



ROAD TO SUCCESS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS



PACWEST HEAVY CONSTRUCTION EQUIPMENT RENTALS AND SALES

Mesa, Ariz.,-based company caters to contractors looking for mid-size equipment to rent



Jim Maetzold, Owner/CEO



A MESSAGE FROM THE PRESIDENT & COO



Dear Valued Customer:

It's been said before, but it bears repeating: Komatsu is the leader in innovative equipment designed to increase efficiency and lower your operating costs. In this issue of your Road To Success magazine, the spotlight turns to Komatsu's latest offering, the PC210LCi-10, the world's first *intelligent* Machine Control excavator.

In 2013, Komatsu introduced its first *intelligent* Machine Control dozer and subsequently added more models to the lineup. Now, the PC210LCi-10 joins the family. The excavator semi-automatically limits overexcavation and traces the target surface for greater accuracy and reduced material costs.

Moving material as efficiently, productively and cost-effectively as possible is every company's goal. Komatsu wants to further reduce your owning and operating costs, so it includes complimentary scheduled maintenance for the first three years or 2,000 hours on Tier 4 machines under the Komatsu CARE program.

All equipment in the *intelligent* Machine Control family is covered under the program, as is the new Tier 4 Final HM300-5 articulated truck, which is also featured in this issue. It pairs well with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders for maximum productivity in mass excavation, even in less-than-ideal conditions.

We hope with the busy construction season just around the corner that you will consider these or other machines from Road Machinery. We have an extensive lineup of equipment to meet your needs, including moving dirt, mining, forestry, scrap or material handling, lifting or a host of other applications.

If there's anything we can do for you, whether it's equipment sales or rentals, parts or service, please call or stop by one of our branch locations.

Sincerely,
ROAD MACHINERY LLC

Dan Roush
President & COO

**Komatsu
machines
offer greater
efficiency
and lower
operating costs**



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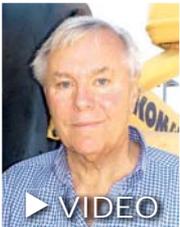
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PACWEST HEAVY CONSTRUCTION EQUIPMENT RENTALS AND SALES

Mesa, Ariz.,-based company caters to contractors looking for mid-size equipment to rent



▶ VIDEO

Jim Maetzold,
Owner/CEO

About eight years ago, the Phoenix area was in the beginning stages of one of the worst economic climates in decades. Despite the dire circumstances, Jim Maetzold returned to the Valley with a plan to open his own heavy equipment rental company.

“The business plan was to survive through the hard times and put the business in a position to prosper once things turned around,” said Maetzold, who founded PacWest Heavy Construction Equipment Rentals and Sales in 2008. “The execution went well, and now we’re thriving.”

Maetzold didn’t start from scratch. He left Phoenix several years earlier for Colorado to start and build a rental business for someone else. That company allowed him ownership in specific machines, so when he returned and founded PacWest, he already had a core fleet on which to build.

“Those units were working in other states, and I transitioned them into the Valley,” he said. “We’ve continued to grow from there. PacWest now has more than 100 units focused on meeting the needs of environmental and urban earthmoving customers. Our core client group tends to be utility and grading contractors, and we consider ourselves a one-stop shop for their needs.”

PacWest’s niche is bare rentals of medium-size grading and compaction equipment, according to Maetzold. The company also carries lube and fuel trucks, as well as water and mechanic’s trucks. It does not carry ancillary items or equipment such as aerial lifts or smaller items such as jackhammers and saws.

PacWest is headquartered in Mesa and has an administrative office in Carefree. The two locations provide excellent coverage throughout the Phoenix area; however, the company does rent throughout Arizona. It also has strategic partnerships that allow equipment rentals in other states, such as California and Texas. Rentals are typically monthly or weekly.

Building strong relationships

Maetzold is the sole owner of the company, but relies heavily on a management team that includes Vice President of Operations Peter Osborne, Rental Manager Jean Kasitch, Controller Ken Bright, Fleet and Service Director Ken Glaze and Director of Administration Tania Maloney.

“We allow our employees the opportunity to invest in and have ownership of machines of their choice,” Maetzold explained. “It allows them to have some skin-in-the-game and accumulate some net worth through their particular machines. We all believe it’s important to have good equipment and properly maintain it. That allows us to keep operating costs low, and more importantly, put the equipment out in the field and working at reasonable rates.”

PacWest’s management team is part of a total staff of about 15 who focus closely on building relationships with customers, which in turn creates repeat business.

“Our mission is to provide the best service and equipment in the industry,” said Osborne. “Because we’re a small company focused toward a particular



Peter Osborne,
Vice President
of Operations



▶ VIDEO

Jean Kasitch,
Rental Manager



▶ VIDEO

PacWest has several pieces of Komatsu equipment in its fleet, including wheel loaders and excavators. “The rental business is different from contractors. They’re looking for production; we’re concerned more with reliability,” said Owner/CEO Jim Maetzold. “With Komatsu, I’m confident that a machine on rent for three months and 200 miles away will meet our customers’ needs without service issues.”

niche, we believe we achieve that. We offer flexible terms and rates, which isn’t always the case with big-box stores, and we believe that sets us apart. We also offer full service, including responding quickly to issues that may cause downtime, no matter the time of day or day of the week. Our customers know we care about their success, efficiency and profitability.”

Maetzold points to another staff member that he believes makes a difference: Rori The Tractor Dog. The West Highland terrier can often be found at his side and is the star of PacWest’s advertising. She even has her own website and a Facebook page. “Like us, she’s small, tenacious and scrappy. People often stop by just to meet her.”

Superintendent Rodney Dawson said his company, Arizona-based ASU, Inc., calls PacWest often to supplement the company’s fleet. “It makes sense to rent a piece of equipment rather than purchase it if we only need it for a short time. PacWest is excellent about having what we’re looking for and getting it to us quickly. I deal with PacWest because they have great service.”

Large Komatsu presence

A large percentage of PacWest Heavy Equipment Rentals and Sales’ fleet consists of Komatsu pieces, including Tier 4 models. The company works with Road Machinery, LLC Account Manager Paul Lull to acquire machines such as D65 dozers; excavators ranging from tight-tail-swing PC88MR and PC138-10 models to larger PC400s; HM350



Komatsu equipment is a staple in PacWest fleets, and the company has several attachments available to pair with it.

articulated trucks; and WA380-7 wheel loaders. PacWest works with Product Support Representative Robin Lee for parts and service support.

