

DIRT TALK

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NELSON PIPELINE CONSTRUCTORS

Denver-area residential
utility firm specializes
in "relationship
contracting"

See article inside . . .



Phil Scott,
President

Jon Andrews,
Chairman and
General Manager

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Valued Customer:

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

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

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

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

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

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

Sincerely,
POWER MOTIVE

Bob Davis

Bob Davis, President

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



DIRT TALK

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IN THIS ISSUE

NELSON PIPELINE CONSTRUCTORS

Read about this Denver-area residential utility firm that specializes in "relationship contracting."

INDUSTRY OUTLOOK

Find out why the outlook for construction spending is sunny and how it's led by a significant rise in single-family starts.

GUEST OPINION

Discover why industry leaders are calling on Congress to pass and find a way to pay for a long-term transportation plan.

INDUSTRY EVENT

Read about the world's first *intelligent* Machine Control excavator, which was the star, but not the only attraction, at Komatsu's Demo Days.

INNOVATIVE PRODUCT

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

A CLOSER LOOK

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

NEW PRODUCT

Take a look at Komatsu's HM300-5 articulated truck, which boosts productivity in a variety of applications.

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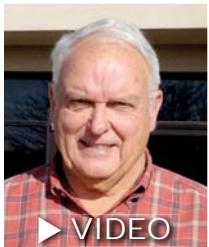
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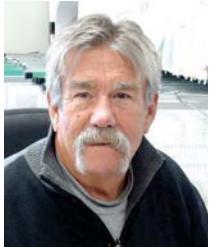
NELSON PIPELINE CONSTRUCTORS

Denver-area residential utility firm specializes in "relationship contracting"



▶ VIDEO

Jon Andrews,
Chairman and
General Manager



Phil Scott,
President

When it comes to residential utility-contracting work in and around Denver, few firms can match the history and the competence of Nelson Pipeline Constructors. Nelson Pipeline, which has been around since 1977 (a predecessor company, Colorado Pipelines, was founded in 1961), has been involved with many signature subdivisions including Highlands Ranch and Green Valley Ranch in Denver and The Meadows in Castle Rock. Nelson also completed the underground wet utilities for Denver International Airport and has done waterline replacement work at the Air Force Academy in Colorado Springs.

"Our specialty is installing storm, water and sewer lines for subdivisions," said Chairman and General Manager Jon Andrews. "We consider ourselves to be a 'relationship contractor.' Our private, residential work is all about relationships. We typically work for the same owners, developers and builders that we've worked for on previous projects. They like us, and we like them."

Nelson Pipeline's specialty is installing underground wet utilities for residential subdivisions, such as this project under construction in Broomfield.



Andrews, who has been with Nelson Pipeline, and Colorado Pipelines before it, since 1974, says "relationship contracting" works for Nelson and its customers because they share the same goal.

"Our customers want a quality project at a fair price, and that's what we give them. We're able to do that consistently because our productivity rate, which is how much ditch we can dig and pipe we can lay in a day, is as good, or better, than any competitor. Another crucial factor is our experience. When we get a set of plans, or sometimes even after we've started a job, we're often able to see things that may improve the project from a constructability standpoint, which ultimately saves the client time and money."

"What it really boils down to is our people," added President Phil Scott. "Our guys are talented, and they've been doing this for a long time. They're the reason we're able to produce the way we do, and they're the reason we're sometimes able to find a better way to do a job."

Most of Nelson Pipeline's top managers have been with the company a long time and have been promoted to their current positions. That includes Scott (25 years); Superintendents Pat Auker (30 years), Keith Prike and Hector Caraveo; CFO Chris Goodwin; Shop Foreman Dan Feinstein (17 years); and Mechanics Rich Castor and Rich Castor Jr., who are the third and fourth generations of their family to work at Nelson Pipeline. What explains such longevity?

"The culture at Nelson Pipeline is very employee- and customer-oriented. It was that way when I started 25 years ago, and it remains that way today," said Scott. "It's a company that does good work, so you're proud to be part of it," noted Auker. "I think people tend to stay here because it's a team atmosphere. Everybody

contributes, and everybody gets respect," added Feinstein.

