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JUNE 2017

# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

## I.U.O.E. LOCAL 49 TRAINING CENTER

Preparing operators for success is the goal  
for this union training facility



**KOMATSU**<sup>®</sup>

Layne Johnson,  
Director

# A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Strong  
additions to  
Komatsu's  
lineup**



Dear Valued Customer:

If you attended CONEXPO/CON-AGG, you saw some of the new innovative products in today's construction marketplace, as well as services that Komatsu and Road Machinery & Supplies offer to support them. In case you missed the show, this issue of your RMS Road Signs magazine recaps the triennial event.

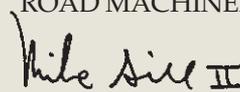
In addition, it highlights some of the standout machines Komatsu recently introduced, including new D51EX-24 and D51PX-24 dozers that combine a decade of award-winning design with the latest technology to increase fuel efficiency and boost productivity. The D51-22s were Komatsu's original slant-nose dozers, and the Dash-24s prove you can enhance and build on a successful platform.

That's also true when it comes to hybrid technology. Komatsu was the first to introduce a hybrid excavator, and now it unveils a true 36-ton size class model with the Hybrid HB365LC-3. Like previous models, it captures energy normally lost during a swing cycle and uses it to assist the machine. It's more fuel-efficient than a comparable standard excavator, and in applications where swinging is prevalent, such as loading trucks, users will find it equally or more productive than a PC360LC-11. See inside for more details and read the other articles spotlighting Komatsu products, including the new PC170LC-11 excavator.

These new machines are covered by Komatsu's extended Undercarriage Assurance Program. You can learn more about the program in this issue as well. I think you will also be interested in the article related to an award Komatsu received for its support of educational programs, as well as our Komatsu & You spotlight, among others.

As always, if there's anything 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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See how this union training facility offers both apprenticeship and continuing education options for its members.

### HANDS-ON EXPERIENCE

Read about the recent *intelligent* Machine Control Demo Day event held at Extreme Sandbox.

### EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

### INNOVATIVE PRODUCT

Komatsu's new PC170LC-11 hydraulic excavator is well-suited for a wide variety of general construction jobs. Check out the details inside.

### GREEN TECHNOLOGY

Fuel savings of up to 20 percent are possible thanks to the electric swing motor-generator on Komatsu's new Hybrid HB365LC-3 excavator. Find out more in this issue.

### A CLOSER LOOK

Discover the features that increase the engine efficiency and durability of Komatsu's D51-24 dozers.

### PRODUCT PROFILE

Uncover the features of Atlas Copco's SmartROC D60 that help owners tackle quarrying as a single operation.

### AT YOUR SERVICE

See how two Komatsu mining groups help customers determine best practices for improvement and evaluate equipment options.

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# I.U.O.E. LOCAL 49 TRAINING CENTER

## Preparing operators for success is the goal for this union training facility



Layne Johnson,  
Director

Continuing education is vital for equipment operators to remain at the forefront of the construction industry's ever-evolving technological advantages. Fortunately for members of the International Union of Operating Engineers (I.U.O.E.) in Minnesota and the Dakotas, that training is easily accessible at the Local 49 Training Center in Hinckley, Minn.

"We offer all types of certifications and training – HAZMAT, asbestos, mine health and safety, large equipment classes, cranes and more," said Director Layne Johnson. "Some of our members come for refresher courses, and others are here to learn different skills or how to operate new machines."

An operator uses the I.U.O.E. Training Center's Komatsu D39PX dozer to grade during a training session in March. "The D39 gets great feedback all of the time; the visibility to the blade is the best around with the slant-nose design," said Director Layne Johnson.



The training is offered at no cost to all of the more than 14,000 members of Local 49, and it isn't limited to experienced operators. The facility also handles apprenticeship training, providing a 4,000-hour program that counts as 27 credits toward an associate degree at nearby North Hennepin Community College.

"We're funded completely by our member dues; we don't receive any state or federal aid, so we are a resource for them," explained Johnson. "We want members to use our facility. We don't charge anything – and, if someone lives more than 100 miles away, we offer a per diem and pay for their hotel."

Members have been taking advantage of all the facility has to offer. Johnson reports that approximately 6,000 members have completed some form of training already in 2017, making it the busiest year on record at the site.

### First-class facility

The center is equipped to handle a wide array of training. With 400 acres of land, 10 classrooms, a six-bay garage, welding area, HAZMAT center and an indoor training arena, the center can provide just about anything a member needs.

"The facility gives us the ability to do a lot of training at the same time," said Equipment Training Coordinator Mike Kuklok. "We take several measures to make sure that we offer efficient training at our facility, and that we are giving our members as much real-world training as possible."

One of the ways that the center does this is by incorporating projects into the training on its 400-acres of dirt. Instructors often have several different training sessions collaborating on assignments.



A Local 49 member uses a Komatsu PC170LC excavator to remove dirt around a trench box at the I.U.O.E. Operating Engineers Training Center. The 400-acre Hinckley, Minn., facility offers free training to its 14,000 members through an array of courses.

“Each piece of equipment may be working in a different area on site, but they are all in sync,” said Kuklok. “If we’re building a road, we’ll have a dozer class grade it, and an excavator class load the trucks. Then, students from a truck class haul the material to another area where a grader class can spread it back out over the facility.”

Another feature that increases the offerings and efficiency of the center is its indoor training area. The 30,000-square-foot, dirt-floor arena is ideal for courses using smaller machines, making year-round training a reality.

“We don’t have to worry about frost, rain or snow. We can keep people in machines, digging in dirt throughout the winter,” said Johnson. “It’s a great advantage for our members.”

### **RMS connection**

In order to accommodate so many people, the Training Center keeps a large and flexible fleet of rental and owned machines on site. It turns to Road Machinery & Supplies Co., and Sales Rep Tom Major for Komatsu equipment.

“We consider January through the first part of May as our ‘training season,’ so we need a lot of machines on site for the classes we offer,” explained Kuklok. “We own some machines, but rental programs are a huge benefit for us as they keep our overhead low, because we only

need those machine for four months. RMS and Tom go above and beyond to work with us and make sure we have Komatsu equipment available.”

The center purchased a Komatsu D39PX dozer for its fleet, and it wasn’t by chance.

“We get feedback from all of our members on machines they like and don’t like, whether through field experience or at our site,” said Johnson. “The D39 gets great feedback all of the time; the visibility to the blade is the best around with the slant-nose design. Its versatility is perfect for our use because it allows us to offer a variety of classes and training with it. That’s why we purchased it as a permanent addition to our fleet.”

Operating Engineers also rented a second D39PX and a PC170LC excavator for the 2017 training season. It’s an arrangement that benefits both parties.

“RMS does a great job of putting together plans and getting us new machines that are in great condition,” Johnson attested. “This is also a testing ground because operators run the Komatsu equipment every day right next to other brands. It gives RMS an opportunity to showcase the Komatsu brand, and it stands out.

“RMS does a lot to assist us,” he added. “We know what we’re getting with Komatsu and RMS. When our members see a new Komatsu



**Mike Kuklok,**  
Equipment Training  
Coordinator

*Continued . . .*

# Teaching for today's jobsites

... continued

piece on the yard, it's the one they want to get in. That's the best compliment we can give."

## Raising the bar

The Training Center's primary goal is to prepare operators for success in today's

industry. For that reason, the staff constantly seeks out the latest construction trends.

