

DIRT TALK

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SAM SISNEROS OPERATIONS

Trinidad firm provides services to energy companies throughout southern Colorado

Sam Sisneros,
Co-owner

Debbie Sisneros,
Co-owner

KOMATSU

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your Power Motive Dirt Talk. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers two KDPF exchange filters on eligible equipment in the first five years, at suggested intervals of 4,500 and 9,000 hours. It also provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A Power Motive technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
POWER MOTIVE

Bob Davis

Bob Davis, President

**Good news
on the
transportation
front**



DIRT TALK

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NEW PRODUCT

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CUSTOMER TESTIMONIAL

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Published by Construction Publications, Inc. for



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SAM SISNEROS OPERATIONS

Trinidad firm provides services to energy companies throughout southern Colorado



▶ VIDEO
Sam Sisneros,
Co-owner



▶ VIDEO
Debbie Sisneros,
Co-owner

For Sam and Debbie Sisneros, the last decade has been like a roller coaster ride – filled with ups, downs and nervousness – but also a lot of fun. It began in 2005, when they started their own construction/roustabout business, Sam Sisneros Operations, to work in the energy industry in their hometown of Trinidad, Colorado.

"I had spent many years working for contractors and, at the time, was the manager for an energy company's Trinidad operations," Sam recalled. "I was working myself half-to-death and finally concluded that if I was going to work that hard, I might as well do it for myself. I had a lot of contacts and a good reputation from my previous work experiences. All the companies knew what I could do and had urged me to go out on my own. Also, all the operators and laborers I'd worked with in the past had said they would join me. Still, it was a scary step to take."

Scary because it required Sam and Debbie to cash in all their savings to make it happen.

"It was a big gamble for us and not something we undertook lightly," said Debbie. "It started out

Although oil and gas activity has slowed in the Trinidad area in recent years, Sam Sisneros Operations continues to do road maintenance and other work for energy companies in the region.



as Sam with a truck and a trailer. After about a month, he rented a blade and hired another person. Pretty soon, we were doing pipeline work, roads and building locations for two gas companies operating in the area. We went from two employees to about 85 within a matter of a few months."

Sam Sisneros Operations did a majority of its work in the Trinidad area for a few years. When gas prices declined and the southern-Colorado industry slowed in 2008, the company branched out into Arkansas to work the Fayetteville Shale, which was starting to boom. At its peak in Arkansas, the company employed about 150 people. In 2011, as work there was slowing, Sam Sisneros Operations returned to Trinidad.

"We had always retained a presence in Colorado, even when most of our work and workers were in Arkansas," said Sam. "When we came back, natural gas activity was still in the doldrums, so we scaled back to between 20 and 25 employees, which is where we are today."

There are still wells that are producing in the Trinidad area, but due to the low price of natural gas, there are no new wells being drilled at this time.

"The energy companies have significantly scaled back their operations here," said Sam. "Despite that, they still account for the vast majority of our workload. Our energy work consists primarily of erosion control and road maintenance/replacement. We also install pit liners and do a lot of pipeline and water line work – a result of new water regulations affecting the natural gas industry in Colorado. In addition to the energy company work, we also do some small jobs for Las Animas County."



► VIDEO

"Unfortunately, the natural gas decline occurred at the same time as a slowdown in coal mining, another local industry the Trinidad area relied on," said Debbie. "It's kind of a double-whammy on the local economy. As a result, there's been little-to-no private development work, either residential or commercial, in this region in recent years."

Family business with top employees

Sam Sisneros Operations is very much a family business. Sam and Debbie are co-owners and equal partners. Sam is typically out in the field running a job – often operating a machine or driving a truck. Debbie performs office/administrative duties, handles hiring and oversees the company's safety program. Their sons Carlos and Samuel have worked at the company and will likely continue to do so after they finish school.