Heavy compaction pioneers

Nelson Pipeline has a shop and service division at its headquarters in Fort Lupton that would be the envy of some dealers' small branches. The company shop employs 15 people, including mechanics, parts personnel and drivers. The shop itself is a four-bay facility with a separate fabrication area. Nelson also has three field mechanics, plus an oiler.

"Because of our staff and facilities, we perform most of our own repairs, including engine and transmission work," said Feinstein. "Of course, we send warranty work to the dealer. Power Motive is excellent to work with. We can call and ask them for tips, and they'll help us over the phone. If we need them to come out, they get to us very quickly."

One reason Nelson Pipeline has such a significant shop presence is to rebuild old, used Rex soil compactors.

"We're pioneers in heavy compaction," said Auker. "While many companies use rolling wheels or do relatively light compaction to backfill trenches, we use large, 55,000-pound Rex rollers. Because of the care we take with compaction, our work holds up longer."

"We've used Rex compactors, which we originally purchased from Power Motive, since the early years of Nelson Pipeline," said Andrews. "After Rex went out of business, we started buying used units – in some cases, almost-ready-to-be-junked units – from all over the country. Today, we have 21 Rexes."

"We do complete rebuilds where we overhaul the entire machine," said Feinstein. "We take out all the components and replace any parts that are questionable. Our goal is to get more hours out of the rebuild than when they were brand new."

Due to the success Nelson has demonstrated with heavy compaction, some municipalities are starting to require similar techniques on all underground utility work to lessen the likelihood of an early failure.



► VIDEO

A Nelson Pipeline operator uses a Komatsu PC390 to break old pipe at the Solterra subdivision in Golden. "We're loyal Komatsu excavator users," said Chairman and General Manager Jon Andrews. "It's basically the only brand of excavator we've owned in the last 30 years."



Komatsu productivity and Power Motive support

While compactors are an important part of Nelson Pipeline's success, hydraulic excavators are the company's primary production machines, and Komatsu units are Nelson's excavator of choice.

"In the mid-1980s, we did a big equipment demo," Andrews recalled. "We had just about every equipment manufacturer out at our yard, which at the time was near the old Stapleton Airport. We picked the Komatsu PC400 as our primary ditch-digging excavator that day. We were probably the first large contractor in the state to buy a PC400, and we've never regretted it. We've been loyal Komatsu excavator users ever since. Komatsu excavators are basically all we've owned for the last 30 years."

Today, Nelson has at least two dozen Komatsu excavators ranging from the PC490 to a PC158. The company also owns a number of Komatsu wheel loaders, including six WA380s.

In Aurora, near Cherry Creek State Park, a Nelson Pipeline operator uses a Komatsu WA380 to push dirt on a subdivision under construction.

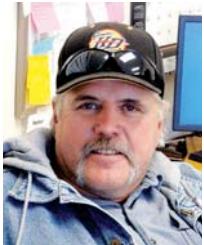


Dan Feinstein,
Shop Foreman

Continued . . .

Nelson Pipeline works Colorado's Front Range

... continued



Pat Auker,
Superintendent

"We've stayed with Komatsu all these years because the excavators and wheel loaders give us what we're looking for in equipment – reliability, uptime and longevity," said Andrews. "When you're digging a ditch and laying pipe, it's all about production – feet per day – and we get great production with our Komatsu excavators and wheel loaders."

Also important to Andrews is having a dealer he knows he can count on for support.

"Power Motive has been outstanding through the years. Our Sales Rep Jeremy Griebel, and Gary Klipp before him, have been excellent to work with. During the last recession, we didn't buy any equipment for a number of years, so our fleet got a little old. We're now trying to catch

Mechanics Rich Castor (left) and Rich Castor Jr. represent the third and fourth generations of Castors to work at Nelson Pipeline, or its predecessor, Colorado Pipelines.



