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ROAD TO SUCCESS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY LLC CUSTOMERS

NORDBY WINE CAVES

Read about the underground spaces this California firm constructs throughout the Napa Valley



Rick Shone,
President



NO WASTE GRINDINGS LLC

See how this Phoenix-area business recycles scrap wood into new products for a variety of uses



Ezra Craig,
Owner

A MESSAGE FROM ROAD MACHINERY



Sloan Brooks

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spectrum of
products**



Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At Road Machinery, it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your Road Machinery Road To Success magazine highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.


Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

Road Machinery and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business and hope for your continued prosperity. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
ROAD MACHINERY LLC



Sloan Brooks
President & COO



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ROAD TO SUCCESS

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NORDBY WINE CAVES

California firm constructs underground spaces throughout the Napa Valley

It's no secret that the Napa Valley is prime real estate for wineries. People driving through the region can easily see the vineyards and production facilities, but they may not realize there are a significant number of wineries with an underground component.

"That's our forte," said Rick Shone of Nordby Wine Caves. "Our main focus is constructing underground spaces, primarily for the wine industry. We have also completed garages, art tunnels and are looking at water-storage tunnels. However, those types of jobs are a relatively small percentage of our business."

Rick, along with Craig Nordby, are current owners of Nordby Wine Caves. Craig and

his brother, Del, started the company about 20 years ago, and Rick purchased Del's share of the business nearly a decade ago. Today, Craig is CEO and Rick is President of the Santa Rosa-based business.

"Many of our clients have dreamt about being winery owners for a long time," said Rick. "Often, they buy property for their vineyard, then build the winery and a wine cave. The caves generally offer constant temperature and humidity, which are ideal conditions for storing products."

Some clients seek more than just a space for barrels or bottles of wine.

"We have completed projects from 1,000 to 30,000 square feet for customers who want everything from a small area to store barrels to a complete underground winery," shared Rick. "They may need a space to host events. As long as they have a hillside with proper topography – sufficient slope that allows us to tunnel into the hillside – and acceptable geology, we can help them design and create whatever they are looking for."

Close consultation

Nordby Wine Caves serves as either a general or subcontractor, working closely with customers and geotechnical, design and mechanical engineers to determine if a site is suitable, and, if so, what parameters must be met. These conditions include the size of the cave and ventilation system, thickness of the concrete liner, what reinforcement is needed as well as electrical requirements.

"Once everyone agrees on the concept, price and drawings, we're ready to proceed," noted Rick. "We start by striking

Road Machinery Account Manager Jason Ketchum (left) meets with Nordby Wine Caves President Rick Shone on a jobsite in the Napa Valley. "Jason and Road Machinery have taken good care of us and because of that we have developed a strong relationship," said Shone.





Operator Nick Newman shapes cave walls with a Komatsu PC138USLC excavator equipped with a cutter head. "It's smooth and easy to operate," said Newman. "You can set the hydraulics to match the conditions, and if you need to adjust, you can simply do so with the touch of a button."

a vertical face, and either we or another firm constructs a retaining wall at the front of the structure. Most caves are arch-shaped, so they have radius points. Surveyors give us the points, we paint a profile from those and begin excavating. As we tunnel, we continue to paint, excavate and put up the reinforcing liner."

PC138USLC a perfect fit

In its early days, Nordby Wine Caves predominantly used tunneling machines. Approximately 10 years ago, the firm switched to excavators and in 2016 purchased its first Komatsu, a PC138USLC that is equipped with a cutter head, for shaping caves. The business worked with Road Machinery and Account Manager Jason Ketchum to acquire the machine plus a rental unit.

"For the most part, caves are still relatively small, with 10 to 11 feet of headroom, so we need a compact machine," Rick explained. "At the same time, the equipment has to be productive and versatile. When looking for a new excavator, I checked around and several companies recommended Komatsu. I contacted Jason, and we worked together to find the right machine for our needs. The PC138 has proven to be a perfect fit."

Road Machinery modified the tight-tail-swing model by shortening the stick and repositioning cylinders. "We wanted to get some articulation at the end of the stick, so that the operator has the ability to move the

cutter head in multiple ways. It also created better visibility," reported Rick. "What's really impressive is that the PC138 has several hydraulic settings, so with the touch of a button the operator can adjust the flow to the cutter head and slow it down or speed it up to match the material conditions.

