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ROAD TO SUCCESS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

General Engineering Technology

See how this
California firm became
a multifaceted business



General Engineering Technology's Harrison (left) and Mike Bahr

A Message from Road Machinery



Joel Cook

**We're here
in uncertain
times**



Dear Valued Customer:

I am so excited and grateful for the opportunity to take on the role of President and CEO at Road Machinery LLC. I feel like this is a homecoming of sorts. My career has included several stops across the country, including nine years in Phoenix where Road Machinery's headquarters is located and four great years in the Bay Area supporting the financing needs of construction, trucking and logging customers in Northern California.

The real upside for me is that I get to continue to be a part of Komatsu's quality and reliability in mining, construction and logging equipment. Most recently, I was the EVP of Sales for Komatsu Equipment Company. During my tenure there, I often crossed paths with personnel from Road Machinery, so I am very familiar with the company and what it has to offer. I am grateful for the solid foundation left to me by the previous leadership, and I hope to build on that to make Road Machinery an even stronger company that can meet your every need. We will continue to focus on you by better understanding your needs and consistently aligning our resources to them.

This issue of your Road Machinery Road to Success magazine highlights the diverse lineup of Komatsu equipment that we carry, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

Like most every industry, construction has been affected by COVID-19. Arizona and California have been two of the harder hit states. We don't know for sure what tomorrow will bring in these uncertain times. However, one thing you can count on is that Road Machinery will continue to offer around-the-clock sales and service support to help you get through these tough times. I look forward to meeting you. Thank you so much for your past loyalty, and we so look forward to being a part of your future success.

Sincerely,



Joel Cook
President & CEO



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General Engineering Technology grows from small dry utility digs to multifaceted business providing full site packages

When Mike Bahr left a prominent utility company to start his own firm, his former employer hired him back almost immediately – not as an employee, but as a contractor.

“I resigned to start a business,” said the Owner and President of General Engineering



Harrison (left) and Mike Bahr lead Sacramento, Calif., contracting company General Engineering Technology. It performs general earthwork, including grading, mass excavation and utility installation in the commercial and residential markets.

Technology, which is based in Sacramento, Calif. “They asked me to bid on projects that I had originally been a part of engineering. It worked out well and got my business off to a fairly solid start.”

Bahr purchased a used backhoe to perform excavation. “Fortunately, the guy I bought it from came with it and went to work for me,” said Mike. “As we bid projects, I kept adding operators and equipment. After about five years, growth really kicked in.”

This year marks General Engineering Technology’s 30th anniversary. During the past three decades, Bahr has steadfastly focused on ensuring the business offers consistent, quality service.

“My emphasis remains on meeting customers’ needs on time and on budget,” said Mike. “That helped us gain repeat customers – which is close to 90 percent of our business. They fueled expansion that led from doing small dry utility jobs at the beginning into a full-service site contractor that self performs all types of excavation, utility installation, paving, lighting installation and more.”

Transition in markets

With a current staff of 24, including Mike’s son, Harrison, who joined the company full time in 2007, General Engineering Technology usually has multiple jobs going at once. It typically works within roughly a 50-mile radius of Sacramento.

“Developers contacted us about installing utilities, then they started asking if we would give them a bid for dirt work. Eventually, that led to us offering complete packages. While it’s preferable to do that, we are also comfortable with breaking out our services and doing strictly dirt or utility jobs,” said Harrison.

A recent project near the airport in Sacramento saw General Engineering Technology install more than 100,000 feet of dry utility lines including electric, gas, telephone and cable, during the first segment of a new residential subdivision. Five additional phases will follow, as well as 10 phases of lighting installation. It started mid summer, and the Bahrs expect to be there for several months.

Operator Garry Lowe grades with a Komatsu intelligent Machine Control D51PXi-24 dozer. “With the integrated GPS, it’s just a matter of plugging in the model and going to work,” said Lowe. “It reduces time and labor because you don’t have to stop and check grade or have someone else do it. In some instances, we are saving days on grading jobs compared to doing them without it.”



► VIDEO





► VIDEO

Operator Craig Roderick digs a trench with a Komatsu intelligent Machine Control PC360LCi-11 excavator on a residential project in Sacramento, Calif. "The model is right on the screen, and it has crosshairs. You line up the boom and the machine with the crosshairs, then start digging," Roderick explained. "There is no need for a grade checker, so it eliminates that delay. The accuracy is spot-on, and once you get to target elevation, it won't let you dig past that. The time and material savings are great."



"We completed a similar one in Roseville with multiple phases," said Harrison. "In quite a few instances, we take on projects like this where our scope starts with one aspect and we pick up additional work, such as grading, as it goes along."

Spot-on accuracy with intelligent machines

Mike added equipment as he grew General Engineering Technology. Approximately 20 years ago, he bought the company's first Komatsu excavator after renting one. Komatsu became a staple in his fleet.

