



# ROAD TO SUCCESS

KOMATSU®

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

## Empire Equipment Service

Discover how a Southern California contractor transformed a backhoe rental into a turnkey site work firm



Josh Steffy,  
Owner/President

## A Message from the President



Joel Cook



Dear Valued Customer:

It's no secret that our nation's infrastructure needs to be updated. There appears to be growing optimism, and even confidence, that real support for this will happen. Congress continues to work on plans that will hopefully be passed sooner rather than later. Long-term legislation is in the works to replace the current Fixing America's Surface Transportation (FAST) Act that expires at the end of September.

That could be a boon for the construction industry. There would be a significant increase in the need for aggregate products, concrete and earthwork. If you service any of those or related industries, we have the equipment you need to get your job done more productively and efficiently.

That equipment includes the latest dozers, such as Komatsu's new D71-24 base and intelligent Machine Control (iMC) 2.0 D71i-24 models. Previewed at CONEXPO last year, they were introduced to rave reviews. Advanced technology in the iMC models allows operators to run in automatics from grass to grade. This saves time, labor, surveying and staking. As one Komatsu product manager said, "They are equally adept at precise, high-speed grading and rough dozing."

If you are working in tight quarters, such as a lane of traffic or against a building, a compact excavator is a great choice. Check out the new PC88MR-11 which has several updated features that increase productivity and efficiency – including a swing boom that moves independently of the cab. This allows operators to get right next to what needs to be dug without worrying about the counterweight swinging into something.

If you are considering using a breaker to bust up old pavement or to perform demolition, the new ones from Komatsu are made specifically to match up with your PC78 to PC490 excavators. You can read more about your options in this issue and learn how to choose the right one for you. There are also product support articles that I think you will find valuable, including one on why Supercoolant is a great choice for your machines.

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

Sincerely,



Joel Cook  
President & CEO

**Hope for an  
infrastructure  
boom?**



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## Southern California contractor transforms Empire Equipment Service from backhoe rental to turnkey site work firm



**Josh Steffy,**  
Owner/President

Josh Steffy had a backhoe before he had a job to put it on. He was confident that if he got the machine, the customers would eventually come. His mother believed in him, too, and loaned him the money to purchase it.

“I started out doing hourly rentals where I was digging footings, trenches or whatever else contractors needed,” said Josh, President of Empire Equipment Service. His wife, Lucy, is Vice President of the Riverside, Calif.-based company. “I had experience running equipment from my previous work in commercial masonry. As I was working for other contractors, I realized that I could do a lot of the work they were doing myself.”

Just as things were really starting to take off for Empire Equipment Service, the recession of 2008 hit and wiped out a lot of its gains. Josh took advantage of a slow period to get a general engineering license and put it to use bidding larger jobs.

“Our focus was mainly underground utilities,” said Josh. “About six years ago, we started a large mass housing project in Lake Forest to put in water and sewer, as well as duct bank

for an electrical contractor. There are a lot of phases to it, and we’re still there. Along the way, an opportunity presented itself for us to take over grading operations, so we ramped up to handle it. That really established us as more than just a utility contractor.”

### More than utilities

Josh describes today’s Empire Equipment Service as a turnkey site contractor offering everything from clearing to finish grade, including bulk earthwork. It covers about a 250-mile radius of Riverside. About 40% of its workload is geared toward residential markets and 60% is federal.

“We do our own concrete structures, such as manholes and junction boxes, in-house for storm drains,” Josh noted. “Altogether, we self-perform about 95% of our work. Customers like that we handle such a large portion. It’s generally their preference, and definitely ours, that we do that, but we will break out services if need be.”

Empire Equipment Service has about another year of work at Lake Forest. To date, in addition to installing all of the sewer, water

(L-R) Road Machinery Territory Sales Manager Dan Lothspeich meets with members of the Empire Equipment Service team on a job site in Lake Forest, Calif., including operators Thomas O’Neill and Andy Anderson, Equipment Manager Jake Trimble, Foreman Joseph Fitzpatrick and Operator Nicholas Stocker. “Dan and Road (Machinery) have been great about getting us the equipment we need and backing it with good service,” said Jake. “He checks on us regularly to ensure everything is running smoothly. We have built a solid relationship with him and Road (Machinery) during the past few months.”





▶ VIDEO

Operator Thomas O'Neill pushes dirt with a Komatsu D65EX-18. "It definitely has more power, so it will push a lot easier and make passes faster to maximize efficiency," said O'Neill of the D65EX. "I really like the automatic shift because if the load gets too heavy, it will lower the gear to minimize bogging down."

and storm drain in phases one and two, it has moved approximately 5 million yards of dirt. That includes both buttress excavation and mass grading.

It recently completed a project in Corona for the Army Corps of Engineers, moving approximately 600,000 yards of dirt to build a series of dikes designed to protect homes and businesses around the Santa Ana River Bottom. It also relocated sewer and water lines.

**Tech and equipment increase efficiency**

Empire Equipment Service's workload has been heavier than usual lately, so it has rented several machines, including a Komatsu D155AX-8 dozer and PC360LC-11 excavator. Those supplement a fleet of more than 70 pieces of iron the company owns. Among them are a new D65EX-18 dozer. Rentals and purchases were done through Road Machinery, LLC Territory Sales Manager Dan Lothspeich, who also worked with them to acquire a water tower/tank.

"Product support is a top factor in our equipment-buying decisions," emphasized Josh. "Dan and Road (Machinery) have been great about finding us the machines

that match our needs, then backing them with good service. They understand how detrimental downtime is, so if there is an issue, they are on it ASAP."

Road Machinery tracks the machines' hours and location with telematics, so it can schedule and perform routine service through Komatsu Care. Empire Equipment Service Equipment Manager Jake Trimble uses the My Komatsu web-based solution as a fleet-management tool.

"I check it daily with my laptop or iPad," said Jake. "It was easy to set up. When we bought the D65, Road Machinery gave me a username and password to log in. I like that I can order parts right from the My Komatsu app, as well as check equipment performance and see if there are any codes that need to be addressed."

Operator Thomas O'Neill said the D65EX-18 increased production compared to the dozer it replaced. "It definitely has more power, so it will push a lot easier and make passes faster to maximize efficiency. I really like the automatic shift because if the load gets too heavy, it will lower the gear to minimize bogging down," noted Thomas. "It has a lot of



▶ VIDEO

Jake Trimble, Equipment Manager



Discover more at [RMLRoadToSuccess.com](http://RMLRoadToSuccess.com)

Continued . . .

# 'They take pride in what they do'

... continued

good features for operator comfort too, such as a rearview camera so you don't have to turn around so much, air conditioning and a drink cooler."

Empire Equipment Service will soon add a PC490LC-11 to its fleet, according to Josh. He said it will help with deeper utility digs, as well as mass excavation and loading trucks. Dan and Road Machinery set up a demo for the PC490LC and the D65EX, so operators could try them out before purchasing.