"We consider longtime employees to be like family as well," said Sam. "We wouldn't be where we are without them, that's for sure. They're the ones out doing the jobs, and they represent us well. We have the best operators in the Raton Basin, and I think that's pretty well-known by everybody that matters."

"We try to take care of the people who take care of us – our employees," said Debbie. "We treat them with respect and try to do our best for them. Sam also works side-by-side with them, so they know he's willing and able to do everything he's asking them to do, whether it's drive a truck, operate a machine or dig with a shovel. I think they appreciate that, and it's one of the reasons we have such high-quality employees."

"As soon as word got out that I was going to start building roads and pipelines, all the operators



An operator for Sam Sisneros Operations uses a Komatsu GD655 motor grader to repair a road in a Trinidad, Colorado, gas field.

that had worked for me in the past came to me for a job," Sam recalled. "So getting quality hands when we started up was not a problem. I was lucky in that regard. Of course, some of the top operators who came on with me have since left to work directly for the gas companies, but I still have a really good group, most of whom have been with me since about 2007."

The end result of the combination of family involvement and motivated employees is quality work.

"Our goal is to give our customers what they expect, what they want and what they need on each and every job," said Sam. "If we have to work weekends, we work weekends. If we need to pull an all-nighter, we pull an all-nighter. Whatever it takes to get the job done, that's what we're going to do."

Komatsu machines and Power Motive support

When Sam Sisneros Operations was in Arkansas and employed 150 people, it had a large fleet of equipment. Upon its return to Trinidad four years ago, Sisneros sold almost all of it. Today, the company's primary machines are Komatsu units from Power Motive Corporation. It has three Komatsu hydraulic excavators (two PC240s and a PC290) and a Komatsu GD655 motor grader. When he needs additional machines, Sisneros typically rents them from Power Motive and Sales Rep Bob Young.

Continued . . .

Sam Sisneros Operations focuses on energy work

... continued

"I spent a lot of years as a die-hard user of another brand of equipment," said Sam. "After my first Komatsu machine demo, I learned how stupid I was for having had that attitude. I quickly discovered that quality- and production-wise, Komatsu was just as good and more fuel-efficient. But the real differences for me were the added features that came with Komatsu – specifically, KOMTRAX, Komatsu's remote machine-monitoring system.

"The other brand might have had something similar, I don't know, but with Komatsu, it was free," he noted. "Beyond that, Komatsu was really helpful in showing me how to use KOMTRAX to improve my equipment owning and operating costs. I use it to see where my machines are, if they're running and how much they're idling. Things like that add up and make a big difference to our bottom line. When it came to useful machine features, frankly, there was no comparison – Komatsu blew the other brand out of the water."

Sam likes Komatsu machines because of the production and reliability they provide. His operators like the productivity and the comfort. Beyond the benefits of the equipment itself, he says the support he receives from Power Motive is very important to his company's success.

"Power Motive goes above and beyond with its support. We were working on top of the

(L-R) Sam and Debbie Sisneros work with Power Motive Sales Rep Bob Young on equipment matters. "We call on Power Motive for emergency repairs and routine maintenance," said Sam Sisneros Operations Co-owner Sam Sisneros. "We see real value in our relationship with Power Motive."

Sangre de Cristo Range, and the only access was a tiny mine road that was a little hairy to drive. We were renting a D65 dozer and the blade lift cylinders stopped working. This happened on a Saturday at a job where we were going seven-days-a-week, so downtime was going to be a major problem for us. Power Motive got two service technicians up there the next day – a Sunday – and they got us back up and running. I don't think we would have gotten that level of support from any other dealer.

"That's the type of emergency service Power Motive delivers, but equally important to me is the routine maintenance it provides," he added. "With KOMTRAX and Komatsu CARE, I don't have to keep track of service intervals. Power Motive takes care of them for me at my convenience. We still have the three-year, 2,000-hour Komatsu CARE warranty on some machines, but even after that expires, we'll keep using Power Motive, because I want them taking care of the Tier 4 engines. I also like the fact that they inspect the machines at the same time. We see real value in our relationship with Power Motive."