“The company I worked for previously had several pieces of Komatsu equipment, so I was familiar with its reliability, performance and fuel economy,” recalled Maetzold. “The rental business is different from contractors. They’re looking for production; we’re concerned more with reliability. With Komatsu, I’m confident that a machine on rent for three months and 200 miles away will meet our customers’ needs without service issues. Customers often ask for Komatsu equipment specifically, which is a great testament to the productivity they got or are getting with a Komatsu rental.”

Continued . . .



▶ VIDEO

Rodney Dawson,
Superintendent,
ASU, Inc.



▶ VIDEO

Ken Glaze,
Fleet and Service
Director, PacWest

PacWest supplies customers with reliable Komatsu machines

... continued



Rori The Tractor Dog is the star of PacWest's advertising. "Like us, she's small, tenacious and scrappy," said Owner/CEO Jim Maetzold. "People often stop by just to meet her."



(L-R) Road Machinery Product Support Representative Robin Lee and Account Manager Paul Lull meet with PacWest Owner/CEO Jim Maetzold and Fleet and Service Director Ken Glaze at PacWest's office in Mesa. "Paul and Robin do a great job, and we've built a very solid relationship because they respond quickly if we call," said Maetzold.

A PacWest customer uses a Komatsu PC400LC hydraulic excavator to move dirt on a site in the Phoenix area. "Customers often ask for Komatsu equipment specifically, which is a great testament to the productivity they got or are getting with a Komatsu rental," said Owner/CEO Jim Maetzold.

▶ VIDEO



PacWest tracks hours, location, fuel usage and other items on its Komatsu machinery with KOMTRAX. The company does most of its own maintenance, but relies on Road Machinery for service on Tier 4 units under the Komatsu CARE program, and other machines as needed.

"All equipment experiences breakdowns, and dealer response is critical," said Maetzold. "When I moved down here, I knew I would add Komatsu. I contacted Road Machinery and found them very easy to work with. Paul and Robin do a great job, and we've built a very solid relationship because they respond quickly if we call. When we need service, our service manager calls Robin and schedules it, and Road Machinery tracks the Tier 4 machines and calls us when a service is due. The fact that they cover routine service complimentary for the first three years or 2,000 hours under the Komatsu CARE program is added value."

Shifting focus

PacWest is more than a rental house. The company also buys and sells equipment worldwide.

"In fact, when PacWest first started, our business was largely based on trading with the occasional rental," said Kasitch. "During the past few years, it's flipped. Rentals are now the bulk of our operations. That's one thing I really enjoy about this type of work. Every day is different."

Maetzold said he believes that will continue to be the case for the foreseeable future. "The economic uncertainty shifted attitudes toward renting more because customers aren't making a long-term commitment to owning and maintaining a machine. That may swing back the other way, but right now it remains attractive to use a piece of equipment for a short period of time and return it.

"That bodes well for us, and we're looking to expand," he added. "I'd like to add another location within the next few months. We're also investigating new markets. I don't believe we'll change our philosophy or grow in terms of the types of equipment we offer. We have our niche, and we serve it well." ■

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TRADE SHOW NEWS

WORLD AG EXPO

Road Machinery displays equipment at big industry show in California's Central Valley

Road Machinery had a major presence at the recent World Ag Expo in Tulare, Calif., located midway between Fresno and Bakersfield. It was appropriate that the expo, which features the latest in farm machinery, was held in California's Central Valley, where agriculture is the primary industry. The valley comprises less than 1 percent of total U.S. farmland but is responsible for 8 percent of the nation's ag output by volume.

Road Machinery featured a Komatsu WA380-7 at the recent World Ag Expo in Tulare, Calif.



The 158,000-pound, 610-hp Komatsu D375A was far and away the largest dozer at the World Ag Expo and generated a lot of interest as a machine capable of ripping up orchards in California's Central Valley.

Road Machinery's display area at the show featured numerous Komatsu machines, including a PC138USLC excavator; a D375 dozer, which was far and away the largest dozer at the event; and three wheel loaders – a WA380-7, WA320-7 and a WA320 high lift.

"We were pleased to meet so many agricultural equipment users, to be able to let them know who we are and what we can do for them," said Road Machinery Marketing Manager Joe McDermott. "With three Road Machinery branches solidly within the Central Valley region (Bakersfield, Fresno and Sacramento), we believe we're well-positioned to meet the needs of a wide range of ag operations. We consider the show a big success because it allowed us to introduce our machines to some people who were not familiar with them and demonstrate that we have the parts, service and commitment to back up our equipment."

For more information about equipment and services for farming operations, contact the Road Machinery branches in Bakersfield, Fresno or the location nearest you. ■

The World Ag Expo made the morning news in Fresno, where reporters interviewed Road Machinery Sales Rep Adrian Garza about the event.



BACK TO WORK

AGC analysis shows construction unemployment falls to lowest level in eight years

Construction unemployment recently reached its lowest rate since 2006, falling to 6.4 percent, according to an Associated General Contractors of America (AGC) analysis. Construction employers added 12,000 jobs in October 2014, bringing the total to a little more than 6 million, the highest since May 2009.

The yearly gain from October 2013 to October 2014 was 231,000 jobs, a 3.9-percent increase. Residential construction fueled more than half the gains with 130,600 new workers, while non-residential added just under 100,000. According to AGC Chief Economist Ken Simonson, there are fewer unemployed construction workers than at any time in the past eight years.

“For the last several months, the construction industry has added jobs at double the all-industry rate of 1.9 percent,” said Simonson. “Construction wages, which were already higher than the private-sector average, rose 2.6 percent in the last year – the fastest rate since early 2010 – as contractors ramped up their search for qualified workers.”

Not all good news

All construction workers averaged 39.2 hours per week, tying the highest mark since March 2006. Simonson said that along with low unemployment and accelerating wage gains, this points to “an industry that may be on the verge of acute difficulty filling key positions.”

AGC officials said a survey of nearly 1,100 member firms released in October 2014 showed 83 percent of respondents reported difficulty finding craft workers,

and 61 percent said other professional positions were hard to fill. They are urging federal, state and local officials to enact measures AGC identified in its Workforce Development Plan that will make it easier for schools, local associations and private firms to establish career and technical education and training programs.

“The construction industry has made an impressive contribution to the nation’s unemployment gains this year,” said AGC CEO Stephen Sandherr. “But those gains are in jeopardy unless schools, colleges and training programs can refill a pool of talent that is rapidly drying up. ■

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GUEST OPINION

FIND AN ANSWER

Industry leaders call on Congress to pass and find a way to pay for a long-term transportation plan

The Transportation Construction Coalition (TCC), a 31-member organization, is urging Congress to find a way to pay for, and pass, a new long-term surface transportation measure as soon as possible. If Congress fails to act, we believe it would lead to another self-imposed funding crisis that would undermine vital road, highway and transit repairs.

