

DIRT TALK

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ACA PRODUCTS

**Buena Vista-based aggregate producer/contractor
offers quality products and a wide range
of services to mountain customers**



Michael Coleman,
President

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Valued Customer:

High production and efficiency are your goals, and Komatsu shares those goals. That's why it continues to manufacture quality products that meet or exceed emissions standards while maintaining, or even boosting, your production and efficiency.

In this issue of your Power Motive Dirt Talk magazine, you can read about innovative Komatsu products that raise the bar when it comes to increasing your uptime and material movement, while lowering your owning and operating costs. At its recent Demo Days, Komatsu introduced its new *intelligent* Machine Control (iMC) PC490LCi-11 excavator. It is the world's largest excavator with integrated control function and was modeled after Komatsu's iMC PC210LCi-10 excavator, which was the first of its kind. More about the PC490LCi-11 will be released soon.

Komatsu introduced the PC210LCi-10 early last year. It followed several models of iMC dozers that Komatsu began rolling out a few years ago, which feature factory-integrated GPS technology that gives operators automatic blade control from rough-cut to finish grade. You can read about the most recent iMC dozer, the D39i-24, in this issue, along with articles on the new PC30MR-5 and PC35MR-5 excavators and the 931 harvester, the flagship machine of Komatsu's new forestry family.

All Tier 4 Final construction-sized machines are backed by Komatsu CARE, which covers scheduled maintenance for the first three years or 2,000 hours. Our trained technicians perform the work at locations and times convenient for you. We track the machines through KOMTRAX and contact you when it's time to schedule service. Our aim is to minimize or avoid disruption to your production.

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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

**We share
your goals of
high production
and efficiency**



DIRT TALK

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IN THIS ISSUE

ACA PRODUCTS

Buena Vista's ACA Products offers wide-ranging services to its mountain customers. Learn more inside.

DEMO DAYS

Ride along with Power Motive customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

EXPANDED PRODUCT OFFERINGS

Power Motive is now the authorized dealer for Roadtec products in Colorado and Wyoming. Discover more about this new partnership inside.

INDUSTRY OUTLOOK

The recent drinking-water crisis in Flint, Michigan, points to larger potential problems in the nation's underground infrastructure. Read why inside.

PRODUCT IMPROVEMENT

Learn how Komatsu's new D39i-24 *intelligent* Machine Control dozers increase production time and lower fuel consumption.

NEW PRODUCT

Take a look at how Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into a compact frame.

FORESTRY NEWS

See why the Komatsu 931 harvester defines the next generation of forestry machinery with a host of productive features.

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ACA PRODUCTS

Buena Vista-based aggregate producer/contractor offers wide range of services to mountain customers



▶ VIDEO
Michael Coleman,
President

The Rocky Mountains provide a stunning backdrop for ACA Products' quarry near Buena Vista.

About 100 miles due west of Colorado Springs, sits the Rocky Mountain town of Buena Vista. Founded in 1864 as a farming community, by the mid-1890s it had become a popular stagecoach and railroad stopover. Its agricultural-based economy tended to make it more stable than the mining or prospecting communities in the region. Today, summer tourism is a leading industry. Buena Vista is known as the "Whitewater Capital of the World" because it has more whitewater rafters and kayakers on the nearby Arkansas River than any other river in the world.

ACA Products is one of Buena Vista's largest employers. Like the town itself, it has a rich history. Originally, ACA was part of Avery Structures, which became ASI RCC, a roller-compacted concrete company that does major dam projects around the world. In 1997, Owner Paul Moltz, a dam-building specialist, sold ASI RCC, then bought back the aggregate part of the business the following year and started ACA.

Today, ACA Products (ACA stands for asphalt, concrete and aggregates) offers a wide range of services to customers within a 50-mile radius

of Buena Vista. The company has four pits and one quarry that produce washed sand; washed rock, gravel and road chips; crushed aggregates including road base, drain gravel and RAP; and top soil and screened fill dirt. ACA also makes both concrete and asphalt for area contractors and is a contractor itself, with a paving side and an earthwork side.

"When you're in the mountains, it helps to be relatively self-sufficient, which we are," said ACA Products President Michael Coleman.

