

# ROAD TO SUCCESS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

# ROAD MACHINERY

KOMATSU®

## DOUBLE D PIPELINE, INC.

California utility contractor's steady focus builds decades of success



**Earl Karr,**  
Vice President

**Skip Remsen,**  
Vice President of  
Maintenance

**Bill Yankie,**  
President

# A MESSAGE FROM ROAD MACHINERY



Sloan Brooks

**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 companies such as Komatsu and Road Machinery LLC offer to support them. In case you missed the show, this issue of your Road Machinery Road to Success 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 our Komatsu & You spotlight and World Ag Expo story, 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 LLC

A handwritten signature in black ink, appearing to read "Sloan Brooks".

Sloan Brooks  
President & COO



# ROAD TO SUCCESS



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## IN THIS ISSUE

### DOUBLE D PIPELINE, INC.

Learn how this Temecula-based company thrives with experienced staff members, many of whom are the second and third generation from their families to work for this contractor.

### INDUSTRY EVENT

Get a glimpse of World Ag Expo where Road Machinery featured the latest equipment and its support offerings.

### 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.

### A CLOSER LOOK

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

### 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.



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# DOUBLE D PIPELINE, INC.

## California utility contractor's steady focus builds decades of success

Throughout Double D Pipeline, Inc.'s nearly 30-year history one thing has remained constant. Its sole focus has been and continues to be wet utility installation that includes storm, water and sanitary sewer lines of all types and sizes. The Temecula, Calif.-based company primarily provides commercial and private developers with a package of services that includes putting all three lines in the ground.

"It's our preference, and most of our clients', that we install all of the wet utilities on their projects because it avoids the potential conflicts of having multiple contractors putting in separate lines," explained Vice President Earl Karr. "There are occasional projects where we install just one or two, but that's definitely the exception rather than the rule."

Karr joined the company soon after it was formed in 1988, followed by current President Bill Yankie, who originally worked part time keeping the company's books. He eventually transitioned to full time, and when the firm's business boomed in the late 1990s, he and Karr purchased the company from its original owners, Doug and

Diane Blois. Vice President of Maintenance Skip Remsen bought into the company in 2007.

"For the first decade or so, Double D generally performed small-scale commercial and public works projects," recalled Yankie. "In the late 1990s we started completing large, residential tract-developments for general contractors who were putting in 200 to 300 new lots at a time, and for the most part we moved away from public works."

In its early history, Double D's projects ranged from \$100,000 to \$200,000 in size. Now, the upper end is closer \$5 million, and it typically has three to five jobs going at a time. The owners rely on a staff of nearly 35, almost two-thirds of whom have 20 years or more of experience with the firm, to complete assignments on time and on budget.

"There are quite a number of second, and even third, generation family members on staff," said Karr. "We believe the experience of our employees provides us with significant advantages. They deserve a world of credit for the company's success. Double D would not be where it is today without their outstanding contributions. One staff member we certainly want to remember is Kristin Brown, who recently passed away. She worked here for 15 years and was like a 'team mom.' Kristin did whatever was needed, and she is greatly missed."

### Komatsu stands out

Double D Pipeline began using Komatsu equipment roughly 20 years ago, and Remsen said longevity and durability are the main reasons the company has continued to purchase and rent Komatsu excavators and wheel loaders.

"We had a W60 wheel loader from the 1970s that we purchased used, and it performed very well; in fact, we were still running it in 2010 when we

(L-R) Vice President Earl Karr; Vice President of Maintenance Skip Remsen; and President Bill Yankie lead Double D Pipeline, Inc., a wet-utility installation company.





▶ VIDEO

Double D Pipeline digs and sets pipe using Komatsu excavators, including three Tier 4 PC360LC models. “Komatsu’s cutting-edge technology in the newer Tier 4 machines is impressive. We think they are a step ahead of competitive brands,” stated Vice President of Maintenance Skip Remsen. “They are productive and efficient, so our operating expenses are down.”

sold it. It’s probably still running,” said Remsen. “It didn’t have a working-hour meter, so we don’t know how many hours it actually had on it. The W60, along with some other factors, prompted us to look at Komatsu for excavators in the late 90s. The first was a PC200 that we ran to 22,000 hours before selling it. Some of our older machines have 10,000 to 16,000 hours.”

