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ROAD TO SUCCESS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

Blue Mountain Minerals

Provides limestone products
to a variety of customers



John Salkowski,
president

Richard Stringham,
plant manager

A Message from the President



Nate Kendall

**Expanding our
capabilities to
serve you better**



Dear Valued Customer:

Road Machinery LLC has a strong history in the mining industry. We have supported some of the largest mining operations in the western United States for decades with equipment and service. We are also well known for remanufacturing equipment components.

Soon, our newly reconstructed remanufacturing location in Phoenix will be completed. We are excited about this project as it gives us a state-of-the-art facility with greater workshop and training areas. More importantly, it expands our capabilities to service our customers. Read more about it inside this edition of your Road to Success magazine.

Road Machinery is honored to feature Northern California's largest limestone producer, Blue Mountain Minerals. It's known for producing high-quality products that are used in multiple applications, as well as sustainable, environmentally sound practices. I think you will find Blue Mountain Minerals' story very interesting.

The mining industry uses large equipment, such as the Komatsu D375A-8 dozer Blue Mountain Minerals purchased from Road Machinery. We can help you determine the right machines to increase production and efficiency on your job sites. If you think you need a loader, look inside to learn more about Komatsu's WA900-8 with automatic and semi-automatic features. Plus, it is a great match for 150-ton haul trucks.

You can also learn more about Komatsu Care Plus III, which can help you better determine your large equipment's operating costs with a comprehensive program for total machine coverage.

Of course, technology continues to make operations better, including helping train your operators in a safer environment. Read how Komatsu and some of its affiliated companies developed a simulator to help with truck spotting.

As always, if there's anything we can do for you, please call one of our branch locations. No matter what you mine, we're here for you with equipment and support.

Sincerely,

A handwritten signature in black ink, appearing to read "Nate Kendall". The signature is fluid and cursive.

Nate Kendall
President & CEO



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Largest producer of limestone products in Northern California, Blue Mountain Minerals, serves a wide range of customers



John Salkowski,
president



Richard Stringham,
plant manager

From the Gold Rush of the mid-1800s to today, California continues to have a rich mining history. The Columbia area — about two hours southeast of Sacramento — has seen steady activity since 1850 when prospectors came there to seek riches.

In addition to gold mining, limestone and marble mining flourished. Gold has largely gone by the wayside, but the latter remains strong, and Blue Mountain Minerals' main location is right in the middle of the action.

"Blue Mountain Minerals is the largest producer of limestone products in Northern California," stated President John Salkowski. "We service several industries, including agriculture, energy, construction and more. That's possible because we have both typical and dolomitic limestone. Having those different chemistries is an obvious advantage in terms of the number and types of customers we can make products for."

With a staff of about 60 working across two shifts per day, the main quarry produces materials that range from powder to boulders. The company also has 14 employees at its Paso Robles location.

"At one time, this was a marble slab quarry; the quality supposedly rivaled that found in Italy, so it was sought after," said Plant Manager Richard Stringham, recalling the history of the Columbia location. "We are no longer in the slab business. All our materials today are drilled, blasted and crushed."

"Because this quarry has different types of rock in different locations, we look at supply and demand to determine where we will drill and blast," Stringham added. "We usually blast once a week, and that generally provides enough for roughly three weeks to a month of that type of material."

From powder to boulders

A very large percentage of the quarry's raw materials are broken down into powder form. The resulting products are used extensively in agriculture for soil amendments, feed ingredients, dairy bedding and herbicides. In the building and construction industries, they are used in glassmaking, shingles, marble/stone, flooring, paint and coatings, and stucco.

"Our main products are the flour and the grit size," explained Stringham. "Aggregates make up a small portion of our operations right now, and those run from washed sand up to about a 6-inch minus. Boulders are produced as needed for customers. We have a small bagging operation that puts limestone powder in 50-pound bags and 1-ton super sacks. That's part of growing our business."

In addition to traditional construction uses such as road base, Blue Mountain Minerals' limestone is utilized in the energy and environmental sectors for biomass energy production, erosion control and more.

"Our products are very green," said Salkowski. "Basically, we're taking something out of the Earth, and it's being placed in other areas of the planet. Our on-site practices promote sustainability too. Obviously, we're governed by air and water quality standards, and we adhere to those with dust collection and zero water discharge. We want, and it's in our best interest, to employ environmentally sound practices as we harvest raw materials and make new products."

Operator Kevin Wallin pushes dirt and rock with a 163,000-pound-plus Komatsu D375A-8 surface mining dozer. Wallin commented, "For a dozer its size, the 375 is very comfortable. I don't feel like I'm worn out at the end of the day... I work it hard, and it has given us no issues whatsoever."