"Material production is our largest division and what we're best known for. We have multiple wash plants and crushing spreads, including mobile crushers. We've done mobile crushing at the Climax Mine for the last five years. We have asphalt and concrete plants here at our main pit in Buena Vista.

"Because of where we're located, our construction side does a lot of water-related projects including dams, park grounds and river restoration," he added. "Our Owner, Paul Moltz, may be the most respected dam authority in the state. A few years back, we spent three entire summers working on an asphalt dam. Last summer we did the earthwork for a dam in Creede. That's a specialty which suits us, but we do other construction as well, such as street paving. This past winter and spring, we built the Ruby Mountain Campground near Nathrop, which is a popular spot for rafting and four-wheeling enthusiasts."

Quality product and professional service

In addition to supplying its own construction crews, ACA Products also sells material to other contractors, who can pick it up or have it delivered. The company employs up to 60 people during its busy summer months. It tries





The Avery Pit is the largest of four ACA Products pits that produce a wide range of material including sand, washed rock and crushed aggregates. The company uses primarily Komatsu equipment to run the pits. "We've used Komatsu for many years and have always been very happy with the product," said President Michael Coleman.

to keep everybody on the payroll during the winter by having employees build stockpiles, do construction and catch up on maintenance.

"Although it varies somewhat from year to year, material supply is probably about 60 percent of our business, with contracting the other 40 percent," Coleman reported. "I think what separates us from other aggregate suppliers is a combination of quality products and top service. We pride ourselves on having consistently clean products that are readily available. When it comes to service, we're committed to getting customers in and out of the yard quickly. If we're delivering aggregate or concrete, we do so in a timely and professional manner. Our customers appreciate that we have quality equipment, which helps ensure promptness.

"Of course, our employees are key as well," he added. "Our guys are talented and experienced. We have an excellent retention rate. Most of them have been with us five to 10 years. Our operators are highly productive and so are our concrete and aggregate delivery drivers. Up here in the mountains, there are some difficult sites that can be challenging to reach. Our guys are good drivers, and once they get to the site, they know what they're doing."

Coleman says ACA's employees, led by Aggregate Production Superintendent Josh Criswell, are also very safety conscious.

"That's something we emphasize as a company, and our employees have bought into it. It definitely makes us better. We get a lot of



► VIDEO

compliments from people, even Mine Safety and Health Administration inspectors, on our pits. They are some of the cleanest, neatest aggregate operations you'll find anywhere. We believe having an orderly site allows us to operate safer and more efficiently. And for some of our customers, safety is not just suggested, it's mandatory. For example, at Climax Mine, if you don't work safely and have the record to prove it, you're gone. In fact, if your safety standards aren't adequate, you won't be allowed on the property in the first place."

Reliable, long-lasting Komatsu equipment

Hand-in-hand with its commitment to safety, service and productivity is ACA Products' equipment fleet. The company primarily runs Komatsu equipment from Power Motive at its quarry, pits and construction sites. Sales Rep Dakota Warren works closely with Coleman on equipment matters.

ACA has 15 or so wheel loaders, ranging from a Komatsu WA320 to a WA600, and a half dozen or so Komatsu excavators, from a PC88 to a PC400. In addition to the Komatsu machines, the company also has KPI-JCI crushing and screening equipment from Power Motive.



Josh Criswell,
Aggregate Production
Superintendent

Continued . . .

ACA Products is 'definitely still growing'

... continued

"We've used Komatsu for many years and have always been very happy with the product," said Coleman. "It's productive, reliable equipment that lasts a long time. We use Komatsu wheel loaders as our primary production machines in the plants. Some of those wheel loaders have more than 20,000 hours, and they're still going strong. They do such a good job that we can't justify getting rid of them and buying new ones just yet."

"We also like KOMTRAX, the machine-monitoring system that comes standard on all Komatsu equipment," he added. "It's especially beneficial for repairs and maintenance. The system gives us error codes that help us or Power Motive diagnose issues. It also reminds us when service intervals are due. It's a valuable tool."

Power Motive is 'dialed in'

Equally important to Coleman is the service that Power Motive provides.