We worked hard to build broad consensus within a deeply divided Congress to invest in the nation's aging roads, bridges and transit systems. Members of Congress can either take advantage of that momentum or add transportation funding back to an already-long list of self-created crises threatening our economic vitality.

In July 2014, despite overall partisan gridlock, Congress overwhelmingly extended authorization for the surface-transportation program and enacted a temporary funding patch for the Highway Trust Fund (HTF). That patch ensures federal highway, bridge and transit investments will continue through May 2015. However, it was the fifth time in the past seven years that Congress took that approach, requiring nearly \$65 billion in supplemental funding to avoid significant cuts to transportation investments. On average, the HTF provides 52 percent of the funding for highway and bridge capital investments made by the nation's state-transportation departments each year.

Congress needs to 'keep the horse before the cart' and address the trust fund's long-term revenue problem, as was done in the 1997 and 2004 tax bills. Then it can develop and properly fund a six-year program bill early this year. 'Status quo' funding levels would simply perpetuate the worsening traffic congestion

and the inadequate physical condition of the nation's highway and transit network.

The latest Congressional Budget Office projections indicate Congress will need to identify an additional \$7 billion just to preserve highway and transit funding for the last four months of Fiscal Year 2015. Federal data also show maintaining current program funding beyond 2015 will require an average of \$16 billion in additional revenue each year. That is the revenue equivalent of a 10-cent increase in the federal gas tax.

Despite widespread desire for a multi-year surface-transportation program reauthorization bill to boost economic competitiveness and job creation, such legislation cannot move forward until a long-term funding solution is in place. Congress should identify and pass legislation to fix the HTF to ensure Americans and the U.S. economy continue to benefit from a world-class transportation network. ■

In July 2014, Congress extended authorization for the surface transportation program and enacted a temporary funding patch for the Highway Trust Fund (HTF), the fifth time it has done so in the past seven years. The Transportation Construction Coalition urges Congress to pass a long-term highway bill instead.

Established in 1996, the Transportation Construction Coalition (TCC) includes 31 national associations and labor unions with direct market interest in the federal transportation programs. The TCC focuses on the federal budget and surface transportation program policy issues. The TCC is co-chaired by the American Road & Transportation Builders Association and the Associated General Contractors of America.



INDUSTRY OUTLOOK

POSITIVE FORECAST

Outlook for construction spending is sunny, led by significant rise in single-family starts

Forecasters predict hefty growth in the construction sector during 2015 as the overall economy continues to improve. Dodge Data & Analytics (DD&A), formerly McGraw-Hill Construction, said factors such as easier financing, an investor shift to real estate and an increase in construction bond measures being passed will boost construction spending 9 percent in 2015.

Commercial, institutional, single- and multi-family housing and public-works projects will set the pace. DD&A said both commercial and single-family housing could see a 15 percent increase while the others should rise by 5 to 9 percent. Energy and electricity building fell last year and will continue to slide, according to DD&A. It predicts manufacturing-plant construction will drop by 16 percent after ramping up the past two years.

“The construction expansion should become more broad-based in 2015, with support coming from more sectors than was often the case in recent years,” said DD&A Chief Economist and Vice President Robert Murray.

Housing continues to strengthen with building permits during the final months of last year at more than a six-year high. The Commerce Department said groundbreaking for single-family homes increased 4.2 percent to a seasonally adjusted 696,000 units. At the same time, multi-family starts decreased 15.4 percent year-over-year, but the combination of single- and multi-family starts topped 1 million, the highest number since 2008.

Fueled by low rates, demand

Economists and organizations that study the markets believe single-family housing will continue to rise. A report from the Mortgage Bankers Association showed new-home loan applications recently surged as potential buyers take advantage of relatively low interest rates. The National Association of Homebuilders (NAHB) cites a growing economy, low mortgage rates and pent-up demand as factors that will further expand the housing market.

“Single-family builders are feeling good,” said NAHB Chief Economist David Crowe. “They are not overly confident, but confident enough to keep moving forward. This is mostly due to significant pent-up demand and steady job and economic growth that will allow trade-up buyers who have delayed home purchases due to job insecurity to enter the marketplace.”

NAHB said single-family home production is expected to rise by as much as 26 percent this year, topping 800,000 units, and it should reach 1 million units in 2016. If that’s the case, the market would be back to 90 percent of what was considered normal housing activity (using the period of 2000 to 2003 as a benchmark) next year.

Forecasters predict hefty growth in the construction industry during 2015 led by single-family housing, which could see a 15-percent increase, according to Dodge Data & Analytics.





Commercial construction could see a 15-percent rise, with the hotel market especially strong. According to the Architectural Building Index, near-term activity overall is at its highest level in several years.

Spike in hotel construction

Hotel construction is also marching forward with great strength, recently hitting a five-year high, with more than 3,500 projects and more than 443,000 rooms under construction, according to Hotel News Resource. The market posted double-digit year-over-year gains, a trend that's carried on for four consecutive quarters. Last year marked the fifth consecutive year that guestroom demand growth exceeded supply growth, and occupancy reached a 17-year high, as did the average daily rate and revenue per room.

"Developers are extremely positive with development conditions being near perfect," said Hotel New Resource. "Because of the industry's favorable metrics, lenders are increasingly more attracted to hotel investments, making funds easier to access by developers. Interest rates are near record lows and are expected to remain so at least through mid-2015. Favorable economic conditions, record-setting operating metrics and the positive outlook for the next few years have combined to make it a most opportune time for hotel developers."

According to the Architectural Building Index, near-term activity overall is at its highest level in several years. Contractors report a backlog in work, and the amount of upcoming work they

have on the books is higher than at any other time in history.

Highway bill still in limbo

Infrastructure investment continues to lag despite the public's apparent willingness to invest in new roads, bridges and water systems. According to The Kiplinger Letter, highway spending is about 30 percent higher than revenues generated from the fuel taxes that pay for it. The gap has widened during the past few years due to less driving and more fuel-efficient vehicles. During the November 2014 election, several states approved ballot initiatives to raise the funds necessary to build, repair and maintain highways, transit and other resources.

Congress has yet to commit to new multi-year highway legislation. The previous measure (MAP-21) expired last fall, and Congress passed a short-term extension to keep the Highway Trust Fund from running out of money. The extension runs out this May. A recent Society of Civil Engineers Report Card gave the nation's infrastructure a grade of D-plus.

"The outcomes of these elections demonstrate that Americans value well-maintained infrastructure and are willing to make the investment," said Robert Stevens, President of ASCE. ■



KOMATSU DEMO DAYS

The world's first *intelligent* Machine Control excavator was the star – but not the only attraction

Demo Days includes informational seminars and videos on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.