Blue Mountain Minerals uses its Komatsu D375A-8 to expand benches at its Columbia, Calif., location. “Drilling and blasting as we expand creates more dirt and some big boulders. The dozer has all the power we need to deal with those heavier materials,” said Richard Stringham, plant manager. “It increased how much we push per hour.”

All products are trucked from the quarry by customers themselves or through trucking companies they have hired. Stringham noted that materials are shipped extensively throughout the West.

“The amount of products going out can vary considerably,” said Stringham. “For instance, in agriculture, customers generally don’t take materials during harvesting time. Afterward, there is a big push for them to get product on the ground before it rains. In addition to our traditional customers, we directly compete with very few mines and quarries, and if they run out of product, we get phone calls from them. We will sell to anyone. It’s just a matter of them coordinating the trucking.”

More push per hour with D375A-8

About a year ago, Blue Mountain Minerals needed a new surface mining dozer. Road Machinery LLC’s Dennis Alias, general sales manager for Northern California, presented Salkowski and Stringham with the option of replacing their competitive brand with a 163,000-pound-plus Komatsu D375A-8 with nearly 25 cubic yards of blade capacity.

“We were looking for value — efficiency, proper sizing for our operations, total cost

of ownership,” said Stringham. “The 375 is equivalent in size to what we had, so it fit from that standpoint. Our need for a new dozer was fairly urgent, and Road Machinery had availability while others didn’t, so that was a big plus. But, we weren’t going to buy just based on that. Dennis and Road Machinery flew us down to Phoenix for a demo, so we would know how it operated and if it was going to be the right fit.”

In addition to Stringham, Salkowski and longtime operator Kevin Wallin made the trip.

“I asked Kevin point-blank at a company meeting afterward if we should buy it, and he said yes,” recalled Salkowski. “His endorsement, and the fact that we were confident that Road Machinery would stand behind its word to take care of our service needs, made the decision fairly easy.”

Stringham added that the D375A-8 is key to production, especially as Blue Mountain Minerals expands its pit.

“Typically, we drill and blast at the face, which is solid rock,” said Stringham. “The resulting shot rock is easy to push. Drilling and blasting as we expand creates more dirt and some big boulders. The dozer has all the power we



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Continued...

'The 375 is very comfortable'

... continued

need to deal with those heavier materials. It increased how much we push per hour."

Wallin added, "For a dozer its size, the 375 is very comfortable. I don't feel like I'm worn out at the end of the day. The controls are very easy to use, and it has a heated seat. It keeps me productive. I work it hard, and it has given us no

issues whatsoever. I also really like that there is no DEF (diesel exhaust fluid) required. All this one needs is fuel."

Blue Mountain Minerals' service personnel tracks fuel usage, idle time and other data with Komatsu's Komtrax Plus. They also perform routine services and maintenance on the dozer.

"Road Machinery did the first service with them," said Stringham. "Road Machinery installed an auto greasing system, which reduces our daily maintenance and ensures proper lubrication. If we need anything, I can call Dennis or our product support representative, Pat Cofield, and it will be taken care of right away."

Growing pains with a bright future

Expansion at Blue Mountain Minerals' Columbia location involves growing pains that will pay off in the long run, according to Stringham.

"In order to go deeper, we have to go wider," he said. "It will take us into new areas up to our boundaries. In years past, the practice was to go down the center of the boundaries and get the best materials. That only lasts so long. Even though we are dealing with some tougher materials now, in the long term, this will pay off. We will be much better pit-wise because our benches will be more established and accessible. That will increase efficiency, and we will have more options as far as rock to drill and blast. We see a bright future." ■



(L-R) Blue Mountain Minerals' Richard Stringham meets with Road Machinery's Dennis Alias and Pat Cofield. "If we need anything, I can call Dennis or our product support representative, Pat Cofield, and it will be taken care of right away," said Stringham.

Blue Mountain Minerals' main location near Columbia, Calif., produces a wide range of products, from powders to boulders. They are used in several industries, including agriculture, construction, energy and more.



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Road Machinery LLC begins construction on highly anticipated Reman Center reconstruction in Arizona

Road Machinery LLC recently celebrated the groundbreaking of the Reman Center expansion and renovation project. Construction is expected to be completed and open to the public in the third quarter of 2022.

The 21,084-square-foot project will consist of a new, state-of-the-art remanufacturing facility with a 14,656-square-foot workshop area, a training facility, a full break room, and offices for the staff. This new facility will house the engine and transmission rebuild services and replaces the original Road Machinery shop built in 1955. The construction and renovation of the facility began in February and will continue in phases until the scheduled completion in 2022. The building

was designed by Deutsch Architect, and the facility is being constructed by Nitti Builders.