"Reliability is extremely important, because unscheduled downtime negatively affects our ability to stay on schedule and take care of customers," stated Mike. "From the first machine, Komatsu has proven dependable. Excavators were our first purchases, but we have since added six more units to round out the fleet."

Recent additions include an intelligent Machine Control (iMC) D51PXi-24 dozer and a PC360LCi-11 excavator with integrated GPS.

"Every pass counts," emphasized Harrison. "If you can avoid 10 extra passes, or even one, you are ahead of the game. That's less time to finish and reduced wear on the machine, which equates to better production and profitability. Komatsu intelligent machines

give us that, with the extra advantage of not having to worry about hooking up or taking down masts and cables. That gives us additional production time. Plug in the plans and away you go."

"The accuracy is spot-on," added Mike. "A great advantage with the dozer is that you can rough grade a site without having to dodge stakes. The operators can see the plans on the in-cab screen and know where they are in relation to final elevation at all times without the need for a grade checker or to get out of the machine and check for themselves."

"The excavator gives you the same, and once the target elevation is reached you can't dig beyond that, so we are saving time and material expense," he added. "We had a recent job to put in a water line, but we couldn't get anyone out to stake it right away. We plugged the plans into the machine, trusted its accuracy and went to work. When the staking company came out and checked, we were right on."

General Engineering Technology acquired the iMC equipment, as well as a GD655-7 motor grader with an added aftermarket Topcon GPS system, from Road Machinery LLC. Technical Solutions Expert Chase Casey helped with setting up the machines and training to



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RMLRoadToSuccess.com

Continued . . .

Machine set up and training provided

... continued



► VIDEO

Operator Garry Lowe blades windrows with a Komatsu GD655-7 motor grader equipped with a Topcon aftermarket GPS system. "It saves a ton of time compared to a grader without GPS. The finger-tip controls in the motor grader are fantastic and your hand rests right on the joysticks, so it's easy to run and comfortable at the same time."

ensure General Engineering's operators understood how to get the most out of them right away.

"Anytime we have a question about either the intelligent machines or the motor grader with GPS, Chase has been right there with an answer," said Harrison. "We appreciate the good support that Chase, Dennis Alias (Sales Manager, Northern California) and others at Road Machinery have given us over the years."

Set up for future success

The Bahrs believe the future is bright for General Engineering Technology. Eventually, Harrison will take the lead role in the company.

"Harrison is learning the business just like I did, from the ground up," said Mike. "I'm confident that he could step in at any time and the business would not only survive but also thrive under his leadership."

"I want to see General Engineering continue to grow," Harrison added. "We're in good markets, provide a full range of services and have a great staff that cares about delivering quality work. I think we're set up well for a lot more years to come." ■

(L-R) General Engineering Technology Owner Mike Bahr; his son Harrison; and Operators Garry Lowe and Craig Roderick recently met with Road Machinery Sales Manager, Northern California Dennis Alias; Account Manager Dave Dobberton; and Technology Solutions Expert Chase Casey. "Road (Machinery) has given, and continues to give, great service," said Mike Bahr. "They take care of us from every standpoint: machinery, support, training and parts. We appreciate everything they do."



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Response and recovery plans are key to successfully weathering a variety of emergency situations



Troy Tepp
Director,
Safety Services,
Sentry Insurance

One of the main factors in successful project completion is preplanning. That's also a key element in responding to an emergency situation or crisis, according to Troy Tepp, Director, Safety Services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Tepp, whose webinar for the Associated Equipment Distributors titled, "Developing Your Emergency Response & Recovery Plans – Before They're Needed" outlined what businesses need to focus on during a crisis. He suggests starting by establishing goals and priorities.

"The top priority within any emergency response plan must always be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities," said Tepp. "Keep in mind your procedures also need to account for employees outside of

your fixed-based operations, such as field personnel, drivers and equipment operators."

Once life-safety priorities have been addressed, a focus on procedures to stabilize sites and protect buildings, premises and other key assets is the next step. Plans to protect sensitive records, monies kept on site and other assets should follow.

Primary risks

Tepp emphasized that risk assessment is fundamental to the preplanning and development process. He advises firms to take into account three primary risks, including natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow and flooding. "These are the most likely risks firms face. Where you conduct business should be factored in. If you are a contractor who works across various regions, or all parts of the country, you must have every type of weather in your plan."

Additional risk considerations are human incidents such as medical injuries, robbery or even bomb threats, according to Tepp. The final type of risk is technological occurrences, such as data breaches.

Pre-incident planning and awareness is another important step. Items under consideration can include alarms, public-alert and surveillance systems; site communication capabilities; communication with remote staff; municipal agency support resources; staff expertise, skill development and special needs; and evacuation routes and shelter spaces.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness. "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify these events," said Tepp. "Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If

Natural events, such as severe weather, happen across the United States. "These are the most likely risks firms face," said Troy Tepp, Director, Safety Services with Sentry Insurance. "Where you conduct business should be factored in. If you are a contractor who works across various regions, or all of the country, you must have every type of weather in your plan."