Power Motive Sales Rep Jeremy Griebel (left) and PSSR Roudy Redenbaugh (right) meet with Nelson Pipeline Chairman and General Manager Jon Andrews. "The support we've gotten from Power Motive through the years has been outstanding," said Andrews. "They treat us like a valued customer, which we appreciate, because it's the same way we try to treat our customers."



up, and they've been very helpful by coming up with some low-hour units that saved us a lot of money. We also count on Power Motive for parts. They've gone so far as taking parts off a new machine, or even providing us with a free rental if for some reason a part is unavailable.

"Power Motive has also shown us they're willing to take other steps to help ensure that we're successful using their equipment," Andrews added. "For example, we've been concerned recently that due to all the new technology on equipment today, our operators may not be getting the maximum benefit or maximum efficiency from their machines. So Power Motive and Komatsu are going to provide some special operator training for us to make sure our guys understand the new models and how to get the most out of them. That's the type of value-added service Power Motive provides for us. Bottom line, they treat us like a valued customer, which we appreciate, because it's the same way we try to treat our customers."

Proud past, bright future

Although Nelson Pipeline will go outside of Colorado on occasion, the vast majority of its work is across the Front Range, from Colorado Springs to Fort Collins. Almost 200 people work at the company today, which is up from about 75 two years ago, but still below peak employment of a decade ago.

"Residential construction is booming in this area right now," said Andrews. "We're busy, and we could probably get more work if we wanted to hire more people, but I'm not interested in getting a lot bigger. We're at a size we like, and it's a size where we're efficient."

Andrews says he thinks the Colorado housing market should remain strong for at least another couple of years.

"There are signs that higher prices are already beginning to cause the market to cool a bit, but we're hopeful that will work itself out. At Nelson Pipeline, we're proud of our past and optimistic about what lies ahead. As long as we keep good employees who share our vision to be the best, and as long as we continue to offer our customers a high-quality job at a fair price, I think we're in good shape for the foreseeable future." ■



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INDUSTRY OUTLOOK

POSITIVE FORECAST

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

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

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

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

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

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

Fueled by low rates, demand

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

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

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





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

Spike in hotel construction

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

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

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

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

Highway bill still in limbo

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

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

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

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FIND AN ANSWER

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

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

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

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

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

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

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

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

Established in 1996, the Transportation Construction Coalition (TCC) includes 31 national associations and labor unions with direct market interest in the federal transportation programs.

The TCC focuses on the federal budget and surface transportation program policy issues. The TCC is co-chaired by the American Road & Transportation Builders Association and the Associated General Contractors of America.





KOMATSU DEMO DAYS

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



(L-R) Chris Slaughenhoup, Art Gutterson and Parker Gutterson of Greeley, Colo.-based Gusher Oilfield Services attended Demo Days with Power Motive Sales Rep Jeremy Griebel.

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



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

▶ VIDEO



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

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

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

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

EXCAVATION EXCLUSIVE

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

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

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

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

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

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

New large touchscreen display

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

Continued ...

