



# ROAD TO SUCCESS

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**KOMATSU**

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

## BALI CONSTRUCTION

Underground-utility contractor expanding again  
as LA metro-area markets heat up

See article inside . . .



Ted Polich,  
President/COO

Javier Ortega,  
General  
Superintendent

BALI

# A MESSAGE FROM

# THE PRESIDENT & COO



Dear Valued Customer:

When the recession hit a few years ago, construction was one of the hardest hit industries. It's been a slow climb, but recently the industry has seen significant improvements, especially in housing. Construction employment continues to rise, and nonresidential markets are showing gains as well. We're optimistic that these trends will continue, and hopeful that Congress will pass legislation that continues to fund transportation infrastructure by the time the current highway bill expires in September.

Last year, Komatsu introduced the first intelligent dozer, which drew rave reviews. Because these models were so well received, Komatsu has significantly expanded its *intelligent Machine Control* family. In this issue of your *Road To Success* magazine, you can read about three new models that are available and provide good options for a variety of applications.

You can also read about the new PC88MR-10, the first Komatsu product to meet Tier 4 Final regulations. The PC88 remains a popular choice among those who use compact, tight-tail-swing excavators because it provides exceptional production and lift capacity in close quarters where larger machines are not an option.

In this issue's Industry Standards article, we will show you how Komatsu has met the stringent Tier 4 Final regulations on machines with 75-horsepower engines or more. As with Tier 4 Interim equipment, new Tier 4 Final products will also be covered by Komatsu CARE. Under the program, our technicians perform complimentary scheduled services for the first three years or 2,000 hours.

Of course, we can take care of all your service needs, including older-model Komatsu machines and equipment we carry from other manufacturers, as well as the competitive brands we don't. Remember, staying on top of maintenance keeps your equipment productive and provides maximum uptime during the busy construction season.

As always, if there's anything we can do for you, please call or stop by one of our locations.

Sincerely,  
ROAD MACHINERY LLC

Dan Roush  
President & COO

**Construction  
industry  
continues to  
improve**



# ROAD TO SUCCESS

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FAX: (602) 253-9690

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# BALI CONSTRUCTION

## Underground-utility contractor expanding again as LA metro-area markets heat up



▶ VIDEO

Ted Polich,  
President/COO

When an economic recession hits, few companies are immune to its effects. That includes Bali Construction, who, like many contractors, saw revenues dip during the recession but, unlike many other companies, weathered the storm. Revenues have increased during the past couple of years, and President/COO Ted Polich sees even brighter days ahead.

“We grew in 2013 compared to the year before, and we anticipate that trend will continue this year and through 2015,” said Polich. “As a result, we’re starting to expand again and have a plan in place to increase revenue. We realistically don’t

expect double-digit growth, but we’re very optimistic at the moment.”

Bali Construction sees the markets strengthening, including public sector work, which makes up the bulk of its portfolio. Polich estimates that about 70 percent of the South El Monte-based company’s work is done mainly as a subcontractor on projects throughout the greater Los Angeles metro area and northern San Diego County.

“The balance of our projects is done mainly in the commercial and industrial sectors, where we team up with several developers and general contractors that we’ve built solid relationships with over the years,” said Polich. “We’re seeing increases in those types of projects, as well as areas such as mixed-use, housing and schools. Private work is coming back strong, too.”

Bali Construction’s forte is underground-utility installations, including storm and sanitary sewer, domestic and fire water lines, and domestic gas lines. The company handles everything from digging and shoring to street removal and replacement. A concrete division constructs head walls and other poured-in-place structures when needed.

“We’ve installed countless miles of all types of pipe and numerous structures during the past 27 years, so our expertise puts us in demand,” said Polich. “Customers know we have the ability to handle any type of project that comes our way, no matter how challenging, and that we’re committed to meeting their time schedule.”



Javier Ortega,  
General  
Superintendent



▶ VIDEO

For tight spaces, Bali Construction relies on Komatsu PC128UU tight-tail-swing models. “The PC128UU models give us several advantages, including the ability to dig close to an obstruction or in a lane of traffic without worrying that the large counterweight might hit something,” said President/COO Ted Polich. “Another advantage is the offset boom, which allows us to get right next to a building.”



▶ VIDEO

A Bali Construction operator digs at the Port of Long Beach with a Komatsu PC270LC-8 excavator. "It's a production machine that works great for our digs of 8- to 15-foot deep," said President/COO Ted Polich. "The cycle times are very fast. We're extremely happy with our Komatsu equipment. It's productive, reliable and doesn't cost us in unscheduled downtime."

## Overcoming challenges

Meeting challenging projects head-on is almost a trademark of Bali Construction. Many of its projects have been in or near the port areas, including completion of a 3,300-foot storm sewer and reclaimed water install as part of the Harry Bridges Boulevard improvements. Completed several years ago, the company worked in tight quarters to put in 24-inch concrete and ductile iron pipe from 7- to 12-foot deep.

"Around the ports, ground water is typically an issue," said General Superintendent Javier Ortega. "Old utility lines are usually present also, so it takes careful planning and execution to ensure we're not damaging existing pipe. We're currently experiencing these challenges on a Los Angeles Department of Water and Power project at the Port of Los Angeles."

Bali crews subcontracted a project for a new maintenance building as part of the expansion of the Port of Long Beach. The company installed the entire pipeline infrastructure, which included extensive relocation of existing lines. It also had to protect existing oil infrastructure.

"The project was unique because the work around us involved dynamic compaction, which is dropping a 150-ton weight from a crane," explained Ortega. "To ensure the utility lines were protected, we put foam insulation in the ditches to absorb some of the shock."

Projects away from the ports present challenges as well. Bali Construction recently started a job at UCLA, where crews will dig as much as 32-feet deep to install sewer lines. The site is congested, and with students on campus, safety and security are essential. Although not as deep, similar site constraints are a factor on jobs such as Jordan High School where Bali worked on a complete campus rehab project.

"Because we've handled these types of projects extensively over the years, we know how to get them done with as little disruption as possible," said Ortega. "It involves a great deal of communication, planning and coordination."

*Continued . . .*



Go online or scan this QR code using an app on your smart phone to watch video.