Response and recovery plans help ensure your business is well-prepared to handle risks and emergency situations. "Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Troy Tepp, Director, Safety Services with Sentry Insurance.

personnel are off-site, have a communication plan to check on their safety and well-being."

The example outlined above is part of the phase that Tepp calls Designing Your Response Procedures. Responses should be specific, define roles and responsibilities and activate an assigned response team.

"These procedures will be unique for each scenario – no response is likely to be identical for any two emergencies," said Tepp. "Along with response procedures and staff responsibilities, document specific steps for notification, ongoing communication and your planned role for municipal emergency response services. These service providers can help in developing plans and are often willing to assist with annual training and drills. Monitoring staff performance and identifying areas to improve and modify may be part of assessing training and drills."

To prepare effectively, a business-recovery plan is needed, according to Tepp, who said the plan should designate a preassigned business-recovery team. Other elements of the plan can be determining essential versus support staff, creating recovery operations, outlining IT needs, looking at communication

considerations, preparing daily progress updates and phased recovery, testing and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step (after an incident has occurred); the faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee a successful recovery by putting the plans in place that you developed to deal with emergency events."

Covering COVID

In addition to his formal presentation, Tepp touched on how to respond to major unforeseen incidents, such as the COVID-19 crisis. He said that an addendum to plans already in place or a section devoted to infectious diseases is a good idea, with a caveat.

"This event really came out of nowhere, so most people had not addressed something like it," said Tepp. "Businesses should consider having some personal protective equipment on hand such as masks, but not go overboard. It can be expensive, expiration dates come into play for items stored long term and having large numbers of such items is likely unnecessary in most cases." ■

Editor's Note: This article contains information from a webinar Troy Tepp of Sentry Insurance created for the Associated Equipment Distributors and from a conversation with Tepp. It is for information purposes only and provides insight for businesses in our industry.

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Five ways your construction business can address uncertainty during COVID-19, other crisis situations

Perhaps the hardest part of the COVID-19 pandemic has been the uncertainty – not knowing what will happen next. The rapid spread of the virus that resulted in essentially locking down the United States is unprecedented in our lifetimes, and the inability for even the experts to predict the human toll and economic outcome causes stress and fear for everyone.

Because none of us can control the outcome, you must try to manage those things you can. Following are some areas you have control over in your business:

1. How you communicate. Continual, honest communication with those on your payroll and your customers is essential. Share the facts about what's happening in the industry, the community and within your organization. Don't be brutally honest but don't sugarcoat things either. Be straightforward about what's going on, both good and bad. This will help limit confusion and gossip, as well as minimize any shocks when new information comes in.

2. The willingness to listen. It's within your power to encourage open dialogue. Allow workers to express their concerns, share their ideas or simply vent on occasion. Listen to what they have to say and address any problem areas as quickly as possible. Also be sure tailgate talks and safety discussions continue to take place – from a social distance, of course.

3. Showing compassion. Recognize that this is a difficult time for everyone, whether it's your employees or customers. Work with them to address specific challenges or concerns. Put the necessary precautions in place to ensure the safety of everyone entering your sites and ask them if they feel comfortable about the steps that are being taken. Allow for time off due to stress and especially illness, if needed.

4. Monitoring employees' mental states. Construction workers may not be on the frontlines of the crisis, but they are certainly close to it. The increased exposure on top of the job that already carries a certain level of risk can push some workers over the

brink. The industry already has the highest rate of suicide of any sector. Train staff to recognized signs of mental distress and suicidal tendencies.

5. Giving hope. While the coronavirus may seem like a never-ending bad news story, there is reason to be hopeful and there are some signs that we may pull out of this mess in the near future. Find the positive news stories where you can and pass them along. Reassure your employees and customers that you're in this for the long haul. Then make sure you are by staying informed about your company's position and managing costs that are within your control. ■

Editor's note: Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared at ForConstructionPros.com. To read the article in its entirety, visit www.forconstructionpros.com/blog/21128525.



Becky Schultz,
Editor,
Equipment Today

Becky Schultz, Editor, Equipment Today, offers five things you can control during uncertain times such as the COVID-19 pandemic. They include how you communicate and listen, among others.



Contractor keeps moving with a fleet of intelligent Machine Control and standard equipment



Kelly Fulfer,
Owner/President



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Before earning his high school diploma, Kelly Fulfer was an experienced operator who had chosen a career path in construction. As a teen, he worked part time for a contractor and was running a backhoe by his junior year.

"During my senior year I had only a couple of classes, so I worked during the day, too," recalled Fulfer. "If the project was close to the school, I would just drive the backhoe between there and the jobsite."