Top service at a fair price

When he started the business in 2005, Sam was nervous because it was a big step to go out on his own, but he was also optimistic.

"In those days, the sky was the limit because gas was booming and the economy was strong," he said. "I don't know that we'll ever see that level of natural gas activity around here again, but I do think prices could go up to the point where it would be worthwhile for the energy companies to start re-fracking wells. When that happens, we'll grow to meet the demand. Until then, I think we'll continue to have a lot of pipelines and water lines to install, as well as the road work, so we feel we're in pretty good shape as a company."

"As the economy here has struggled, a lot of people have left the Trinidad area," said Debbie. "That's sad, but I think we're here to stay. We tried Arkansas. We prefer Colorado. It's home to us. We're fortunate that we still have enough work to keep us busy, and we can stay here. We take a lot of pride in the work we do. As long as we continue to give our customers a top service at a fair price, we're optimistic about our future here." ■



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Bob Post,
Director of Marketing
Communications

(L-R) Connell Resources Site Manager Curtis Rogers and Utility Superintendent Clint Fisher meet with Power Motive Sales Rep John Custer after demo'ing the PC210LCi-10 excavator in Cartersville, Georgia. "The technology was way more advanced than I imagined," said Fisher.

(L-R) Power Motive Sales Rep Paul Desombre talks with Pat and Eric Clark of Esco Construction at Demo Days in Cartersville, Georgia.

Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.

► VIDEO



Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine



Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

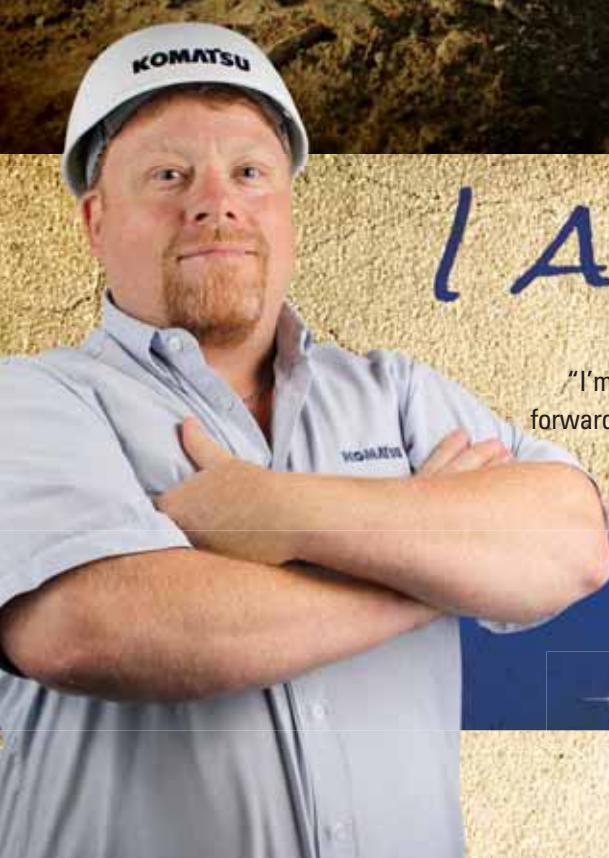
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INDUSTRY OUTLOOK

TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term,

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.

stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

"Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions," said Mike Acott, President of the National Asphalt Pavement Association. "This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability."

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will





award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

Continued . . .

Creative funding key to FAST Act

...continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.

imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■



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MIXED REACTION

ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill



Pete Ruane,
President and CEO,
ARTBA

Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black "work ahead" sign still remains standing in our nation's capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■



SAVINGS BY DESIGN

PUTTING THE 'PLUS' IN DOZING

Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a struttied design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.





