,496	\$99,500
2004	KOMATSU WA500-3	52332	16,100	\$69,500
2011	DEERE 544K	1DW544KZAB0635796	14,395	\$50,600
2014	HYUNDAI HL760-9A	HLL04TE0000241	1,485	\$162,036
2008	WACKER NEUSON 850	346040264	2,945	\$29,900

## CRAWLER DOZERS



2010	KOMATSU D51PX-22	B11909	3,420	\$127,500
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
2011	KOMATSU D65EX-16	26860365	8,911	\$97,000
2009	KOMATSU D65WX-15E0	69097	5,773	\$125,000
2012	KOMATSU D65WX-17	11137	4,064	\$162,500
2007	KOMATSU D85EX-15	11190		\$10,000
2006	DEERE 700J	T0700JX127623	11,721	\$64,500

## SCRAP PROCESSING/DEMOLITION

2005	DEERE 330CLC	804226	6,804	\$114,500
2012	SENNEBOGEN 825M	825.0.1801	720	\$315,000

## COMPACTORS/PAVERS



1998	BLAW KNOX PF5510	551025-49	6,101	\$24,500
1979	BLAW-KNOX PF120H	0850-018	1,174	\$7,500
2012	BLAW-KNOX RW35A	88330	208	\$64,500
2013	DYNAPAC F1000T	717US2008	522	\$197,750
1999	GILCREST PROPAVER 413	2-2999	608	\$2,500
2013	LEEBOY 8616	91825	844	\$139,500
2008	LEEBOY 8510 LD	49589	3,569	\$49,500
2010	VOLVO MW500	22949	550	\$84,500
2005	INGERSOLL-RAND SD45FB Padfoot	181481	467	\$49,700
2005	INGERSOLL-RAND SD77F Padfoot	185928	832	\$49,500
2013	BLAW-KNOX PTC15 Pneumatic	B88321	413	\$59,000
2003	INGERSOLL-RAND DD28 Smooth Drum	174269	8,102	\$11,500
2012	WACKER RD12 Smooth Drum	20079282	941	\$9,250
2005	WACKER RD15 Smooth Drum	5548311	293	\$16,500
2011	WACKER NEUSON RD12-90 Smooth Drum	20018308	1,330	\$9,250

## SKID LOADER



2015	TAKEUCHI TL10	201000577	396	\$49,500
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## AGGREGATE EQUIPMENT

2001	SVEDALA 1312 Crusher	121383	4,700	\$289,500
2010	JCI FT6203 Screen	P101600	4,495	\$199,000
2009	KPI FT3620CC Screen	93101	4,571	\$149,000
2015	KPI-JCI 1830PH Screen	414372-414374	0	\$336,000
2010	KPI-JCI FT5260 Screen	410186	8,850	\$425,000
2008	TRIO 3625 Screen	TSW3625-358		\$29,000
2004	WILDCAT 516 COUGAR Screen	4F351208	2,088	\$89,500

## CRANES



2014	GROVE YB7725 Carry Deck	322116	770	\$346,900
2013	SANY SCC8100 Crawler/Drumline	12CC01030210	1,555	\$639,500
2013	SANY SRC840 Rough Terrain	13RC00351276	2,275	\$219,500

## FORK LIFTS & BOOM LIFTS

2001	INGERSOLL-RAND VR1056	167984	10,040	\$29,500
2007	LULL 6.44E-40	160027295	2,668	\$46,500
2014	PETTIBONE EXTENDO 1530	EX10428-14	229	\$156,500
2014	PETTIBONE T944	EX10435-14	561	\$117,500
2007	SKY TRAK 10054	160031923	3,947	\$42,500

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**\$84,500**

**2012 LEEBOY 8510B,  
1,918 hrs., S/N 87252**



**\$119,000**

**2008 Komatsu PC300LC-8,  
6,465 hrs., S/N A90603**

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Price
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## OFF-HIGHWAY TRUCKS

2014	KOMATSU HM300-3	3361	2,332	\$255,000
2014	KOMATSU HM300-3	3340	2,818	\$255,000
2015	KOMATSU HM400-3	3627	3,890	\$399,000
2014	KOMATSU HM400-3	3611	2,910	\$329,500
2014	KOMATSU HM400-3	3577	2,871	\$329,500
2014	KOMATSU HM400-3	3579	2,949	\$329,500
2012	KOMATSU HM400-3	3108	9,243	\$129,000
2014	KOMATSU HM400-3	3513	2,965	\$329,500
2014	KOMATSU HM400-3	3457	2,980	\$347,500
2013	KOMATSU HM400-3	3168	5,293	\$249,000
2012	KOMATSU HM400-3	3001	6,689	\$159,000
2014	KOMATSU HM400-3	3566	2,931	\$329,500
2014	KOMATSU HM400-3	3501	2,949	\$329,500
2015	KOMATSU HM400-5	10023	2,691	\$358,250