In addition to those machines, Double D now owns three Tier 4 PC360LCs and a PC210LC excavator as well as a Tier 4 WA470 wheel loader. The company purchased the newer pieces from Road Machinery with the help of Account Manager Brian Caro.

“Komatsu’s cutting-edge technology in the newer Tier 4 machines is impressive. We think they are a step ahead of competitive brands,” stated Remsen. “They are productive and efficient, so our operating expenses are down. Komatsu lowered our owning costs as well with the complimentary Komatsu CARE program on the Tier 4 machines. Road Machinery tracks the machines’ hours, tells us when services are due and gets them done at our convenience.”

Remsen also monitors Double D’s Komatsu equipment via the KOMTRAX telematics system. “I log in through my laptop or an app on my phone and check a variety of items. I have it set to alert me if a machine starts after hours or on a weekend. Once, I received a message that the fuel level had decreased while the machine wasn’t running, which indicated that someone was stealing diesel, and we addressed the situation. KOMTRAX is a great



▶ VIDEO

tool, and we’re looking at additional ways we can incorporate it into our operations.”

### Capacity to expand

The owners are hopeful that the future will be as bright as the present.

“The commercial and residential markets have been good in the past few years, and we think public works could be a lot better if the talk of a new infrastructure bill comes to pass,” said Yankie. “We would consider doing more in that market again if this is the case. We have the capacity to expand if we can find capable help.”

“We’re open-minded, adaptable and optimistic, so if new opportunities are available, we will take a look at them as long they are a good fit,” added Karr. “We won’t grow just for growth’s sake, because we don’t want to jeopardize our ability to take care of our customers. They remain our top priority.” ■

A Double D Pipeline operator smooths out a ditch line with a Komatsu WA470-8 wheel loader.



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# WORLD AG EXPO

## Road Machinery highlights equipment, support offerings at golden anniversary show

This year marked the 50<sup>th</sup> anniversary of the world's largest annual agriculture exposition, and once again Road Machinery had one of the leading equipment displays on the Agri-Center show grounds in Tulare, Calif.

Road Machinery was among more than 1,500 exhibitors that occupied 2.6 million square feet of exhibit space during the 2017 World Ag Expo. Estimates indicate that more than 100,000 people attended the three-day event to view equipment, attend seminars and take advantage of educational opportunities.

Road Machinery showcased Komatsu WA320 and WA380 wheel loaders, a D39EX dozer and an *intelligent* Machine Control PC360LCi excavator. It also demonstrated a WA270-8 wheel loader in the World Ag Expo Arena, and a Komatsu forklift was on display in the booth.

"We want attendees to know that Komatsu equipment is a viable option in the agricultural market," said Rick Dennis, Road Machinery General Sales Manager, Northern California. "We have numerous customers who use

*Continued . . .*



▶ VIDEO

Rick Dennis,  
General Sales  
Manager, Northern  
California



General Sales Manager,  
Northern California Rick  
Dennis (right) talks with  
attendees who stopped by  
Road Machinery's  
display area.

Road Machinery demonstrates a Komatsu WA270-8 wheel loader in the World Ag Expo Arena during the three-day event.



# Well-suited for agriculture applications

... continued



(Above) Road Machinery personnel enjoy talking with attendees during the World Ag Expo. (Below) Visitors to the 2017 World Ag Expo stop to learn more about Road Machinery's equipment offerings.



Road Machinery displays several pieces of Komatsu equipment, including wheel loaders, a dozer, an excavator and a forklift.



Komatsu equipment for prepping fields, cleaning pens, moving silage and other applications. The wheel loaders are especially versatile because they can be utilized with buckets, forks and other specialty attachments to perform a variety of tasks."

Several Road Machinery personnel were on-hand to answer questions about the machines and the support Road Machinery provides. Komatsu representatives were also available during the show.

"Komatsu is synonymous with quality," said Frank Nyquist, Komatsu Product Specialist. "Our equipment is engineered to last, whether it's used in construction, mining, forestry, agriculture or other applications. Some people don't realize that Komatsu has a presence in the agricultural market. This expo allows us to get the word out and show them what we offer." ■



Road Machinery and Komatsu employees talk to attendees about Komatsu equipment and the support both companies provide.



Show attendees often seek information about machinery and how it can meet their agricultural needs. Road Machinery and Komatsu staff members were on-hand to answer questions about Komatsu equipment.