"I also really appreciate KOMTRAX," Rick added. "I receive an email showing me how many hours the machine worked and other important information. Road Machinery has the same data, so they contact me when a service is due, schedule it and get it done under the Komatsu CARE program. That's a great value. Jason and Road Machinery have taken good care of us and because of that we have developed a strong relationship."

At the forefront

The genesis of wine cave construction dates back to the late 1800s and has continued to evolve. Nordby Wine Caves embraces new methods and the latest technology.

"We believe in being at the forefront of the industry," said Rick. "For instance, we have certified nozzle men to spray shotcrete for the reinforcing liner. We offer new cave styles, such as 'grotto,' which looks more like it was naturally carved out of the earth. Other clients want a more traditional, finished look that's straight with sharp edges. Whatever the style, we can do it efficiently, productively and so that it meets or exceeds our customers' expectations." ■



Discover more at
RMLRoadToSuccess.com

NO WASTE GRINDINGS LLC

Phoenix-area business recycles scrap wood into new products for a variety of uses



► VIDEO

Ezra Craig,
Owner

Many people associate recycling with household materials like cardboard boxes and paper. In contrast, construction companies think of it in terms of taking old concrete or other debris and turning it into aggregates such as road base. For No Waste Grindings LLC, recycling is focused on turning scrap wood into a variety of products for a wide range of industries.

"Roughly 70 percent of our business involves moving leftover construction-related wood to and from various places," explained Ezra Craig, who along with his wife, Jaki, owns No Waste Grindings. "For the most part, the starting point is a construction business or a truss company that has wood waste. We haul it to a business that processes a portion of it into finger-jointed studs, which are reintroduced to the new-home construction market."

The byproduct from the finger-jointing, along with any unused portion of the original wood waste, is then hauled to No Waste Grindings' facility in Phoenix for further processing.

"One of our main offerings is biomass material, which is burned for energy. We

sell our product in bulk all over the state of Arizona. We also offer condensed wood pellets by the bag, pallet or the truckload," said Ezra, noting that nearly all of the raw wood handled by the company is untreated and uncolored white pine. "Additionally, we produce several types of materials for ground cover and animal-related usage."

Among the latter are grindings for show arenas and bedding for horse stalls. Eventually, those materials need to be replaced, so they work with ranches and other equestrian-related businesses to remove the soiled products. No Waste Grindings takes them to nurseries where they are processed into clean mulch.

"In some instances, we are working with the same 'pieces' of wood up to five times," Ezra said. "That's the bulk of our business. The rest is made up of some cardboard and manure hauling to recycling facilities along with a bit of trash hauling."

A decade of building

Ezra and Jaki started No Waste Grindings nearly 10 years ago. Prior to that, the couple worked for a similar business owned by Jaki's mother. Her company focused more on trash handling. Ezra was in charge of roll-off services and oversaw a crew. He also developed relationships with area truss companies. When Jaki's mother passed away, the Craigs decided to open No Waste Grindings.

"We started hitting the wood market hard and helping some of the customers we had relationships with, before starting a recycling program for the scrap wood they were sending to a landfill," Ezra recalled. "At first, we rented space from the previous company and worked out of its yard. That firm hauled our products. Through the years, we built up our business."

No Waste Grindings uses Komatsu WA270 wheel loaders to move materials at its facility in Phoenix.





▶ VIDEO

Operations Manager Miguel Galeano feeds a grinder with a Komatsu WA270 wheel loader equipped with a 6-yard bucket. "The WA270 loaders are easy to operate, and with the larger bucket we can move material faster," said Galeano. "I like the rearview camera because I can see what's behind me without having to turn around."

Today, No Waste Grindings has approximately 20 employees and its own yard, trucks and a couple hundred roll-off boxes around the state of Arizona. The company hauls products to and from the yard and also accepts materials from outside sources. Raw wood is thoroughly inspected and sorted to ensure that items going into the grinder are clean.

Komatsu loaders stand up

Komatsu loaders are a mainstay in No Waste Grindings' operations. The company has two WA270s – one Dash-7 and a Dash-8 – that load trucks and feed the grinder. Ezra worked with Road Machinery Territory Manager Earl Stagger to purchase the WA270-8.