## MISCELLANEOUS

2014	MOROOKA MST1500VD Dumper	A150131	1,029	\$135,780
2014	MOROOKA MST1500VD Dumper	A150134	712	\$141,780
2014	MOROOKA MST1500VD Dumper	A150150	666	\$147,135
2014	MOROOKA MST1500VD Dumper	154862	529	\$147,135
2014	MOROOKA MST2200VD Dumper	A220203	384	\$191,930
2014	MOROOKA MST2200VD Dumper	223707	909	\$180,250
2014	MOROOKA MST800VD Dumper	80174	834	\$107,950
2014	MOROOKA MST800VD Dumper	80184	548	\$107,950
2013	WACKER G25 Generator	20180077	2,240	\$13,850
2011	WACKER NEUSON LTN6L Light Tower	20011926	1,060	\$5,750
2014	WACKER NEUSON LTN6L Light Tower	20297872	2,560	\$5,250
2014	WACKER NEUSON LTN6L Light Tower	20227325	1,241	\$6,250
2010	GORMAN-RUPP 1/2 A2-E2 Pump	1457383		\$1,270
2005	GORMAN-RUPP 1/2 A2-E2 Pump	1315582	0	\$1,785
2012	LOAD KING bottom-dump trailer	28482		\$46,900
1994	TRAIL KING lowboy trailer	1TKJ04836RM035618		\$34,800
2006	TRAIL KING lowboy trailer	1TKJ054466B066539		\$55,000
1983	W-W TRAILERS utility/light-duty trailer, flat			\$2,750

## ATTACHMENTS

2005	BLAW-KNOX	A/023328		\$3,500
2007	LEMAC GP bucket	K0737		\$13,700
2011	EMPIRE GP bucket for PC490/A	E7876		\$6,950
1999	EMPIRE GP bucket for PC200	E4942		\$2,000

## ATTACHMENTS continued...

	NORCO GP bucket for PC600	11031029		\$11,500
	BADGER GP bucket	CO-36-22		\$8,500
2015	EMPIRE GP bucket	E8460		\$6,800
2013	PEMBERTON GP bucket	GPB-5107-6.0-0413		\$14,500
1999	EMPIRE GP bucket for PC200LC	E4731		\$2,500
1994	EMPIRE GP bucket for PC250LC	E2583		\$2,500
2005	HENSLEY GP bucket	47388		\$2,900
2006	GP bucket for PC300	10463		\$3,500
2011	EMPIRE GP bucket	E702-11		\$25,000
2009	KOMATSU GP bucket 423-70-32200	2273		\$7,350
1998	EMPIRE Light material bucket for PC360	E4321		\$1,750
2006	EMPIRE Light material bucket for PC400	E7169		\$1,200
	GAR-BRO 483R bucket	04631E		\$3,250
2012	ALLU DH31225 bucket/screen	DH31212010		\$65,100
2007	JRB Quick coupler for PC210	AKR4403		\$6,500
2009	JRB Quick coupler	1209-AKR9277		\$6,750
	QUADCO QFH22B Sawhead feller-buncher	QFH22B753		\$35,000
2007	PEMBERTON Fork	UF239960507		\$5,150
	ROCKLAND Fork	R52369		\$7,500
2012	GRABTEC GP grapple	21977		\$12,900
2001	EMPIRE GP grapple for PC360	2001		\$9,500
2014	FLECO GP grapple for PC360	49961		\$9,500
2012	SENNEBOGEN OP4S orange-peel grapple	442089		\$24,500
2011	GENSCO PR01/5-60 scrap/salvage grapple	13283		\$13,900
2000	SURESTRIKE 6000 hydraulic hammer/breaker	6001		\$39,500
2008	ATLAS COPCO Hydraulic hammer/breaker	KAL02324		\$14,675
	SURESTRIKE 6000 hydraulic hammer/breaker	B58148		\$6,000
2013	NPK GH9 hydraulic hammer/breaker	105247		\$27,500
2005	NPK E203 hydraulic hammer/breaker	82073		\$8,500
2008	STANLEY DH1500 hydraulic hammer/breaker	112608001		\$6,700
2004	BLAW-KNOX GENSET	551030-83		\$4,500
2007	KOMATSU 4DD01-J ripper	A/11190		\$10,000
2012	GENESIS LXP300 concrete shears	320CP187-1		\$194,500
2011	GENESIS LXP400 concrete shears	420121R		\$119,000
2012	GENESIS LXP400 concrete shears	420125R		\$159,000
2010	GENESIS GVP15 steel shears	15005		\$59,000
2010	GENESIS LXP300 steel shears	320157		\$109,000
2003	GENESIS GXP300 steel shears	300304		\$45,000
2013	GENESIS GXP300R steel shears	300464R		\$79,000
2013	GENESIS GTX445 steel shears	4451004		\$139,500
2011	GENESIS GXP660R steel shears	600-533R		\$185,000

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