Today, Fulfer spends less time on machinery and more on overseeing his business, Superior Construction & Excavating, which is a full-service sitework company that also has its own gravel pits. The business typically runs 12 to 15 jobs at once. Recent assignments included a subdivision that called for excavating a pond with close to 270,000 cubic yards of dirt that was kept on site and spread for fill and grading.

Spot-on accuracy in all materials

Superior Construction & Excavating operators used Komatsu intelligent Machine Control (iMC) D61PXi-23 and D61PXi-24 dozers

to construct the ponds, build subgrade for roads and level lots.

"The accuracy is spot-on, no matter the application," said Operator Justin Bollinger. "I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it's a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I'm placing."

Fulfer acquired the iMC dozers not long after he started using standard Komatsu equipment in his fleet. He now has more than 20 machines, including excavators, dozers, wheel loaders and articulated dump trucks.

"We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu," said Fulfer. "(Our distributor) put together an impressive package of machines. Equally important is service. (They) have been excellent to work with." ■

Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu intelligent Machine Control D61PXi-24 dozer. "The accuracy is spot-on, no matter the application," said Bollinger. "I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it's a matter of getting in the machine, doing a quick calibration and letting it do the work"

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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

CRAWLER DOZERS

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MODEL	WEIGHT	BLADE	CAPACITY	BLADE WIDTH	HP	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/Sig	5.9 yd	11'2"	205	T4F
D65PX	49,315 lbs	PAT/Sig	5.78 yd	13'2" LGP	205	T4F
D65EXi	49,559 lbs	PAT/Sig	5.78 yd	11'2"	205	T4F
D155	87,100 lbs	Sigma	12.3 yd	13'4"	354	T4F

* Machine is available with integrated GPS controls

HYDRAULIC EXCAVATORS

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MODEL	WEIGHT	DIG DEPTH	CAPACITY	DIG FORCE	HP	TIER
PC88	18,558 lbs	15'2"	.37 yd	13,780 lbs	55	T4F
PC138	31,504 lbs	18'0"	0.34 - 1.24 yd	18,300 lbs	92	T4F
PC170	37,740 lbs	20'6"	0.48 - 1.22 yd	24,470 lbs	115	T4F
PC210	48,722 lbs	21'9"	0.66 - 1.57 yd	29,762 lbs	165	T4F
PC210i	48,950 lbs	21'9"	0.66 - 1.57 yd	29,762 lbs	158	T4F
PC238	54,230 lbs	21'9"	0.66 - 1.57 yd	33,500 lbs	165	T4F
PC240	55,129 lbs	22'8"	0.76 - 1.85 yd	34,171 lbs	177	T4F
PC290	70,702 lbs	22'8"	0.76 - 2.56 yd	34,171 lbs	196	T4F
PC360	80,547 lbs	24'3"	0.89 - 4 yd	51,150 lbs	257	T4F
PC490	109,250 lbs	30'2"	1.5 - 6 yd	53,790 lbs	359	T4F
PC650	140,456 lbs	27'10"	2.05 - 4.9 yd	64,150 lbs	436	T4F

MOTOR GRADER

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MODEL	WEIGHT	MOLDBOARD	DRIVE	HP	TIER
GD655	37,346 lbs	14'0"	4WD	218	T4F

WHEEL LOADERS

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MODEL	WEIGHT	TIPLOAD	CAPACITY	BREAKOUT	HP	TIER
WA200	26,100 lbs	18,971 lbs	2.5 yd	24,251 lbs	126	T4I
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 - 9.8 yd	51,150 lbs	353	T4F

CRAWLER CARRIERS

TERRAMAC

MODEL	CAPACITY	HP	WEIGHT	TIER
RT9	18,000 lbs	230	26,000 lbs	T3
RT14	28,000 lbs	280	32,700 lbs	T3
RT14R	28,000 lbs	320	40,000 lbs	T4F

HYDRAULIC BREAKERS

NPK

MODEL	ENERGY CLASS	CLASS	WEIGHT
PH4	1,300 ft lbs	PC88	1,064 lbs
GH6	2,000 ft lbs	PC138	2,150 lbs
GH7	2,500 ft lbs	PC170	2,900 lbs
GH10	4,000 ft lbs	PC200-290	4,200 lbs
GH12	5,500 ft lbs	PC290	5,650 lbs
GH15	8,000 ft lbs	PC300-360	6,800 lbs
GH18	12,000 ft lbs	PC400-490	7,800 lbs

MATERIAL PROCESSORS & SHEARS

NPK

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

DOUBLE DRUM ROLLERS

DYNAPAC

MODEL	WIDTH	WEIGHT	HP	TIER
CC900/950	35"	3,500 lbs	24	T4F
CC1200	47"	5,900 lbs	25	T4F
CC1300	51"	9,000 lbs	49	T4F
CC4200	66"	23,000 lbs	130	T4F
CC6200	84"	33,500 lbs	130	T4F