"This industry is changing rapidly," commented Kuklok. "Our instructors are highly invested in learning the newest technology and practices, so we can pass that on to our members."

Two of those advancements are engine-emissions regulations and GPS technology, areas that Kuklok envisions becoming even more important in the future.

"We try to reflect and teach what is happening in the field, so that our members are ready for it," he said. "GPS is exciting, whether it's an aftermarket system or integrated, the technology is showing up on jobsites more regularly, so our operators need to know how to run it. The same goes with emissions, if you don't know how to properly maintain a Tier 4 engine, you limit your opportunities. It's our responsibility to make sure that when one of our members arrives at a jobsite, they are prepared and ready to go." ■



Training Center Director Layne Johnson (left) calls on RMS Sales Rep Tom Major for the facility's Komatsu equipment, like the D39PX dozer it purchased in January.

Inside the Training Center's 30,000-square-foot indoor arena, operators use compact machinery during a training class. The arena is a great asset to the facility. "We don't have to worry about frost, rain or snow, and we can keep people in machines throughout the winter," said Director Layne Johnson. "It's a great advantage for our members."



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# HANDS-ON EXPERIENCE



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## TAKE A RIDE

### Road Machinery & Supplies Co. event introduces customers to latest technology

Nearly 60 customers from southern and central Minnesota attended Road Machinery & Supplies' *intelligent* Machine Control Demo held at Extreme Sandbox in Hastings, Minn. The event gave customers the chance to test a Komatsu PC360LCi-11 excavator or D51PXi-22 dozer, each equipped with Komatsu's integrated GPS technology, and speak with Komatsu and RMS experts about the machines.

"Events like this are great because they give customers the opportunity to test the machines in a controlled environment with one of our people right there helping them," said RMS Vice President, Sales Manager Andy Schwandt. "They can experience how the machines work and get all of their questions answered at the same time; that's the biggest advantage of attending one of these events."

Customers operated machines, each uploaded with pre-designed GPS models, while RMS and Komatsu employees communicated with them via headsets. RMS also provided breakfast and lunch at the event, and attendees received a complimentary T-shirt.

#### Great venue

"This was a terrific event," said Gustafson Excavating's Derek Gustafson. "The technology really blew me away. Being able to test it out here with everyone around to help, really opened my eyes as to what these machines can do."

"We are very grateful for the partnership we have with Extreme Sandbox," said Schwandt. "It's an excellent setting for an equipment demo. The 6,000-square-foot facility has classrooms, an enclosed garage and 10 acres to use. It makes events like this stand out." ■



Komatsu Product Marketing Manager, *intelligent* Machine Control Ronak Amin uses a headset to communicate with a customer who is digging a trench using a Komatsu PC360LCi-11 excavator.



Andy Schwandt,  
Vice President,  
Sales Manager

Road Machinery & Supplies Co. hosts a Komatsu *intelligent* Machine Control Demo Day at Extreme Sandbox. Nearly 60 customers attended the event in March and had the chance to operate a PC360LCi-11 excavator or D51PXi-22 dozer.





## A GLIMPSE INTO THE FUTURE

### CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry



Several members of the Ricklefs Excavating Ltd. staff get a close-up look at the Komatsu D155AXi dozer. Shown (L-R) are Keith Brockhohn, Eric Egge, Bryce Ricklefs, Brent Ricklefs, Corey Elwick, Sarah Hefflefinger and Sarah Ricklefs.

Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.

Attendees of CONEXPO-CON/AGG may have gone to the show “Imagining What’s Next,” but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features factory-integrated GPS technology that works



from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to

*Continued . . .*



(L-R) Mark Feilmeier of RMS, Komatsu's Justin Lantin and Brad Johnson of RMS take a break in the exhibit hall.



Marley Danner of Danner, Inc. (left) meets with Dave Johnson of RMS.

## Komatsu machines earn accolades for highest retained value



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■

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# RMS customers take in CONEXPO exhibits

... continued

our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like," said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

## Latest Tier 4 machinery, Certified CARE excavator

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the PC170LC-11

Continued ...



Chris Sawin (left) and Brad LaBarge of Manatts Inc. check out Komatsu's new Hybrid HB365LC excavator.

(L-R) Jason and Jen Kuester of Ground Zero Services inspect a PC360LCi-11 intelligent Machine Control excavator with RMS Sales Rep Jeff Bistodeau.



(L-R) Michael, Alejandro and Christopher Diaz of Winona Mechanical, Inc. check out the exhibit hall during CONEXPO.



Ben Melsha of Melsha Construction (left) compares notes with Eddie Picha of Rickert Excavating.



A group from Winona Mechanical, Inc. take part in the activities at CONEXPO. Pictured (L-R) are Jane Jennison, Todd Danielson, Amanda Koelln, Amy Modjeski and Fran Modjeski.



Matthew Petersen of Wendling Quarries enjoys his time at CONEXPO in Las Vegas.



Ted Rickert of Rickert Excavating gathers information about Komatsu's HM300-5 articulated truck.



Nick Beneke of DeLoss Construction, Inc. gets ready to test the virtual reality simulator. "I can see how it would be good for training new operators or even to fine-tune skills for veteran operators," noted Beneke.

RMS Sales Rep Bob Newman (left) shares details on Komatsu's WA270 wheel loader with a group from Absolute Concrete, including: Sonny Hall, Matt Triggs, Drew Roberts, Jason Bjork and Travis Howland.

# Attendees see latest technology at CONEXPO

... continued



Todd Krukow of ILG Construction (left) and Adam DeLoss of BD Construction Services take a closer look at the latest machinery on display at CONEXPO.



(L-R) Dean Madagan, Joshua Nelson and Brady Kipfer of Diamond Concrete & Construction, Inc. gather at CONEXPO, which was held March 7-11 in Las Vegas.



RMS Finance Manager Jeff Borass (left) chats with Corey and Jennifer Stephans of DeCook Excavating.



Bruce Barnhart of Barnhart's Custom Services, LLC learns more about the Komatsu CARE program, which ensures that pre-owned equipment have service intervals performed by Komatsu factory-trained technicians for the first three years or 2,000 hours.

excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

A Komatsu CARE Certified PC170LC-10 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

"CONEXPO is a great opportunity to see the latest in equipment and technology that's advancing the construction industry," said Komatsu's Rich Smith, Vice President, Product and Services Division. "It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it." ■

*The next CONEXPO-CON/AGG is set for March 10-14, 2020.*



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.

Komatsu's outdoor booth focused attention on *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION, Komatsu's integrated support and solutions for operator training, 3-D data, aerial mapping with drones, and a cloud-based service that helps monitor production and progress on the jobsite.



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## INNOVATIVE PRODUCT

# BIG-TIME VERSATILITY

## Komatsu's PC170LC-11 excavator provides flexible options for utility contractors

Operators looking for a lightweight excavator have found an answer with Komatsu's new PC170LC-11. The 40,000-pound-class hydraulic excavator also gives owners a choice between two counterweights to best fit the machine to its application.

"The PC170LC-11 is well-suited for a wide variety of smaller, general construction jobs like grading, excavating and loading applications," said Andrew Earing, Komatsu Project Manager - Excavators. "A standard PC170LC-11 is below the 40,000-pound limit, so it can be towed behind a truck with a trailer. The ease of transporting and versatility are very beneficial for customers who need to handle multiple jobs in a day with minimal equipment."

The machine operates at 38,730 pounds with a standard counterweight configuration and at 41,338 pounds with the heavier counterweight.