# Bali Construction faces challenges head-on

... continued

## Komatsu excavators to match projects

For many projects where space is premium and the depths aren't too great, Bali Construction relies on Komatsu PC128UU tight-tail-swing excavators. "The PC128UU models give us several advantages, including the ability to dig close to an obstruction or in a lane of traffic without worrying that the large counterweight might hit something," said Polich. "Another advantage is the offset boom, which allows us to get right next to a building. For their size, they have good power to both dig and move a small trench shield. They're constantly busy."

Bali Construction turns to its Komatsu PC270LC-8 excavator for areas with more space and where trenches are deeper. "It's a production machine that works great for our digs of 8- to 15-feet deep," said Polich. "The cycle times are very fast. We're extremely happy with our Komatsu equipment. It's productive, reliable and doesn't cost us in unscheduled downtime, and as we expand, we're looking at purchasing additional Komatsu units."

Bali Construction handles the maintenance on the Komatsu excavators, and Road Machinery

provides parts and occasional service help. Polich noted that Bali appreciates the relationship it has with Road Machinery and is especially pleased it opened a new branch in Pico Rivera.

"We've always received good service, but having a branch closer to us makes a big difference," said Polich. "It's right down the road, which makes it more convenient for picking up parts. It's centrally located, so it's a great asset, not only to us but to other contractors as well. Establishing a branch in Pico Rivera says a lot about Road Machinery's commitment to the Los Angeles area, and we're very pleased with the relationship we've established with them."

## Excellent employees excel

Polich said Bali Construction remains committed to providing the highest level of customer satisfaction. That philosophy has served the company well since CEO Mike Brooks founded it in 1987. He, along with Polich and Vice President of Sales and Estimating Grant Wood, make up the management team.

"Building a reputation as a dependable company starts with having the right people in place, including in the field where individuals such as Javier are leading the way," said Polich. "We have more than 100 outstanding employees who come to work every day ready to make a difference. We routinely get references from public inspectors saying we've done a good job, and our guys are a pleasure to work with. That says a lot about who we are."

"Our mix of people is a major asset," said Ortega. "Our staff is very experienced, but eventually, they will retire. We're taking steps now to bring in new individuals to work alongside and gain knowledge from our veteran employees to ensure the long-term future of the company."

In addition to adding staff, Polich said Bali Construction is looking for ways to expand beyond the Los Angeles metroplex. "We currently work to the edge of San Diego, but we'd like to get into that city's market. We're also looking the other direction toward the Central Valley. Expanding to new markets is always a consideration, and if it makes sense, we'll do it." ■



General Superintendent Javier Ortega (left) and President/COO Ted Polich are at Bali Construction's office in South El Monte. "Establishing a branch in Pico Rivera says a lot about Road Machinery's commitment to the Los Angeles area, and we're very pleased with the relationship we've established with them," said Polich.

## GUEST OPINION

# KEEP ALL OPTIONS OPEN

## Report highlights HTF shortfall, need to find alternative revenue streams

In February, the Congressional Budget Office (CBO) updated its biannual projections of the Highway Trust Fund (HTF) cash flow, estimating that the HTF will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014.

The CBO also said that HTF revenues (gas tax, diesel tax, etc.) will fall more than \$100 billion short of the amount needed just to keep annual highway investment at current levels (roughly \$40 billion) over the next six years.

The CBO analysis confirms the findings of last year's Associated Equipment Distributors (AED) study on the HTF. The 2013 study, which was commissioned by the association and conducted by researchers at William and Mary's Thomas Jefferson Program in Public Policy, found that the HTF deficit will amount to \$365.5 billion by 2035. The report also proposed bold solutions: increasing the gas tax to 25 cents per gallon and indexing it for future inflation, which would raise \$167 billion more than current baseline spending requirements during the next two decades.

"The CBO report is no surprise," said AED Vice President of Government Affairs Christian Klein. "This is just another in a series of countless wake-up calls about the highway funding crisis. Unfortunately, lawmakers are continuing to hit the snooze button. That simply can't continue. There's too much at stake for the economy and the construction industry."

As the newest CBO numbers indicate, it is vital that our nation's leaders act now to maintain the HTF's solvency. House Transportation & Infrastructure Chairman Bill Shuster, R-Penn., stated he would not pursue a federal gas tax hike and would instead favor a vehicle-miles traveled (VMT) fee to support the federal

highway program in the upcoming highway reauthorization debate.

A VMT fee has been studied at the state level, and most experts agree that the best long-term solution for the HTF is to tie revenue to road usage, not fuel consumption. But it is unclear how such a federal program would be structured given privacy concerns. Experts also point out that it would take considerable time to implement a VMT system and that money wouldn't start flowing in quickly enough to address the HTF's immediate needs.

AED commends Chairman Shuster for proposing options to ensure the HTF's long-term solvency and also believes all options must remain on the table to ensure our nation's transportation networks have the resources they need to create jobs, grow the economy and ensure America's competitiveness for generations to come. ■

A Congressional Budget Office (CBO) projection estimates the Highway Trust Fund will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014. AED is encouraging lawmakers to keep options open regarding increased revenues and solid solutions to long-term HTF funding.



Christian Klein,  
AED Vice President  
of Governmental  
Affairs



# INDUSTRY EXTRAVAGANZA

## CONEXPO RECAP

### Nearly 130,000 see latest innovations in construction equipment, technology at industry's premier event

CONEXPO-CON/AGG attracted nearly 130,000 visitors during its five-day run at the Las Vegas Convention Center, marking the second-largest attendance in the equipment exhibition's history. The number of attendees increased significantly compared to 2011, which was the last time the triennial event was held. Only CONEXPO 2008 had a larger number of people in attendance.

A record 31,000 international attendees came for the show, which also set a new mark for

exhibitor space and exhibitors. Indoor and outdoor displays totaled more than 2.3 million net square feet, with 2,000 exhibitors on hand. CONEXPO-CON/AGG was co-located with the International Fluid Power Exposition (IFPE), which added more than 161,000 square feet of exhibit space and 400 exhibitors.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum that's building in the industry," said IFPE Show Director Melissa Magestro. "We are industry-run shows that put industry needs first; these show numbers are a testament to the value that attendees, exhibitors and other stakeholders derive from participating in the event."