"Komatsu's reliability is outstanding," said Ezra. "Phoenix is a hot and dusty environment, and wood waste and the materials we make from it only increase the dust factor. Komatsu loaders have always performed well under those conditions, without incurring any significant downtime. We get good production and fast cycle times."

Stagger talked in depth with Ezra about his specific needs when No Waste Grindings purchased the WA270-8, and together they determined that the loader could be equipped with a 6-yard bucket instead of the standard 2.5- to 3.5-yard sizes.

"The wood we handle is light, and we're not doing heavy digging like a construction company, so a larger bucket made sense. It allows us to move product faster," said Ezra. "Earl was terrific about ensuring that the machine was a perfect fit, and we have



(L-R) No Waste Grindings Owner Ezra Craig and Operations Manager Miguel Galeano meet with Road Machinery Territory Manager Earl Stagger and Komatsu District Manager Armando Najera. "Earl was terrific about ensuring that the machine was a perfect fit, and we have received excellent service from Road Machinery," said Ezra.

received excellent service from Road Machinery throughout the years. That's another big reason why I continue to use Komatsu. Road Machinery takes care of the scheduled services on the Dash-8 under Komatsu CARE, and we use them for maintenance on the Dash-7, too. They call me when an interval comes up, we schedule and they get it done."

Looking to go electric

Ezra notes that in the not-too-distant past wood waste was likely destined for a landfill. He believes recycling it is a much better option.

"I have plans to do more," said Ezra. "I'm looking at eventually moving to an electric grinder and changing other practices to be more eco-friendly. Anything we can do to be environmentally conscious is a positive in my book." ■

LOOKING AHEAD

CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

... continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.





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PREVIEW PAYOFF

How virtually designing infrastructure jobs with building information modeling saves taxpayer dollars

No longer the infrastructure envy of the world, many of the United States' roads, bridges and tunnels are crumbling and in need of substantial maintenance or replacement. Compounding these challenges are the pressures of increased urbanization and population growth, which will place added stress on already strained systems.

So, while the Beltway banter continues about addressing infrastructure funding, we can no longer focus solely on the amount of spending, but rather the manner by which those dollars are spent. Secretary of Transportation Elaine Chao captured the point perfectly in her confirmation hearing last year when she said, "It's also important to recognize that the way we build and deliver projects is as important as how much we invest."

Using building information modeling – BIM – will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.

But what is BIM? Simply stated, BIM allows project teams across all disciplines – designers, engineers, construction teams and project sponsors/owners – to build in the digital world before doing so in the physical world. The benefits? Reduced risk, waste and rework in construction, which typically lead to cost overruns.

Many governments around the world have or are in the process of creating requirements for spending funds more responsibly with an eye on long-term growth and modernization of government-funded infrastructure. China, Germany, Japan, the United Kingdom (U.K.), France and others are in the lead on developing BIM policies or standards and demonstrating real value on behalf of their constituencies.

Perhaps the U.S. Department of Transportation should take a page out of the U.K.'s playbook. That nation implemented a technology policy that all government-funded projects, including infrastructure, are required to use BIM. Using the BIM process, between 2009 and 2015, the policy saved U.K. taxpayers 15 to 20 percent in construction costs, roughly the equivalent of more than \$1 billion U.S. dollars.

Ben Franklin popularized the phrase, "a penny saved is a penny earned." When it comes to spending taxpayer dollars on infrastructure, the proverb has even greater meaning. Millions saved means we can put America's roads, railways, airports and bridges reliably back to work and help create many thousands of meaningful jobs. ■

Editor's note: This article is excerpted from one that was originally published in The Hill. To see the full article, please visit <http://thehill.com/opinion/technology/363166-to-address-americas-crumbling-infrastructure-follow-britains-lead>.

Jim Lynch, Vice President of Autodesk Construction Products Group, says using building information modeling will allow the federal government to do far more with taxpayer dollars by virtually building first in order to validate the approach and costs.



**Jim Lynch,
Vice President,
Autodesk
Construction
Products Group**

Jim Lynch is a 30-year veteran of the computer-aided drafting industry. He has served in a variety of senior management roles in the AEC (architecture, engineering and construction), manufacturing and electronic design automation industries.



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027

A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.





HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator’s seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Quick Specs on Komatsu’s HD325-8 and HD405-8 Trucks			
Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu’s new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



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Discover more

NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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INTELLIGENT MACHINE CONTROL

"We have a Komatsu PC210LCi, and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

SMARTCONSTRUCTION

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ARTICULATED TRUCKS

KOMATSU

MODEL	MAX WEIGHT	PAYLOAD	CAPACITY	SPEED	H.P.	TIER
HM300	116,823 lbs	30.9 TONS	22.4 yd	36.4 mph	332	T4F
HM400	162,597 lbs	44.1 TONS	31.4 yd	34.7 mph	469	T4F

CRAWLER DOZERS

KOMATSU

MODEL	WEIGHT	BLADE	CAPACITY	BLADE WIDTH	H.P.	TIER
D39EX*	20,834 lbs	PAT	2.89 yd	8'11"	105	T4F
D39PX	21,804 lbs	PAT	3.01 yd	9'9" LGP	105	T4F
D51EX*	28,484 lbs	PAT	3.5 yd	10'0"	130	T4F
D51PX	29,145 lbs	PAT	3.8 yd	11'0" LGP	130	T4F
D61EX*	37,237 lbs	PAT	4.5 yd	10'9"	168	T4F
D61PX	41,734 lbs	PAT	5.0 yd	12'8" LGP	168	T4F
D65EX	47,355 lbs	PAT/Sig	5.9 yd	11'2"	205	T4F
D65PX	49,315 lbs	PAT/Sig	5.78 yd	13'2" LGP	205	T4F
D65EXi	49,559 lbs	PAT/Sig	5.78 yd	11'2"	205	T4F
D155	87,100 lbs	Sigma	12.3 yd	13'4"	354	T4F
D275	113,604 lbs	Sigma	17.9 yd	14'1"	449	T3
D375	157,940 lbs	Sigma	24.2 yd	15'5"	610	T3

*Machine is available with integrated GPS controls.

HYDRAULIC EXCAVATORS

KOMATSU

MODEL	WEIGHT	DIG DEPTH	CAPACITY	DIG FORCE	H.P.	TIER
PC88	18,558 lbs	15'2"	.37 yd	13,780 lbs	55	T4F
PC138	31,504 lbs	18'0"	.34 - 1.0 yd	18,300 lbs	92	T4F
PC170	37,740 lbs	20'6"	.48 - 1.24 yd	24,470 lbs	115	T4F
PC210	48,722 lbs	21'9"	.66 - 1.22 yd	29,762 lbs	165	T4F
PC210i	48,950 lbs	21'9"	.66 - 1.57 yd	29,762 lbs	158	T4F
PC228	54,405 lbs	21'9"	.66 - 1.57 yd	31,085 lbs	148	T4F
PC240	55,129 lbs	22'8"	.76 - 1.85 yd	34,171 lbs	177	T4F
PC290	70,702 lbs	22'8"	.76 - 1.85 yd	34,171 lbs	196	T4F
PC360	80,547 lbs	24'3"	.89 - 2.56 yd	51,150 lbs	257	T4F
PC490	109,250 lbs	30'2"	1.5 - 4.0 yd	53,790 lbs	359	T4F
PC800	188,670 lbs	28'3"	2.5 - 6.0 yd	72,750 lbs	487	T3

MOTOR GRADER

KOMATSU

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

WHEEL LOADERS

KOMATSU

MODEL	WEIGHT	TIPLOAD	CAPACITY	BREAKOUT	H.P.	TIER
WA200	26,100 lbs	18,971 lbs	2.5 yd	24,251 lbs	126	T4I
WA270	28,531 lbs	20,216 lbs	3.0 yd	29,487 lbs	149	T4F
WA320	33,731 lbs	21,186 lbs	3.5 yd	36,310 lbs	165	T4F
WA380	40,532 lbs	29,630 lbs	4.0 yd	35,495 lbs	191	T4F
WA470	53,352 lbs	29,630 lbs	5.0 yd	43,163 lbs	272	T4F
WA500	79,802 lbs	54,326 lbs	8.0 - 9.8 yd	51,150 lbs	353	T4F
WA600	118,385 lbs	67,200 lbs	10.2 yd	87,230 lbs	527	T4F

CRAWLER CARRIERS

TERRAMAC

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

HYDRAULIC BREAKERS

NPK

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

MATERIAL PROCESSORS & SHEARS

NPK

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

DOUBLE DRUM ROLLERS

DYNAPAC

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

SINGLE DRUM ROLLERS

DYNAPAC

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

PAD FOOT ROLLERS

DYNAPAC

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

PNEUMATIC ROLLERS

DYNAPAC

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

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Discover more

POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Continued . . .