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**KEVIN URIG**

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“Komatsu’s product support is the biggest thing with me. Their equipment is quality. The products with *intelligent* Machine Control technology help make my crews more efficient, and my estimates more competitive. We have never had any major issues, and if we have a concern, they stand behind us. Komatsu is a great company to work with!”



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021



## A GLIMPSE INTO THE FUTURE

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



(L-R) Todd Garman, Jim Bennett and Adam Schermer of Knife River pause for a photo near the Komatsu WA500.

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

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.



*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 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

*Continued . . .*

## **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. ■

# Attendees see latest technology at CONEXPO

... continued



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.



Jonathan Achtemeier (left) and Skip Remsen of Double D Pipeline check out the Komatsu booth at the Las Vegas Show, held March 7-11.

introduced the new D51-24 dozers and the PC170LC-11 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.*



(L-R) Andrew Brown, Sloan Brooks and Jamie Carson of Road Machinery enjoy the equipment Komatsu displayed.



Teichert Construction’s Jason Ludford (left) and Jenifer Stovall of Road Machinery take in the Komatsu display at CONEXPO.

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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020

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019



Discover more

## 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.





# RENTAL MACHINES



## KOMATSU<sup>®</sup> ARTICULATED TRUCKS

MODEL	MAX WEIGHT	PAYLOAD	CAPACITY	TRAVEL SPEED	H.P.	TIER
HM300	116,823 lbs	30.9 TONS	22.4 yd	36.4 mph	332	T4f
HM400	162,597 lbs	44.1 TONS	31.4 yd	34.7 mph	469	T4f



## KOMATSU<sup>®</sup> CRAWLER DOZERS

MODEL	WEIGHT	BLADE	CAPACITY	BLADE WIDTH	H.P.	TIER
D39EX*	20,834 lbs	PAT	2.89 yd	8'11"	105	T4f
D39PX	21,804 lbs	PAT	3.01 yd	9'9" LGP	105	T4f
D51EX*	28,484 lbs	PAT	3.5 yd	10'0"	130	T4f
D51PX	29,145 lbs	PAT	3.8 yd	11'0" LGP	130	T4f
D61EX*	37,237 lbs	PAT	4.5 yd	10'9"	168	T4f
D61PX	41,734 lbs	PAT	5.0 yd	12'8" LGP	168	T4f
D65EX	47,355 lbs	PAT/Sigma	5.9 yd	11'2"	205	T4f
D65PX	49,315 lbs	PAT/Sigma	5.78 yd	13'2" LGP	205	T4f
D65EXi	49,559 lbs	PAT/Sigma	5.78 yd	11'2"	205	T4f
D155	87,100 lbs	Sigma	12.3 yd	13'4"	354	T4f
D275	113,604 lbs	Sigma	17.9 yd	14'1"	449	T3
D375	157,940 lbs	Sigma	24.2 yd	15'5"	610	T3

\*Machine is available with integrated GPS controls.



## KOMATSU<sup>®</sup> HYDRAULIC EXCAVATORS

MODEL	WEIGHT	DIG DEPTH	CAPACITY	DIG FORCE	H.P.	TIER
PC88	18,558 lbs	15'2"	.37 yd	13,780 lbs	55	T4f
PC138	31,504 lbs	18'0"	.34 - 1.0 yd	18,300 lbs	92	T4f
PC170	37,740 lbs	20'6"	.48 - 1.24 yd	24,470 lbs	115	T4f
PC210	48,722 lbs	21'9"	.66 - 1.22 yd	29,762 lbs	165	T4f
PC210i	48,950 lbs	21'9"	.66 - 1.57 yd	29,762 lbs	158	T4f
HB215	48,175 lbs	21'9"	.66 - 1.57 yd	31,080 lbs	139	Hybrid
PC228	54,405 lbs	21'9"	.66 - 1.57 yd	31,085 lbs	148	T4f
PC240	55,129 lbs	22'8"	.76 - 1.85 yd	34,171 lbs	177	T4f
PC290	70,702 lbs	22'8"	.76 - 1.85 yd	34,171 lbs	196	T4f
PC360	80,547 lbs	24'3"	.89 - 2.56 yd	51,150 lbs	257	T4f
PC490	109,250 lbs	30'2"	1.5 - 4.0 yd	53,790 lbs	359	T4f
PC800	188,670 lbs	28'3"	2.5 - 6.0 yd	72,750 lbs	487	T3