"Demos are great ways to actually see how they perform in the conditions and applications we use them for," claimed Josh. "Customer service like that makes a difference when buying equipment. We appreciate that Dan and Road (Machinery) give us those opportunities."

## Successful projects from a dedicated staff

Josh aspires to gear Empire Equipment Service's workload more toward projects similar to the one it recently started for the Army Corps of Engineers, which involves

moving about 400,000 yards of earth as part of nearly 15,000 feet of slope protection.

"They are very interesting (projects), and we have had good success on them," Josh emphasized. "It's a learning curve, but we are getting it down. I think eventually we could be at or near 100% of our work being federal jobs like that."

It's one of three to four jobs the company typically has on the books at any one time.

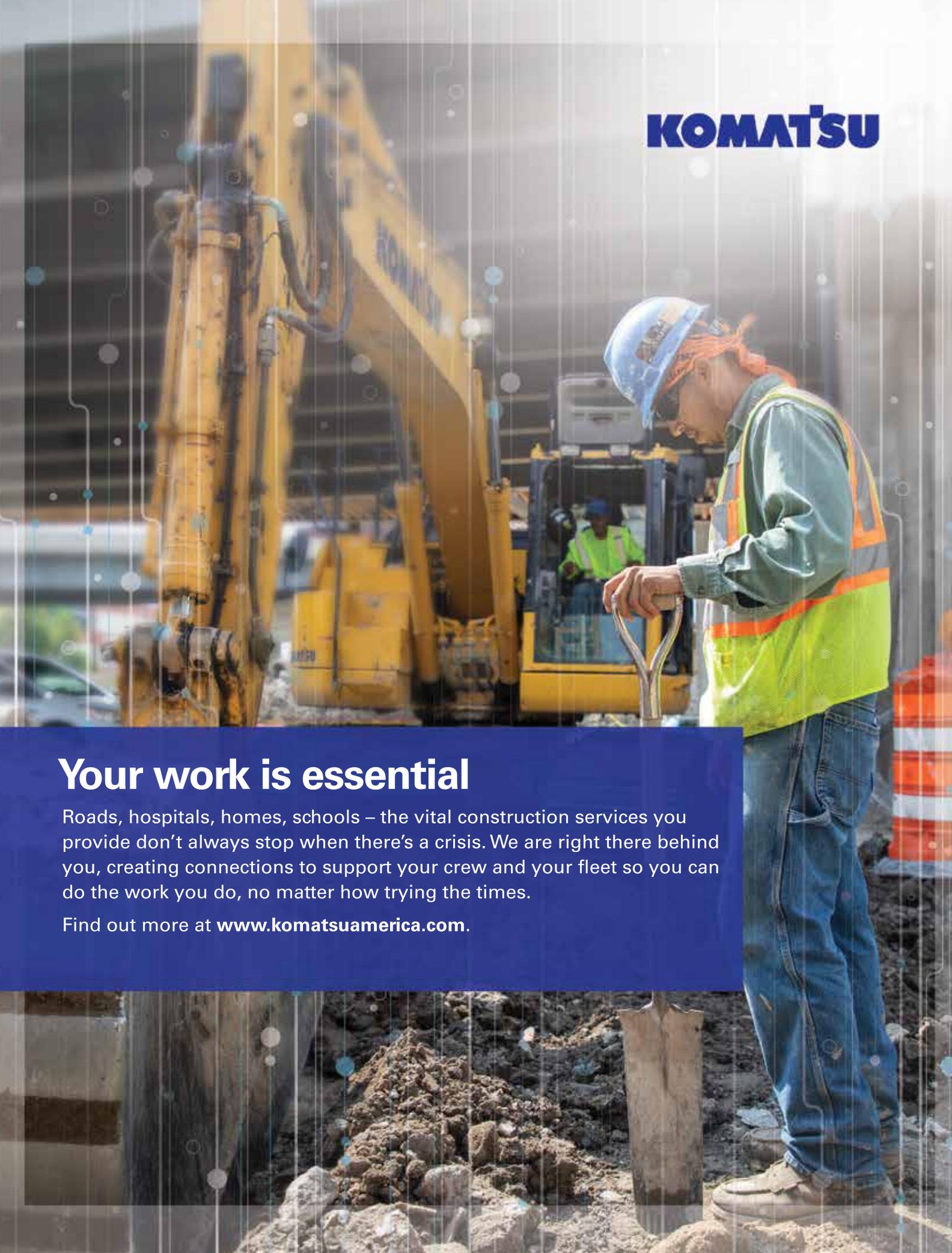
"That's our comfort zone because our projects are fairly large, and I don't want us stretched too thin," said Josh. "Our staff can handle that many jobs productively and efficiently. They deserve a lot of credit for Empire's success. We have several that have been with us long-term, including our first employee, Jasper Salinas. That stability is a real asset. I can't be everywhere, so I have to count on them. They take pride in what they do, and it shows in our ability to complete projects on time and budget. I also have to thank God and my wife, Lucy." ■



Operator Andy Anderson moves dirt with a Komatsu D155AX-8 dozer on rent from Road Machinery's Perris, Calif., branch. "For its size it is very responsive and nimble; it will turn on a dime," said Anderson. "At the same time, it will definitely get a big load and boil it all the way from one end of the field to the other. It's a pleasure to run."

▶ VIDEO





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## Longer Coverage

# Could a new extended warranty program help you better determine total cost of ownership over the life of large machinery?

Understanding total cost of ownership (TCO) over the lifetime of a machine helps you make highly informed decisions about which equipment to buy. Several factors go into calculating TCO. Some costs are fixed, such as the initial purchase price, while other costs – repair and maintenance, fuel and operators' hourly wages, for example – fluctuate.

Making the variable costs more predictable can help with budgeting and avoiding large, unplanned expenses. It also contributes to higher accuracy in estimating, bidding and determining operating expenses. One way to make costs predictable is by purchasing an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.

"Machinery comes with a standard warranty that covers any repairs for the first 12 months," said Felipe Cueva, Manager, Genuine Care for Komatsu. "Once the machine hits those marks, the expenses can be unpredictable and are all covered by you. Car manufacturers started offering extended warranties years ago, and equipment manufacturers have taken up the concept more recently. The advantage is that for a relatively nominal monthly charge, you have the peace of mind that when service or repairs are needed, you won't be hit with a potentially big bill."

Cueva noted that there have been options available for up to 10,000 hours of extended maintenance and repair coverages for some time. Some examples are Komatsu's recently introduced Komatsu Care Plus and Komatsu Care Plus II, as well as its Advantage Coverage. Soon it will offer Komatsu Care Plus III for larger machines, including wheel loaders, rigid-frame trucks and dozers.