Komatsu had one of the largest display areas, showcasing 24 construction, forestry and forklift products that fit the theme of "Innovative, Intelligent, Integrated."

Komatsu displayed its family of *intelligent Machine Control* (iMC) dozers that feature integrated machine control technology. A dedicated theater presentation showed how iMC dozers provide automatic grading from rough-cut to finish grade without using traditional add-on masts and cables. User testimonials highlighted the advantages of iMC dozers, such as automatic blade control and reduced track slip for more efficient and effective dozing.

"We introduced our first iMC dozer about a year ago, and the feedback has been extremely positive," said Rich Smith, Vice President ICT Business Division and Product Marketing. "CONEXPO is a good place to introduce the newest *intelligent Machine Control* dozers, as well as our extensive list of other new products."

Komatsu also presented its new third-generation Hybrid HB215LC-2 excavator. In 2008,

Educational seminars gave attendees valuable information about best practices and technology that could make them more efficient, productive and profitable. Industry professionals, such as Komatsu's Jason Anetsberger, Product Manager, Intelligent Machine Control, conducted the sessions.



Komatsu personnel were available to answer visitors' questions.





Komatsu showcased 24 machines in its 40,000-square-foot exhibit space. It also had an iMC theater (right) and an area devoted to KOMTRAX, Komatsu CARE, parts and ReMarketing.

Komatsu introduced the first hybrid excavator and has since sold more than 2,500 worldwide.

“CONEXPO provides a tremendous opportunity for owners, operators and other construction personnel to see the latest in equipment and the technology that’s driving the industry forward,” said Rod Schrader, Komatsu Chairman and CEO. “CONEXPO allows us to show how Komatsu is refining machines to transform the workplace of the future.”

Komatsu introduced several new Tier 4 Final products, including dozers (D155AX-8 and D65EX-18), excavators (PC490LC-11, PC240LC-11, PC88MR-10 and PC55MR) and an HM300 articulated dump truck. It also displayed a Tier 4 Final engine, so attendees could see the innovative way Komatsu meets emissions standards while providing greater machine efficiency. Komatsu’s Tier 4 Final engine technology builds upon the strength of its proven Tier 4 Interim foundation, integrating Selective Catalytic Reduction (SCR) that further reduces NOx emissions.

Additional excavators, wheel loaders, an HD605-7 rigid dump truck, a PC390LL-10 track log loader and an FH45-1 hydrostatic forklift rounded out the displayed equipment. Presentations throughout the show; a large video screen with Komatsu information

*Continued . . .*



Komatsu displayed the technology behind its Tier 4 Final engines, including the selective catalytic reduction components (inset) that reduce emissions to near zero.



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# Komatsu products: “Innovative, Intelligent, Integrated”

... continued

## CONEXPO Conversations



Jeff Jordheim, Co-Owner, East & West Excavating, Fargo, N.D. “This is my second CONEXPO. I come to see the new products and learn from what’s here.”



Alan Wright, Vice President, Clearwater Utilities and ClearPave Construction, Houston, Texas. “We wanted to see the latest equipment. We get busy with our projects in the field, and this was a good time to come out and spend a day or two to see what’s new.”



Shane McDonald, Owner/President, AGR Contracting, Monroe, Wash. “I’ve learned a lot about Komatsu’s intelligent Machine Control on the dozers. We own a mixed fleet, but this iMC really sparks my interest.”

and testimonials; a parts, Komatsu CARE, ReMarketing and KOMTRAX information area; and a merchandise store were all part of the company’s 40,000-square-foot exhibit space.

### More than 1,000 new products, services

CONEXPO organizers estimated that more than 1,000 new products and services were on display during the show. Among the new features was a Platinum Lot for asphalt production/paving, aggregate processing and drilling equipment, a Demolition & Recycling Exhibits Pavilion sponsored by the Construction Materials Recycling Association and a Technology & Construction Solutions Pavilion from the Associated General Contractors of America. The Power Transmission Distributors Association also had an exhibit pavilion for sensor manufacturers and product suppliers.

CONEXPO introduced a campaign aimed at raising awareness of the construction industry’s accomplishments, publicizing the positive benefits of construction projects and how they can elevate the nation’s quality of life. Many projects were nominated, and 50 were recognized during an Innovation Awards

Program and a special “Young Leaders in Construction” event.

### Record numbers for educational seminars

CONEXPO-CON/AGG sold a record 41,000 tickets for the educational program seminars, which consisted of 120 sessions that covered 10 targeted tracks, including aggregates, asphalt, concrete, crane and rigging, earthmoving and site development, equipment management and maintenance, business management best practices, work force development, recycling, and preservation and safety. IFPE offered half day “college-level courses,” and a new Fluid Power Seminar series.

“The enthusiasm and traffic on the show floor was just incredible,” said Megan Tanel, CONEXPO-CON/AGG Show Director. “Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales, to existing as well as new customers, that exceeded their expectations.”

CONEXPO-CON/AGG is slated to return to Las Vegas in 2017. Other upcoming shows include MINExpo, which runs September 26-28, 2016, at the Las Vegas Convention Center. ■

ReMarketing, Komatsu CARE, parts and other information was available within Komatsu’s display area.



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## BRANCHING OUT

# NEW BRANCH

## Road Machinery will open Fresno location to better serve Central Valley customers



Rick Dennis,  
Regional Sales  
Manager,  
Northern California

Road Machinery is adding a new branch in Fresno, located just off Highway 99 at 4199 E. Jefferson. Sitting on three acres, the new 5,000-square-foot branch will include a parts warehouse and a shop.

“This branch will provide better service to our customers in a four-county area around Fresno,” said Rick Dennis, Regional Sales Manager, Northern California. “Customers were asking for the new location, and we responded. Adding this branch to our others in Bakersfield and

Sacramento will offer greater coverage for our agriculture, construction and other customers in the Central Valley.”

Fresno Account Manager Adrian Garza works with construction, landscaping, logging and other customers looking to purchase or rent equipment. Account Manager Adam Sheets does the same for the agriculture sector.

“It’s important to our customers that we have the equipment they’re looking for and also the parts and service capabilities to support it,” said Garza. “This endeavor strengthens our commitment to their success.”