PRODUCTION NUMBERS IMPROVED

New WA600-8 features larger standard bucket and increased fuel efficiency



Rob McMahon,
Komatsu Product
Marketing Manager

How do you measure enhanced performance? Komatsu's new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu's SmartLoader Logic with an enhanced lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

Komatsu's new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

Quick Specs on Komatsu's WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

* Load-and-carry configuration with additional counterweight

▶ VIDEO



Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

"With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications," said Rob McMahon, Komatsu Product Marketing Manager. "Owners and operators consistently tell us they are impressed with the machine's productivity and stability."

Increased cab comfort

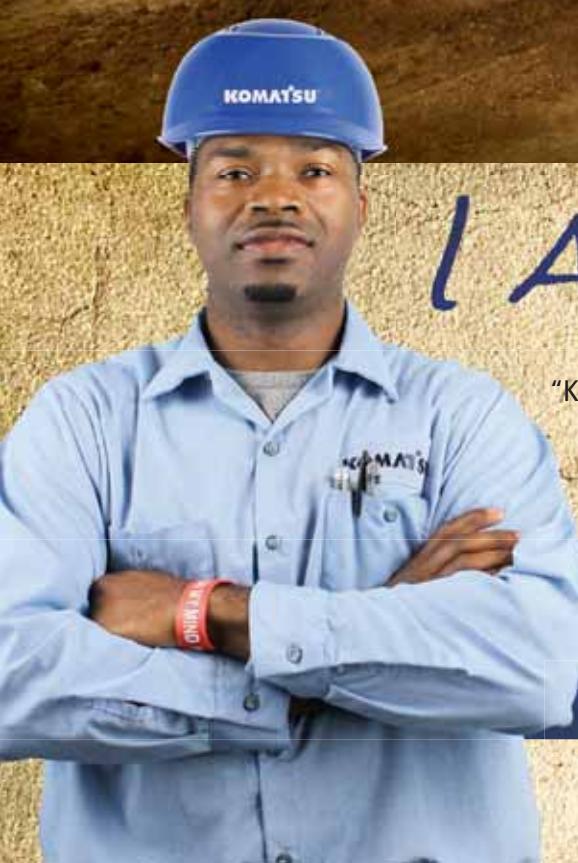
The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat's cast frame members increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

"Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections," said McMahon. "Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8." ■

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

"Komatsu loaders are tough. The loaders I assemble here in South Carolina are built to high standards. I know because my team and I meet and exceed those standards every day. Our goal is to build you a product that will handle the jobs you throw at it and keep coming back for more. And that's why I AM KOMATSU."

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INCREASED EFFICIENCY

If not for Komatsu iMC machines, Robcor Contracting 'wouldn't be doing dirt projects'



Rob Forman,
Vice President

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."

► VIDEO



Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run."

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■



PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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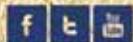
JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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NON-KOMATSU MACHINES

PARTS AND SERVICE FINANCING

All financing subject to credit approval. Program expires June 30, 2016.

Machine Overhauls | Rebuilds | Undercarriage | Reman Components
Parts Purchases | Any Service Work (offered by PMC)

*Any repairs or service work performed by a Power Motive Corporation branch service department

*Any part that is sold by Power Motive Corporation

- 12-month no interest financing with auto pay for a minimum purchase of \$7,500 and a maximum purchase of \$50,000 for parts or services purchased through Power Motive Corporation
- 24-month 3.75% financing with auto pay for a minimum purchase of \$7,500 and a maximum purchase of \$100,000 for parts or services purchased through Power Motive Corporation
- 36-month 3.99% financing with auto pay for a minimum purchase of \$10,000 and a maximum purchase of \$125,000 for parts or services purchased through Power Motive Corporation



*All parts and service financing through PMC includes a one-time document fee of \$250

Power Motive Corporation also provides Parts & Service financing through Komatsu Financial for Komatsu machines and for Komatsu-sourced parts purchased through PMC. Please contact our Corporate Financing Department at **(303) 355-5900 ext. 1117** to discuss these financing options.