ACA Products President Michael Coleman (left) works closely with Power Motive Sales Rep Dakota Warren. "Service is important to everybody, but because of where we are located, two hours from the nearest dealership, it's especially important to us," said Coleman. "The excellent support Power Motive provides is one of the reasons we're loyal to them."



ACA Products has a contracting side that does both earthwork and paving. Here, the company is building the Ruby Mountain Campground on the Arkansas River near Nathrop.



"Service is important to everybody, but because of where we are located, it's especially important to us," said Coleman. "We're not right on the Front Range. We're two hours away from the nearest dealership. That can be a big problem if the dealer isn't really dialed in to service. Fortunately for us, Power Motive is dialed in. If a machine breaks down, we need help right away – and that's what we get from Power Motive."

"They've treated us well from the very beginning," he added. "Power Motive comes out to do all our warranty work and anything specialized that we're not well-equipped to handle. The technicians are very professional and responsive. They do everything they can to get here as soon as possible to get us back up and running – and we appreciate that. The excellent support Power Motive provides is definitely one of the reasons we're loyal to them."

Growing and optimistic

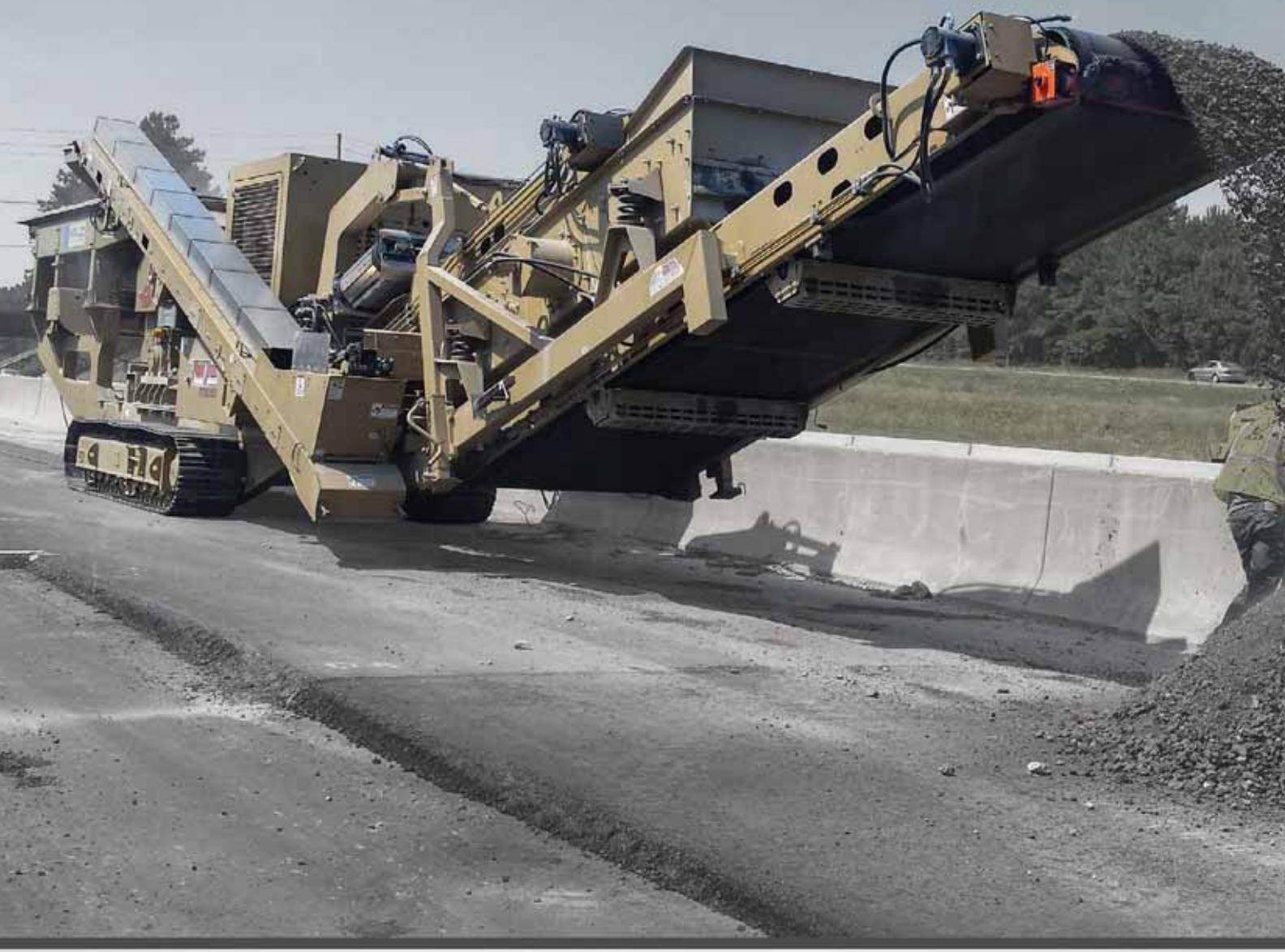
When Coleman came onboard in January 1999, shortly after Moltz had reacquired the business, ACA Products was a much smaller company than it is today.