Corporate Parts Manager Kevin Chauvin noted that the Fresno branch parts inventory will stock about 1,500 line items. “This branch will give customers in this area greater and faster parts access, allowing them to conveniently stop in and pick items up. If by chance a part is not in our inventory, in most instances we can get it overnight from another Road Machinery branch, Komatsu’s regional parts depot or from other sources. As always, the goal is reduced downtime.” ■



Account Managers  
Adrian Garza (left)  
and Adam Sheets  
work with Fresno-area  
customers to meet their  
equipment needs.



Road Machinery’s new Fresno branch will serve four counties in the Fresno area. It’s located just off Highway 99 at 4199 E. Jefferson Avenue.

# DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## INNOVATIVE PRODUCTS

# KOMATSU EXPANDS DOZER LINEUP

## Three new *intelligent Machine Control* dozers provide automatic blade control from the first pass to the last



Peter Robson,  
Director,  
Intelligent  
Machine Control

Komatsu introduced *intelligent Machine Control* (iMC) to the dozer market about a year ago with its innovative D61i-23 model that features fully automatic blade control from rough-cut to finish grade. It's now expanded the lineup with three new dozers – a D51i-22, a D39i-23 and a D37i-23.

All iMC dozers are available in longer track-on-ground standard EX and low-ground-pressure PX versions, which offer flotation and weight distribution options that best match user applications.

“These new dozers feature the same *intelligent Machine Control* technology that made the Komatsu D61i-23 such a success,” said Peter Robson, Director, Intelligent Machine Control. “With the

same slant-nose and cab-forward design, they provide excellent visibility to the blade and all around the machine for superior operator productivity. The simple operation, efficiency improvements and greater value reflect the quality that customers expect from Komatsu.”

Like the D61i-23, the new iMC models feature fully automatic blade control from initial rough-cut to finish grade. As they travel around the jobsite, the dozers measure actual elevations, which provide accurate surface data. A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on cross-slope, whether the blade is angled or not. The iMC models are significantly more efficient compared to conventional aftermarket machine-control systems, depending on factors such as operation and conditions.

“During rough cut, if the system senses the blade has excess load, it automatically raises the blade to minimize track slip and maintain forward momentum,” said Robson. “The blade also automatically lowers to push as much material as possible, so it’s designed to maximize production under all situations.”

Operators can select different dozing modes, which tailor the system response to the machine operation, and therefore, optimize performance. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

### Eliminating the three Cs

Unlike traditional GPS systems, Komatsu’s iMC dozers’ machine control system components are factory-integrated,

Komatsu’s original slant-nose-design dozer is now available in an *intelligent Machine Control* D51i-22 model, along with Tier 4 Interim D39i-23 and D37i-23 machines.





Komatsu's *intelligent Machine Control* lineup now features four models, including the new D39PXi-23. All have integrated technology that provides automated grading from rough-cut to finish grading.

eliminating the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with monitor and a controller mounted inside the cab.

"The integrated system reduces maintenance costs as well as risk," said Robson. "Masts are not out on the blade and cables aren't dangling between the blade and the cab, so the chance of damage or theft is eliminated. Personnel don't have to spend time removing and reinstalling those components every day, which increases production. Finally, no one is climbing on the machine or blade to install and remove the mast and cables. We've eliminated the three Cs: cables, climbing and connections.

"We were excited to bring Komatsu's *intelligent Machine Control* technology to the market last year, and the overwhelmingly positive response from our customers

#### Brief Specs on Komatsu *intelligent Machine Control* dozers

Model	Horsepower	Operating Weight	Blade Capacity
D37EXi-23	89 hp	18,872 lbs.	2.5-2.78 cu. yd.
D37PXi-23	89 hp	19,533 lbs.	2.5-2.78 cu. yd.
D39EXi-23	105 hp	20,922 lbs.	2.5-2.78 cu. yd.
D39PXi-23	105 hp	21,848 lbs.	2.5-2.78 cu. yd.
D51EXi-22	130 hp	27,381 lbs.	3.5-3.80 cu. yd.
D51PXi-22	130 hp	29,057 lbs.	3.5-3.80 cu. yd.
D61EXi-23	168 hp	39,441 lbs.	4.5-5.1 cu. yd.
D61PXi-23	168 hp	41,381 lbs.	4.5-5.1 cu. yd.

pushed us to quickly expand this family of crawler dozers," added Robson. "All of the intelligent dozers provide excellent and efficient production in residential, commercial, road building, landscaping and other applications. Customers just have to decide which size or sizes best fit their business." ■

*Continued . . .*

# iMC dozers eliminate cables, climbing and connections

... continued

## Customers impressed with innovative D61i-23

Komatsu took dozing to a new level when it introduced its first *intelligent Machine Control* (iMC) dozer, the D61i-23, about a year ago. Unlike traditional GPS add-on systems that are typically used for finish grading, the D61i-23 provides automatic dozing from rough-cut to final pass with an integrated system that eliminates masts and cables.

During rough dozing, the automatic blade control monitors the blade load and adjusts the blade elevation to minimize track slip for highly efficient dozing. Closer to finish grade, automatic blade control adjusts accordingly to provide finish-grade performance with high-level precision. The intelligent machines are significantly more efficient compared to machines using add-on control systems.

"It definitely saves us time," said Andy Smith, Operations Manager of Sellers Contracting Services, LLC. "The operator doesn't have to worry about how deep he's cutting. He's not moving his arm up and down trying to control the blade, because the machine does it all for him. From our experience, the accuracy has been dead-on. We've had projects where

surveyors check behind us on building pads and even roadways, and it's always been extremely accurate."

Aspen Construction rented a D61i-23 during a road reconstruction project that involved rough cutting heavy peat and placing about 76,000 tons of road base once subgrade preparation was done.

"It powered through the tough materials with minimal track slip, and did a perfect job during the finish portion of placing the road base," said Aspen Construction Estimator/Project Manager Ryan Blank. "It was an amazing machine. We loved it."

Todd Sattler, Superintendent of CL Trucking, likes the accurate grading and the integrated system.

"The biggest advantages with an integrated machine over a bolt-on application are: safety, because no one is climbing on a machine; cost savings, because we won't have broken wires or damaged parts; and time savings, because the time for setup, teardown and redesign on each jobsite is gone," said Sattler. "Now we're able to move the machines around, integrate them quickly to a new jobsite and change operators frequently without any production loss." ■



Komatsu introduced its *intelligent Machine Control* (iMC) dozer line with the D61i-23 about a year ago. It provides automatic blade control from rough-cut to final pass, with an integrated GPS system that eliminates masts and cables.