"For operators who are running couplers, thumbs and other attachments, the heavier counterweight helps maintain the over-the-side lift capabilities as they would have with the standard counterweight," explained Earing.

### Small frame, big power

The new excavator boasts a 121-horsepower, Tier 4 Final engine that, with the Komatsu Diesel Oxidation Catalyst, eliminates the need for active and manual regeneration. In addition, the new machine includes Selective Catalytic Reduction to lower nitrogen oxide emissions, Komatsu Auto Idle Shutdown and wide-access service doors to make it easy to reach components for ground-level maintenance.

Also, an enhanced P mode provides up to 6-percent improvement in productivity when

compared to the previous model. Like the rest of Komatsu's Tier 4 machines, the PC170LC-11 is covered by Komatsu CARE for the first 2,000 hours or three years of operation.

### Comfortable and efficient

Operator comfort and efficiency were also upgraded in the new PC170LC-11. The integrated ROPS cab features a high-back, heated, air-suspension seat with adjustable arm rests.

The cab also includes a 7-inch, high-resolution LCD display monitor that gives operators enhanced hydraulic attachment control, with one-way/two-way flow and programmable work tool names and settings. It features a rearview camera display and the ability to store up to 100 individual ID codes. ■



Andrew Earing,  
Komatsu Product  
Manager - Excavators

### Quick Specs on Komatsu's PC170LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC170LC-11	121 hp	38,730 - 41,338 lb	0.48 - 1.24 cu yd

Komatsu's new 121-horsepower, Tier 4 Final PC170LC-11 excavator has two counterweight options to best fit the machine to its application.



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D21

## POWER AND EFFICIENCY

### Komatsu releases new Hybrid HB365LC-3 excavator built for performance, fuel savings

Equipment owners are always looking for ways to increase production while decreasing costs. Komatsu's new Hybrid HB365LC-3 excavator – the industry's first true hybrid in the 36-ton size class – offers increased fuel efficiency without sacrificing performance, providing owners the best of both worlds.

"The Hybrid HB365 will be equal or better than our standard PC360LC excavator in terms of production, but with fuel savings that could be as much as 20 percent," said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Komatsu's unique hybrid system reduces fuel consumption through an electric swing motor-generator that captures and regenerates energy as the upper structure slows down and converts it into electric energy. The regenerated energy is stored in the capacitor and is used by the motor generator to provide swing power. An engine-mounted motor generator also uses stored energy to provide engine assistance when required.

"The Hybrid HB365LC will be a great fit for customers who use their excavators in high-swing applications," stated Moncini. "Each time the excavator swings, the capacitor is getting charged. That allows the engine to use electric power instead of fuel and operate at a lower rpm."

#### Tier 4 and more

The excavator features a Tier 4 Final, 269-horsepower, six-cylinder engine with a motor-generator and capacitor. The design of these two components also allows all swing energy that is captured to be used for boom and arm function.

"When it comes to the boom arm and bucket, the capacitor drives the swing and all available engine horsepower can go into the hydraulic

system," explained Moncini. "This creates faster cycle times and a very quick, responsive swing."

The engine has a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter and Selective Catalytic Reduction work together to inject Diesel Exhaust Fluid and decompose nitrous oxide into non-toxic water and nitrogen.

The ROPS cab gives operators a spacious and safe working environment. Features include vibration-dampening mounting and a fully adjustable, air-suspension seat and arm rests.

Another important element is the 7-inch, color LCD monitor, which shows key machine information. The monitor displays a capacitor charge gauge, DEF levels and rearview camera. It has an Operator ID system that records machine-operation and application data for up to 100 individual ID codes. ■



Kurt Moncini,  
Komatsu Senior  
Product Manager –  
Tracked Products

#### Quick Specs on Komatsu's Hybrid HB365LC-3 Excavator

Model	Horsepower	Operating Weight	Bucket Capacity
HB365LC-3	269 hp	78,645-80,547 lb	0.89-2.56 cu yd

Komatsu says the Hybrid HB365LC-3 will be equal or better than its standard PC360LC excavator, but with up to 20-percent greater fuel efficiency.



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# BUILDING ON SUCCESS

## New D51-24 dozer features improve efficiency, durability of original award-winning design

Ten years ago Komatsu introduced its first super-slant nose dozers, the D51-22s. A year later they earned an International Design Excellence Award for the unique design which allows operators to see objects that are close to the blade, dramatically increasing efficiency and production on the jobsite. During the past decade, Komatsu brought that same innovation to additional dozer models, including its new Dash-24 D51s.

“The super-slant nose design moves the operator forward 20 inches, which delivers unrivaled visibility to the six-way power angle tilt blade and the work at hand,” said Jonathan Tolomeo, Komatsu Product Manager. “Visibility is further improved because Komatsu moved the air intake and the exhaust stack to the left side of the slant-nose hood so that it’s in line with the pillar. This offers the operator an unrivaled view, compared to the rest of the industry.”

### More efficient engine, transmission

Two models are available – D51EX-24 and D51PX-24 – both with a more efficient Tier 4 Final engine that lowers fuel consumption by up to 13 percent, while at the same time boosting production by as much as 15 percent. The engines use a Diesel Oxidization Catalyst and Selective Catalytic Reduction system, eliminating the need for a Diesel Particulate Filter. It has a variable geometry, water-cooled turbocharger that automatically controls back pressure and the exhaust system to maintain temperatures for better regeneration.

“Like their predecessors, the new D51-24 dozers feature a hydrostatic transmission (HST) that gives them excellent maneuverability and a smooth, comfortable ride,” reported Komatsu

Product Manager Chuck Murawski. “The HST is customizable with quick-shift settings and variable-speed selection for maximum efficiency during fine and rough grading operations, with travel speeds to match job conditions and operator preference.”

### Standard PLUS undercarriage

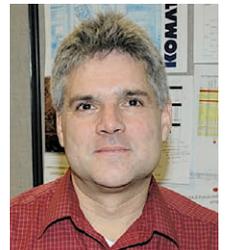
A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard, as are a triple-labyrinth-seal final drive and a debris shield that provides longer undercarriage life and lowers repair and maintenance costs. The final-drive seal creates a restricted path for debris, while the shield directs debris away from the final drive and the floating seal area.

*Continued . . .*

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well for the hydraulic and fuel tanks. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance.



Jonathan Tolomeo,  
Komatsu Product  
Manager



Chuck Murawski,  
Komatsu Product  
Manager



# Versatile, high-production machines

... continued

Self-adjusting idler support provides constant and even idler tension, reducing vibration and increasing undercarriage life. Komatsu's PLUS undercarriage system now includes five-year or 6,000-hour assurance. (See related article on Komatsu's Undercarriage Assurance Program).

## More durable frame, blade

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well as for the hydraulic and fuel tanks. The dozer frame is manufactured with full steel castings.

The U frame behind the blade is reinforced, and the box section is thicker with fewer welds. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance. The D51PX-24 offers a higher-capacity

4.4-yard blade, which can increase production by up to 15 percent.

Both dozers have manually adjustable blade pitch that boosts productivity. Operators can choose from three blade modes (Fast, Fine or Normal) to match conditions and preferences. For example, Fast mode increases blade speed while using the same amount of lever movement.

## Enhanced technology

A redesigned cab features new technology that includes an easy-to-read and use, large, 7-inch, high-resolution, multi-color LCD monitor with Ecology guidance and onboard diagnostics that require no additional tooling. Hundreds of parameters can be measured through the monitor, and operators can make adjustments to blade settings and travel speeds.