Komatsu America Director of Marketing Communications Bob Post introduces the machines and the ground rules.



Takeshi "Ken" Takaura (left), who designed the new PC210LCi-10, was on hand to explain the *intelligent* Machine Control excavator.

▶ VIDEO



Komatsu Demo Days, held late in 2014 at the Komatsu Training & Demonstration Center in Cartersville, Ga., was the first opportunity for contractors to try the new PC210LCi-10 – the world's first "intelligent" hydraulic excavator (see related article).

"Contractors everywhere are embracing grade-control technology as a way to move dirt more efficiently," said Komatsu America Director of Marketing Communications Bob Post. "For other manufacturers, that means an "add-on" aftermarket mast and cable system. Komatsu is truly at the forefront by integrating such technology at the factory – first with our *intelligent* Machine Control (iMC) dozers, and now with our intelligent excavator."

At Demo Days, Komatsu had four PC210LCi-10s for attendees to "test drive," along with the complete line of iMC dozers. Beyond the iMC units, Komatsu displayed other Tier 4 machines, including a PC490LC-11 excavator, a D155AX-8 dozer, a WA600-6 wheel loader and the new HM300-5 articulated truck. Komatsu also provided tours of its Chattanooga, Tenn., manufacturing plant, as well as held informational seminars on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.

"The object of Demo Days is to let contractors get their hands on Komatsu machines and kick the tires, so-to-speak," said Post. "Beyond operating the equipment itself, we want to show customers how to get the most out of the technology that we build into each machine. It's that technology that truly sets Komatsu apart. When it's used properly, it will help customers significantly lower their machine owning and operating costs." ■



EXCAVATION EXCLUSIVE

Komatsu's PC210LCi-10, world's first *intelligent* Machine Control excavator, minimizes overexcavation

Excavation companies want to move dirt as quickly and efficiently as possible, but conventional methods sometimes limit their ability to do that. Constantly checking grade is time consuming, and overexcavating is costly. Komatsu's new PC210LCi-10, the world's first *intelligent* Machine Control excavator, is a huge step forward in solving those issues with exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

"From rough-digging to finish-grading, the PC210LCi-10 offers improved efficiency and accuracy compared to traditional methods," said Peter Robson, Senior Director of Intelligent Machine Control. "Once the target elevation is reached, no matter how hard an operator tries to move the joystick control to lower the boom, the excavator won't allow it. Minimizing overexcavation also reduces wasted time and the costs associated with placing and compacting new, expensive material to replace what didn't need to be removed in the first place."

Advanced functions contribute to the PC210LCi-10's ability to effectively reach target elevation without overexcavating, including Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. This allows the operator to rough-dig without worrying about the design elevation, as well as fine-dig by operating the arm lever only. By holding down the lever to move the boom down, the working range is expanded.

Another new function is Auto Stop Control. During boom or bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface.

The excavator also comes equipped with Minimum Distance Control. The PC210LCi-10 controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.

New large touchscreen display

The PC210LCi-10 features a factory-installed, fully integrated *intelligent* Machine Control system that includes Global Navigation Satellite System (GNSS) antennas; stroke-sensing hydraulic cylinders for the boom, arm and bucket; and an IMU (inertial measurement unit). The system works in harmony to provide real-time bucket-edge positioning in relation to the machine

Continued . . .

Komatsu's new PC210LCi-10 *intelligent* Machine Control excavator semi-automatically limits overexcavation and traces a target surface.



Peter Robson, Komatsu Senior Director, Intelligent Machine Control



Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control

Quick Specs on the Komatsu PC210LCi-10 Excavator*

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC210LCi-10	48,950-52,036 lbs.	158 hp	0.66-1.57 cu. yd.

**All specifications are the same as a conventional PC210LC-10.*



The PC210LCi-10 brings automatic features to excavators

... continued

and the job surface, limiting the ability to dig beyond the target elevation and making accurate finish grading possible.

The bucket tip/edge and the design surface are always displayed on the new, full-color, multifunction 12.1-inch touchscreen monitor, eliminating the wait time associated with conventional systems. Information such as real-time and as-built status, a magnified fine-grading view or a 3D view, may be displayed simultaneously.

The PC210LCi-10 makes grading easy and accurate with a facing-angle compass, a light bar and audio guidance that alerts operators as they get closer to final grade. The orientation and color of the facing-angle compass's arrow shows the operator the facing angle of the bucket edge relative to the target surface, allowing for the bucket to be accurately positioned square to the target surface, which is especially useful when finishing slopes.

Colors on the light bar also show the bucket-edge position relative to the target

surface. It's located on the left side of the monitor for easy viewing during operation and increased efficiency. Audio alerts help the operator recognize the target through unique tones that can be programmed for various bucket-edge distances from the target surface.