"We didn't have any asphalt to speak of," Coleman recalled. "We had one little gravel pit and did a small amount of concrete work. In total, we probably had fewer than 10 people working here. That's because ASI RCC was primarily a dam-building company, and they pursued that all over the world. They weren't very interested in the local aggregate/construction market."

"We've built ACA up to where we are now – a workforce of about 50 to 60; four pits and a quarry for a pretty significant aggregate operation; and a construction company capable of doing a lot of different things – and we're definitely still growing. We've been permitting more pits and expanding on the construction side."

"As opportunities arise, we consider them, and if they make sense for us, we pursue them," Coleman added. "There isn't the type of rapid growth and development going on out here, the way it is in Denver and Colorado Springs right now. But all those people moving to Colorado's cities also enjoy visiting the mountains, so we're optimistic about what the future holds for ACA Products." ■

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DEMO DAYS

TAKING A RIDE INTO THE FUTURE

Customers test Komatsu equipment, including the new PC490LCi-11 excavator, at spring Demo Days



Bob Post,
Komatsu Director
of Marketing
Communications



Ryan Green (left) of Scott Green Construction visits with Power Motive Sales Rep Dakota Warren at Demo Days.

(L-R) Roberts Excavating's Brian Swenson, Gerald Roberts and Daryl West get ready to operate machines with Power Motive Sales Rep John Custer.



Power Motive Sales Rep Paul Desombre (left) and Iron Woman's Shane Jones talk after demo'ing the PC360 and PC490 excavators.

"I love the machines," said Jones. "The ergonomics of the cab, and the way the machines respond are both awesome."



Komatsu's latest *intelligent Machine Control* excavator, the PC490LCi-11, was the main attraction at Demo Days. It is the world's largest GPS-integrated excavator on the market.



Nearly 230 current and prospective customers attended Komatsu's spring Demo Days at its Training and Demonstration Center in Cartersville, Georgia, in February. The three-day event opened with a single-day record number of



(L-R) Mark Jensen and Roger Todd of Crow Creek Construction meet with Power Motive Sales Rep Jeremy Griebel.

attendees. Those in attendance got an early look at the latest additions to the Komatsu *intelligent Machine Control* (iMC) line – the PC490LCi-11 excavator and the D155AXi-8 remote-control dozer.

"Demo Days is a great opportunity for customers to come and operate our machines and get a first-hand feel for them," said Komatsu Director of Marketing Communications Bob Post. "While the event served as a debut for the PC490LCi and the D155AXi with remote control, our other Tier 4 machines that were featured were also a big hit."

Komatsu had 31 machines available for operation at Demo Days. In addition to the highly anticipated PC490LCi-11 – the world's largest excavator with integrated GPS technology – several iMC products were also on display, including three PC210LCi-10 excavators and D51PXi-23, D61PXi-23 and D65PXi-18 dozers.

The line up also featured six wheel loaders (sizes WA200-7 to WA600-8), four dozers (sizes D39PX-24 to D85EX-18), multiple excavators (sizes PC88MR-10 to PC490LC-11), an HM400-5 articulated truck, an HD605-7 mechanical truck and a GD655-6 motor grader.