"What's been missing is a program designed for those businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service," said Cueva. "Our new Komatsu Care III is a full, comprehensive maintenance and repair program for the first life of the machine. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

### Clearer profitability picture

Cueva added that Care Plus III's cost is based on utilization. Customers pay a per-hour rate, and Komatsu tracks the machine's hours through its telematics systems. Coverage extends across the country, and contracts are transferrable

"This is really the first commercialized TCO from a manufacturer," said Cueva. "It makes your profitability clearer because there are no surprises. We encourage anyone who would like to better know their lifetime costs to contact their dealer about any of the Care Plus programs." ■



Felipe Cueva,  
Manager,  
Genuine Care



Komatsu Care Plus III is designed for total cost of ownership for businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service. "Like the other Komatsu Care programs, it covers scheduled maintenance and repairs," said Felipe Cueva, Manager, Genuine Care. "Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."



## Require the Shot(s)?

# AGC, Fisher Phillips offer guidance to employers about policies related to COVID-19 vaccinations

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. That would mean everyone in the country could potentially be vaccinated by this summer – which is significant considering the drive to put shots in the population’s arms began in late 2020.

The plan to vaccinate Americans includes phasing the shots in with essential frontline workers, such as healthcare professionals, in Phase 1A. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.

The Associated General Contractors of America (AGC) and the law firm Fisher Phillips put together a document to help construction employers answer questions with regards to vaccines and their employees. The piece is for informational purposes and should not be considered legal advice or recommendations, according to the organization and attorneys. Here are a few of the highlights.

### **Can we require employees to be vaccinated?**

The Equal Employment Opportunity Commission (EEOC) issued updated guidance on this issue in December of 2020. The agency’s updated FAQs do not unequivocally state that “employers can require the vaccine.” However,

it repeatedly answers questions discussing what actions employers can take in response to various circumstances after an employer has mandated the vaccine. This language plainly suggests there are circumstances where employers may require vaccine immunization of their workers without violating the Americans with Disabilities Act (ADA), Title VII, and other federal anti-discrimination laws.

The only scenario explicitly described by the EEOC as a permissible basis to mandate vaccination under the ADA is when a worker poses a “direct threat” to themselves or others by their physical presence in the workplace without being immunized.

**Should we require our employees to get a vaccine?** AGC takes no position. This is a decision that employers should make based on their particular legal obligations and business needs.

One factor to consider is the “general duty” clause of the OSH Act, which requires that employers “shall furnish to each of his employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees.”

**If we decide not to require employees to be vaccinated, how could we best encourage**

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.





The Associated General Contractors of America and the law firm of Fisher Phillips put together a Q&A for construction employers to give them guidance on employee vaccinations. To view the entire piece, visit [https://www.agc.org/sites/default/files/Galleries/enviro\\_members\\_file/Vaccine%20QAs.pdf](https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf).

**employees to get vaccinated?** Employers can and should educate themselves and their employees regarding the benefits and safety of the vaccine, especially compared to the risks of not being vaccinated. They should also explore ways to make it easier for employees to get access to the vaccines, such as providing information about local vaccination providers, arranging for mobile units or clinics at or near job sites, paying for any vaccination costs, and allowing employees to get vaccinated during paid work hours.

**What should employers consider before requiring employees to be vaccinated?**

Employers should ensure that they can articulate the reason for the mandate, specifically how the vaccination is job-related and consistent with business necessity. Employers should also ensure that policies fully inform employees of applicable requirement and explain how employees may seek an exemption as an accommodation, based on a medical condition or a sincerely held religious belief. If an employee seeks an exemption on either or both bases, employers must engage in and document an interactive exchange with the employee to determine whether a reasonable accommodation would enable them to perform their essential job functions without compromising workplace safety.

**Are there state and local laws that should be considered?** Yes. Fisher Phillips has a 50-state chart on vaccines, exemptions and related issues.

**If we require our employees to be vaccinated, are we liable for any adverse reaction an employee might have from taking the vaccine?**

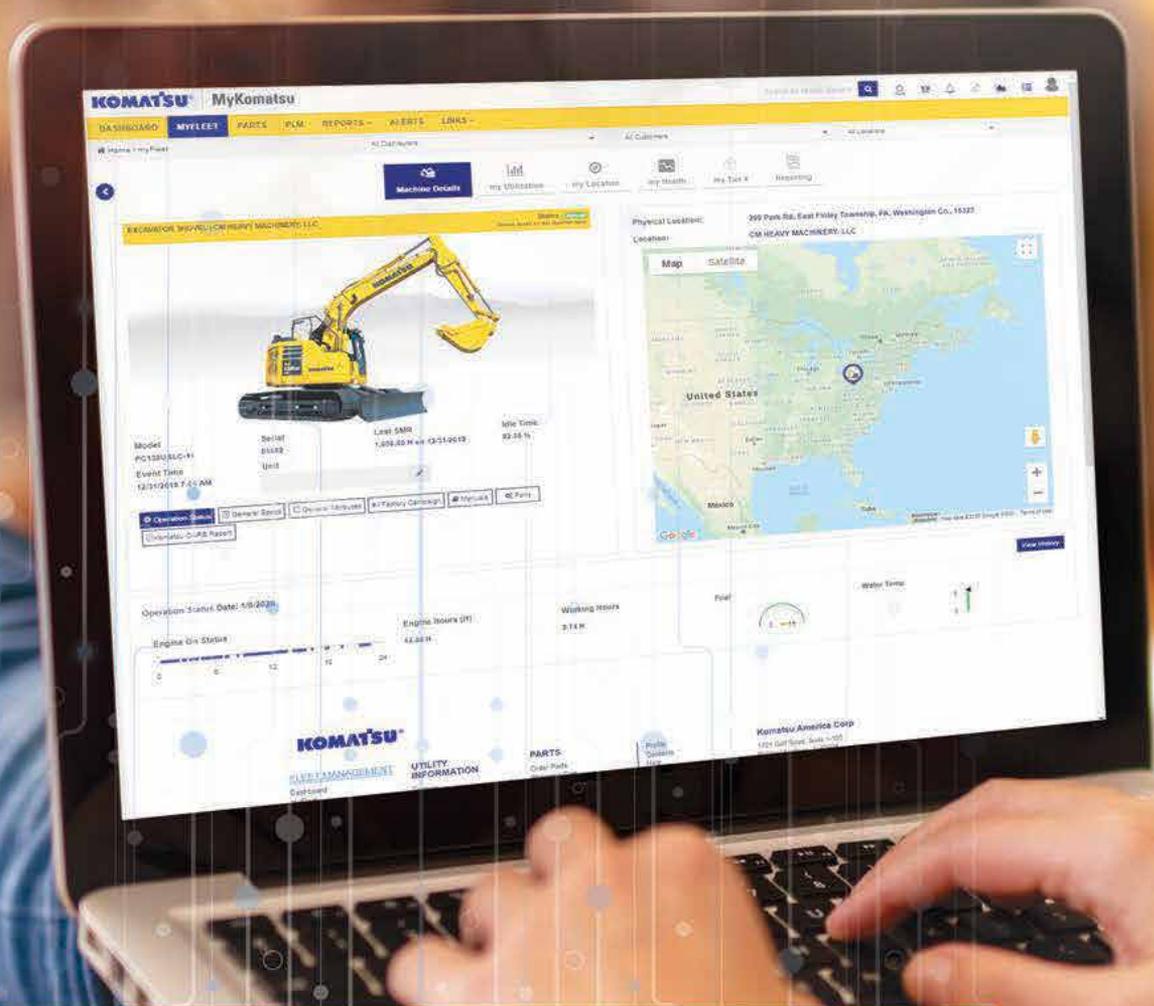
Individuals who experience adverse side-effects may assert claims against the manufacturer, the pharmacy or provider who administers it and possibly the employer, depending on the facts. This does not mean the claims would be successful. In most states, workers' compensation is the exclusive remedy for illness or injury acquired at work, in the absence of an intentional action or gross negligence.