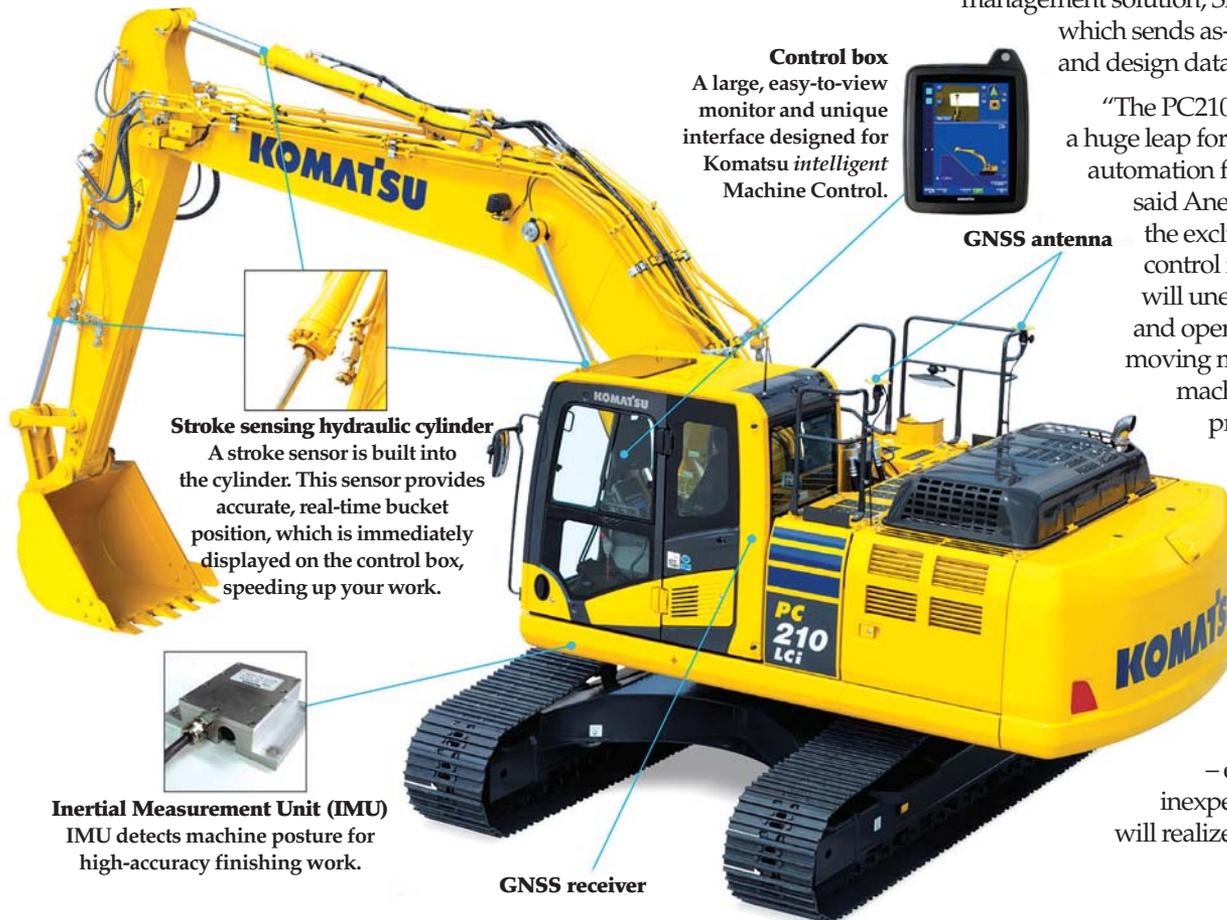
"Operators always know where they are in relation to where they eventually want to be," said Jason Anetsberger, Product Manager, Intelligent Machine Control. "Operators can set audio guidance alerts so that different tones are heard the closer the bucket is to final elevation. For instance, one tone may indicate 2 feet away, while a different tone is heard at 1 foot. Customers who tested the machine really liked the audio alerts because they allow the operator to focus on digging without stopping to check relation to final grade."

Two-way communication

The PC210LCi-10 comes standard with a cellular modem that supports troubleshooting from afar, via the Internet. Additionally, this hardware can be used by Topcon's jobsite management solution, Sitelink3D Enterprise, which sends as-built data to the office and design data to the machine.

"The PC210LCi-10 represents a huge leap forward by bringing automation features to excavators," said Anetsberger. "Thanks to the exclusive semi-automatic control function, customers will unearth their productivity and operators can focus on moving material while the machine semi-automatically protects the target surface. The efficiency improvement, greater value and operation simplicity mirror what has been proven with Komatsu's established *intelligent* Machine Control dozer products – experienced and inexperienced operators alike will realize the benefits." ■

The PC210LCi-10 *intelligent* Machine Control excavator features a factory-installed, fully integrated *intelligent* Machine Control system that includes GNSS antennas, stroke-sensing hydraulic cylinders for the boom, arm and bucket and an IMU (inertial measurement unit).



Control box
A large, easy-to-view monitor and unique interface designed for Komatsu *intelligent* Machine Control.



GNSS antenna



Stroke sensing hydraulic cylinder
A stroke sensor is built into the cylinder. This sensor provides accurate, real-time bucket position, which is immediately displayed on the control box, speeding up your work.



Inertial Measurement Unit (IMU)
IMU detects machine posture for high-accuracy finishing work.

GNSS receiver

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D61i-23

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

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ENHANCED EXCAVATION

Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption

Productivity, dependability and efficiency are all traits users have come to expect from Komatsu hydraulic excavators, and they will find those attributes and more in the new PC290LC-11. With a Tier 4 Final engine, it features greater efficiency, lower fuel consumption, improved operator comfort and enhanced serviceability to maximize productivity while lowering operating costs.

Hydraulic-system enhancements contribute to greater efficiency by reducing hydraulic loss. Komatsu designs and produces all major components, including the powerful 196-horsepower engine, hydraulic pumps, motors and valves. The integrated design uses a Closed Center Load Sensing System (CLSS) that takes hydraulic efficiency to the next level by using Variable Speed Matching technology. Variable Speed Matching allows the engine speed

to adjust based on the hydraulic pump output, and the CLSS improves fuel efficiency and provides quick hydraulic response.

The Tier 4 Final engine further reduces NOx emissions by using diesel exhaust fluid (DEF) and Selective Catalytic Reduction. An advanced electronic control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability. The result is lower fuel consumption without performance loss, compared to the highly popular Dash-10 model it replaces.

Continued . . .



Rob Orłowski,
Product Manager

Quick Specs on the Komatsu PC290LC-11 Excavator			
Model	Operating Weight	Net Horsepower	Bucket Capacity
PC290LC-11	66,359-68,122 lbs.	196 hp	.76-2.13 cu. yds.



Komatsu's new Tier 4 Final PC290LC-11 maintains the productivity of its predecessor with enhancements that increase efficiency and lower fuel consumption. New features include an Operator Identification System and an Auto Idle Shutdown function.

The PC290LC-11 is great for high-performance applications

... continued

“Users can track fuel consumption and other vital information through the latest KOMTRAX® monitoring technology, which is available via the web or through our mobile app on their smart phones or other devices,” said Product Manager Rob Orłowski. “Data now includes DEF levels, ambient air temperatures and pressures. A new Operator Identification System reports key operating information for as many as 100 operators, and the new Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time.”

More comfortable operators

Komatsu improved operator comfort with a standard air-suspension high-back seat that has newly designed, fully adjustable armrests. Also incorporated into the quiet cab is an auxiliary input to connect external devices to play music through stereo speakers and two 12-volt power ports. Additionally, optional joysticks with proportional controls for operating attachments are available.

Operators can now check DEF fluid levels through the 7-inch LCD monitor that features enhanced capabilities. They can see operational records, fuel-consumption history and utilization information, and operators can use the monitor to easily select from six working modes to match machine performance to the application. Users can change standard auxiliary one-way

flow to bidirectional for attachment flexibility, and attachment control lets users store up to 10 attachments in the monitor. The ATT/E mode allows operators to run attachments in economy mode for maximum efficiency.

Easier service access

The PC290LC-11 provides enhanced service access in order to reduce costly downtime. It has guardrails on both sides of the upper structure for better accessibility to the service area. The radiator and hydraulic-oil cooler are mounted side-by-side, making it easier to maintain and service those components.

The excavator is equipped with Komatsu’s exclusive Equipment Management Monitoring System, which has improved diagnostic features that give operators and technicians better monitoring and troubleshooting capabilities. It continuously monitors all critical systems and preventive maintenance, as well as provides troubleshooting assistance to minimize diagnosis and repair time.