During the event, attendees had the option of touring Komatsu's Chattanooga Manufacturing Operations Center in Tennessee or attending morning information sessions at the Training and Demonstration Center in Cartersville. The sessions included "Bottom Line Tactics" and a tire-management class. Presentations covering Komatsu's iMC products and Komatsu Financial followed a catered lunch. After a short safety video and product demonstration, guests had the opportunity to operate machines. ■

D61PXi-23



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EXPANDED PRODUCT OFFERINGS

NEW PARTNERSHIP

Power Motive is now the authorized dealer for Roadtec in Colorado and Wyoming

Power Motive Corporation expanded its equipment offering with the addition of the full lineup of Roadtec products. Power Motive is now the exclusive, authorized dealer for Roadtec in Colorado and Wyoming.

Founded in 1981 and part of Astec Industries – a family of companies involved in infrastructure, aggregate, mining and energy products – Roadtec began manufacturing asphalt pavers. Through the years it expanded, and today includes an extensive line of asphalt road-building machinery.

"Power Motive has continually expanded its product offerings to accommodate customers working in a multitude of construction and mining industries," said Mac Blount, Vice President of Power Motive. "Partnering with Roadtec complements Power Motive's existing product line and provides another premium brand of equipment for our customers."

Innovative, quality equipment

Roadtec's range of products includes asphalt pavers, cold planers, asphalt screeds, material transfer vehicles, cold-in-place recycling, soil stabilizers/road reclaimers, brooms and more. Roadtec became highly successful by producing innovative, high-quality road-building equipment backed by unequalled parts and service support.

"Roadtec is very excited to have a partner like Power Motive Corporation that takes service and support as seriously as we do and understands the urgency of our industry," commented John Irvine, President of Roadtec. "This partnership gives us the ability to

provide our customers in this area with even better support."

Blount said Power Motive is fortunate to have the opportunity work with a world-class organization such as Roadtec. "We look forward to selling these products and supporting America's leading road construction equipment manufacturer." ■



Power Motive is now the authorized dealer in Colorado and Wyoming for Roadtec machinery such as the RP-190e rubber-tired paver (top) and the SB-2500e Shuttle Buggy material transfer vehicle. "Partnering with Roadtec complements Power Motive's existing product line and provides another premium brand of equipment for our customers," said Power Motive Vice President Mac Blount.

INDUSTRY OUTLOOK

WATER, WATER EVERYWHERE

Flint's crisis points to larger potential problems in the nation's underground infrastructure

The water crisis in Flint, Michigan, may only be the tip of the proverbial iceberg when it comes to failing systems that carry the nation's drinking water and other critical utilities. Several factors figured into the crisis, including the use of old lead pipes that brought water from the Flint River, through a water treatment plant and eventually into residences.

Failure to treat the water properly caused pipes to corrode and to leach lead and heavy metal. The harmful materials made their way into homes, causing health problems that could plague Flint for a very long time. Efforts are underway to assess and eventually fix Flint's issues, including switching the city back to its original water source, Lake Michigan, and replacing all lead service lines leading to homes. The first

PVC Pipe Association's WaterMainBreakClock.com notes that corrosion of old lead and other metal pipes eventually contributes to failures. The association estimates that leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States.

lead-to-copper line replacement was recently completed, but replacing all lines could take years.

Although Flint's crisis is an isolated incident, a problem with the nation's drinking water and other utility lines isn't. Corrosion is a leading cause, but aging pipes and overtaxed systems may be to blame as well.

A break every two minutes

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D⁺. Estimates show that as much as 44 percent of the nation's water infrastructure is approaching or past its useful life, and that about 1.7 trillion gallons of water are wasted each year.

"We have a buried problem that no one sees," said Terry Leeds, Director of Kansas City Water Services and a board member of the National Association of Clean Water Agencies in a recent Kansas City Star article. "Infrastructure has a life span, and now we're seeing a lot of cities are facing the end of it."

That article, "Here's why Flint's water problem isn't likely to happen in Kansas City," highlights what the Missouri city is doing to combat an aging system that saw more than 1,850 water-main breaks in 2012. It began a program to replace 28 miles of pipe per year. Many of the old lines were made of cheap metal and installed during and after World War II. Other cities are facing the same scenario of outdated systems.