SINGLE DRUM ROLLERS

DYNAPAC

MODEL	WIDTH	WEIGHT	HP	TIER
CA1300D	54"	10,000 lbs	75	T4F
CA1400D	66"	14,000 lbs	75	T4F
CA2500D	84"	25,000 lbs	130	T4F

PAD FOOT ROLLERS

DYNAPAC

MODEL	WIDTH	WEIGHT	HP	TIER
CA1300DPDB	54"	10,000 lbs	75	T4F
CA1400DPDB	66"	14,000 lbs	75	T4F
CA2500/3500DPDB	84"	25,000 lbs	130	T4F
CT3000 TAMPING COMP		49,000 lbs	260	T4F

PNEUMATIC ROLLERS

DYNAPAC

MODEL	WIDTH	WEIGHT	HP	TIER
CP1200	69"	12.5k-28.5k lbs	74	T4F
CP2700	72"	27k-60k lbs	110	T3

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New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer

Whether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.

"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Product Manager. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this

excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." ■



Andrew Earing,
Komatsu Product
Manager

Brief Specs on Komatsu's PC130-11 Excavator

Model	Operating Weight	Horsepower	Bucket Capacity
PC130-11	28,660 lb	97.2 hp	0.76 cu yd

Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.



Discover more

Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,
Komatsu Product
Marketing Manager



Discover more

Experienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

New bucket design, customer-requested features

The WA800-8's bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

Quick Specs on Komatsu's WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.



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Mike Gidaspow says that the features and technology in today's equipment are the result of connecting with customers

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.



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

"Growing up, I had visions of working for a car-review magazine and performance testing automobiles," said Gidaspow. "Construction equipment was pretty close, so it was a bit of a dream come true."

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

"There are new challenges and opportunities every day in this industry," Gidaspow stated. "When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable."

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons. ■

QUESTION: During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?

ANSWER: Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

QUESTION: That's surely been a challenge with COVID-19. How are you adapting?

ANSWER: Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to "meet" and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

QUESTION: Do you see this as a long-term trend?

ANSWER: We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this situation, and we believe they will continue to do more and more going forward.

QUESTION: Will technology continue to play an ever-increasing role?

ANSWER: It certainly will, and the faster equipment users accept and implement it, the faster they will see the positives. Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable



In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. "Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve," said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. "We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable."

data that can be acted on much more quickly than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

QUESTION: Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?

ANSWER: These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. ■



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu's intelligent Machine Control.

MyKomatsu web-based solution simplifies fleet management and e-commerce



Rizwan Mirza,
Komatsu Manager,
Telematics, Products
& Services Division



Tom Hergenreder,
Komatsu Marketing
Manager, Parts

Fleet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

"Quick access to critical information is vital," said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. "Customers told us they wanted to be able to access their fleet data at any time, from a single site where it's organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses."

Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts.

"Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed," said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. "Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor's parts counter."

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. "Starting from a fleet view, users can easily check the performance of their fleet or an individual machine," Mirza explained.

"Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available," added

Hergenreder. "The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching."

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

"We are working to add customers' competitive machines to be able to track them, too," said Mirza. "This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices." ■



intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to

plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



Derek Morris,
Komatsu Product
Marketing Manager,
intelligent Machine
Control

Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



Adding automatic lubrication system can sustain vital components' performance, longevity



Scott Ruderman,
Komatsu Product
Marketing Manager



Dan Varon,
Graco Market
Specialist

Proper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

"Equipment has several grease points, and it takes time to manually hit them all," said Ruderman. "In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation."

Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

"Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed," said Dan Varon, Graco Market Specialist. "However, you can manually regulate the amount of grease. For example, if

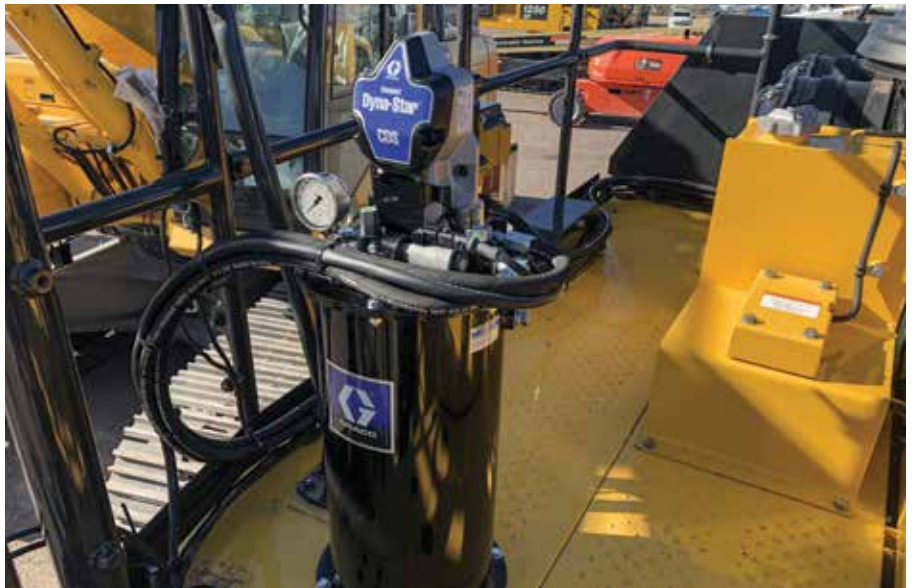
operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point."