Scheduled maintenance on all Tier 4 machines is covered complimentary by the Komatsu CARE program for the first three years or 2,000 hours. Each service is done by a certified distributor technician and includes a 50-point inspection. The program also includes two Komatsu Diesel Particulate Filter exchanges in the first five years.

Built on a solid foundation

Komatsu’s PC290LC-11 maintains the productivity features of the popular Dash-10 model it replaces, such as a heavy-duty frame that’s built on a PC360LC undercarriage for excellent stability and long life. Its long arm and long boom provide a 22-foot, 8-inch digging depth, making it a good fit for digging foundations and deep utility trenches, in addition to moving dirt in mass-excavation applications. When needed, operators can boost the digging force for 8.5 seconds with Power Max.

“As with all our new Tier 4 Final machines, the PC290LC-11 was built on the solid foundation Komatsu started with its previous models,” said Product Manager Rob Orłowski. “The PC290LC-11 is a stable and reliable machine, designed for applications where high performance is required.” ■

The PC290LC-11 features a heavy-duty frame that provides excellent stability and long life. It’s a good fit for digging foundations and deep utility trenches and moving dirt in mass-excavation applications.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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NEW ARTICULATED TRUCK

Komatsu's HM300-5 maximizes productivity in a variety of applications

You care about reducing emissions, but chances are you're more concerned that your new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new Tier 4 Final HM300-5 articulated haul truck does that and more.

The HM300-5 maintains the productivity of its predecessor, with a 30.9-ton payload; two single-staged body-lift cylinders that provide a 70-degree dump angle; and selectable working modes that allow the operator to choose between economy and power modes to match the truck's performance to the application or working conditions. Its low 9-foot, 2-inch loading height easily pairs with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders.

Additionally, it has Komatsu's Traction Control System that automatically provides optimum traction when operating in soft ground conditions. If conditions worsen and it detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes can be applied to the slipping wheels to regain traction.

"The HM300-5 is ideal for a variety of applications, from large or small jobs moving dirt for site preparation to large-scale material processing operations with challenging haul profiles," said Komatsu Product Manager Joe Sollitt. "It offers great fuel economy and is ideal for anyone who requires high productivity, even in less-than-ideal conditions."

Standard Payload Meter

Keeping track of production is easier with a standard, integrated Payload Meter that displays the loaded-material weight on an LCD monitor inside the cab. Externally, a pair of lamps illuminate green, yellow or red, triggered as the payload increases through three different ranges.

The Payload Meter optimizes productivity by preventing under- and overloaded haul cycles. Data is stored on board and can be accessed by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"The Payload Meter system allows our customers to monitor production on a daily, weekly or monthly basis," explained Sollitt. "The system also stores very detailed data to allow for full production studies. Komatsu also made the HM300-5 easy to service, with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. An electrically powered tilt function is now standard. Of course, Komatsu covers scheduled maintenance complimentary for the first three years or 2,000 hours with the Komatsu CARE program, which has been expanded to cover the new Tier 4 Final components." ■



Joe Sollitt,
Komatsu
Product Manager

Komatsu's new HM300-5 articulated haul trucks feature a 30.9-ton payload capacity and a standard Payload Meter that displays loaded material weight on the truck's LCD monitor. External display lamps provide the same information for the loader operator, reducing under or overloading.

Quick Specs on the Komatsu HM300-5 Articulated Truck

Model	Gross Vehicle Weight	Net Horsepower	Payload
HM300-5	117,892 lbs.	324 hp	30.9 tons





HIGH-CAPACITY FELLING

Komatsu's new S132 harvester head provides excellent productivity even in the toughest applications



Steve Yolitz,
Manager,
Marketing Forestry,
for Komatsu
America Corp.

One harvester head that is suited for a wide variety of felling applications is a major advantage for forestry operations. Komatsu's new S132 fits the bill and is an excellent choice in woods where crooked trees and tough branches are part of the project.

The high-capacity S132 is the second in Komatsu's new S-series family of "squeeze-style" heads. Its recommended working range is 6- to 17-inch diameter trees with a cutting diameter up to 28.3 inches. It is available installed on Komatsu 931.1 and 941.1 harvesters and also as a loose head that can be installed on other carriers.

Komatsu's new S132 harvester head performs in a wide variety of felling applications with a recommended cutting diameter up to 28.3 inches. Its new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems.



The new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems. The unique design allows stems to rotate within the head itself, facilitating the feed of forked, crooked and double stems. New self-cleaning, V-Steel Softgrip™ feed rollers maximize grip while minimizing log damage, and the new cast-steel feed-roller arms provide high reliability and durability.

Built on a proven, robust-frame design, the S132 provides excellent durability and reliability, as well as protects key components. The 360-degree rotator, a 128-degree tilt-link angle and an effective swing-damping/braking system ensures fast-feeding performance and reduces head-frame stress when harvesting and/or reaching on downhill slopes. Standard protective covers on the tilt link and between the tilt link and the hood help protect the S132 from packed snow or accumulating debris.

Five delimiting knives

Designed on the principle that the delimiting knives carry the trunk, the head is equipped with four moveable delimiting knives, three of which are hydraulically controlled. The fourth is an automatically pressure-controlled floating top knife with a sensor to manage Komatsu's Flex Friction Control System™. An additional fifth delimiting knife is fixed and located in the bottom of the frame, just above the saw box and is used when "predelimiting" of trees is needed or before the head is attached on the tree.

"The S132's robust design, high capacity, and ability to perform in very tough felling applications makes this an excellent harvester-head choice for many forestry operations," said Steve Yolitz, Manager, Marketing Forestry for Komatsu America Corp. ■



TEEING IT UP

GM says Supply Chain Division's mission is to have the right machine, at the right place, at the right time

QUESTION: What makes up Komatsu's Supply Chain Division?

ANSWER: We're responsible for coordinating the inventory and logistics of that inventory for all construction, utility and forestry machines in North America, including the machines that come from our overseas factories. The Supply Chain Division is made up of four distinct departments: Import/Export Logistics, Customer Support, Import Planning and Business Analysis. Each has its unique responsibilities, but we all work together to ensure we meet one simple mission: Have the right machine, at the right place, at the right time for the customer. I believe our job is to tee up the ball for our distributors and let them hit it down the fairway.

QUESTION: How do you go about achieving your mission?

ANSWER: It's a well-orchestrated effort among our departments and our global supply network, which includes our own Komatsu factories and outside vendors that support those factories. We have a very close relationship with our sales, marketing administration and product marketing groups, so we know what's on the horizon in terms of model transitions and new products. That helps us formulate a forward-looking forecast and plan for having proper inventory levels to ensure we have the right number of machines on hand.