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

Taking it to the next level

... continued

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yoltz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

I AM KOMATSU



"I've used them all
and Komatsu
is the best."

TAD GRIFFITHS
ROYAL T ENTERPRISES / UTAH

THE CUSTOMER IS ALWAYS RIGHT.

"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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018

MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive



**Rich Fikis, President,
Komatsu Financial**

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.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager.



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.

More than likely, they will refer customers to Komatsu Financial.

QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.

PARTS & SERVICE SUGGESTIONS

NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch with their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



TAXES, TOLLS

Most Americans want better roads, and they are willing to pay for them

Two recent surveys showed that a majority of Americans support higher taxes and/or increased tolling to fund transportation infrastructure. In one study from HNTB Corporation, more than 75 percent of respondents said they back paying more at the pump or the tollbooth, especially if the money is earmarked specifically for road projects.

Fifty-five percent supported a gas tax increase in a Bloomberg national poll. It noted that the idea has bipartisan support with 51 percent of Republicans saying yes as well as 64 percent of Democrats.

“People are fed up,” stated former U.S. Transportation Secretary and gas tax supporter Ray LaHood, in a Bloomberg article. “They’re ready for politicians to take action.”

Several states have recently raised their gas taxes – many by public vote – but the federal levy has remained at 18.4 cents per gallon since 1993. The federal tax is the primary source of revenue for the Highway Trust Fund (HTF).

Shoring up the shortfall

Factors such as inflation and more economical cars have led to a shortfall in funds needed to repair roads and bridges. Congress has transferred money from other areas of the federal budget to fill the gap. The Congressional Budget Office says the HTF will be insolvent by 2021 without additional funding.

Seventy-three percent of those surveyed are in favor of public-private partnerships, according to HNTB’s research, which also showed that 80 percent of respondents are behind increased tolling. Avoiding congestion and saving time were major reasons why, with respondents saying they would pay on average \$1.70 to use an express lane if that saved 15 to 30 minutes of travel time.

“People are willing to pay higher taxes and tolls, if they know that the money was going to pay for transportation,” said Kevin Hoeflich, Chairman of Toll Services at HNTB in a recent Reuters article. “They’ve seen... funding get diverted to other areas and not where they expected.” ■



Recent polls show most Americans are willing to pay more at the pump, or in tolling, if it means better roads and bridges. “People are fed up,” stated former U.S. Transportation Secretary Ray LaHood in a Bloomberg article. “They’re ready for politicians to take action.”



ATTACHMENTS

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MORE INDUSTRY NEWS

Go Build campaign aims to change perceptions, gain new recruits

A new website was launched recently by Go Build and is aimed at changing perceptions of construction and gaining new recruits to an industry that continues to experience a worker shortage. According to the site, "Go Build is a comprehensive workforce development initiative that seeks to enhance the image of the construction industry and inform young people, parents and educators about opportunities in the skilled trades – because a four-year degree isn't the only way to make a living."

The website is only one component of the industry-driven, image-building Go Build program, which hopes to rebrand and

promote the entire construction industry via a multiplatform public relations campaign, according to an Engineering News Record article by Jim Parsons. He says it will maximize the use of video-enhanced social media, a lively and information-packed website, ads, grassroots outreach and other carefully crafted elements.

"We created our own playbook – an aggressive, comprehensive and sustained effort with a look and feel that engages young people and inspires them to explore careers in the construction trades," said Executive Director Ryan Dwyer in the article. ■



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2012	Komatsu WA380-7	4,326	10038	\$115,000
2014	Komatsu WA380-7	1,603	10321	\$159,500
2013	Komatsu WA320-7	4,100	80043	\$99,500
2012	Komatsu WA320-6	3,522	A35429	\$79,500
2015	Komatsu WA320-7	1,391	80760	\$139,500
2012	Komatsu WA600-6	7,000	60891	\$275,000
2008	Komatsu WA430-6	5,500	65122	\$79,500
2013	Komatsu WA470-7	3,463	10003	\$176,000
2016	Komatsu WA470-8	1,250	A49017	\$219,000