# Innovative. Intelligent. Integrated.



## D61i-23

## Next Generation Machine Control

**No Masts**

**No Cables**

**No Connections**

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1<sup>st</sup> to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

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## NEW PRODUCTS

# NEW “BRIDGE” EXCAVATOR

## Komatsu PC88MR-10 bridges the gap between compact- and construction-size machines



Rob Orłowski,  
Product Manager,  
Excavators

The curtain has dropped on Tier 4 Final, and Komatsu opened its show with a new PC88MR-10 excavator that provides power and production in both open-area and confined-space applications. It has a nearly 10-percent increase in operating weight compared to the previous model.

“Our PC88 remains popular because it is a productive, dependable and efficient machine in construction, utility and landscaping applications,” said Rob Orłowski, Product Manager, Excavators. “It’s a ‘bridge machine’

between compact and construction-size excavators. It works equally well digging close to a building or in a lane of traffic as it does digging a utility line or a foundation without obstructions. In a variety of applications, it maintains excellent lift capacity and stability.”

The PC88MR-10 provides a maximum digging depth of 15 feet, 2 inches and a maximum reach of 23 feet, 5 inches. A swing boom allows for work in confined spaces, letting the operator focus on tasks in the front with less worry about counterweight impacts.

### Quick Specs on the Komatsu PC88MR-10

Model	Horsepower	Operating Weight	Digging depth
PC88MR-10	65.5 hp	18,739-19,290 lbs.	15 ft., 2 in.

Komatsu’s new Tier 4 Final PC88MR-10 provides powerful performance in both confined-space and open applications. The tight-tail-swing design works well on construction, landscaping, utility and other excavating jobs.



### Improved versatility and productivity

A new Operator Identification System records and reports key operating information, so owners and equipment managers can more easily track individual operator performance. Operators simply enter a personal ID into the 7-inch, high-resolution monitor that features enhanced capabilities such as an adjustable Auto Idle Shutdown function that helps reduce idle time and operating costs.

Operators have six working modes to match hydraulic power to the job for even greater efficiency. Standard auxiliary flow can be changed to bidirectional for attachment flexibility, and a new enhanced attachment control lets users store up to 10 attachments in the monitor.

“We took what was already a great machine and made it even better with enhancements that can reduce owning and operating costs through increased efficiencies,” said Orłowski. “We believe individuals who need a compact excavator that provides powerful performance in a variety of tasks will find the PC88MR-10 a great fit for their businesses.” ■

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# LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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# KOMATSU & YOU

## MEASURING SUCCESS

### VP: Building machines that help customers achieve their goals is what it's all about

**QUESTION:** Tier 4 Final implementation begins this year. How will you measure these machines' success?

**ANSWER:** The same way we have with all new tier-level products. First and foremost, that means the machines meet the environmental standards without sacrificing what customers have come to expect from Komatsu equipment: efficiency, production and reliability. Komatsu strives to design and manufacture machines that maintain or improve productivity with increased fuel efficiency at each new level. Our testing indicates the Tier 4 Final machines will continue that trend.

**QUESTION:** You went beyond the machine. Why?

**ANSWER:** New regulations bring trepidation to the customer because of the unknown that comes with them. The machines needed additional components and systems to reduce emissions, especially with Tier 4 Interim, which caused concern. To ease those concerns, we introduced Komatsu CARE, a program that provides complimentary scheduled maintenance for the first three years or 2,000 hours, along with two Komatsu diesel particulate filter changes in the first five years. We wanted customers to have every confidence that we stand behind the machines and our technology, plus make their lives easier. The response remains great, and we recently completed the 10,000th service interval under Komatsu CARE, which will continue with Tier 4 Final.

**QUESTION:** How did you know that customer concern was there?

**ANSWER:** Because one of our greatest strengths is listening to customers in the field.

*Continued . . .*



**Rich Smith,**  
VP ICT Business Division  
and Product 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.*

In May of 2013, Rich Smith became the Vice President ICT Business Division and Product Marketing for Komatsu's Construction Division. His responsibilities include planning and marketing new products and technologies such as *intelligent Machine Control* (iMC) products and KOMTRAX. He held a similar position in the Mining Division prior to his current role.

Smith is a Peoria, Ill., native and began his Komatsu career on the company's Peoria Manufacturing Operation's (PMO) shipping docks 24 years ago. Komatsu manufactures and ships mining products worldwide from PMO, and Smith gained a wide range of experience working both at and for the plant. He eventually moved into the field as a Technical Support Manager, Regional Service Manager and Field Service Manager, before moving into Product Marketing.

"I grew up in Komatsu; I ran forklifts and cranes, assembled machines and was a CNC machinist," Smith recalled. "From the factory floor, I moved into warranty and contract administration. While most of my career has been on the mining side, I worked with construction as well. Komatsu has allowed me to gain a very well-rounded background. I have been fortunate to have worked with knowledgeable people in a great company. Despite the differences between the two divisions, the desire for customer success remains the top priority of everyone at Komatsu."

Rich returned to school as an adult, while continuing to work full time, to complete a double major. "I believe it was important for me to finish what I started, as well as set an example that education remains valuable at any age," said Smith. "The opportunity to learn and work to personally improve at Komatsu is greatly appreciated."

# Customers continue to drive new innovation, features

... continued



Komatsu Vice President ICT Business Division and Product Marketing Rich Smith says customers helped develop ideas such as its *intelligent Machine Control* dozers, which provide automated grading from rough-cut to finish grade.

The next evolution of hybrid technology is on the horizon, including the third-generation Hybrid HB215LC-2 excavator, according to Rich Smith.



How can we manufacture equipment that meets their needs if we don't communicate with them? That interaction is invaluable and has driven such initiatives as our KOMTRAX Mobile App, which brings critical machine data to a smart phone or other device. Customers are more mobile than ever, and they want that information at their fingertips. Much of the information that's part of the KOMTRAX Mobile App today came from customers' suggestions. The system has evolved from the basics, such as error codes and hours, to a comprehensive tool with idle times and operational characteristics.