**Do we have to pay for our employees to get a vaccine?** If the employer requires the vaccine, the employer must ensure the employee pays no cost. Further, the most conservative approach would be for the employee to be paid for the time spent getting the vaccine in that scenario. ■

*Editor's note: Information provided here is excerpted from a piece by the Associated General Contractors of America and the law firm Fisher Phillips. The full piece can be accessed at [https://www.agc.org/sites/default/files/Galleries/enviro\\_members\\_file/Vaccine%20QAs.pdf](https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf).*

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## All-around Machine

# Want a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective?

**D**o bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu

introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

### New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.



Discover more

Continued...

### Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

\* Power angle tilt blade

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.



# Patent-pending Proactive Dozing Control logic

... continued

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

"The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain," said Jennings. "The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

## Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the

blade's cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu's hydrostatic dozers, and it maintains the unique super slant nose design.

"Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jennings. "That's important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases operator confidence and, in turn, their ability to be more productive."

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

"With the D71-24s, we specifically matched the track shoes' width to the blade length to ensure optimal performance," said Jennings. "Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down."

"From golf course construction to highway projects, the D71-24s are all-around crawler dozers," said Jennings. "Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site, to contact their distributor to set up a demonstration." ■

**New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage," notes Jon Jennings, Komatsu Product Marketing Manager.**





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HM300-5	116,823 lbs	30.9 TONS	22.4 yd	36.4 mph	332	T4F
HM400-5	162,597 lbs	44.1 TONS	31.4 yd	34.7 mph	469	T4F



## KOMATSU<sup>®</sup> CRAWLER DOZERS

MODEL	WEIGHT	BLADE	CAPACITY	BLADE WIDTH	H.P.	TIER
D39EX-24**	22,000 lbs	PAT	2.89 yd	8'11"	105	T4F
D39PX-24**	22,800 lbs	PAT/ LGP	3.14 yd	10'8"	105	T4F
D51EX-24**	30,800 lbs	PAT	3.5 yd	10'0"	131	T4F
D51PX-24**	31,400 lbs	PAT/ LGP	4.4 yd	11'0"	131	T4F
D61EX-24**	40,800 lbs	PAT	4.41 yd	10'8"	168	T4F
D61PX-24**	42,900 lbs	PAT/ LGP	4.98 yd	12'8"	168	T4F
D65EX-18**	48,800 lbs	PAT/ Sigma	5.6 yd	18'6"	217	T4F
D65PX-18**	52,000 lbs	PAT/ Sigma	4.8 yd	19'7"	217	T4F
D155AX-8	89,300 lbs	Sigma	12.3 yd	13'4"	354	T4F
D375-8	163,340 lbs	Full-U	24.2 yd	15'8"	609	T4F



\*\*Intelligent machines available for most sizes listed

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

MODEL	WEIGHT	DIG DEPTH	CAPACITY	DIG FORCE	H.P.	TIER
PC35-5	8,324 lbs	11'4"	0.24 yd	6,722 lbs	24.4	T4F
PC55MR-10	11,618 lbs	12'4"	0.24 yd	8,724 lbs	38	T4F
PC88MR-10	19,000 lbs	15'	.37 yd	13,780 lbs	66	T4F
PC138USLC-11	37,500 lbs	18'	.34 - 1.0 yd	18,300 lbs	97	T4F
PC170LC-11	43,000 lbs	19'7"	.48 - 1.24 yd	24,470 lbs	121	T4F
PC210LC-11**	54,000 lbs	21'9"	.66 - 1.22 yd	29,762 lbs	165	T4F
PC228USLC-10	54,000 lbs	21'9"	.66 - 1.57 yd	31,085 lbs	158	T4F
PC240LC-11	56,000 lbs	22'8"	.76 - 1.85 yd	34,171 lbs	177	T4F
PC290LC-11**	69,000 lbs	22'8"	.76 - 2.13 yd	39,463 lbs	196	T4F
PC360LC-11**	81,000 lbs	23'11"	.89 - 2.56 yd	51,150 lbs	257	T4F
PC390LC-11**	88,000 lbs	24'3"	.89 - 2.91 yd	51,150 lbs	257	T4F
PC490LC-11**	110,000 lbs	25'5"	1.47 - 4.15 yd	53,790 lbs	359	T4F
PC650LC-11	146,000 lbs	30'5"	2.05 - 4.98 yd	64,150 lbs	429	T4F
PC800LC-8	184,705 lbs	34'9"	2.25 - 6.0 yd	82,010 lbs	487	T4F
PC1250LC-8	234,790 lbs	38'0"	4.4 - 8.8 yd	107,590 lbs	672	T4F



\*\*Intelligent machines available for most sizes listed

## KOMATSU<sup>®</sup> MOTOR GRADER

MODEL	WEIGHT	MOLDBOARD	DRIVE	H.P.	TIER
GD655	39,500 lbs	14'	4WD	218	T4F



## KOMATSU<sup>®</sup> WHEEL LOADERS

MODEL	WEIGHT	TIPLOAD	CAPACITY	BREAKOUT	H.P.	TIER
WA200-7	25,827 lbs	16,854 lbs	2.6 yd	24,251 lbs	126	T4F
WA270-8	28,531 lbs	20,216 lbs	3.0 yd	29,487 lbs	149	T4F
WA320-8	33,731 lbs	21,186 lbs	3.5 yd	36,310 lbs	165	T4F
WA380-8	40,532 lbs	29,630 lbs	4.0 yd	35,495 lbs	191	T4F
WA470-8	53,352 lbs	38,493 lbs	5.0 yd	43,163 lbs	272	T4F
WA500-8	79,802 lbs	54,326 lbs	8.0 - 9.8 yd	51,150 lbs	353	T4F
WA600-8	118,385 lbs	67,200 lbs	10.2 yd	87,230 lbs	527	T4F
WA800-8	254,700 lbs	157,631 lbs	15.0 yd	155,117 lbs	856	T4F
WA900-8	256,618 lbs	158,380 lbs	15.0 - 9.0 yd	158,511 lbs	900	T4F