## KOMATSU<sup>®</sup> MOTOR GRADER

MODEL	WEIGHT	MOLDBOARD	DRIVE	H.P.	TIER
GD655	37,346 lbs	14'0"	4WD	218	T4f



## KOMATSU<sup>®</sup> WHEEL LOADERS

MODEL	WEIGHT	TIPLoad	CAPACITY	BREAKOUT	H.P.	TIER
WA270	28,531 lbs	20,216 lbs	3.0 yd	29,487 lbs	149	T4f
WA320	33,731 lbs	21,186 lbs	3.5 yd	36,310 lbs	165	T4f
WA380	40,532 lbs	29,630 lbs	4.0 yd	35,495 lbs	191	T4f
WA470	53,352 lbs	29,630 lbs	5.0 yd	43,163 lbs	272	T4f
WA500	79,802 lbs	54,326 lbs	8.0 -9.8 yd	51,150 lbs	353	T4f
WA600	118,385 lbs	67,200 lbs	10.2 yd	87,230 lbs	527	T4f

# KOMATSU<sup>®</sup>





## HAMM COMPACTION ROLLERS

MODEL	TYPE	SIZE	CLASS	OPERATING WEIGHT	H.P.	TIER
H7iPB	PAD	66"	6-8 TON	15,542 lbs	91	T4i
H7iS	SMOOTH	66"	6-8 TON	15,542 lbs	91	T4i
H11iPB	PAD	84"	12-14 TON	23,975 lbs	134	T4i
H11iS	SMOOTH	84"	12-14 TON	22,730 lbs	134	T4i



## HAMM ASPHALT ROLLERS

MODEL	TYPE	SIZE	CLASS	OPERATING WEIGHT	H.P.	TIER
HD12	VV	48"	3-5 TON	5,964 lbs	31	T4i
HD14	VV/VT	56"	4-5 TON	7,651 lbs	46	T4i
HD110	VV/VO	66"	12-15 TON	22,388 lbs	134	T4i
HD120	VV/VO	78"	15-17 TON	28,164 lbs	134	T4i
HD140	VV/VO	84"	15-17 TON	29,310 lbs	124	T4i



## HAMM PNEUMATIC ROLLERS

MODEL	CLASS	OPERATING WEIGHT	H.P.	TIER
GRW280	8 WHEEL	32,926 lbs	134	T4i
HD14 TT	6 WHEEL	7,651 lbs	47	T4i



## NPK HYDRAULIC BREAKERS

MODEL	IMPACT ENERGY	CLASS	EXCAVATOR CLASS	WEIGHT
PH4	1300 ft lbs		PC88	1,064 lbs
GH6	2000 ft lbs		PC138	2,150 lbs
GH7	2500 ft lbs		PC170	2,900 lbs
GH10	4000 ft lbs		PC200-290	4,200 lbs
GH12	5500 ft lbs		PC290	5,650 lbs
GH15	8000 ft lbs		PC300-360	6,800 lbs
GH18	12,000 lbs		PC400-490	7,800 lbs



## NPK MATERIAL PROCESSORS & SHEARS

Model	JAW OPENING	JAW TYPE	EXCAVATOR CLASS	WEIGHT	MAX CRUSH
M-28G	35.8 in	Pulverizing	PC200	6,850 lbs	125 tons
M-28K	25.1 in	Shearing	PC200	6,900 lbs	133 tons
M-35G	38.6 in	Pulverizing	PC300	7,544 lbs	127 tons
M-35K	22.8 in	Shearing	PC300	7,831 lbs	125 tons



## drumcutters DRUM CUTTERS

Model	WIDTH	WEIGHT	CUTTING FORCE PSI	EXCAVATOR CLASS	PICKS
ER600	30.7 in	1,800 lbs	6,800-8,100	22-40 K	48
ER650	31.0 in	2,200 lbs	7,300-10,900	33-55 K	48
ER1500	35.0 in	3,858 lbs	9,100-15,700	44-88 K	48