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

"Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine," Ruderman noted. "Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure." ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.



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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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Travis Heseltine loves the daily variety, challenge that come with inside parts sales career

While some tasks are occasionally repeated, no two days are ever exactly the same for Travis Heseltine, who handles inside parts sales for a Komatsu distributor.

"It's hard to believe such variety after 21 years in a parts department, but that's a great advantage to this job," emphasized Heseltine. "Sure, there are some jobs I do on a routine basis to keep things in proper working order; however, I never have that sense of 'here we go again' doing the same thing over and over, day after day."

Working in a parts department has been the one constant in Heseltine's life since he joined the distributor in 1999 after serving in the U.S. Army for five years. While in the service, he was a radio operator and worked with computers and automation.

"That training fit right into the current parts world, which has become increasingly automated," Heseltine pointed out. "When I started, parts books on CD were the big thing. Now, pretty much everything is online. Today, when a customer places an order by phone or online, we can find what they need in seconds after a few mouse clicks. I put the order together and send it to the warehouse for them to pull the part or parts to be ready for pick up, delivery or shipping."

Priority on speed, affordability

Heseltine helps locate and secure parts for both internal use – which includes the distributor's shop – and for external customers either through his company's warehouse locations or directly from the inventories of Komatsu and other manufacturers.

"The sooner we can get machines back into production the better, and that's why most common items are kept in stock, as well as a large inventory of replacement parts," Heseltine explained. "If we don't have something, in most instances, we can get it in fairly short order. I try for the fastest, most cost-effective means for the customer."

Case-in-point involved a recent order from a mine for radiator coolers. Heseltine worked with a freight company to ensure delivery

of the coolers to the customer within its specific timeframe.

"It was a challenge, but anytime you deliver for the customer and make them happy, it's a good feeling," said Heseltine. "I enjoy what I do, or I would not have stayed with it this long. The equipment industry is great, and parts are a critical piece of the puzzle. You can't fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I'm glad I found this job and made a career out of it." ■

"I'm glad I found this job and made a career out of it."



Travis Heseltine (below) looks up a part on his distributor's inventory. "I enjoy what I do, or I would not have stayed with it this long," said Heseltine of inside sales. "The equipment industry is great, and parts are a critical piece of the puzzle. You can't fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I'm glad I found this job and made a career out of it."



Komatsu supports Feeding America as national partner in COVID-19 response efforts, donating funds to aid food banks



Rod Schrader,
Chairman and CEO,
Komatsu North America

More than 37 million Americans face hunger each year. Recently, as the COVID-19 pandemic pushed millions more into food insecurity, Komatsu's North American business units partnered with Feeding America, the nation's largest domestic hunger-relief organization, to donate up to \$250,000 to support the organization.

"The hunger crisis grew quickly in the face of COVID-19," said Rod Schrader, Chairman and CEO of Komatsu's North American operations. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities."

In May, Feeding America predicted that its network of local food banks would need an additional \$1.4 billion during a six-month period to provide food assistance to people facing hunger – a 30-percent increase to the nonprofit organization's operating costs. The network of 200 food banks works with more than 60,000 soup kitchens, food pantries, churches and other community organizations to deliver food, even in the midst of a global pandemic.

"Feeding America is grateful to Komatsu and its employees for their generous support of our neighbors who face hunger during these uncertain times," said Lauren Bierdron, Vice President of Corporate Partnerships at Feeding America. "Their donation will help food banks serve communities hit the hardest by the COVID-19 pandemic."

Matching employee donations

Komatsu America Corp., Komatsu Mining Corp., Modular Mining and Hensley Industries – all North America subsidiaries of Komatsu Ltd. – are joining together in the effort. The business units are donating \$150,000 and are providing a two-for-one match of employee donations up to \$50,000.

The companies are dedicating an additional \$100,000 to local organizations in the communities in which they operate throughout North America to support specific charitable efforts and needs in the areas of medical supplies and support, food insecurity and community funds. ■

Komatsu's North American business units partnered with Feeding America, donating up to \$250,000 to the organization's efforts to provide food assistance to those facing hunger. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities," said Rod Schrader, Chairman and CEO of Komatsu's North American operations.



AGC 'Culture of CARE' program designed to help firms create more welcoming workplace environments

A new Associated General Contractors of America (AGC) initiative is aimed at increasing diversity in the construction industry and making jobsites more inclusive. Called Culture of CARE (commit, attract, retain and empower), its purpose is to help firms offer a more welcoming workplace environment for staff, particularly those from varied demographic backgrounds.