EXCAVATORS				
2015	Komatsu PC138USLC-10	1,500	42152	\$119,500
2015	Komatsu PC138USLC-10	1,220	42160	\$119,500
2013	Komatsu PC240LC-10	1,921	A20311	\$129,500
2007	Komatsu PC300HD-7	11,250	A86080	\$44,000
2014	Komatsu PC360LC-10SLF	1,027	A33634	\$299,000
2014	Komatsu PC290LC-10LF	1,295	A25844	\$208,500
2012	Komatsu PC360LC-10	4,554	70042	\$139,000
2015	Komatsu PC490LC-11	1,920	85025	\$339,000
2012	Komatsu PC360LC-10	3,596	70043	\$147,500
2016	Cat 323F	1,450	XCF00991	\$159,500

DOZERS				
2013	Komatsu D51EX-22	1,800	B12778	\$139,500
2015	Komatsu D65PXi-18	2,375	90023	\$239,500

ARTICULATED TRUCKS				
2013	Komatsu HM300-3	3,615	3215	\$195,000
2012	Komatsu HM300-3	4,047	3157	\$195,000
2015	Komatsu HM400-5	2,476	10017	\$347,500
2015	Komatsu HM400-5	2,130	10018	\$349,500

FORESTRY				
2009	Timber Pro L735B Feller Buncher	9,535	36112909	\$115,000

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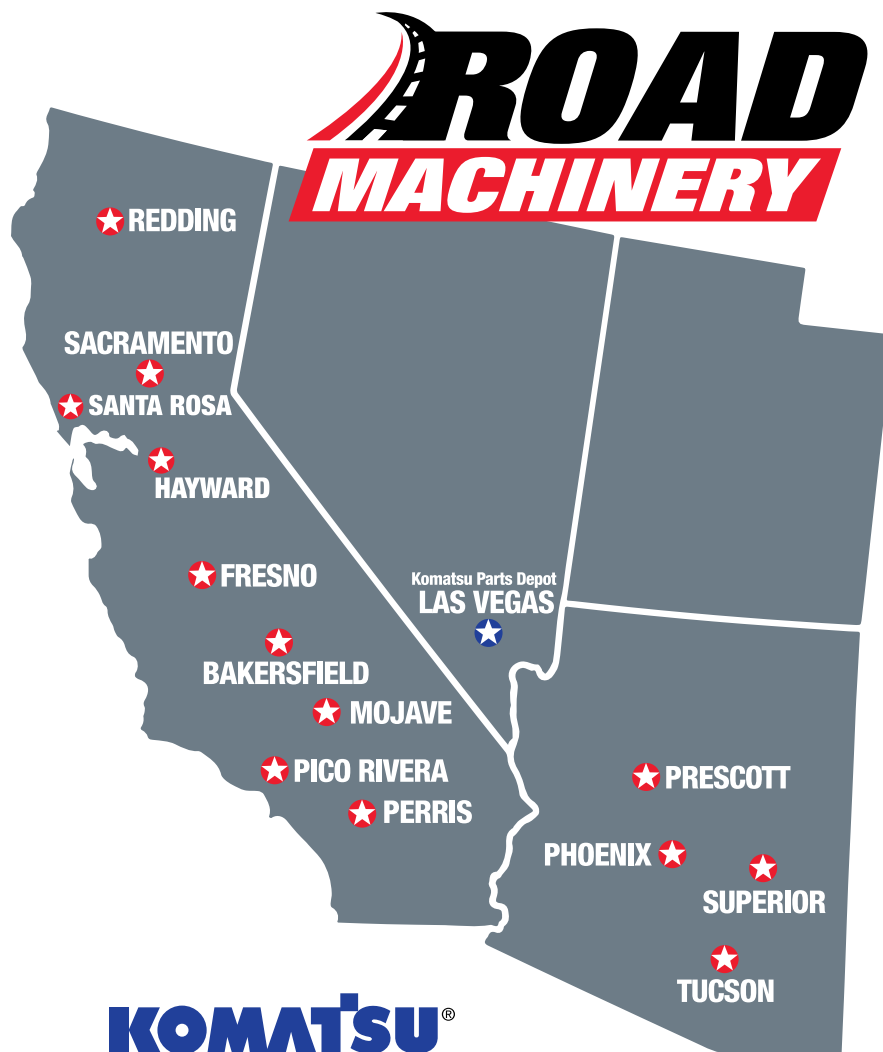
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