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TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use

Continued ...



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.

Ken Calvert,
Director,
Business Solutions Group

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

A resource or customers, manufacturers and distributors

... continued

a 30-ton machine 5 percent of the time. We would use this information to let the owner know that it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4

(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director

Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."



engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

PC490LC-11

BIG PERFORMANCE FOR YOUR BIG JOBS

- Komatsu Tier 4 Final engine technology
- Increase hydraulic flow Power Mode
- Up to 13% productivity increase
- Variable track gauge option



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GERALD STREET / CHATTANOOGA PLANT

"I've been with Komatsu for 26 years and I'm proud to build America's best excavators. The passionate craftsmen and women I work with are dedicated to making sure that no product leaves our factory without the quality and attention to detail that separates us from the others. I'm just one of over 2,000 like-minded employees in North America. And that's why I AM KOMATSU."

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Exceeding your
Expectations



A Division of Cascade Corporation

WHEEL LOADER FORKS



Pallet Forks

Designed for heavy duty use, with classes for small skid steer loaders to the largest of wheel loaders, and capacities exceeding 100,000 lbs.

Standard models offer quick delivery. Custom-designed units built to meet your exact application.



Pipe & Pole Forks

Rigid box sections easily handle large and small pipe.

Dual arm design with hydraulic down pressure clamps. Top clamps will not interfere with most loads when fully open. Sizes available for all wheel loaders.

Pin on or quick coupler designs.

Options on PSM LLC's full line of Wheel Loader Fork Attachments include

- Side shifting - allows precise positioning when loading.
- Fork positioning - adjusts fork spread safely from the operators seat.
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Discover more

ENSURE PROPER GREASING

Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

"We worked hand-in-hand with Komatsu's engineering department to ensure our lubrication systems meet machine requirements," said Gabe Elmhorst, Global Market Specialist, Graco Lubrication Equipment. "We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself."

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine's lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

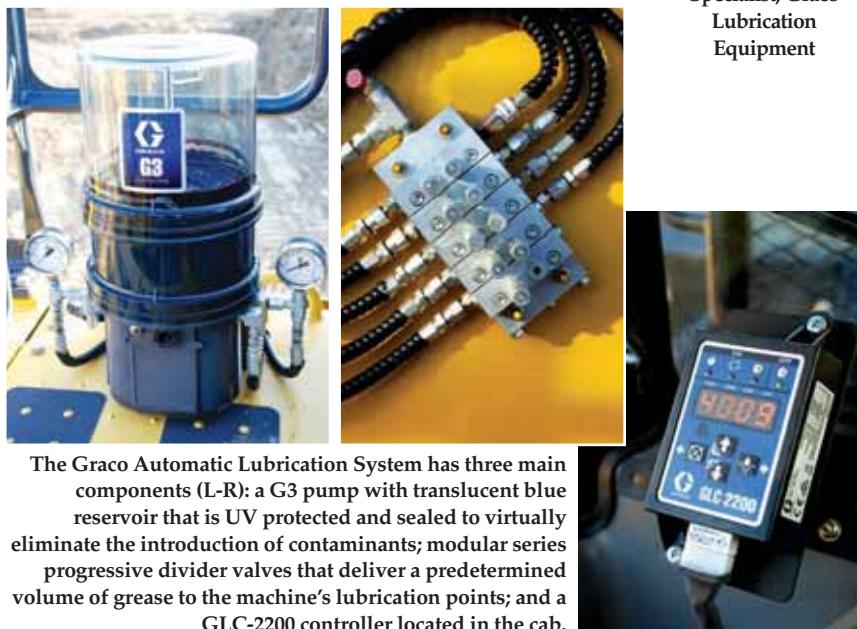
"Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs," said Scott Ruderman, Komatsu Marketing Engineer. "We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent." ■



Scott Ruderman,
Komatsu Marketing
Engineer



Gabe Elmhorst,
Global Market
Specialist, Graco
Lubrication
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine's lubrication points; and a GLC-2200 controller located in the cab.