"The new building addition improvement will open space for growth in the Reman Center," said Tom Deloach, a quality control technical consultant who has worked for Road Machinery for 46 years. "We are looking forward to the new, modern engine shop and transmission shop."

"We are excited that the new expansion will greatly simplify product flow and improve productivity," added Nate Kendall, president and CEO of Road Machinery LLC. "It's been a long road to get to this point, and the Reman Center is going to be great — not only for our customers but also for our staff." ■

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New Komatsu D475A-8 mining dozer features re-engineered mainframe, delivers higher levels of production



Joseph Sollitt,
senior product
manager, Komatsu

For more information
about the new D475A-8,
visit <https://www.komatsu.com/en/products/dozers/surface-mining-dozers/d475a-8/>



On mining sites, support machines like dozers can directly impact productivity by keeping blasting, loading and dumping areas clean, enabling loading and hauling equipment to work more efficiently. If your operation needs a versatile mining dozer that can go from ripping solid rock to cleaning up around a dragline, the new Komatsu D475A-8 may be the right fit for you.

Using extensive customer feedback, Komatsu re-engineered the D475A-8 mainframe to target twice the life of previous models — now 60,000-plus hours — and withstand multiple rebuild/overhaul cycles. Its low center of gravity provides machine stability, and long and consistent track on ground length offers more traction, pushing power, ripping efficiency and less shoe slippage. Track shoe slip control automatically controls engine speed and minimizes slip during ripping.

Added horsepower (890 net hp forward, 968 net hp reverse at 2,000 rpm) can help provide faster ground speeds, shorter cycle times and more production per hour. The D475A-8's high horsepower in reverse means the lock-up converter stays engaged more frequently, allowing significantly higher levels of production, especially when pushing down slopes.

"Automatic gearshift mode allows the powertrain to automatically engage the torque converter

lockup clutch," said Komatsu's Joseph Sollitt, senior product manager. "Locking up the torque converter reduces parasitic losses within the converter and transmits engine power directly to the transmission, increasing ground speed. That achieves efficiencies comparable to a direct drive and decreases fuel consumption up to 10% compared to manual gearshift operation."

Blade increases efficiency

Operators can boost efficiency by utilizing blade auto-pitch mode, which is designed to increase dozing efficiency while reducing the amount of operator input required. The all-new blade support structure is designed to significantly reduce blade side sway. The dozer also has enhanced visibility to the blade.

Improvements to the cab make the D475A-8 more comfortable to operate throughout long shifts. Ergonomically placed touch points and palm control joysticks make operation easier. Additional comfort features include improved visibility to the ripper shank, a rearview monitoring system and a heated, ventilated air-suspension seat. The redesigned undercarriage reduces shock and vibrations when the dozer travels over rough terrain.

"It is engineered to minimize downtime," Sollitt noted. "Maintenance is efficient with centralized grease points, a ground-level fluid service center, and battery and starter isolators with lockout/tagout functionality." ■

The D475A-8's re-engineered mainframe targets twice the life of previous models — now 60,000-plus hours — and withstands multiple rebuild/overhaul cycles. It has added horsepower that contributes to increased production and a blade auto-pitch mode designed to increase dozing efficiency.



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Modular Mining, Immersive Technologies launch Guided Spotting simulation system designed to improve efficiency

Modular Mining, a Komatsu technology brand, and Immersive Technologies, a Komatsu subsidiary, have announced support for ProVision Guided Spotting for Immersive Technologies' range of haul truck simulator conversion kits. The Guided Spotting simulation was developed to accelerate the deployment of Modular Mining's Guided Spotting system without impacting production.

By uniting Immersive Technologies' and Modular Mining's expertise in training and workforce development, and load and haul optimization, mines can experience enhanced technology adoption faster without needing to remove haul trucks from production.

Modular Mining's Guided Spotting system is a high-precision machine guidance tool for haul trucks designed to improve efficiency, safety and productivity at the loading site by allowing operators to confidently reverse into the best loading position without needing to pause or stop.

"Using high-precision GPS, Guided Spotting reliably guides haul truck operators to the

correct loading position while the shovel continues productive work," said Zilmar Siqueira, product manager — Machine Guidance Systems, Modular Mining. "The easy-to-use displays help take the guesswork out of reversing, enabling mines to reduce their shovel hang time and increase productivity. It does this by eliminating bucket spotting and reducing the probability of a truck-shovel collision in low-visibility conditions."

Reduced operator exposure

Immersive Technologies' full range of Haul Truck simulator conversion kits can be configured to support Guided Spotting via a software update.