## WATER TRUCKS

MODEL	CAPACITY
HM300 WATER TRUCK	6,000 gals
HM400 WATER TRUCK	8,700 gals



# KOMATSU<sup>®</sup>





## **DYNAPAC PAVERS, SOIL COMPACTORS & ASPHALT ROLLERS**

MODEL	WIDTH	WEIGHT
CC900 OR 950	35"	3,500 lbs
CC1200	47"	5,900 lbs
CC1300	51"	9,000 lbs
CC4200	66"	23,000 lbs
CC6200	84"	26,500 lbs
CP2700	72"	37K-60K lbs
CP1200	72"; 69"	30K; 26K lbs
CA1300DPDB	54"	10,000 lbs
CA1400DPDB	66"	14,000 lbs
CA2500/3500DPDB	84"	25,000 lbs
CT3000 Tamping Compactor	121"	44,000 lbs
CA1400D	66"	14,000 lbs
CA2500D	84"	25,000 lbs



## **NPK HYDRAULIC HAMMERS, MATERIAL PROCESSORS & SHEARS**

MODEL	IMPACT ENERGY CLASS	WEIGHT	EXCAVATOR CLASS
PH4	1300 ft lbs	1,064 lbs	PC88
GH6	2000 ft lbs	2,150 lbs	C138
GH7	2500 ft lbs	2,900 lbs	PC170
GH10	4000 ft lbs	4,200 lbs	PC200-290
GH12	5500 ft lbs	5,650 lbs	PC290
GH15	8000 ft lbs	6,800 lbs	PC300-360
GH18	12,000 lbs	7,800 lbs	PC400-490

Model	JAW OPENING	JAW TYPE	WEIGHT	EXCAVATOR CLASS	MAX CRUSH
M28G	35.8 in	Pulverizing	6,850 lbs	PC200	125 tons
M28K	25.1 in	Shearing	6,900 lbs	PC200	133 tons
M35G	38.6 in	Pulverizing	7,544 lbs	PC300	127 tons
M35K	22.8 in	Shearing	7,831 lbs	PC300	125 tons



## **MANITOU TELEHANDLERS**

MODEL	LH	CAPACITY
Manitou MTA1 2055	55'	12,000
Manitou MHT 790	22'4"	20,000
Manitou MHT 10180	31'7"	40,000
Xtreme 15070	70'	15,000



## **MANITOU SKIDSTEERS**

MODEL	CAPACITY
MANITOU 1900R	1,900
MANITOU 2200R	2,200
MANITOU V3200T	9,145

\*attachments available for skidsteers



## **Superior RIDE ON SWEEPER**

MODEL	HP	BRUSH WIDTH
Superior SM74P - Front Mounted Brush	74	96"
Superior DT74P - Center Mounted Brush	74	96"

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Pedestal Breaker Systems

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# Are you looking for an excavator that can get close to structures, traffic without the worry of a large counterweight?

**T**ight job sites present unique challenges. In order to be the most productive in those instances you have to carefully consider the type of equipment to use. For instance, an excavator with a large counterweight could swing into an obstruction or into a lane of traffic.

"Tight-tail-swing and compact excavators continue to gain popularity because they are a great solution for these kinds of sites," said Jonathan Tolomeo, Komatsu Product Manager. "On projects where space is at a premium, such as urban areas or during highway reconstruction where you can only work in a single lane, they deliver outstanding production results in a small package. They are also great for tasks that require you to place the machine very close to a house or other type of building."

Tolomeo added that not all tight-tail-swing and compact excavators are right for every limited-space situation. Take foundation repair for example. He emphasized that the best fit for the job is a machine with a swing boom that can work independently of the cab.

"The operator positions the tracks very close to the structure, then only moves the boom," Tolomeo explained. "This allows for digging at various angles while the cab stays in a fixed position. There is virtually no chance of a counterweight swinging into the house or other building as you dig and pile dirt."

### Attachments increase versatility

Komatsu recently introduced its latest model, the PC88MR-11, with a host of new features that improve production and fuel efficiency with a viscous fan clutch.

"An improved design of the standard blade rolls material better for more efficient dozing or backfill work, which increases the PC88MR-11's versatility and may provide costs savings by not having to use an additional machine," said Tolomeo. "You can further increase versatility with attachments such as hammers and grapples.

The excavator has two-way auxiliary control with a dual-stage relief valve, as well as a thumb mounting bracket – so it will run

practically any tool in the industry. That capability increases its availability and gives you additional applications and potentially better profitability and return on investment."

He added that productivity increases when you can set hydraulic pressure and flow from inside. The PC88MR-11 lets operators do that, which is a change from the previous model. Additional upgrades include better serviceability with larger service doors and centralized ground-level access to filters located within a common area.

"The list of enhancements, improvements and upgrades is long, and we encourage anyone who is looking for a productive compact excavator that increases versatility, to contact their distributor for a comprehensive list and a demonstration," said Tolomeo. ■



**Jonathan Tolomeo,**  
Komatsu Product  
Manager



Discover more

#### Quick Specs

**Net horsepower**  
68 hp

**Operating weight**  
18,739-19,224 lb

**Bucket capacity**  
0.12-0.26 cu yd

The new PC88MR-11 with a swing boom lets operators position the tracks very close to the structure, then only move the boom. "This allows for digging at various angles while the cab stays in a fixed position," said Jonathan Tolomeo, Komatsu Product Manager. "There is virtually no chance of a counterweight swinging into the house or building as you dig and pile dirt."



# Tracey Drechsel says new structure delivers better service as regional teams work together to be your one point of contact



**Tracey Drechsel,**  
Komatsu Business Director,  
East Region

*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.*

Tracey Drechsel's career with Komatsu began right out of college. The 1998 Austin Peay State University graduate started with Komatsu Financial and held various roles in operations, sales and marketing. She spent six years as the Finance Sales Manager, working at Komatsu's Newberry, S.C., plant before returning to the Chicago area. Along the way, she earned a master's degree from North Central College.

"As a kid, I never thought construction equipment would be my life. I wanted to be a marine biologist and swim with dolphins," shared Drechsel. "The gig with Flipper didn't work out, so here I am helping people dig holes and push dirt.

"The best part of the industry, and personally, the most rewarding, is the human interaction," she added. "I get to meet people from different backgrounds and find ways to make a difference in their lives. I have been very fortunate to wake up every day for 22 years and enjoy who I work for and who I work with; and I don't take that for granted."