An integrated rearview camera can be synchronized with the travel lever, so that when the dozer is shifted into reverse it displays what's behind the machine. This saves the operator from turning around, reducing overall fatigue.

The D51-24s now have one pedal with two modes, Braking and Deceleration. "Deceleration slows down the travel speed and the engine rpm," explained Murawski. "Braking keeps the rpm constant and slows the machine, which is handy for fine grading and on jobsites where there are lots of contour changes and blade motion during grading."

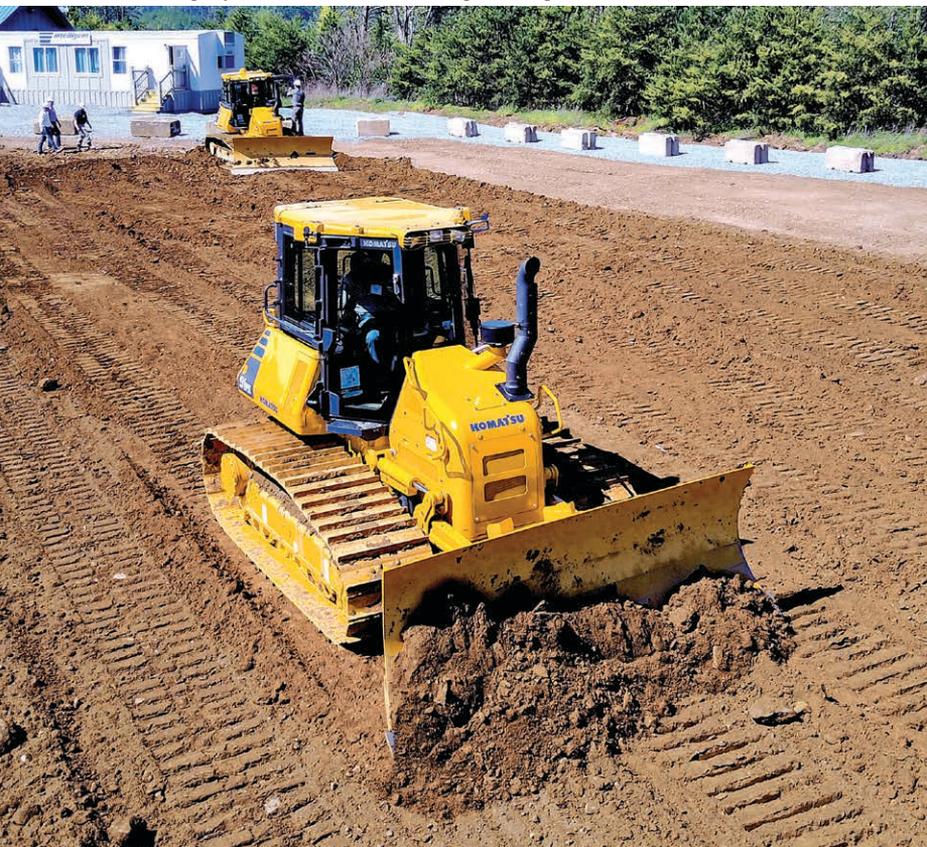
Additionally, the D51-24s have Komatsu's Auto Idle Shutdown that reduces excessive idle time and the Operator Identification System, which provides KOMTRAX data for machine operation and applications for up to 100 individual ID codes. A disconnect switch lets operators completely shut down the machine's power for storage. An operating-system lamp sends an alert if the machine is not ready for a complete shut down.

"Customer feedback tells us the D51-24s are highly versatile," shared Tolomeo. "They are very effective for final and fine grading. The D51-24s are also high-production pushing machines, so they are extremely versatile for a variety of applications, including landscaping, site preparation and road construction among others." ■

### Quick Specs on Komatsu's D51EX-24 and D51PX-24 Dozers

Model	Horsepower	Operating Weight	Bucket Capacity
D51EX-24	131 hp	30,821 lb	3.8 cu yd
D51PX-24	131 hp	31,438 lb	4.4 cu yd

Komatsu's new D51EX-24 and D51PX-24 dozers maintain the award-winning slant-nose design, but new features provide better fuel efficiency and productivity. A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard.





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## PRODUCT PROFILE

# BRAINS AND BRAWN

## Atlas Copco's SmartROC D60, Smarter Quarrying concept combine robust platform with intelligence

Smart mining companies rely on innovation and muscle to continually improve business and sustainability. With machines such as the SmartROC D60 and the Smarter Quarrying concept, Atlas Copco aims to help companies take control and stay ahead of the competition.

Smarter Quarrying means coordinating the entire quarrying process, from the planning stage to the operational stage, right down to the final product. Drilling, blasting, loading, transporting and crushing are harmonized to maximize results. The robust SmartROC D60 is a vital part of the process, with features that help tackle quarrying as a single operation.

The sturdy SmartROC D60 has the qualities that many of the world's most successful quarries demand. A highly versatile down-the-hole rig that can be used in a wide variety of applications, it is designed to drill precise holes 4<sup>15</sup>/<sub>16</sub> inches to 7 inches in diameter, even in the most challenging conditions.

### Automated hole drilling

The rig's hole-navigation and auto-positioning systems ensure that each hole is collared and drilled with accuracy and exactness, to the desired depth and inclination, resulting in better fragmentation and improved loadability and crushability. The rig is highly automated and drills holes on its own, adds rods automatically and extracts them when the desired depth is reached. This provides consistency to the operation, and the rig is less dependent on the operator.

A robust feed system with inbuilt sensors in the rod-handling cylinders and the carousel motor mean fewer breakdowns and more reliable rod handling. With this feed, users are

not limited to production drilling; they have the flexibility to perform toe-hole drilling, de-watering holes and horizontal drilling. The feed is also designed for easier maintenance.

Thanks to the Rig Control System, substantial fuel savings are a reality. The system provides automatic control compressor load and engine RPM on demand, is intelligent and upgradeable and offers functions designed to improve operations. ■

The SmartROC D60 is a highly versatile down-the-hole rig that can be used in a wide variety of applications. It is a vital part of the Smarter Quarrying process, with features that help tackle quarrying as a single operation.



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# LOWERING UNIT COSTS

## Mining groups help customers evaluate proper equipment and best practices for improvement

Mining involves moving materials from point to point at the lowest per-ton costs possible. To accomplish that takes the proper equipment as well as a solid plan for how to best use it in a particular operation. Komatsu Mining helps customers with both aspects, utilizing the experience of two groups focused directly on making companies more efficient, productive and cost effective.

Selecting the right equipment is about more than getting big machines and putting them to work. Komatsu Application Engineering Group Director J.D. Wientjes explained that it's important to take many factors into consideration, and his team is happy to help with that process.

"Primarily, we work with customers prior to a purchase to determine items such as proper fleet and equipment size," said Wientjes. "This exercise typically involves reviewing site productivity and operating

goals, as well as equipment performance objectives, both near- and long-term."

Wientjes says sometimes it's not necessary for customers to buy new equipment to increase production and realize greater efficiency.

"We come in with an earnest approach to identify the optimum means of production, and determine if the equipment the mining company is looking to purchase makes the most sense," he said. "Occasionally it doesn't, and it might be best to change practices to better utilize what they already have. We recommend what we believe is most beneficial, and then it's up to the customer to decide what to do."

The Application Engineering Group has numerous examples of these study types.