QUESTION: So those groups give you an idea of what's coming down the pike, and you procure the materials in order to build the machinery?

ANSWER: Correct, and we're focused on three things as we do that: quality, delivery and cost. From the start, Komatsu builds quality into its

Continued . . .



Bill Chimley, Komatsu General Manager, Supply Chain Division

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.

This year marks a decade since Bill Chimley joined Komatsu America as a District Sales Manager after spending several years as an instructor with another company. Komatsu moved him into the Supply Chain Division as Manager of Customer Support a few years ago, and it named him General Manager for the entire division in July 2013. He oversees the division, which is responsible for ordering and logistics of all construction, utility and forestry machines in North America.

"From customers' standpoints, the Supply Chain Division is basically an unsung hero," said Chimley. "Customers have jobs to do, and they need machinery to get it done. It's our job to make sure it's readily available when they need it. If we're doing our job, it's a seamless process, and we remain in the background unnoticed. It sounds strange, but that's our goal."

Chimley points out that Komatsu intentionally located the Supply Chain Division at its Chattanooga Manufacturing Operation (CMO) where construction-sized excavators and forestry machines are built.

"It offers us greater understanding of what it takes to deliver a machine, from taking the order to delivering it to the distributor," said Chimley. "We can talk directly with the factory's planning group, and having that one-on-one communication at any time is immeasurable. It gives us insight into the other factories we deal with as well, so there's a real benefit for us to understand the processes and the impact we have on each other."

Bill has been around equipment all his life. His grandfather owned a tractor dealership, and after he graduated from the University of Tennessee, he owned a landscaping business that he later sold. He enjoys landscaping his own yard, as well as hiking in the mountains around Chattanooga and spending time with his wife and two daughters.

Supply Chain Division focused on quality, delivery, cost

... continued

machinery, by making its own components that work in harmony for great efficiency and durability. From the Supply Chain Division standpoint, our goal is to have inventory available that's not too aged and, therefore, potentially subject to quality issues.

Delivery goes back to having machines where they need to be at the exact time customers want to buy them. We can do that by communicating with our dealers, customers and Komatsu personnel, as well as using data from KOMTRAX to track machine usage. That

communication and data help us know where to put resources in order to ensure inventory is available.

Cost means we optimize efficiency, and in doing so, we pass those savings along to customers. For example, as Komatsu develops a new model, we talk with our factories about what we expect so they have time to procure the components to build that machine. Proper lead time typically helps them do that at lower cost. We also try to find the most-efficient and cost-effective way to ship without sacrificing our ability to have equipment where it needs to be when it needs to be there.

QUESTION: How do markets affect what you do?

ANSWER: The energy market is strong in North America right now, and housing continues to strengthen. We hope for solid highway and infrastructure bills, which will put those areas back on track too. With that in mind, we look to adjust inventories to meet those needs. For instance, with a strong energy market comes the need for specialized machines, such as our Pipeline Spec. excavators. So, we take that into account, along with our other information, and use it to ensure our distributor inventories are ready to fulfill customers' requests. ■



Komatsu's Supply Chain Division's role includes ensuring proper inventory levels for its distributors so that customers have "the right machine, at the right place, at the right time," said Bill Chimley, Komatsu General Manager, Supply Chain Division.

Bill Chimley, Komatsu General Manager, Supply Chain Division, said his division communicates with other Komatsu divisions, customers and distributors, as well as looks at market trends, to make certain manufacturing operations have what they need to build new machinery for the North American market.



NO IDLE 2.0

Latest initiative aims to reduce excessive idling and help your operators save you money

A few years ago, Komatsu began a mission to reduce excessive idling. Why? Because it negatively affects your bottom line. Komatsu continued its effort with a second No Idle Initiative, tracking more than 2,800 companies that signed up for the campaign, which lasted for three months. The participants could access training via the web and were given materials to promote the initiative, including items in Spanish and French-Canadian if requested.

During this initiative, 13 percent of participants received “High Achiever” status for all three months, meaning they reduced idle time by at least 5 percent each month, compared to a baseline measurement done before the initiative started. On average, this group reduced idle time by 15 percent. About half of participants earned Komatsu’s High Achiever status at least one month during the campaign.

“Unnecessary idling wastes fuel; shortens the time between scheduled maintenance intervals, which increases downtime; and wracks up unproductive hours that lower resale costs when you decide to trade-in or sell a machine,” said Goran Zeravica, Komatsu Distributor Development Manager. “In nearly every case, it would be better to shut down a machine when it’s not in production.”

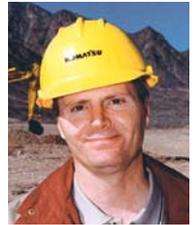
As part of Komatsu’s efforts to end excessive idling, it launched a very successful “No Idle Initiative” in 2012. The main goal during that campaign was for each participant to reduce idle time by 20 percent. About 25 percent of the 1,200 participants achieved that mark or better, and several more came close.

“We geared this campaign more toward operators who are on the front lines when it comes to idle time, because that’s what customers said was most important after the last

initiative,” said Bob Post, Komatsu Director of Marketing Communications. “It included several promotional items that participants could put in the cabs of their machines or place in other strategic locations on the jobsite or in the office as constant reminders to idle for only five minutes during nonproductive times, shut down the machine at lunch and use a three-minute cool down at the end of the day.”

“Socially responsible”

Post and Zeravica said both initiatives proved successful, and Komatsu will continue to use campaigns such as No Idle to promote awareness of cost-saving measures that reduce owning and operating expenses. “We consider this socially responsible marketing that’s designed to help customers save money,” said Post. “Our aim is to promote additional meaningful ways to do that, such as using economy mode versus power mode whenever applicable.” ■



Bob Post,
Komatsu Director
of Marketing
Communications



Goran Zeravica,
Komatsu Distributor
Development Manager

Komatsu’s latest No Idle Initiative built on the success of its first, which was designed to bring awareness to excess idling and its detrimental effects. More than 2,800 companies participated in Komatsu’s second No Idle Initiative.



SIDE TRACKS

On the light side



"Tell me what LOL means, and I'll tell you what IPO means."

"They tell me that you're really going all out for our safety program."



Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RMLRoadToSuccess.com

1. L E P I _ _ _ _ _
2. E R S W E _ _ _ W _ _ _
3. D A G R E R _ _ R _ _ _ _ R
4. G I H N R O S _ S _ _ _ _ _ G
5. Y T A P I C A C _ _ _ P _ C _ _ _ _

Did you know...