In 2017, Drechsel was promoted to Director/Sales Marketing for the North Region of Komatsu's construction equipment division. In late 2020, she was named Business Director, East Region, which includes states from Michigan to Maine and down to Florida.

A two-sport athlete in college, basketball and softball, she enjoys staying active today. Drechsel likes to run, workout, boat, walk her dogs and travel. She also may be the only person in Chicago who cheers for both the Cubs and White Sox and dislikes deep-dish pizza.

**QUESTION:** Komatsu has made some structural changes with personnel taking on new roles, including those of regional business directors. What's the customer benefit?

**ANSWER:** As always, our focus is on helping customers find solutions by utilizing our dealer network, products, technology and, most importantly, our people who care at all levels. Speed to market and technical resolution is something we really focused on improving with this new structure. We empowered our people to make more decisions in the field to improve our response times to customers and distributors.

With this new concept, all business units within a region – parts, sales, finance, warranty, etc. – are now part of the same channel, whereas before it was more individualized. We've created small, focused regional teams with diverse skills to address the entire life cycle of customer needs. We are packaging our solutions as "Komatsu" and are aligned to act in the best interest of the customer.

**QUESTION:** How are members of each regional team working together?

**ANSWER:** Internally, we are leveraging each other's skill sets in more proactive ways to add value to our individual knowledge base as well as to our customer interactions. In the past, our collaboration had a tendency to be more reactive.

Now, we're meeting and talking on a consistent basis about what's happening within our region. Individuals and groups can bounce ideas off of each other; and we can discuss best practices in customer satisfaction as we share success stories and customer feedback.

Ultimately, it's a great opportunity to better serve our markets and moves us toward our goal of creating one point of contact that our customer value chain can trust and rely on.

**QUESTION:** Last year was certainly different from many perspectives. How did events

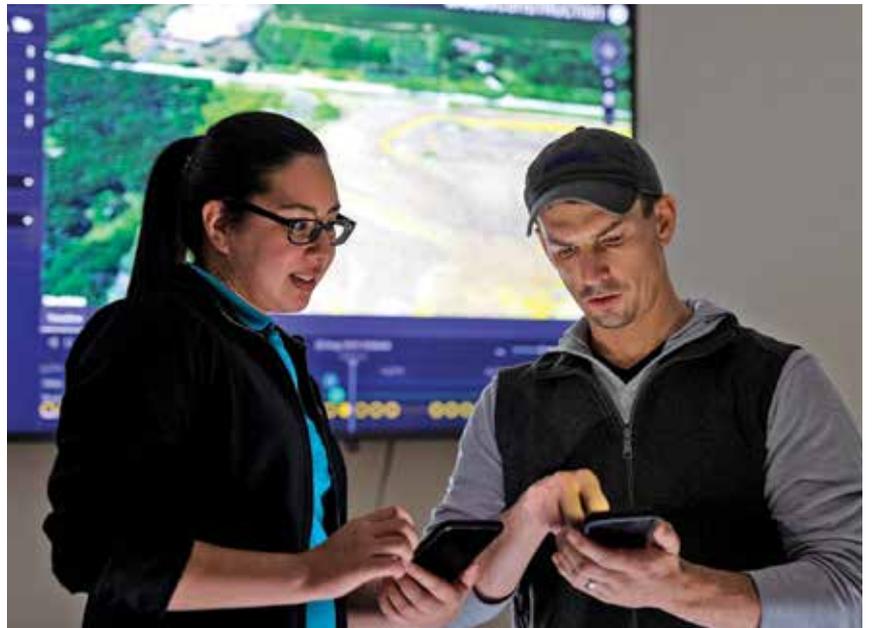


Komatsu's focus is on helping customers find solutions by utilizing its dealer network, products, technology and, most importantly, its people who care at all levels said Tracey Drechsel, Komatsu Business Director, East Region.

### **affect the construction markets and what do you see looking forward?**

**ANSWER:** COVID-19 accelerated the acknowledgment and need for digital solutions in our industry. The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track. Those customers who were hesitant or skeptical about adopting GPS systems, intelligent machines and Smart Construction, now see the value in investing in those solutions.

Many are also utilizing our fleet management site, My Komatsu, more often. It enables them to remotely track production, idle time, fuel usage and other data with a tablet, smartphone or desktop computer. It allows them to reference manuals for their fleet, find the needed parts and purchase them quickly and easily. Again, it's actionable information they get without the need to be present at the job site. The complimentary service can save time and improve practices. ■



The use of Smart Construction solutions and My Komatsu for fleet management increased during the past year. "COVID-19 accelerated the acknowledgment and need for digital solutions in our industry," said Tracey Drechsel, Komatsu Business Director, East Region. "The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track."

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# New iMC 2.0 excavator delivers greater accuracy, comfort and versatility for increased productivity

What if you could dig basements, footings or utility trenches without worrying about overexcavating? How about using the same machine to accurately excavate slopes and finish grade ponds with limited movement? What if you could do it all with little or no need for a finish dozer, stakes or surveying?

According to Komatsu Senior Product Manager Andrew Earing, Komatsu's new intelligent Machine Control (iMC) 2.0 PC210LCi-11 excavator with integrated GPS lets you do all of those tasks and more. Earing noted that testing showed the latest-generation machine improves production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

"The new iMC 2.0 PC210LCi-11 has added additional satellite systems improving satellite coverage and ability to work in more challenging areas such as near woods or on urban job sites," said Earing.

### Bucket angle hold, new monitor

With iMC 2.0 comes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation.

"It's less fatiguing for operators, which makes them more productive throughout a shift," said Earing. "It also produces a better finish-grade surface, so there are multiple benefits."

Additional new features include a smaller, slimmer 10.4-inch monitor with more memory and faster processing speed. It has pinch-to-zoom and swipe functionality similar to a smartphone or tablet.

"Customers told us they wanted a more streamlined monitor," said Earing. "This is intuitive and easier to use, so there's decreased downtime navigating through it and more time producing."

### Options up versatility

Earing added that users can boost efficiency further with optional features such as automatic tilt bucket control. Using an add-on inertial measuring unit, it allows machine control to manage the angle movement of a tilt bucket to dig and grade surfaces that are not perpendicular to the machine. Users provide their choice of bucket.

*Continued . . .*



**Andrew Earing,**  
Komatsu Senior  
Product Manager

A new feature of the latest-generation PC210LCi-11 intelligent Machine Control 2.0 excavator includes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation. "It's less fatiguing for operators, which makes them more productive throughout a shift," said Komatsu Senior Product Manager Andrew Earing. "It also produces a better finish-grade surface, so there are multiple benefits."



# 'Useful on projects with varying contours'

... continued

"While excavating a deep trench, you can slope the sides back without moving the excavator," explained Earing. "It's also useful on projects with varying contours, such as swales and ponds. Operators can sit in a fixed position and shape those transitions. Less movement saves time and wear and tear on the machine and the operator. We believe most contractors will want to take advantage of this.