A hefty price tag

The PVC Pipe Association sponsors WaterMainBreakClock.com, a website that tracks the costs associated with aging pipes throughout the country. It shows that about 850 water-main





PVC and concrete pipe is an alternative to lead and other metal service lines that are subject to corrosion. Kansas City created a program to replace 28 miles of pipe each year after suffering more than 1,850 water-main breaks in 2012. Most of Kansas City's existing infrastructure was made of cheap metal and installed during and after World War II.

breaks occur each day in the United States. Since 2000, there have been more than 5 million breaks. Corrosion costs more than \$50 billion annually; that's about \$652 billion over the past 15 years.

The website notes that corrosion of old lead and other metal pipes eventually contributes to failures, and the costs are not just associated with repairing and replacing those lines. Leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States. This represents \$4.1 billion in wasted electricity annually.

"Corrosion is a significant drag on the economy," the site claims. "Not only is this cost calculated in terms of water-main-break repair, but also in terms of lost water, replacement of corroded pipes and implementation of corrosion-mitigation measures, which are ineffective since they only delay an unavoidable outcome."

An Environmental Protection Agency (EPA) survey shows that \$271 billion is needed throughout the next five years to maintain and improve the nation's wastewater infrastructure. It

has also said it will cost \$385 billion in the next 15 to 20 years. Those figures include pipes that carry wastewater to treatment plants, the technology that treats water and methods of managing stormwater runoff. The EPA also calls for the investment of hundreds of millions of dollars in treatment plants, many of which are several decades old.

"The only way to have clean and reliable water is to have infrastructure that is up to the task," said Joel Beauvais, the EPA's Acting Deputy Assistant Administrator for Water, in a Construction Equipment article. "Our nation has made tremendous progress in modernizing our treatment plants and pipes in recent decades, but this survey tells us that a great deal of work remains."

Many believe the price tag could be much higher. The American Water Works Association, for example, claims that \$1 trillion is needed to replace outdated pipes and meet growth during the next 25 years.

"The future is looking a little dark for something as basic and fundamental as water,"

Continued . . .

Infrastructure solutions necessary, but costly

...continued

said Adam Krantz of the Water Infrastructure Network (WIN) in a San Angelo (Texas) Standard Times article. WIN is a broad-based coalition of local elected officials, drinking water and wastewater providers, state environmental and health administrators, engineers, and others dedicated to preserving and protecting the health, environmental and economic gains that America's drinking water and wastewater infrastructure provides, according to the organization.

Could your rates rise?

WIN and other groups are pushing Congress to invest more. Federal funding comes from the Drinking Water State Revolving Fund that offers loans to help cities and towns get needed dollars. Cities and towns also rely on taxes, but many fall short of raising enough money to pay for needed upgrades and repairs. More efficient faucets, shower heads and other plumbing systems have made revenue shortfalls worse. Population loss, which reduces taxes, also plays a role in municipalities. That's forcing some local governments to raise rates.

"That's the key that Americans have to understand: If they want this system, they are going to have to be willing to finance it," said

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D+.

Greg DiLoreto, Past President of the American Society of Civil Engineers in the Times article.

Fitch Ratings, a nationally recognized statistical rating organization, said that in light of the Flint crisis, if the EPA strengthens its Lead and Copper Rule – which is used to regulate drinking-water exposure to lead – the removal of all lead service lines could be mandatory. That would be an expensive proposition.

"Reprioritizing and accelerating the lead pipe replacement would add significant capital needs to the sector and could compete with other critical infrastructure projects, including developing sufficient long-term water supplies and replacing aging infrastructure components other than lead lines," said Fitch in a March press release. "Some sources estimate more than 6 million lead service lines exist across the U.S. We believe the capital costs to replace these lines could exceed \$275 billion. The EPA's latest survey estimated the entire sector needs \$385 billion in water infrastructure improvements through 2030, and this estimate includes the costs to only partially replace lead pipes. Either level of capital cost would likely be manageable for the sector as a whole if it is spread throughout a time frame like the one in the EPA survey. However, implementation across a shorter time span may create stress for individual credits."