*Continued . . .*



J.D. Wientjes,  
Director,  
Komatsu Application  
Engineering Group



Pat McCarthy,  
Director, Komatsu  
Mining Optimization  
Group



Komatsu Mining's Application Engineering Group helps mines determine the proper fleet and equipment size. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term," said Director J.D. Wientjes.

# Happy to help in any way

... continued

“Recently, a quarry asked us to look at its historical mining methodology, which had always been to use large dozers pushing long distances at steep incline angles,” Wientjes noted. “It wanted to know if there was a better way. Given its existing fleet size and other aspects of its material-handling system, we suggested that the company keep using dozers, but not push long, uphill grades.

“To achieve this, we noted that the available highwall length could be used to develop sequential working faces of varying heights,” he added. “This application change would allow the dozers to mine in a stair-step fashion to optimize performance.”

## Focusing on goals

Mining customers also benefit from Komatsu’s Mining Optimization Group. Headed by Director Pat McCarthy, it identifies ways to improve practices and maximize production.

“Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said McCarthy. “Companies have to adapt and change to maintain or gain

The Mining Optimization Group helps mines identify ways to improve practices and maximize production. “Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said Director Pat McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

McCarthy and his team collaborate with mine personnel to gather information on the operations and the customer’s goals. Then, the Mining Optimization Group forms a plan to help achieve those aims.

“We look for detailed information in every meeting,” said McCarthy. “As we build the plan, our team tackles the most prominent concern first and then moves down the list. Customers may only implement an item or two, and that’s fine. We’re happy to help any way we can.”

McCarthy cited a prime example of how the Mining Optimization Group solved a common problem that plagues mines and created an innovative approach for improvement.

“There is an optimal target load for every truck, but shovel operators can have difficulty meeting that each time,” McCarthy explained. “We asked our engineers to develop software for the trucks to identify the actual load on each haul cycle, and this solution is now known as the Optimized Loading Software for the payload management system. It provides the tonnage number to the operator so that person knows exactly to what point to load the truck. This software has helped tighten the distribution curve by calculating the allowable load on each cycle. Mines are seeing up to 30 percent improvement compared to a few years ago.”

## No need to get out your wallet

Neither mining group charges for its services. The assistance is all part of Komatsu’s commitment to maximizing customers’ operations.

“Our goal is to help increase the bottom line of our customers,” said Wientjes. “This helps build loyalty with customers who use Komatsu equipment. Hopefully, our services lead to a better, longer-lasting relationship that keeps them purchasing Komatsu products.”

“Anyone considering new Komatsu equipment, or currently using it and looking for better utilization, can contact us anytime,” added McCarthy. ■



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## IMPROVED OPERATIONS

### Vijay Dara explains how continuous, measured improvement drives manufacturing process

**QUESTION:** What has Komatsu done to make its manufacturing operation more efficient?

**ANSWER:** Two years ago we began to include spare or service parts warehousing, along with production/assembly, in our definition of manufacturing. While this may seem like a small detail, it is important because it requires us to consider the entire machine's life cycle and integrated supply chain when making decisions.

**QUESTION:** What is the impact of this change?

**ANSWER:** It has helped us to better understand how the entire process works together. One example is with spare parts availability. There isn't any difference between a part that is made for a new machine or one that is stocked for spare parts – one gets put on a machine, the other goes into a box – the engineering and manufacturing/procurement are the same.

Prior to including parts warehousing in our definition, the warehouses and production facilities worked independently of each other. Now, if a customer needed a part that was out of stock, the warehouse could call the production plant, that would then make or procure a new one, pull one from its production line or take the part from a machine that was in production.

By including warehousing under one umbrella, all areas are now on the same page. They work together particularly to plan inventory, procurement and transportation needs; and unexpected needs are easier to manage, which is an advantage to Komatsu. However, customers also benefit because it means that warehouses should have

*Continued . . .*



Vijay Dara, Director,  
Manufacturing Administration

*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.*

Vijay Dara joined Komatsu nine years ago and began his tenure in corporate strategy. He has worked in manufacturing administration for the last five years. In his current role as Director, Manufacturing Administration, he serves as an internal advisor and supporter to the Komatsu America production and warehouse locations to enable standardization of all strategic and tactical activities for safety, legal compliance, quality, delivery and cost (SLQDC).

"The SLQDC acronym is a very common and important one in manufacturing," said Dara. "All aspects need to work together to have a successful operation, and all aspects are important."

Dara has more than 20 years of experience in manufacturing, procurement, design engineering and information technology in off-highway and automotive industries.

Originally from India, Dara earned his bachelor's degree in mechanical engineering from the University of Mumbai, India, as well as an MBA from the University of Michigan, Ann Arbor.

In addition to his manufacturing responsibilities, Dara is also involved in Komatsu America's Leadership Development Program "Trax."

"Trax is a great thing for Komatsu to offer," he said. "It has helped me develop as an individual and to contribute both at work and at home."

Outside of work, Dara enjoys spending time with his wife, Samatha, and their two children.

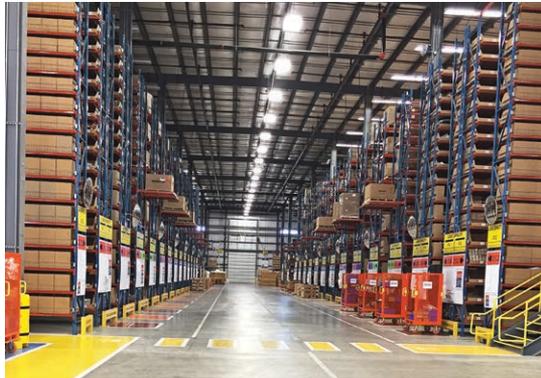
# Customer-driven metrics help evaluate quality

... continued



While Komatsu strives for zero customer claims on its parts and machines, Komatsu Director, Manufacturing Administration, Vijay Dara sees each claim as an opportunity to improve engineering and manufacturing processes.

Komatsu began including spare parts warehousing in its definition of manufacturing two years ago.



By locating spare parts warehouses closer to production facilities, warehouses have better access to the resources of the manufacturing plants and increased availability.



more access to parts in-stock or be able to get them faster.

**QUESTION: How do you think that process will evolve in the future?**

**ANSWER:** I think we will eventually see warehouses located closer to the production plants. The proximity will have a very positive effect on the whole process. The parts are made at the production plant, and if they aren't installed on a machine, they are put on a shelf. It eliminates many logistical costs and makes communication between production and warehousing a lot more efficient. It gives the parts warehouse access to all of the manufacturing operation's resources as well.

**QUESTION: What process does Komatsu use to check the quality of its parts after they leave the manufacturing plant?**

**ANSWER:** Every plant has a Quality Assurance (QA) Manager who is responsible for seeing that the quality of the products meets customers' needs. After a machine leaves the plant we use customer-driven metrics to evaluate the quality. When a customer files a warranty claim on a part (100 hours, 500 hours or later) or even when the plant identifies a nonconformity before shipment, we really dig into the claim to see what occurred through the entire supply chain. It is our goal to determine if the issue was isolated or something that affects every part/machine and causes us to reevaluate our engineering and manufacturing processes. The QA Manager works with other personnel within and outside of Manufacturing to address quality issues in a streamlined manner utilizing QC concepts to correct the concern.