Tough, Powerful, Dependable

Takeuchi offers a wide range of excavators, track loaders, skid steer loaders and wheel loaders. **PUT A TAKEUCHI TO WORK ON YOUR JOBSITE AND EXPERIENCE THE DIFFERENCE!**

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Discover more

'REGENERATE' THE RIGHT WAY

Following proper procedures is imperative for Tier 4 equipment – here's how to do it

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

"Regeneration falls into two categories – active and manual – and each involves specific actions that should be taken by the operator," said Matt Beinlich, Deputy Director of Komatsu's Business Solutions Group, Products and Services Division. "Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual."

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it's imperative to park the machine in a safe location and initialize the proper idle procedure.

Idle correctly

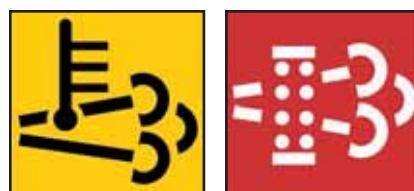
"If for some reason the operator can't work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative," said Beinlich. "There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration."

Proper idle includes:

- In tracked machines: All lock levers must be in the "lock" position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■



Matt Beinlich,
Deputy Director,
Business Solutions
Group, Products and
Services Division



Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



INDUSTRY NEWS

OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

Groups call for education focus

According to a recent constructiondive.com article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

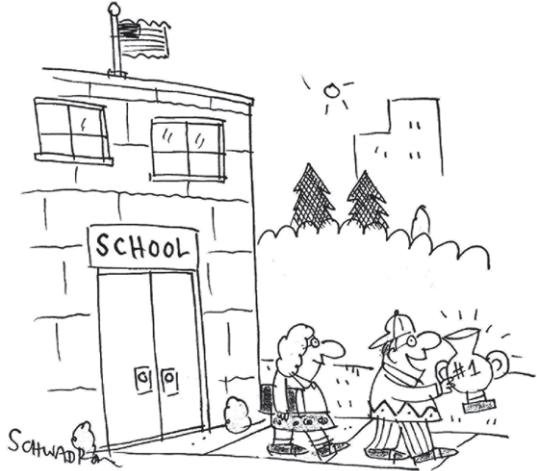


SIDE TRACKS

On the light side



"We did a full workup – heart, lungs, credit score, investments ... you can afford to live another 14 years."



"Spelling? No, I got the award for being the best Googler in my class."



"'The GPS told me to' is no excuse."

Brain Teasers

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

1. L I F L _ _ _ L

2. H P T C I _ _ T _ _

3. N U L E T N _ U _ _ _ _

4. A P R C S E R _ _ R _ _ _ R

5. F N I R K G C A F _ _ _ _ K _ _ _

Did you know...

- There are an average of 800 kernels on an ear of corn.
- In 2008, a New York City hot dog cart vendor paid \$600,000 for the exclusive right to operate outside of the Museum of Modern Art.
- Tug-of-war was an official Olympic event until 1920.
- Approximately 20,000 people are hired to play Santa Claus across the United States annually.
- The average elevator travels the distance equal to half the length of the equator each year.
- An alligator can go through 3,000 teeth in its lifetime.
- There are more English words beginning with the letter "S" than with any other letter.
- An estimated 100 million pounds of guacamole and 14,500 tons of chips were consumed during Super Bowl 49.
- There are approximately 165,000 cars produced every day.

THE PEOPLE INSIDE

NATE RUTTER

GM of Parts and Tech Services works to ensure Power Motive customers get top support

As Power Motive's GM of Parts and Tech Services, Nate Rutter wears a lot of hats. On the parts side, he's responsible for managers, specialists, PSSRs and inventory. On the tech services side, he handles warranty, safety, training and technical communication issues, as well as the Preventive Maintenance Department that handles Komatsu CARE and Power Motive RAMP (Repair and Maintenance Program) contracts.