"We are asking companies to take bold and visible steps toward creating a more diverse, safe, welcoming and inclusive construction industry," said Stephen E. Sandherr, AGC's Chief Executive Officer. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable."

Culture of CARE calls on construction firms to sign a pledge to create more welcoming and inclusive workplace cultures. After signing the pledge, AGC will work with them to provide training and suggested human resources practices designed to help them take action. Education materials are available from the program, including sample HR policies, toolbox talks, jobsite posters and hardhat stickers.

Those interested can sign the pledge at www.buildingculture.org. More information about the program, as well as other resources, are also available on the website.

Safety and financial benefits

Sandherr noted that Culture of CARE is based on a program first launched by the AGC of Washington Chapter in the Pacific Northwest. The national association's Diversity & Inclusion Council evaluated the state program and determined that it was a powerful tool to support the industry's efforts to become more diverse and inclusive. In addition to the CARE program, AGC of America has already released its Business Case for Diversity & Inclusion in the Construction Industry, which provides the economic, safety and productivity rationale for expanding construction diversity.

"Culture of CARE has the potential to support a broad expansion of the diversity of the construction industry," said Rita Brown, Chair of AGC's Diversity & Inclusion Council. "We want to provide the tools needed to recruit, retain and support people of all backgrounds." ■

The Associated General Contractors of America (AGC) is focusing on increasing diversity in construction and making jobsites more inclusive through its Culture of CARE (commit, attract, retain and empower) initiative. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable," said Stephen E. Sandherr, AGC's Chief Executive Officer.



MINExpo postponed due to COVID-19 concerns

Citing the safety and well-being of attendees and exhibitors, the National Mining Association (NMA) has postponed MINExpo International until September 2021. Specific dates have not been set, but the event is scheduled for the Las Vegas Convention Center.

NMA said registered attendees will receive a refund of their registration and award luncheon tickets. When new dates are announced, those who had registered will be contacted. More information is available on the MINExpo website, www.minexpo.com. ■

Pandemic challenges ability to address road improvement backlog

Decreased revenues due to the COVID-19 pandemic may further hinder state and local governments from addressing a \$211 billion backlog of needed improvements to U.S. rural roads and bridges, according to a report from TRIP, a national transportation research nonprofit.

"Addressing the nation's rural transportation challenges will require a significant increase in investment, but the tremendous decrease in vehicle travel that has occurred due to the COVID-19 pandemic is estimated to reduce state transportation revenues by at least 30 percent – approximately \$50 billion – in the next 18 months," said

TRIP in its executive summary of the report, "Rural Connections: Challenges and Opportunities in America's Heartland."

The \$211 billion estimate in needed repairs and improvements came from a United States Department of Transportation analysis submitted to Congress in 2019. It further indicated that the nation's annual \$28 billion investment by all levels of government in rural road, highway and bridge rehabilitation, as well as enhancements, should be increased by 28 percent, to approximately \$36 billion annually to upgrade condition, reliability and safety. ■

New rule defining navigable waters draws praise from industry groups

Construction industry groups such as the Associated General Contractors of America (AGC) applauded the final Navigable Waters Protection Rule that went into effect in June, saying it better identifies federal waters, respects states' primary role in land use and pollution prevention and balances major case law. AGC also said it gives clarity as to when a federal permit is needed for work in or near federal waters. The organization has a summary of the rule on its website, www.agc.org.

The U.S. Environmental Protection Agency and the Department of the Army's

Navigable Waters Protection Rule covers four categories of water that are federally regulated: the territorial seas and traditional navigable waters; perennial and intermittent tributaries to those waters; certain lakes, ponds and impounds; and wetlands adjacent to jurisdictional waters.

The rule also details 12 categories of exclusions. They include such areas that contain water in direct response to rainfall, groundwater, many ditches, previously converted cropland and waste-treatment systems. ■

Side Tracks

Can you spot what is different?

There are 10 differences between these two pictures. Test your power of observation, then scan the QR code to check your answers.



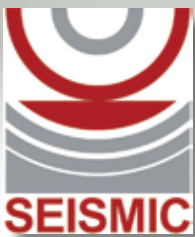
Scan to reveal
answers



DYNAPAC SEISMIC TECHNOLOGY – SHAKING UP COMPACTION

Dynapac Seismic technology automatically detects the soil characteristics, works together with it, and applies the correct amount of vibration energy exactly when required.

- Reduces power and energy consumption up to 30%.
- Eliminates the guess work for the operator by automating the process and achieving optimal compaction results.
- Upgraded advanced technology package on CA1500-6500 soil rollers to include Dynapac Active Bouncing Control (ABC), and Compaction Meter.
- Active Bouncing Control – A unique technology developed by Dynapac that prevents over compaction of the soil, avoiding damage to both the material and the machine.