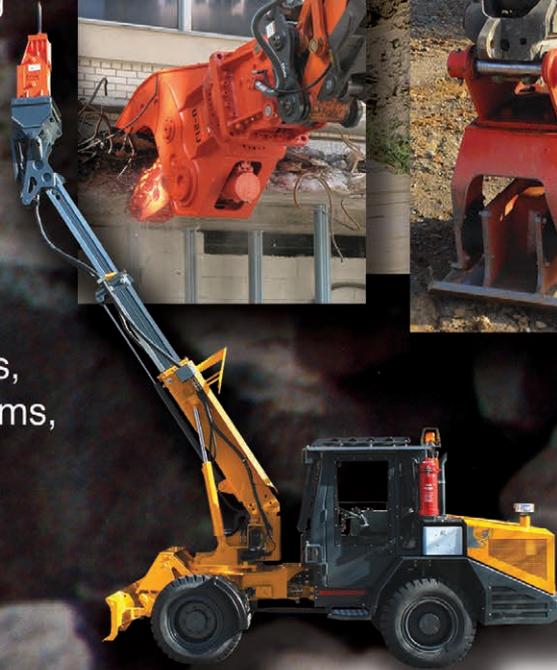
**QUESTION: Will there ever come a time when there are no claims?**

**ANSWER:** That is always our desire. We know that it is realistically improbable, but we believe we can continue to improve if our goal is zero. As long as we are improving, we do not get discouraged when we receive a claim. Instead, we see every claim as an opportunity to learn and better our machines. So, in a way, we actually view a claim's "bad news" as good news. ■

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# LONGER UNDERCARRIAGE COVERAGE

## New Assurance Program sets industry standard

How does Komatsu evaluate the quality of its undercarriage components? One way is by analyzing the dependability of components and also collecting insight on the user experience to gather feedback from those who use the product.

“We believed that the previous terms were not indicative of how positively we feel about the quality of our undercarriage,” said Jim Funk, Komatsu Senior Product Manager - Undercarriage. “That led us to extend our terms for all dozers and excavators and, in turn, really separate Komatsu from the competition.”

Komatsu’s new Undercarriage Assurance Program covers all conventional and PLUS (Parallel Link Undercarriage System) components against leakage and breaks. Conventional components are covered for four years or 5,000 hours, whichever comes first. PLUS undercarriages are covered for five years or 6,000 hours. Also, this new policy allows coverage terms to restart on any group of components replaced while supported by both the customer and Komatsu. Previously, all Komatsu undercarriage components were included under the same terms, three years or 4,000 hours.

“This new assurance program is the longest in the industry,” noted Funk. “Every major undercarriage component is included in this policy – link assemblies, rollers, idlers and shoes. If there is an issue that is not due to improper use or other influences, customers can expect that Komatsu will stand behind the product and provide support.”

### Manufactured for durability

Funk added, “We are proud to say that Komatsu undercarriage components are built

and designed by Komatsu, specifically made for our machines. They are precision-machined and heat-treated for exceptional performance and durability.”

All sizes of dozers and excavators put in use starting from July 1, 2016, now fall under the Undercarriage Assurance Program, as do replacement undercarriages installed since that date.

“This is not a short-term deal,” Funk emphasized. “It’s now our standard and another Komatsu mark that sets the industry standard. We understand our customers expect quality and value. This new coverage shows that they are going to get both when purchasing Komatsu Genuine Undercarriage.” ■

Komatsu’s new Undercarriage Assurance Program covers conventional undercarriage components against leakage and breakage for four years or 5,000 hours, whichever comes first. PLUS (Parallel Link Undercarriage System) undercarriages are covered for five years or 6,000 hours. The extension is now standard and the industry’s longest.



Jim Funk,  
Komatsu Senior  
Product Manager -  
Undercarriage



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## AWARD WINNER

# THE AED FOUNDATION HONORS KOMATSU

## Company receives Partner Award for education

Komatsu America has long advocated for education in the construction industry, especially service technician training. The AED Foundation recognized Komatsu for its efforts with the Foundation Partner Award during its annual convention, AED Summit, held earlier this year.

Mike Hayes, Komatsu Director of Distributor Development, received the award on behalf of Komatsu at The AED Foundation Fundraising Gala. Proceeds from this fundraiser help provide educational opportunities in the industry. Hayes has served on The AED Foundation's board for several years and has helped with its workforce goals, such as developing school accreditation programs.

"There is a real skills gap in the industry today, and we have to be proactive in finding and recruiting those individuals who will fill the numerous job openings in the construction industry today and in the future," said Hayes. "Komatsu is doing that by partnering with schools, such as the Oklahoma State University Institute of Technology (OSUIT) and the North Dakota State College of Science (NDSCS), that provide two-year programs in diesel technology with a specific emphasis on Komatsu equipment. We have a 20-year history with OSUIT, and last year the first class graduated from NDSCS."

### Classroom, hands-on

Both programs are accredited by The AED Foundation, and Hayes is talking with other schools about starting similar training options. Komatsu supplies some machinery and parts that students use to gain practical knowledge. The schools offer both classroom and hands-on experience. Students rotate attendance between their school and a Komatsu dealership where they work in a shop at a branch location.

Dealerships sponsor students and usually provide financial and other incentives to complete their degrees – and often jobs when they have successfully finished the program.

Hayes recently told AED's Construction Equipment Distributor magazine that enrolling in such programs is a great investment in the future, both for students and the industry as a whole. "Schools can teach theory, and they have the latest and greatest technology from manufacturers," according to Hayes. "Many of the technical colleges I talk to report that students have no problem securing employment upon graduation. More than 90 percent have already found work by the time they graduate." ■



Komatsu Director of Distributor Development Mike Hayes (left) receives The AED Foundation's Partner Award from The AED Foundation President Robert Henderson.

More than 90 percent of students from two-year diesel technician programs with an emphasis on Komatsu equipment find work prior to graduation.



# BIPARTISAN SUPPORT

## The best dam idea Trump has: rebuilding our nation's infrastructure



John Tures,  
Professor,  
LaGrange College

Most people couldn't tell you which state Oroville was in before its dam was about to burst. But once the California town was in trouble, the floodgates opened with calls to fix our nation's infrastructure. President Trump supported an infrastructure plan during his campaign, and it's one of the few issues he could unite with Democrats to solve.

"The situation is a textbook example of why we need to pursue a major infrastructure package in Congress," said White House Press Secretary Sean Spicer during a press briefing. "Dams, bridges, roads and all ports around the country have fallen into disrepair. In order to prevent the next disaster, we will pursue the president's vision for an overhaul of our nation's crumbling infrastructure."

It's not just Trump who calls for this plan. The American Society of Civil Engineers reviewed America's infrastructure condition and wrote, "America was given an overall grade of D+ in 2013. This grade indicates that on average; most of the infrastructure are in poor condition and are at risk of failure. In order for the nation to maintain its status as the leading global economy, the state of infrastructure must improve."

Trump's plan calls for more than a trillion dollars in infrastructure spending, and, in theory, it has bipartisan support. However, Republicans and Democrats disagree on whether the funds should come from private or public money.

### More disasters sure to occur

Given high-profile emergencies like the Oroville Dam, last decade's Interstate 35 bridge collapse and the failure of the New Orleans levees during Hurricane Katrina, our infrastructure can't tolerate partisan wrangling for too long. Hurricanes will return, as will increased rains, buckling bridges and dams that degenerate. This country can't afford another Johnstown Flood.