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018

# 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.



## 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.

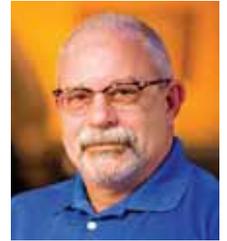
"When it comes to the boom arm and bucket, the capacitor drives the swing and all available engine horsepower can go into the hydraulic

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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# 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. ■



## MORE INDUSTRY NEWS

### Komatsu America CEO elected to AEM board

Komatsu America CEO Rod Schrader was elected to the board of directors for the Association of Equipment Manufacturers (AEM), the North American-based international trade group for the off-road equipment manufacturing industry. AEM officers work on behalf of all member companies, giving their time and talents to provide strategic direction and guidance for the association's business-development initiatives. Areas include public policy; market data; exhibitions; technical, safety and regulatory issues; and education/training.

"With thousands of employees and hundreds of company-owned or affiliated locations across the United States and Canada, Komatsu has a responsibility to ensure that the industries and communities where we do business continue to thrive and grow," Schrader said. ■



Rod Schrader,  
Komatsu America CEO



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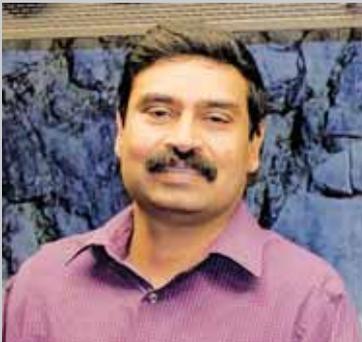


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# IMPROVED OPERATIONS

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



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.

**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 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?**

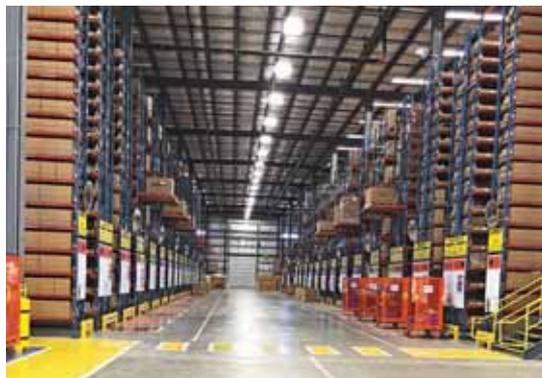
**ANSWER:** That is always our desire. We know that it is realistically improbable, but we believe we can continue to improve if our goal is zero. As long as we are improving, we do not get discouraged when we receive a claim. Instead, we see every claim as an opportunity to learn and better our machines.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



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



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.

# LONGER UNDERCARRIAGE COVERAGE

## New Assurance Program sets industry standard



Jim Funk,  
Komatsu Senior  
Product Manager -  
Undercarriage

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)

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.

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.” ■



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2014	Komatsu WA380-7	2,500	10434	\$145,000
2015	Komatsu WA270-7	2,318	80743	\$95,000
2012	Komatsu WA320-6	3,293	A35429	\$89,000
2014	Komatsu WA500-7	4,410	10373	\$185,000
2012	Komatsu WA600-6	6,333	60891	\$299,000
2005	Volvo L150E	12,169	V8554	\$49,000
2015	Cat 950M	2,800	EMB00296	\$185,000

### EXCAVATORS

2006	Komatsu PC138USLC-2	10,131	1851	\$26,500
2015	Komatsu PC138UCLC-10	1,135	42152	\$127,500
2015	Komatsu PC138USLC-10	1,194	42160	\$127,500
2013	Komatsu PC240LC-10	1,751	A20311	\$135,000
2012	Komatsu PC290LC-10	1,979	A25223	\$152,000
2013	Komatsu PC290LC-10SLF	1,895	A25352	\$165,000
2014	Komatsu PC290LC-10SLF	1,022	A25844	\$220,000
2014	Komatsu PC360LC-10SLF	800	A33634	\$299,000
2012	Komatsu PC360LC-10	4,100	70042	\$145,000
2012	Komatsu PC360LC-10	3,112	70043	\$157,500
2015	Cat 336EL H	1,641	RZA00872	\$206,000

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2013	Komatsu D51EX-22	1,550	B12778	\$145,000
2015	Komatsu D65PXi-18	2,250	90023	\$245,000

### ARTICULATED TRUCKS

2012	Komatsu HM300-2	3,036	3155	\$195,000
2012	Komatsu HM400-3	5,620	3223	\$225,000

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