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KOMATSU®



2017 Komatsu WA470-8



2014 Komatsu PC228USLC-10



2014 Komatsu D155AX-7

Used Equipment for Sale

Year	Model	Hours	Serial No.	Price
Wheel Loaders				
2012	Komatsu WA500-7	11,675	10073	\$105,000
2013	Komatsu WA470-7	4,610	A47022	\$115,000
2013	Komatsu WA320-7	3,020	80095	\$87,500
2013	Komatsu WA320-7	3,450	80373	\$79,500
2015	Komatsu WA380-7	3,350	A64549	\$129,500
2016	Komatsu WA470-8	6,011	A49044	\$129,500
2016	Komatsu WA470-8	3,025	100008	\$185,000
2016	Komatsu WA470-8	2,950	100010	\$186,000
2017	Komatsu WA270-8	1,000	83236	\$122,500
2017	Komatsu WA380-8	2,050	15131	\$139,500
2017	Komatsu WA470-8	1,350	A49125	\$129,000

Excavators				
2008	Komatsu PC228USLC-10	10,510	55061	\$149,500
2014	Komatsu PC800LC-8	2,900	1117	\$102,500
2014	Komatsu PC228USLC-10	2,900	1030	\$102,500
2014	Komatsu PC228USLC-10	3,106	1547	\$104,500
2015	Komatsu PC228USLC-10	2,450	1704	\$122,500
2015	Komatsu PC360LC-11	2,850	A35045	\$162,500
2017	Komatsu PC360LC-11	2,350	A35574	\$197,500
2017	Komatsu PC490LC-11	3,640	A41492	\$249,500

Dozers				
2014	Komatsu D155AX-7	3,985	90190	\$162,500
2014	Komatsu D155AX-7	5,210	90207	\$149,500
2017	Komatsu D65EX-18	2,800	90739	\$152,500

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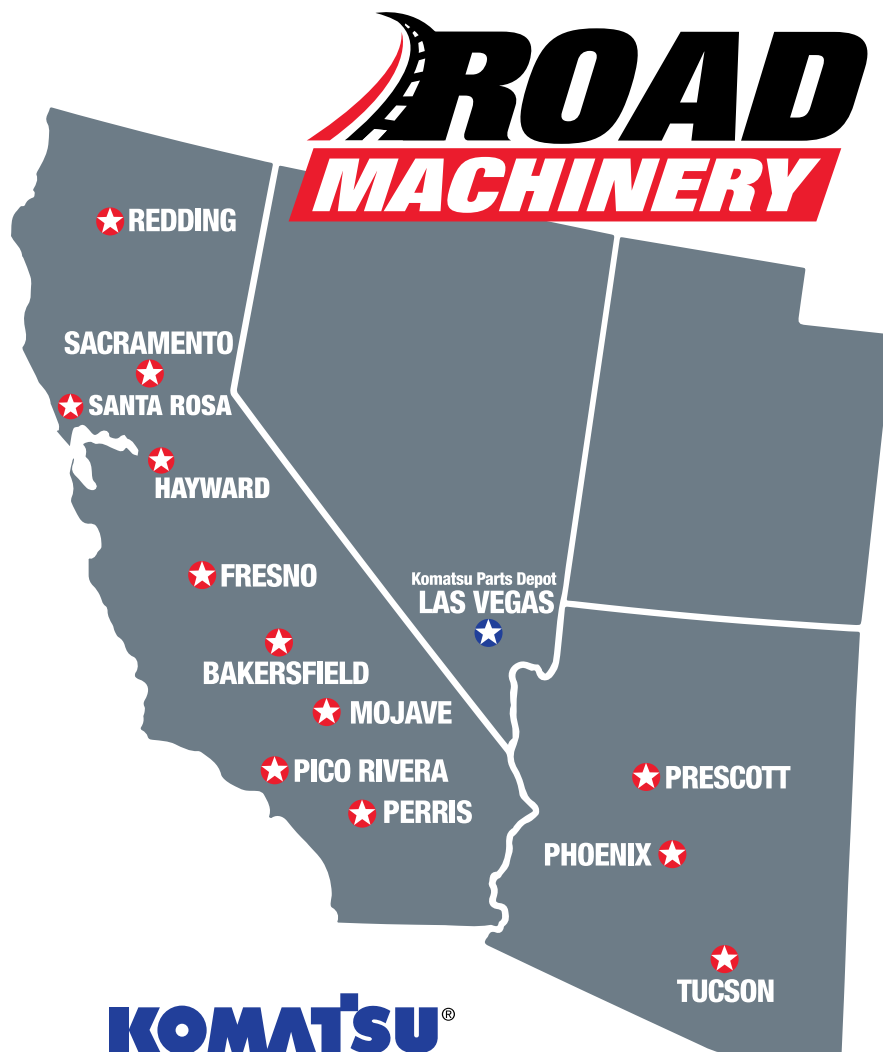
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