A solution is possible for a deal maker artful enough to secure a political victory. It would entail compromising on the issue of private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. That should please both parties. ■

*John Tures is a Professor of Political Science at LaGrange College in LaGrange, Ga. Contact him at [jtures@lagrange.edu](mailto:jtures@lagrange.edu). This article was excerpted from an original piece published in the New York Observer.*

John Tures, Professor of Political Science at LaGrange College in LaGrange, Ga., says a solution to fixing the nation's infrastructure would entail compromising on private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. He says it should have bipartisan support.



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# MATT MAGERS

## New RMS Service Manager brings wealth of experience to the position

**M**att Magers joined the staff at Road Machinery & Supplies Co. as a Field Service Technician for the Savage, Minn., branch in 2013, but his journey there started much earlier. His first experience with RMS came 14 years prior, when he was working with Midwest Asphalt Corporation in the Twin Cities. He always respected RMS for the way it treated customers like him, and his relationship with Parts Manager J.J. Bunn continued as Magers' career progressed.

"I always appreciated how RMS and J.J. went the extra mile and really cared about their customers," recalled Magers. "Working at RMS wasn't something that I had considered, but I remained in touch with J.J. One day, he called to tell me about a job opening, and it made so much sense. I was excited to have the chance to work for a company like this."

In April, Magers was promoted to Service Manager, replacing Pete Anderson, who became the General Manager of Polar Parts and Director of Safety for RMS. Magers brings a unique blend of experience to his new post.

### Lifetime of experience

"My background has really given me a lot of training for this position," said Magers. "At Midwest Asphalt, I was an Equipment Superintendent and oversaw, managed and scheduled work at the facility and in the field. That gave me managerial experience, but I have field background as well. My family owned a body shop, so I've been turning wrenches and working on equipment for my entire life. Also, being a Service Tech here at RMS really provided me

with an understanding of how the company runs and what the people I am supervising need, because I was in that position just a few weeks ago."

As Service Manager, he oversees the RMS service technicians, both in the shop and in the field, as well as the technical support staff. He credits Field Service Manager Drew Thompson, Shop Manager Kevin Koch and Technical Support Manager John Tangeman with making his transition a smooth one.

"I couldn't do it without them," he declared. "Drew, John and Kevin do a great job and run their areas very well. That has enabled me to really dig in here as I get settled, and it will allow me to focus on additional 'big picture' things."

### Attention to detail

Magers is ready for the opportunity presented by his new role, so he can represent RMS and deliver the same attention to detail and support that he enjoyed as a customer more than a decade ago. "It's neat to be on this side of the equation. I've experienced firsthand how well RMS treats people, and continuing and building on that reputation is something I'm excited about. That connection and level of customer service is what brought me here."

When Magers is not in the office, he is usually spending time with family. He and his wife of four years, Mimi, have a two-year old son, Maddox, and are expecting another child this spring. They enjoy outdoor activities such as fishing, boating and snowmobiling. ■



**Matt Magers,**  
Service Manager

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2013 KOMATSU D155AX-7,  
S/N 90084, 3,928 hrs.



**\$359,000**

2010 KPI-JCI FT5260 Screen,  
S/N 410186, 8,850 hrs.



**\$174,500**

2013 KOMATSU PC360LC-10,  
S/N A32511, 3,072 hrs.

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



2002	KOMATSU PC200LC-7	A86080	12,635	\$28,900
2015	KOMATSU PC210LC-10	A11039	990	\$145,500
2007	KOMATSU PC300HD-7E0	A86053	10,282	\$75,000
2006	KOMATSU PC300LC-7E0	A88200	6,875	\$65,000
2008	KOMATSU PC300LC-8	A90603	6,467	\$107,500
2013	KOMATSU PC360LC-10	A32923	2,397	\$182,500
2013	KOMATSU PC360LC-10	A32438	4,122	\$169,000
2013	KOMATSU PC360LC-10	A32511	3,072	\$174,500
2012	KOMATSU PC490LC-10	A40078	8,251	\$129,000
2014	KOMATSU PC490LC-10	A40661	4,915	\$207,500
2014	KOMATSU PC490LC-10	A40640	13,486	\$89,000
1998	CATERPILLAR 345BL	4SS00249	19,086	\$31,000
2003	CATERPILLAR 345BL	AGS01548	14,802	\$49,500
2005	DEERE 270C LC	702380	7,518	\$54,500
2012	HYUNDAI ROBEX 160LCD-9	HZ501JC0000211	1,996	\$84,500
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,716	\$110,000
2012	VOLVO EC480D	210148	6,641	\$135,000

## COMPACTORS/PAVERS



979	BLAW-KNOX PF120H Paver	0850-018	1,174	\$7,500
1998	BLAW-KNOX PF5510 Paver	551025-49	6,101	\$15,000
2012	BLAW-KNOX RW35A Paver	88330	219	\$64,500
2015	DYNAPAC CA1300D Smooth Drum	10000159TFA015441	331	\$44,500
2015	DYNAPAC CA1300PD Padfoot	10000159LOA015019	81	\$59,500
2014	DYNAPAC CA1500D Smooth Drum	10000156TOA013783	327	\$58,750
2014	DYNAPAC CA1500PD Padfoot	10000156POA013915	238	\$89,750
2014	DYNAPAC CA2500D Smooth Drum	10000138COA014510	840	\$74,500
2013	DYNAPAC CA3500D Smooth Drum	10000146TOA011405	896	\$72,500
2014	DYNAPAC CC1100 Smooth Drum	10000330AOA013771	244	\$29,750
2016	DYNAPAC CC1200 Smooth Drum	10000332AGA017248	257	\$35,000
2015	DYNAPAC CC1300 Smooth Drum	4AOA015104	369	\$37,500
2014	DYNAPAC CC6200 Smooth Drum	10000349HOA014144	1,225	\$99,500
2016	DYNAPAC CC6200 Smooth Drum	10000349TGA017706	1,180	\$122,000
2015	DYNAPAC CC900G Smooth Drum	10000303JFC005208	162	\$15,000
2015	DYNAPAC CP142 Pneumatic	100000500JOB004266	15	\$69,500
2003	INGERSOLL-RAND DD28 Smooth Drum	174269	8,102	\$10,900
2003	INGERSOLL-RAND DD28HF Smooth Drum	175014	6,140	\$10,500
2005	INGERSOLL-RAND SD45FB Padfoot	181481	477	\$49,700
1996	LEEBOY 1000T Paver	1778B	4,944	\$9,500
	LEEBOY 8000T Paver	499BH		
2012	LEEBOY 8510B Paver	87252	1,942	\$94,500
2013	LEEBOY 8616 Paver	91825	883	\$139,500
2005	WACKER RD15 Smooth Drum	5548311	296	\$16,500

## AGGREGATE EQUIPMENT

2016	ASTECC PTSC2618VM Screen	164259	2,469	\$139,000
2016	ASTECC PTSC2618VM Screen	164257	2,465	\$139,000
1991	CEDARAPIDS CSC54RC II Crusher	059123H		\$179,000
2010	JCI FT6203 Screen	P101600	4,495	\$159,000
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	\$359,000
2015	KPI-JCI TRACK TUGGER	415318	210	\$38,750
1957	PIONEER 45VE Crusher	SH42762		\$61,000
2008	TRIO 3625 Screen	TSW3625-358		\$19,500

## OFF-HIGHWAY TRUCKS

2013	KOMATSU HM400-3	3168	5,550	\$249,000
2015	KOMATSU HM400-3	3627	4,191	
2015	KOMATSU HM400-5	10023	2,899	

## CRANES



2014	GROVE YB7725 Carry Deck	322116	893	\$346,900
2007	POTAIN IGO MA21 Tower	408760		\$89,500
2013	SANY SRC840 Rough Terrain	13RC00351276	2,275	\$109,000