"It's a lot, so I stay pretty busy," said Rutter. "I like it because those are all areas of critical importance to our customers. At Power Motive, we emphasize support. Top support leads to what our customers want, which is better uptime, greater productivity and lower owning and operating costs."

A RAMP is a great way to ensure the type of support that leads to those results. Among Komatsu distributors nationwide, Power Motive is an unquestioned leader in RAMP contracts.

"We are committed to repair and maintenance contracts because we absolutely believe our

customers benefit from having them. A RAMP makes it our responsibility as the distributor to ensure a machine is doing what it's supposed to do. We take care of the maintenance and all repairs except wear items and physical damage. If we can't make a repair in a timely manner, the RAMP provides a loaner. Since the charge is a monthly fixed cost based on actual hours of machine operation, customers can budget for it.

"Another big benefit of a RAMP is that it eliminates almost all points of conflict between us and the customer," he added. "There's no arguing and no blaming. With a RAMP, we're part of the same team – working together toward a common goal. That's a lot more enjoyable and leads to more success for everybody."

Rutter says Power Motive is committed to providing the support customers need, whether or not they have a RAMP contract. "We want happy customers. Period. We're going to treat everybody fairly at all times. If we fall short of customers' expectations in any way, we want them to let us know about it – we hope they will tell their salesman or PSSR, or give us a call."

Coaching kids is "a blast"

Rutter played football and earned a mining engineering degree from Colorado School of Mines. He worked for Komatsu America and P&H Mining before joining Power Motive as part of the ownership group in 2010. He and his wife, Nicole, have a 5-year-old daughter, Autumn, and a 4-year-old son, Braylon.

"When I'm not on the job, I enjoy coaching and watching my kids in sports, which they love," said Rutter. "My daughter takes after my wife, who was a very high-level gymnast. My son likes basketball, football and soccer. I really enjoy coaching and working with them. It's a blast." ■

Nate Rutter and his wife, Nicole, have two children, Braylon and Autumn. "My kids love sports and I enjoy coaching and working with them," Rutter said. "It's a blast."



Scan to view
entire used
inventory



USED EQUIPMENT

We buy surplus equipment!

PMC The Product Support People®
POWER MOTIVE CORPORATION



2008 Komatsu WA380-6
S/N C009287, 7,253 hrs., cab,
AC, GP bkt. w/ teeth
\$102,000



2005 Metso LT1213
S/N C011179, 3,091 hrs., track
mounted horizontal impactor,
horizontal vibrating feeder,
folding side walls, magnet,
wireless and tethered remotes,
manuals included
\$255,000



2005 Komatsu PC400LC-7
S/N C011643, AC,
48" bkt.
\$68,000



2012 Komatsu HM300-3
S/N C011038, 2,314 hrs.,
AC, body, 22.4 cu yd,
CERTIFIED machine
\$285,000



2010 Komatsu D65EX-16
S/N C010356, 7,015 hrs.,
cab, AC, SIGMADOZER blade,
MS ripper, 80% + UC
\$134,000



2013 Komatsu PC228USLC-8
S/N C011311, 1,832 hrs.,
AC, QC, thumb, hyd., 48" bkt.,
pattern control change valve
\$183,000



2011 Komatsu WA250-6
S/N C009701, 2,529 hrs., cab,
AC, ride control, pin on GP bkt. w/
BOCE, wide core radiator
\$107,000



2011 Komatsu PC450LC-8
S/N C008962, 6,367 hrs., AC, 9'9"
arm (11' and 13' arm available),
variable gauge UC, 54" bkt.,
Lincoln auto lube
\$237,000



2013 Komatsu WA470-7
S/N C011644, 2,924 hrs., cab, AC,
steering wheel, additional counter-
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