"Another feature is optional pressure and flow control for plus-one piping," he continued. "This lets you fine-tune hydraulic pressure and flow on attachments such as hammers, vibratory compactors, processors and more for improved control and versatility."

## Semi-automatic functions

The iMC 2.0 PC210LCi-11 maintains the main functions of the first-generation iMC excavators, including the ability to switch from manual to semi-automatic modes.

Among a host of standout features is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter

how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it. This reduces wasted time and the need for expensive fill materials.

Productivity and efficiency features include:

- In semi-automatic mode the boom adjusts the bucket height to trace the target surface and minimizes the chance of digging too deep.
- Auto stop control halts the working equipment when the bucket edge reaches the design surface to reduce design surface damage.
- Minimum distance control regulates the bucket by automatically selecting the point on the bucket closest to the target surface.
- The facing angle compass shows the operator the facing angle in relation to the target surface, allowing the bucket edge to be accurately positioned square to the target surface.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to contact their distributor and test one for themselves." ■

**The new intelligent Machine Control (iMC) 2.0 PC210LCi-11 maintains the semi-automatic features of the first-generation iMC excavators, including auto stop control, minimum distance control and a facing angle compass to limit overexcavation.**



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# Thinking about a breaker? Here are some considerations to help you decide what's right for your operation

Hydraulic breakers for excavators were introduced a little more than 50 years ago. They soon gained popularity because they added versatility – and greater profitability – to what was previously a one-dimensional machine. In addition to digging, operators could now hammer rock, break up pavement and perform demolition.

During the past five-plus decades, the number of breakers introduced to the marketplace continued to grow. There are numerous models and types today. Choosing the right one takes careful consideration to ensure optimal production and efficiency.

"There are several variables that should be taken into account when choosing a breaker; it's definitely not a one-size-fits-all deal," said Eric Chudzik, District Manager of the Komatsu North America Attachments Division. "The first consideration is looking at what model of machines you have available. Next, you have to look for a breaker size that will tie into the type of material you want to break – is it hard rock, concrete or both? What is the application? What type of production do you want to achieve? Purchase price should also be a factor in choosing a breaker."

Another major consideration is purchasing versus renting. How often a breaker will be used and where you work play key roles in

determining which is the right choice for you. Areas with rocky soils that have local ordinances prohibiting blasting would be prime locations for opting to purchase a breaker.

"If you encounter rock on a daily, or near-daily, basis, buying makes perfect sense," said Aaron Scarfia, Regional Manager of the Komatsu North America Attachments Division. "If your projects are in areas where you only run into rock occasionally or not at all, then rental is the way to go. However, you may also do a lot of demolition. In that case, making the investment in a purchase could be justified."

Chudzik added that the type of demolition you perform should factor into which breaker you need. "Bridge decks and abutments, roadways, curb and gutter,

*Continued...*

**Komatsu recently introduced its initial line of branded breakers. The product offering includes the JTHB-G (Gas) series dual-energy type and the JMHB-H (Hydraulic) series with eight models in each series. All are designed and tested to fit Komatsu excavators from the PC78US-11 to the PC490LC-11 models, and their high-percussion efficiency and unique variable energy technology provide high production in multiple applications.**



**Aaron Scarfia,**  
Regional Manager,  
Komatsu North  
America Attachments  
Division



**Eric Chudzik,**  
District Manager,  
Komatsu North  
America Attachments  
Division



# Breakers designed and tested to fit Komatsu excavators

... continued

and heavy foundations are all different. If you choose one for curb and gutter and try to use it for heavy foundations, the production is likely to be disappointing. Think about how much you do in this segment, what you're breaking and match the attachment to the machine and tasks."

To help you choose the right breaker and be most productive with it, Komatsu has a dedicated attachments sales and service team to support both you and your distributor. The specialists are factory trained and experienced in installation, operation, service and rebuilds, noted Scarfia.

## New breakers that match

Komatsu recently introduced its initial line of branded breakers. The product offering includes the JTHB-G (Gas) series dual-energy type and the JMHB-H (Hydraulic) series with eight models in each series. All are designed and tested to fit Komatsu excavators from the PC78US-11 to the PC490LC-11 models. Their high-percussion efficiency and unique variable energy technology provide high production in multiple applications, said Scarfia.

"Komatsu breakers are specifically paired to a machine size. The model numbers of the breakers and the machines match, so that you can easily identify the right attachment for your excavator," explained Scarfia. "They are approved for each model to use in breaker mode – which is single-direction hydraulics with hydraulic fluid traveling from the control valve

to the attachment and back to the source. That makes them very efficient for your machine."

Komatsu built in several features and benefits to protect the breaker, carrier and operator. "Komatsu breakers have an accumulator that recycles high-pressure oil internally, reducing hydraulic surges returning back to the carrier," Chudzik said, noting that some other manufacturers do not include this feature. "That allows us to create more energy with a lower flow. It also reduces hydraulic pressure spikes leaving the breaker, protecting the hydraulic system of the carrier."

Blank fire protection reduces firing when the tool is not in contact with material being broken. This system reduces misfires, increasing the longevity of the hammer while allowing the operator to concentrate on the job.

"Automatic pressure regulation keeps the breaker operating at a constant operating pressure to ensure consistent energy and peak performance," said Chudzik. "Also included are suspensions that reduce vibration going back to the carrier and operator; fully enclosed 'soundproof' cradles and housing that reduce noise; and the breaker packages feature automatic greasing for ease of maintenance."

## Rebuild periodically for longer life

How you use the breaker and maintain it factor into its useful life, according to Chudzik. He's seen breakers that needed to be replaced within two years due to neglect and some that have lasted more than two decades thanks to diligent servicing.

"The user is a key component, not only in production but also in longevity," said Chudzik. "They should be well-trained in how to avoid blank firing and how not to use the breaker for prying as that will prematurely wear out the bushings and break working tools. If you treat it right with proper maintenance and rebuilds when required, it may last for 10, 20 years or longer."

Scarfia noted that Komatsu has a rebuild program. "For a flat rate, we provide the labor and genuine parts to repair the breakers. This service is offered through our distributors and our dedicated breaker repair center with factory trained technicians. If you adhere to the recommended maintenance schedule, an extended warranty is possible. New breakers come with a standard 12-month warranty.

"If you think a breaker is the right tool to add versatility to your business or if you want to check out our new line, we encourage you to contact your local Komatsu distributor for more information or to set up a demonstration," Scarfia added. ■

**Komatsu built in several features and benefits to protect the breaker, carrier and operator – including an accumulator that recycles high-pressure oil internally and reduces surges back to the carrier. This allows the creation of more energy with lower flow and reduces hydraulic pressure spikes. The breakers also have blank fire protection and automatic pressure regulation.**



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# New conversations lead to additional improvements in XT-5 Series of tracked feller bunchers



**Todd Miyake,**  
Vice President,  
Forest Division,  
Komatsu

**C**ustomer feedback led to increased power and lift capacity in the XT-5 Series of tracked feller bunchers first introduced in 2018. In-the-field conversations over the past two years have resulted in new updates, including performance and operator improvements.