Customers also helped to develop ideas such as our "i" or intelligent machines. While traditional aftermarket GPS grading systems are good, we saw room for improvement, including taking away the masts and cables that can get damaged and have to be taken down and put back up every day. The GPS systems are also designed only for automated finish grading, and customers wanted that benefit from start to finish without the costs associated with maintaining masts and cables. We delivered an integrated system that makes every pass count and works for even the most inexperienced operator. Then, we took it a step further and made sure the dozers have an optimal blade load with minimal track slip, so the added efficiency was built-in. The results and response have been phenomenal.

Again, Komatsu in cooperation with our Distributors, took it beyond the machine by adding Technology Solutions Experts. These highly trained individuals ensure customers get the most out of the intelligent machines, from initial set up to choosing the proper modes for maximum efficiency.

## QUESTION: What's on the horizon?

**ANSWER:** Looking ahead, we see the next evolution in hybrid technology. We were the first to manufacture a hybrid excavator, and soon we'll introduce our third-generation machine. Our customers will continue to guide us – ultimately, we're in the customer success business. In order for them to be successful, we have to make machines that meet their standards. That's what it all comes down to. ■

## INDUSTRY STANDARDS

# TIER 4 FINAL IS HERE

## New machines improve efficiency while maintaining Komatsu's strong work ethic

A little more than 20 years ago, the government introduced standards designed to reduce emissions through "tier" levels. Each tier brought a new step toward the ultimate goal of reducing particulate matter (soot) and oxides of nitrogen (NOx) to near zero. Tier 4 Final begins this year, and manufacturers are now producing the first wave of machines to meet this new standard.

"Komatsu met each tier-level challenge head-on; in fact, it met or exceeded the standards," said Bruce Boebel, Senior Product Manager, Tracked Products. "In most cases, Komatsu also improved power, production and fuel efficiency at every level."

The biggest challenge came with the jump from Tier 3 to Tier 4 Interim, which required a 45-percent reduction in NOx and a 90-percent reduction in soot. It also required the use of ultra-low-sulfur diesel, emissions filters and Tier 4 specific engine oil. Tier 4 Final requires an additional 80-percent drop in NOx.

### "Fluid neutral or better"

Komatsu is using a selective catalytic reduction (SCR) system and AdBlue®/DEF (diesel exhaust fluid), which is a mixture of urea and deionized water, to meet the Tier 4 Final regulations to reduce NOx on machines with 75-horsepower engines and above. The SCR system works by injecting AdBlue®/DEF into the exhaust stream as required. AdBlue®/DEF works with the heat of the exhaust and a catalyst to convert NOx into harmless nitrogen and water vapor that expels out of the exhaust pipe. The SCR system is located next to the Komatsu Diesel Particulate Filter, which Komatsu introduced in its construction machines during Tier 4 Interim.

Additional components include NOx and ammonia sensors, a mixing tube and a dosing nozzle.

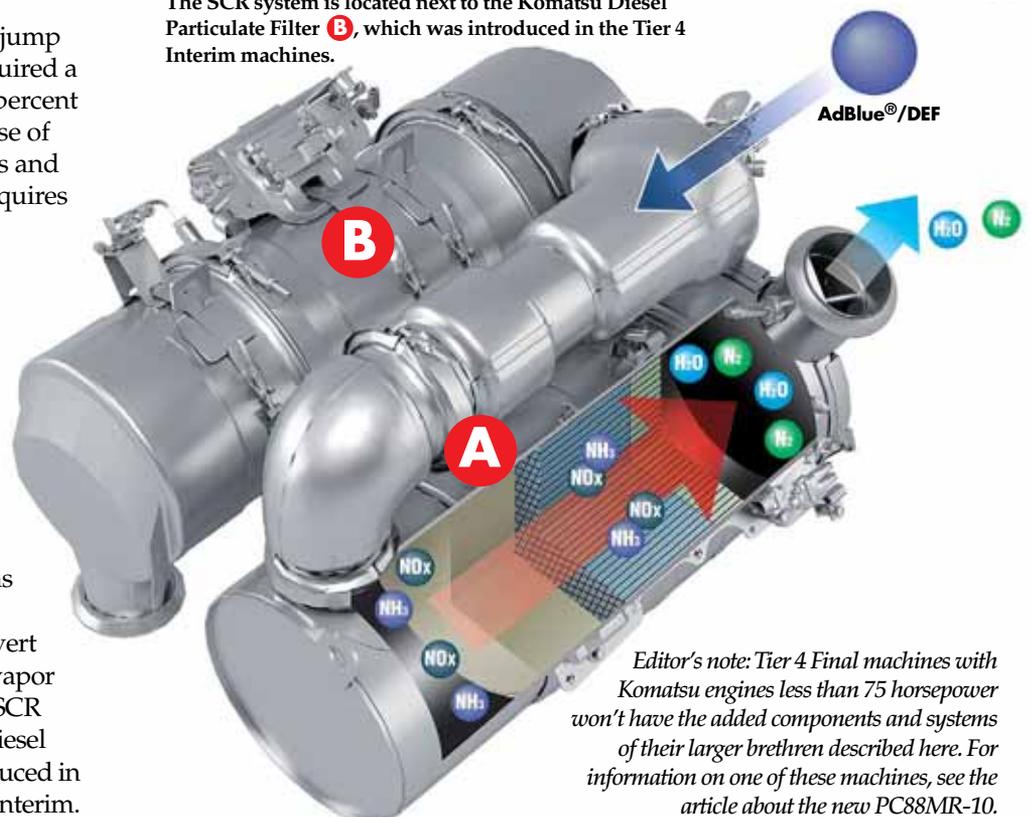
"SCR technology provides better fuel economy than previous models because it treats the exhaust gases outside the engine, uses less exhaust gas recirculation and employs advanced injection timing," said Boebel. "Reducing fuel

*Continued . . .*



**Bruce Boebel,**  
Senior Product Manager,  
Tracked Products

The selective catalytic reduction (SCR) system **A** uses AdBlue®/DEF (diesel exhaust fluid) to turn emissions such as NOx into harmless water vapor and nitrogen. The SCR system is located next to the Komatsu Diesel Particulate Filter **B**, which was introduced in the Tier 4 Interim machines.