- Zero is the only number that cannot be represented by Roman numerals.
- Kites were used in the American Civil War to deliver letters and newspapers.
- Drinking water after a meal reduces the acid in your mouth by 61 percent.
- Intelligent people have more zinc and copper in their hair.
- A comet's tail always points away from the sun.
- If you stop getting thirsty, you need to drink more water. When a human body is dehydrated, its thirst mechanism shuts off.
- Strawberries are the only fruit whose seeds grow on the outside.
- The moon moves about 2 inches away from the Earth each year.
- Gold is the only metal that doesn't rust, even if it's buried in the ground for thousands of years.

NEWS & NOTES

More products, demonstration chances at ICUEE

ICUEE-The Demo Expo 2015 will offer attendees more product demonstration opportunities and added products to see, plus new navigation and transportation features to enhance the show experience. ICUEE will be held September 29 to October 1, 2015, at the Kentucky Exposition Center in Louisville. It is expected to be the

largest ever in terms of number of exhibitors and products on display.

“Besides the test-drives, one of the best things about ICUEE, attendees tell us, is the sheer number of suppliers and new products, with 850-plus exhibitors and an exhibit footprint of 20 football fields,” said Show Director Sara Truesdale Mooney.

Komatsu recognized for sustainability

The Dow Jones Sustainability World Indices (DJSI) selected Komatsu for the second consecutive year. Companies are evaluated and chosen based on

performance, environmental conservation efforts and social activities. Komatsu was one of 319 companies named to the list out of 2,500 surveyed by the DJSI. ■

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“Paladin attachments have the **durability** and performance I can always count on.”

Jim W., Pipeline Contractor

“My Paladin attachment allows me to gain **versatility** on the jobsite and enhance my machine's capability.”

John B., Forestry Management

“When relying on **cost** effective solutions, Paladin attachments are my solution.”

Steve H., Equipment Dealer

“I don't get anything less than maximum **performance** from my Paladin attachments.”

Eric J., Landscape Contractor



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2014 WA320-7



2011 GD655-5



2012 PC490LC-10



2009 WA320-6



2012 D375-6



2005 BR380JG-1

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YR MODEL HRS STK# PRICE

WHEEL LOADERS

2009	WA320-6	2,791	EMD011020	\$128,500
2011	WA470-6	3,070	EMD009646	\$192,000
2014	WA320-7	336	CONSIGNMENT	\$165,000
2006	WA380-5L	5,359	EMD008944	\$96,000

DOZERS

2008	D65EX-15EO	4,166	EMD007946	\$119,000
2012	D375A-6	1,080	EMD009839	\$925,000

EXCAVATORS

2012	PC360LC-10	2,106	EMD011202	\$239,000
2007	PC78UU-6EOE	1,822	EMD010639	\$57,000
2012	PC490LC-10	1,415	EMD010391	\$359,000

MOTOR GRADERS

2007	GD655-3	2,955	EMD010049	\$139,000
2011	GD655-5	1,041	EMD010588	\$215,000

COMPACTION/ROLLERS

2008	CAT/CB-224E	1,230	EMD010608	\$16,000
2008	HAMM/3205P	1,121	EMD000152	\$29,000
2012	HAMM/HD12VV	251	EMD008271	\$25,000
2008	HAMM/HD10VV	253	EMD000155	\$21,000
2006	HAMM/HD130	1,427	EMD011022	\$48,000

CRUSHER

2005	BR380JG-1	4,392	EMD010614	\$259,000
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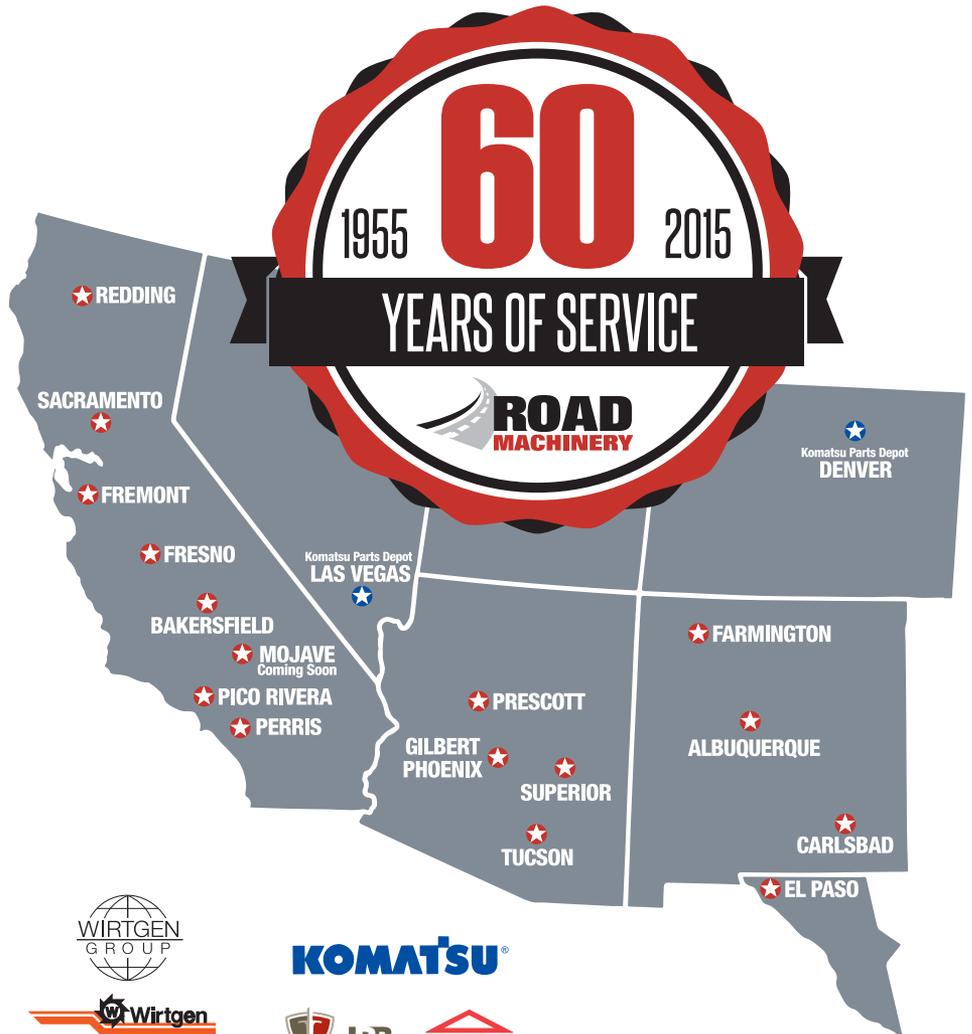
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