## WHEEL LOADERS



2014	HYUNDAI HL760-9A	HLL04TE0000241	1,490	\$162,000
2014	TAKEUCHI TW65	2041110E	266	\$59,500
2014	HYUNDAI HL740-9A	HLN05KE0000182	345	\$133,000

## CRAWLER DOZERS



1992	KOMATSU D37P-2	2191	6,700	\$18,500
2011	KOMATSU D51PX-22	B12435	4,585	\$119,500
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
2005	KOMATSU D65EX-15	67717	12,745	\$55,000
2011	KOMATSU D65EX-16	26860365	8,911	\$90,000
2007	KOMATSU D85EX-15	11190		\$10,000
2013	KOMATSU D155AX-7	90084	3,928	\$269,500
2006	JOHN DEERE 700J	T0700JX127623	11,721	\$59,000
2007	JOHN DEERE 750 LGP	T0750JX146777	8,772	\$84,500

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2015 KOMATSU PC210LC-10,  
S/N A11039, 990 hrs.



**\$162,000**

2014 Hyundai HL760-9A,  
S/N HLL04TE0000241, 1,490 hrs.



**\$72,500**

2013 DYNAPAC CA3500D,  
S/N 10000146T0A011405, 896 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Price
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### FORK LIFTS & BOOM LIFTS

2014	PETTIBONE EXTENDO 1530 Telescopic	EX10428-14	254	\$139,500
2014	PETTIBONE T944 Telescopic	EX10435-14	1,033	\$109,500
1999	SKY TRAK 8042 LEGACY Telescopic	8959	3,541	\$27,000
2007	SKY TRAK 10054 Telescopic	160031923	4,073	\$58,500

### FORESTRY EQUIPMENT

2012	TIMBERPRO TL725B Feller Buncher	TL725B-0137-032612	5,106	\$275,000
2005	TIMBERJACK 1110 Forwarder	WJ1110D001603	8,682	\$171,500
2010	TIMBERPRO TL735B Processor/Harvester	TL735B-0057-072910	6,418	\$286,500
2005	VALMET 415XT Processor/Harvester	TC-2652-082	11,839	\$90,000

### MISCELLANEOUS

2010	BROCE RJT350 Broom	406777	4,739	\$21,000
2005	GORMAN-RUPP 12B2-B Pumps	1315582		\$1,785
2010	GORMAN-RUPP T615WF Pumps	1457383		\$1,250
2014	MOROOKA MST1500VD Dumper	A150131	1,187	\$129,500
2014	MOROOKA MST1500VD Dumper	A150134	751	\$135,500
2014	MOROOKA MST1500VD Dumper	A150150	1,131	\$131,500
2014	MOROOKA MST1500VD Dumper	154862	818	\$134,750
2014	MOROOKA MST2200VD Dumper	A220203	609	\$166,750
2014	MOROOKA MST2200VD Dumper	223707	1,200	\$157,000
2014	MOROOKA MST800VD Dumper	80131	701	\$93,500
2014	MOROOKA MST800VD Dumper	80174	1,163	\$89,500
2014	MOROOKA MST800VD Dumper	80184	611	\$94,500
2012	LOAD KING Bottom-dump Trailer	28482		\$46,900
1987	TRAIL KING Lowboy Trailer	1TKH0432XHM118108		\$18,000
1994	TRAIL KING Lowboy Trailer	1TKJ04836RM035618		\$29,900
2006	TRAIL KING Lowboy Trailer	1TKJ054466B066539		\$55,000
1983	W-W TRAILERS Light-duty Trailer, Flat			\$2,750

### SKID LOADER

2015	TAKEUCHI TL10	201000577	524	\$47,500
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### ATTACHMENTS

2013	KOMATSU Arm			\$4,900
2011	YOUNG Arm	NA		\$27,500
2005	BLAW-KNOX Asphalt/Paving	A/023328		\$3,500
	YOUNG RS200 Bucket, Clamshell	RS200-62		\$9,500
2007	LEMAC Bucket, GP	K0737		\$13,700
2011	EMPIRE PC490/A Bucket, GP	E7876		\$6,750

### ATTACHMENTS continued...

	BADGER Bucket, GP	CO-36-22		\$8,500
2015	EMPIRE Bucket, GP	E8460		\$6,800
2016	GEM Bucket, GP	0116-8127-2/1 035836		\$5,900
2013	PEMBERTON Bucket, GP	GPB-5107-6.0-0413		\$16,000
2000	HENSLEY Bucket, GP	35809		\$3,500
1999	EMPIRE PC200LC Bucket, GP	E4731		\$2,500
1994	EMPIRE PC250LC Bucket, GP	E2583		\$2,500
2005	HENSLEY Bucket, GP	47388		\$2,900
2008	Bucket, GP	1107021		\$610
2011	EMPIRE Bucket, GP	E702-11		\$26,500
2009	KOMATSU 423-70-32200 Bucket, GP	2273		\$7,350
1998	EMPIRE PC360 Bucket, Light Material	E4321		\$1,500
2008	MDB-72 Bucket, Other	107013		\$1,000
	GAR-BRO 483R Bucket, Other	04631E		\$3,250
2012	ALLU DH31225 Bucket, Screen	DH31212010		\$49,000
2014	HENSLEY Bucket, Spade Nose	73198		\$27,500
2007	JRB PC210 Quick Coupler	AKR4403		\$6,500
2009	JRB Quick Coupler	1209-AKR9277		\$6,750
	GUNNEBO JOHNSON Crane	705310000908-8228		\$850
2007	PEMBERTON Fork	UF239960507		\$5,150
	ROCKLAND Fork	R52369		\$7,500
2001	EMPIRE A/PC360 Grapple, GP	2001		\$9,500
2014	FLECO PC360 GRAPPLE Grapple, GP	49961		\$9,500
2012	SENNEBOGEN OP4S Grapple, Orange-Peel	442089		\$22,500
2011	GENSCO PR015-60 Grapple, Scrap/Salvage	13283		\$13,900
2008	ATLAS COPCO Hammer/Breaker - Hydraulic	KAL02324		\$14,675
2005	NPK E203 Hammer/Breaker - Hydraulic	82073		\$8,500
2008	STANLEY DH1500 Hammer/Breaker - Hydraulic	112608001		\$6,700
2010	RAVELING FT4250 Other	NA		\$9,250
2007	KOMATSU 4DD01-J Ripper	A/11190		\$10,000
2012	GENESIS LXP300 Shears, Concrete	320CP187-1		\$189,000
2012	GENESIS LXP400 Shears, Concrete	420125R		\$159,000
2010	GENESIS GVP15 Shears, Steel	15005		\$54,000
2010	GENESIS LXP300 Shears, Steel	320157		\$109,000
2003	GENESIS GXP300 Shears, Steel	300304		\$45,000
2013	GENESIS GTX445 Shears, Steel	4451004		\$105,000
2011	GENESIS GXP660R Shears, Steel	600-533R		\$197,000
2012	GENESIS GXP300R Shears, Steel	300464R		\$72,500
	LABOUNTY MSD100 Shears, Steel	100509		\$65,000
2007	INGERSOLL-RAND Shell Kit			\$13,500
2007	INGERSOLL-RAND Shell Kit	A/194178		\$10,500
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