"Simulator training can greatly reduce in-field and total training time, which helps minimize the impact to production and allows the benefits of Guided Spotting to be realized faster," said Greg Karadjian, senior vice president — Asia Pacific, Immersive Technologies. "More importantly, it enables the operator to train in a controlled environment that reduces operator exposure and potential damage to a mobile plant." ■

The Guided Spotting simulation was developed to accelerate the deployment of Modular Mining's Guided Spotting system without impacting production. By uniting Immersive Technologies' and Modular Mining's expertise in training and workforce development, and load and haul optimization, mines can experience enhanced technology adoption faster without needing to remove haul trucks from production.



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Mining Magazine recognizes Komatsu's innovative technologies with two awards

Mining Magazine recognizes excellence in the mining industry with its annual awards list. To be considered for an award, the magazine asks its readers to nominate people, companies, groups or projects that they feel have demonstrated outstanding commitment to advancing the state of mining over the past 12 months.

Awards are given to “innovative miners, vendors and products that have pushed the boundaries of what is possible over the past year at surface and underground operations.” This year, Komatsu won the Load and Haul Award for its teleoperation system.

To help customers advance their safety and productivity goals, Komatsu developed the semiautonomous PC7000-11, a 700-ton-class hydraulic excavator. Paired with Komatsu's Autonomous Haulage System (AHS), the PC7000-11 features semi-automated teleoperation capabilities to reduce cycle times and combat operator fatigue. Operator-assist with augmented reality (AR) technology supports productivity improvements and displays information and data to provide real-time feedback to production plans.

Leveraging the machine's onboard sensors and Modular Mining's technologies, each loading shift is accumulated in the data and translated into insights on ways to potentially

improve safety and productivity as well as reduce running costs. The goal is to help miners achieve a zero-harm environment and help address labor shortage issues in regions where mining is conducted in remote locations.

Minimizes environmental impact

Recognizing “new technologies that have succeeded in either lowering or monitoring carbon emissions,” the ESG (Environmental, Social & Governance) Reduction & Monitoring Technology Award was given to Komatsu and its customers that formed the Komatsu Greenhouse Gas (GHG) Alliance, including Rio Tinto, BHP, Codelco and Boliden.

Komatsu and its GHG partners collaborate on product planning, development, testing and deployment of next-generation zero-emission mining equipment and infrastructure. The formation of the alliance brings together mining leaders willing to share time, resources and information to deliver zero-emissions solutions.

As a company, Komatsu is committed to minimizing environmental impact through its business, targeting a 50% reduction in CO2 emissions from use of its products and production of its equipment by 2030 (compared to 2010 levels) and a challenge target of achieving carbon neutrality by 2050. ■



Paired with Komatsu's Autonomous Haulage System, the PC7000-11 features semi-automated teleoperation capabilities to reduce cycle times and combat operator fatigue. Operator-assist with augmented reality technology supports productivity improvement.

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A new modulation clutch in the WA900-8 surface mining wheel loader enables the operator to perform smooth approaches when loading trucks. This feature can also help reduce shock when shuttling between forward and reverse, which is particularly beneficial in v-cycle applications.

Automatic dig, semi-automatic approach and dump systems can reduce fatigue and allow operators to focus more on the path of machine travel.

Throttle lock allows operators to set engine speed. When enabled, auto-deceleration automatically decreases the engine speed

to low idle when no operator inputs are applied to the controls and the transmission is in neutral.

All of those features can help improve your production and lower fuel consumption.

Insider Tip: "A high-lift configuration to pair with 150-ton trucks is available, as well as optional add-ons that include KomVision with radar object detection for a bird's-eye view of the machine and its surroundings," said Sebastian Witkowski, Komatsu product marketing manager. ■



See more productivity features of the WA900-8



Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.* In most cases, that's 20,000 hours.

Insider Tip: "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining

their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■

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2019 CARLSON CP130 s/n 160DC00 w/ 325 hrs.,.....**\$239,500**



2019 DOOSAN DX225 LC-5 s/n DHKCEBBUEJ-0002114 w/ 1,791 hrs.,.....**\$115,000**



2018 TERRAMAC RT6 s/n 6G0024 w/ 743 hrs., includes Tailgate.....**\$98,000**



2018 KOMATSU D65PXi-18 s/n 91616 w/ 3,904 hrs., includes Cab, PAT Blade Assy. & Ripper.....**\$195,000**



2018 PC360LC-11 s/n A37091 w/ 598 hrs., includes Single Grouser Track, Aux Hyd., Side Guarding & Q.C.....**\$300,000**



2021 KOMATSU PC55MR-5 s/n 22405 w/ 286 hrs., includes Cab, 16" Roadliner....
.....**\$82,500**

Whenever, Wherever, However Needed

LOCATIONS IN CALIFORNIA and ARIZONA

Some restrictions apply. See dealer for details and availability on equipment shown.





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