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

Quick Specs on the Komatsu PC210LCi-10 Excavator*

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

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

▶ VIDEO



Peter Robson,
Komatsu Senior
Director, Intelligent
Machine Control



Jason Anetsberger,
Komatsu Product
Manager, Intelligent
Machine Control

The PC210LCi-10 brings automatic features to excavators

...continued

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

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

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

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

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

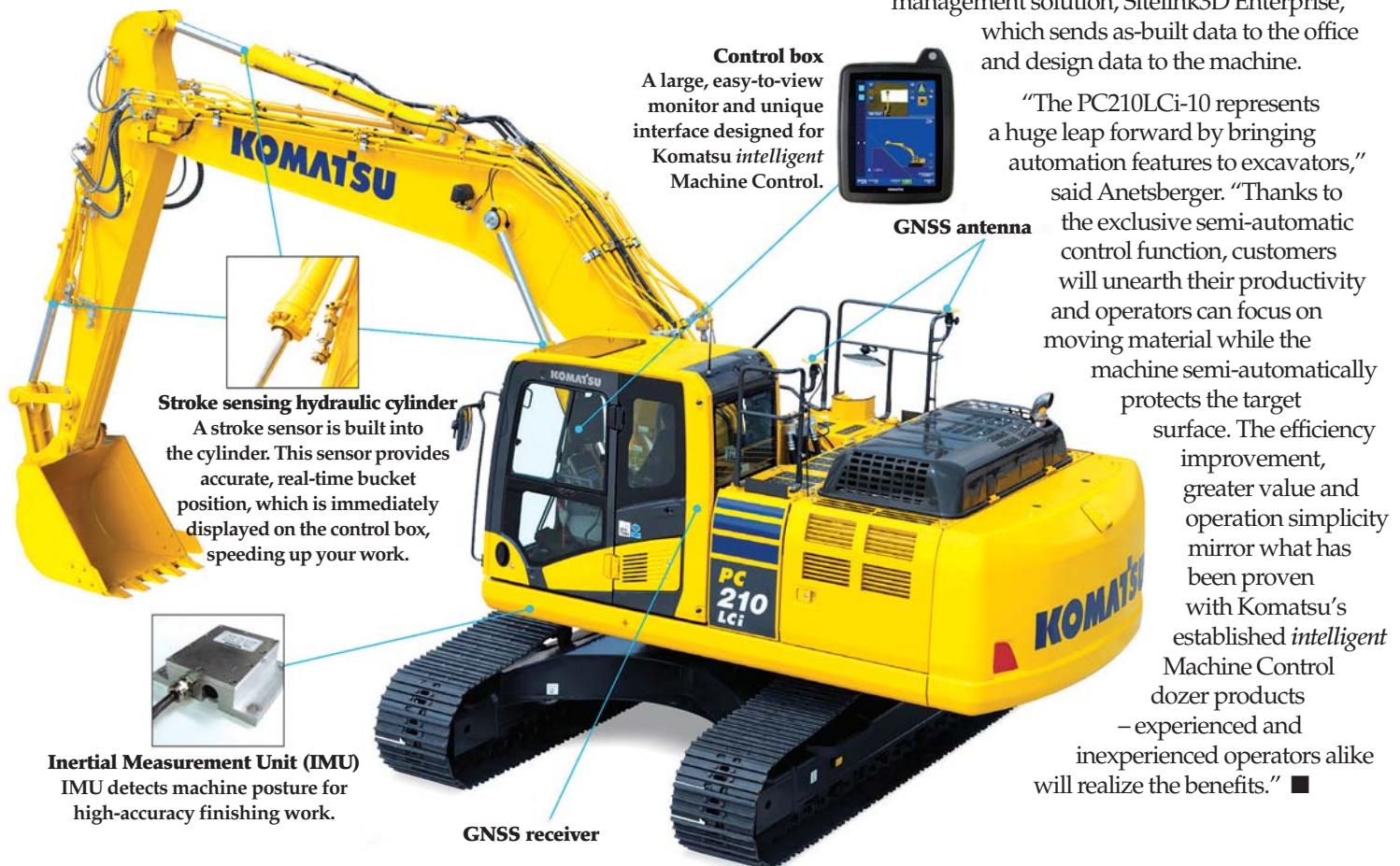
surface. It's located on the left side of the monitor for easy viewing during operation and increased efficiency. Audio alerts help the operator recognize the target through unique tones that can be programmed for various bucket-edge distances from the target surface.

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

Two-way communication

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

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



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ENHANCED EXCAVATION

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

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

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

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

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

Continued . . .



Rob Orlowski,
Product Manager

Quick Specs on the Komatsu PC290LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC290LC-11	66,359-68,122 lbs.	196 hp	.76-2.13 cu. yds.



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

The PC290LC-11 is great for high-performance applications

...continued

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

More comfortable operators

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

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

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

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

Easier service access

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

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

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

Built on a solid foundation

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

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



WA500-7

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

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- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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NEW ARTICULATED TRUCK

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

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

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

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

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

Standard Payload Meter

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

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

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

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

Quick Specs on the Komatsu HM300-5 Articulated Truck

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



Joe Sollitt,
Komatsu
Product Manager

HIGH-CAPACITY FELLING

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



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

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

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

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



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

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

Five delimiting knives

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

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

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TEEING IT UP

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

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

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

QUESTION: How do you go about achieving your mission?