*Editor's note: Tier 4 Final machines with Komatsu engines less than 75 horsepower won't have the added components and systems of their larger brethren described here. For information on one of these machines, see the article about the new PC88MR-10.*

# “The harder you work them, the better they perform.”

... continued

consumption becomes more significant when you consider that nearly every Tier 4 Final machine across almost all manufacturers requires the use of AdBlue®/DEF. In most cases, with Komatsu equipment, customers are going to use about 2 percent of AdBlue®/DEF compared to diesel fuel.

“When you factor in the fuel efficiency of Tier 4 Final machines, the 100 gallons of fuel burned would be at most 98 gallons,” Boebel added. “So, even with two gallons of AdBlue®/DEF, we’re ‘fluid neutral or better,’ which was our goal. In some models, fuel efficiency will be considerably better than neutral. And, since AdBlue®/DEF costs less than diesel fuel, overall fluid cost is reduced in all models.”

## AdBlue®/DEF tank added

Komatsu added an AdBlue®/DEF tank, along with a supply module that pumps AdBlue®/DEF into the SCR system. The tank is vented with a replaceable filter to reduce contamination. It also has sensors to show levels, temperature and fluid quality, as well as an intake suction screen. Komatsu sized the tanks to go a minimum of two fillings of the fuel tank.

“Customers should always use certified AdBlue®/DEF, which meets the ISO 22241 standard and is readily available throughout North America,” said Boebel. “When filled, tanks leave about 10 to 15 percent air space for expansion, in case its fluid freezes. Komatsu

built the AdBlue®/DEF system so that the lines purge the

fluid back into the tank when a machine is shut down, to help prevent the lines from freezing. Our tank is coolant-line heated, so a completely frozen tank will flow in about 40 minutes, which is about half the time the EPA mandates.

“At the other extreme, high temperatures shorten the life of AdBlue®/DEF,” he added, “So, we created an automatic bypass valve that turns off the heated coolant line.”

## Hard workers

A monitor on a Tier 4 Final machine shows the AdBlue®/DEF level and alerts users to inferior-quality fluid. Another new feature on Tier 4 Final equipment allows operators to input an identification number, so equipment managers can track specific users via KOMTRAX®.

“These new components are add-ons to the already-comprehensive list of items customers can track through KOMTRAX® on their computer or mobile devices,” said Boebel. “As with our Tier 4 Interim equipment, Komatsu and our distributors monitor these new machines through KOMTRAX®, so certified technicians can perform complimentary scheduled service under the Komatsu CARE program. Tier 4 Final machines have a few added maintenance items, and the program has expanded coverage.

“With each tier level, Komatsu made improvements, and these machines are no exception,” Boebel added. “The Interim level gave us a very solid foundation from which to work and build. We took those reliable, productive and efficient improvements and enhanced them. For instance, we reduced the exhaust gas recirculation rate and advanced engine timing to provide more complete fuel burn and lower PM. In one example, we slightly tweaked the Komatsu Variable Geometry Turbocharger, providing even faster ramp-up speed and response.

“Like all our previous models, the new Tier 4 Final machines are made to work hard,” he added. “In fact, the harder you work them, the better they perform.” ■

Komatsu introduced several new Tier 4 Final machines at CONEXPO, including the HM300 articulated dump truck.



# ATTACHMENTS

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## TRADE SHOW NEWS

# WORLD AG EXPO

## Road Machinery highlights equipment, support offerings at annual show

Road Machinery had one of the largest exhibit spaces at this year's World Ag Expo, which featured a variety of machines useful in both crop and dairy operations. Road Machinery displayed seven products during the three-day event that was held at the International Agri-Center show grounds in Tulare, Calif.

With more than 2.6 million square feet of exhibit space, the show is the world's largest

Rick Dennis, Road Machinery Regional Sales Manager for Northern California (right), talked with attendees who stopped by the company's exhibit area.



Road Machinery's exhibit featured a D61EXi-23 *intelligent Machine Control* dozer, along with several other pieces of Komatsu equipment.



annual agriculture exposition. Estimates indicated more than 100,000 people attended to view equipment, attend seminars and take advantage of educational opportunities. Road Machinery was one of 1,500 exhibitors.

"Machinery such as dozers, excavators and wheel loaders is becoming more prominent in agricultural applications," said Rick Dennis, Road Machinery Regional Sales Manager for Northern California. "We want attendees to know that the products are not only among the most efficient and productive for getting the job done, but Road Machinery backs them with world-class parts and service support."

Machinery displayed at the event included a new D61EXi-23 with integrated *intelligent Machine Control* that provides automated dozing from first pass to finish grade with automatic blade assistance that minimizes track slip. The D61EXi-23 and its D61PXi-23 counterpart were the first members of the family of intelligent dozers that now includes D51i-22, D39i-23 and D37i-23 models.

"Automated blade control from rough cut to finish grade allows for even less-experienced operators to be effective," said Jim Sandercock, Regional Product Manager for Komatsu America, West Region. "They're solid options for preparing a field and putting it to final elevation."

For initial field preparation, Road Machinery displayed a D275 dozer. "We have several customers who perform deep ripping, and that takes more horsepower than the intelligent machines," said Dennis. "The D275 provides about 450 hp, so it lends itself to long, sometimes heavy, pulls with a ripper attachment."



Road Machinery had one of the largest display areas at the annual World Ag Expo, which was held at the International Agri-Center show grounds in Tulare, Calif.



Visitors met Road Machinery and Komatsu personnel and had the opportunity to ask questions about equipment and service offerings.

### Versatile wheel loader

Road Machinery also highlighted a Komatsu WA320-7 wheel loader with a Tink bucket. "Komatsu wheel loaders provide a great deal of versatility in the agriculture industry, especially when equipped with a quick coupler for fast attachment changes," said Komatsu District Sales Manager Armando Najera. "Users can go from loading feed wagons with a bucket, to placing hay in a feeder with forks, to moving pallets of product in minutes. The hydrostatic transmission works well for short cycles, and the traction control allows for maximum productivity in slick conditions."

Additional equipment on display included a Komatsu Hybrid HB215LC-1 excavator, two Komatsu forklifts and a Finn T90 hydroseeder.