“Working with, listening to and responding to customers is the cornerstone of our product development process. So, when they said that our XT-5 machines would be even better with a boost in power, multi-functioning performance and visibility, we got to work,” said Todd Miyake, Vice President, Forest Division, Komatsu.

Komatsu XT-5 machines have excellent travel speed that enables customers to travel and operate the swing, arm and tool simultaneously for maximum usability. Operator feedback led to a further boost in multifunctioning performance with 7% greater horsepower – 331 hp versus 310 hp when the series launched – and increased hydraulic flow, while maintaining fuel efficiency.

### Features added

Komatsu introduced the XT-5 Series machines with upgrades compared to previous models, including:

- Increased power and torque – even while using up to 5% less fuel
- Greater lift capacities and the ability of the XT465L-5 to readily operate the Quadco 24-inch-cutting-capacity disc saw head
- Repositioned the modern forestry cab to the left side for exceptional visibility and comfort
- Komtrax remote equipment monitoring and telematics system
- Outstanding serviceability with all points easily accessible and gull-wing hood engine access

### Komatsu Care included

The new warranty coverage is in addition to the standard complimentary Komatsu Care, which includes routine scheduled maintenance for the first 2,000 hours or three years. All services are performed using genuine Komatsu filters and fluids. ■

**Komatsu’s XT-5 Series track feller bunchers now feature more horsepower and other upgrades. Customer feedback drove the updates to the XT430-5, XT445L-5 and XT465L-5 models.**





**2017 Komatsu PC290LC-11**



**2018 Dynapac F800W**



**2017 Dynapac CA2500D**

## Used Equipment for Sale

Year	Model	Serial No.	Hours	Price
<b>Dozers</b>				
2018	Komatsu D65PXi-18	91616	2,250	\$279,500
2018	Komatsu D61EXi-24	40620	2,100	\$262,500
2018	Komatsu D39EX-24	95928	475	\$139,500

<b>Motor Graders</b>				
2019	Komatsu GD655-6	60526	375	\$262,500
2019	Komatsu GD655-6	60558	695	\$252,500

<b>Excavators</b>				
2008	Komatsu PC800LC-8	55061	10,510	\$142,500
2015	Komatsu PC360LC-10	A33627	4,100	\$92,500
2017	Komatsu PC290LC-11	A27065	1,675	\$169,500
2014	Komatsu PC228USLC-10	1117	3,150	\$106,000

<b>Wheel Loaders</b>				
2018	Komatsu WA500-8	A96824	5,400	\$275,000
2015	Komatsu WA470-7	A47182	3,450	\$139,500

<b>Dynapac</b>				
2017	Dynapac CA1300PDB	10000159JHA20758	35	\$62,500
2017	Dynapac CA1400PDB	10000169JHA020757	85	\$77,500
2017	Dynapac CA2500D	10000167CHA020306	40	\$75,500
2018	Dynapac F800W	10002018CGC006535	N/A	POR

<b>Terramac</b>				
2017	Terramac RT14	14C0032	650	\$172,500
2017	Terramac RT9	9F0232	N/A	\$129,500

For more information, go to [www.roadmachinery.com/used-equipment](http://www.roadmachinery.com/used-equipment) or contact Used Equipment Manager Allen Stokke at (602) 509-4031 or [astokke@roadmachinery.com](mailto:astokke@roadmachinery.com)



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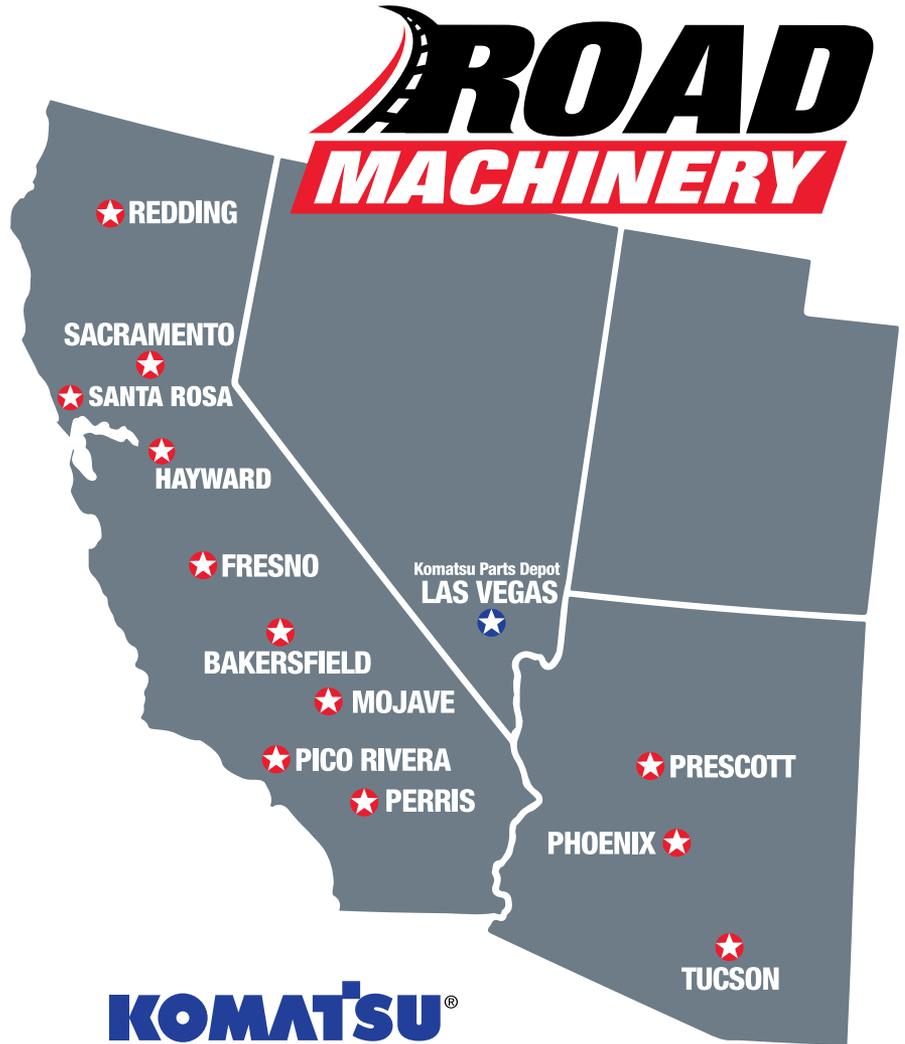
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