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

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

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



Bill Chimley, Komatsu General Manager, Supply Chain Division

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

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

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

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

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

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

Continued . . .

Supply Chain Division focused on quality, delivery, cost

...continued

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

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

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

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

QUESTION: How do markets affect what you do?

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



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

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



DOLLARS & SENSE

NO IDLE 2.0

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

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

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

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

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

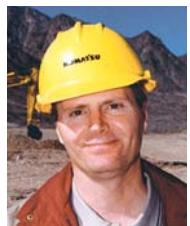
"We geared this campaign more toward operators who are on the front lines when it comes to idle time, because that's what customers said was most important after the last

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

"Socially responsible"

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

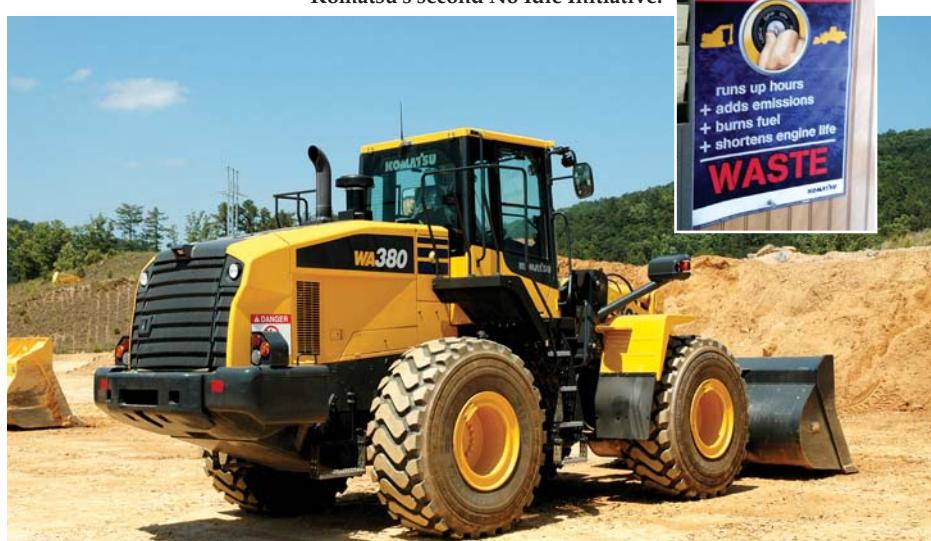
Komatsu's latest No Idle Initiative built on the success of its first, which was designed to bring awareness to excess idling and its detrimental effects. More than 2,800 companies participated in Komatsu's second No Idle Initiative.



Bob Post,
Komatsu Director
of Marketing
Communications



Goran Zeravica,
Komatsu Distributor
Development Manager



BACK TO WORK

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

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

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

An Associated General Contractors of America (AGC) analysis showed construction unemployment recently reached its lowest rate since 2006, falling to 6.4 percent. According to AGC Chief Economist Ken Simonson, there are fewer unemployed construction workers than at any time in the past eight years.



unemployed construction workers than at any time in the past eight years.

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

Not all good news

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

AGC officials said a survey of nearly 1,100 member firms released in October 2014 showed 83 percent of respondents reported difficulty finding craft workers, and 61 percent said other professional positions were hard to fill. They are urging federal, state and local officials to enact measures AGC identified in its Workforce Development Plan that will make it easier for schools, local associations and private firms to establish career and technical education and training programs.