"This annual event is a great opportunity for attendees to see machines that may make their operations more efficient, productive and profitable," said Dennis. "It also gives us a chance to introduce Road Machinery and show how we can play a role in their success. We enjoyed talking with those who visited our display area, and encourage anyone who didn't



Attendees had a chance to climb on and check out the equipment in Road Machinery's exhibit space.



In addition to Komatsu equipment, Road Machinery displayed a Finn T90 hydroseeder.

attend the show but wants more information to contact us. We're looking forward to next year."

World Ag Expo returns next year to the same venue on February 10-12, 2015. ■

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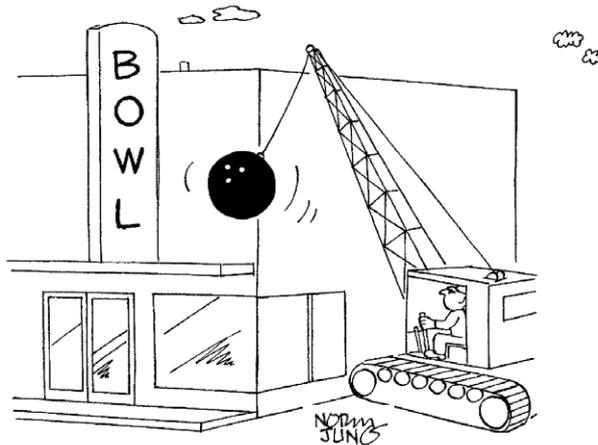
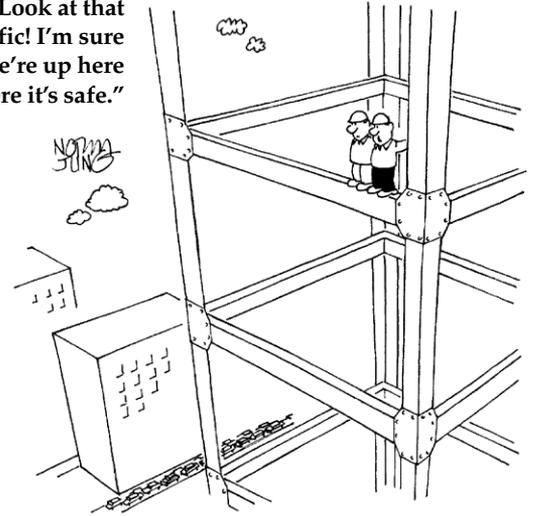
ROAD AND MINERAL TECHNOLOGIES

# SIDE TRACKS

## On the light side



"Man! Look at that traffic! I'm sure glad we're up here where it's safe."



## Did you know...

- The last song that Elvis performed publicly was "Bridge Over Troubled Water," which he sang at his final concert in Indianapolis in June 1977.
- California's Frank Epperson invented the Popsicle in 1905 when he was 11.
- On average, 150 couples get married in Las Vegas each day.
- The linen bandages that were used to wrap Egyptian mummies were approximately 1,000 yards in length.
- Hawaii is the only U.S. state that grows coffee.
- New Orleans' first Mardi Gras celebration was held in February 1826.
- James Madison, 5 feet 4 inches tall, was the shortest U.S. president. Abraham Lincoln was the tallest at 6 feet 4 inches.
- A "jiffy" is an actual unit of time measuring 1/100th of a second.
- Americans eat more bananas than any other fruit: a total of 11 billion a year.

## 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.RMLRoadToSuccess.com](http://www.RMLRoadToSuccess.com)

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

## NEWS & NOTES

# Associated General Contractors' Ken Simonson: Jobs to increase, worker availability a problem

The construction industry looks like a good news/bad news scenario in 2014 with more projects to bid, but increased concern over labor availability, according to Associated General Contractors' Chief Economist Ken Simonson. He noted that spending was up 5 percent from November 2012 to November 2013, and expects a 10-percent increase this year.

Simonson sees a double-digit rise in power, manufacturing, lodging and warehouse construction. He expects the same for apartment construction, which will help the private residential market grow by 10 percent or more despite his prediction that

single-family home building will stall late this year.

While the construction unemployment rate dropped 10 percent year-over-year in 2013, the industry still has a shortage of available workers. Many left the industry during the recession and haven't come back. "Contractors will likely have to spend more on wages, benefits and bonuses," said Simonson. "Firms that find the additional workers they need may have to increase their payment of overtime wages. As a result, employers' costs for employee compensation... will probably go up 3 to 4 percent in 2014, compared with a 2.1-percent rise from the third quarter of 2012 to the third quarter of 2013." ■

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*John B., Forestry Management*

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*Eric J., Landscape Contractor*



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2008 GD655A-3EO



2010 PC300LC-8



2009 PC300LC-8



2011 D51EX-22

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YR      MODEL      HRS      STK#      PRICE

### WHEEL LOADERS

2010	WA250PZ-6	7,048	EMD010073	\$82,500
2011	WA470-6	2,712	EMD009646	\$219,000
2007	WA320-5L	2,613	EMD009420	\$115,000
2006	WA380-5L	5,011	EMD008944	\$105,000
2007	WA320-5	2,048	EMD009869	\$105,000

### EXCAVATORS

2012	PC490LC-10	900	EMD008688	\$375,000
2010	PC300LC-8	1,660	EMD009758	\$220,000
2009	PC300LC-8	5,261	PROCESSING	\$185,000
2001	PC138US-2	6,027	EMD010187	\$29,000
2011	HB215LC-1	151	CONSIGNMENT4	\$173,000

### DOZERS

2011	D51EX-22	1,053	EMD010322	\$132,000
2008	CAT/CB-224E	1,230	EMD010489	\$23,500
2008	D65EX-15EO	3,965	EMD007946	\$150,000
2012	D375A-6	922	EMD009839	\$925,000
2006	D85EX-15EO	5,157	CONSIGNMENT5	\$159,500
2006	D275AX-5EO	6,167	CONSIGNMENT6	\$265,000

### PAVING/COMPACTION

2008	VÖGELE/5200-2	455	EMD000185	\$279,000
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### MOTOR GRADERS

2008	GD655A-3EO	2,702	EMD010357	\$165,000
2007	GD655-3	1,485	EMD010049	\$164,000

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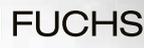
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