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

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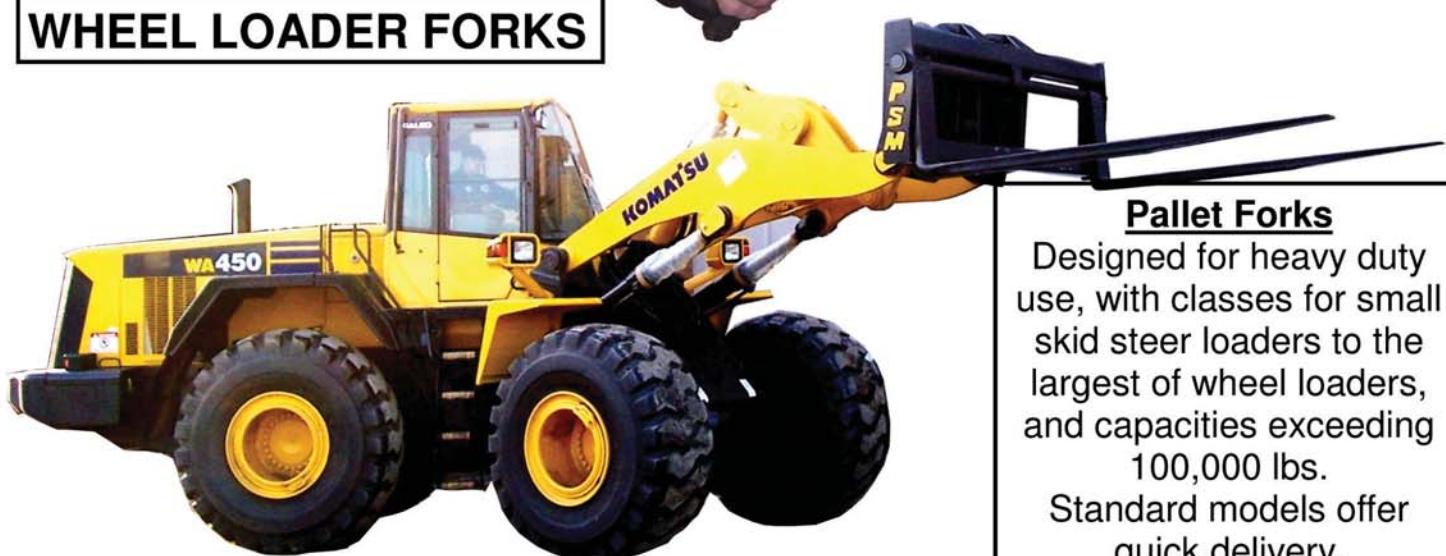
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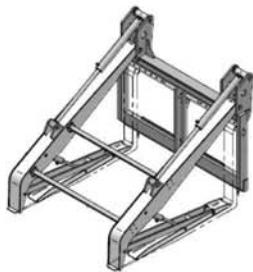


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2007 KOMATSU WA500-6
S/N C007971, 10,408 hrs., cab,
AC, 8-yd Hensley GP bucket
with teeth..... \$160,000



2011 KOMATSU PC350 LC-8
S/N C008534, 6,678 hrs., 10' 7"
arm, pattern change valve,
60" bucket, AC..... \$141,000



2011 KOMATSU WA320-6
S/N C008686, 4,165 hrs., cab,
AC, RideControl, GP bucket
with BOCE..... \$138,000



2011 KOMATSU D39EX-22
S/N C010139, 1,656 hrs., cab,
AC, PAT blade, ripper.... \$110,000



2012 KOMATSU HM300-2
S/N C008150, 4,928 hrs.,
AC, tailgate, Yokohama
radials..... \$225,000



2008 HYUNDAI HL760
S/N C009198, 6,300 hrs.,
cab, AC, GP bucket with
bolt on edge..... \$58,000



2009 KOMATSU PC160 LC-7E0
S/N C009242, 2,675 hrs., AC,
hydraulics, 8' 6" arm, 24" or
36" bucket..... \$95,000



2005 DEERE 300D
S/N C010587, 4,752 hrs.,
30-ton articulated dump truck,
good radials..... \$124,000



2004 KOMATSU PC300 LC-7L
S/N C009485, 10,208 hrs.,
AC, JRB, quick coupler,
42" bucket..... \$89,000



2003 DEERE 310SG
S/N C010720, 8,053 hrs.,
86 hp, 4WD, cab, AC,
4X4, front bucket, rear
24" bucket..... \$35,000



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