Representatives on both sides of the aisle in Congress have called for establishing a National Infrastructure Development Bank to help pay for the costs associated with projects such as roads, bridges and water systems that are critical to Americans, but no bill passed. A recent push came again in February from U.S. Rep. Rosa DeLauro (D-Conn.), who has introduced an act in every Congress since 1994 to create an infrastructure bank.

"Emergencies like the tragedy we are seeing in Flint are a stark reminder of what is at stake when it comes to investment in water projects," said DeLauro in a commentary on TheHill.com. "We cannot continue the pattern of turning attention to critical infrastructure only when disaster strikes – we must make long-term, pro-growth investments to prevent further tragedies from ever occurring." ■



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PRODUCT IMPROVEMENT

MORE INTELLIGENT DOZING

Komatsu's new D39i-24 dozers lower fuel consumption and increase production time with no cables



Jason Anetsberger,
Komatsu Senior
Product Manager

Eliminating the need to install and remove blade-mounted sensors each day saves on machine and operator wear and tear, and it converts potential downtime into increased production. Komatsu's second-generation D39PXi-24 and D39EXi-24 dozers offer that and more with a new Tier 4 Final engine that increases fuel efficiency compared to its predecessor.

"With factory integration and a host of intelligent capabilities, the more that owners run their D39i-24 dozers, the more they save," said Jason Anetsberger, Komatsu Senior Product Manager. "The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials can add up quickly."

Skipping the cables, climbing and connections of traditional aftermarket systems saves operators up to 30 minutes a day and is more convenient."

Rough-cut to final grade, the *intelligent* Machine Control (iMC) dozers extend production gains. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8-percent-greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

New features

Customer feedback led Komatsu to introduce a standard, operator-selectable, automatic Reverse Grading Mode, which enables automatic blade control while reversing, to grade the target surface. Other new features include a Triple Labyrinth final-drive design that provides additional protection for the final drive floating seals.

The more-efficient engine uses a Selective Catalytic Reduction System and Diesel Exhaust Fluid, as well as a new, water-cooled, Variable Flow Turbocharger that improves durability and engine response. The Diesel Oxidation Catalyst provides 100-percent passive regeneration that does not interfere with operation. Auto-idle shutdown helps reduce idle time and saves fuel.

"These dozers are great for everything from stripping to finish grading on a variety of small-to-medium-sized jobsites, such as commercial buildings and residential lots," said Anetsberger. "As with all Tier 4 construction machines, they are covered under the Komatsu CARE program." ■

Quick Specs on Komatsu's D39PXi-24 and D39EXi-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lbs	2.89 cu yd
D39PXi-24	105 hp	22,774 lbs	3.14 cu yd

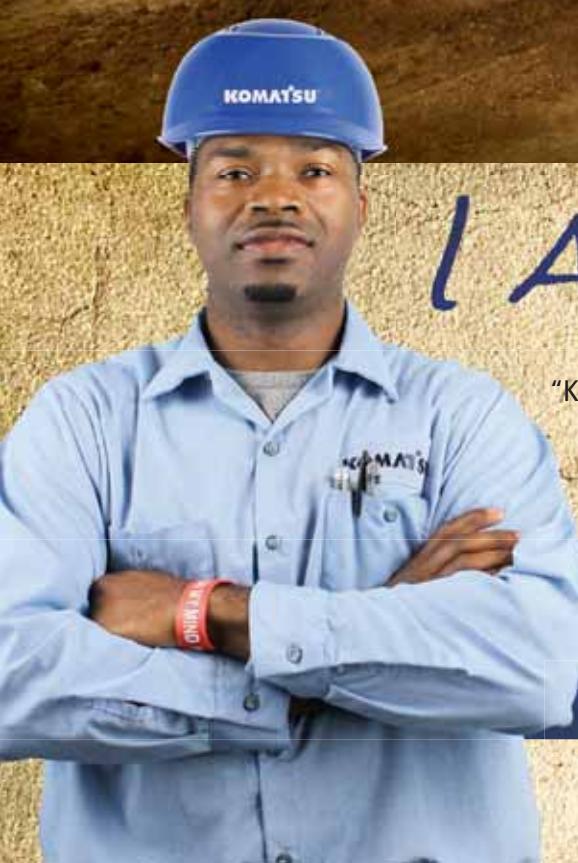
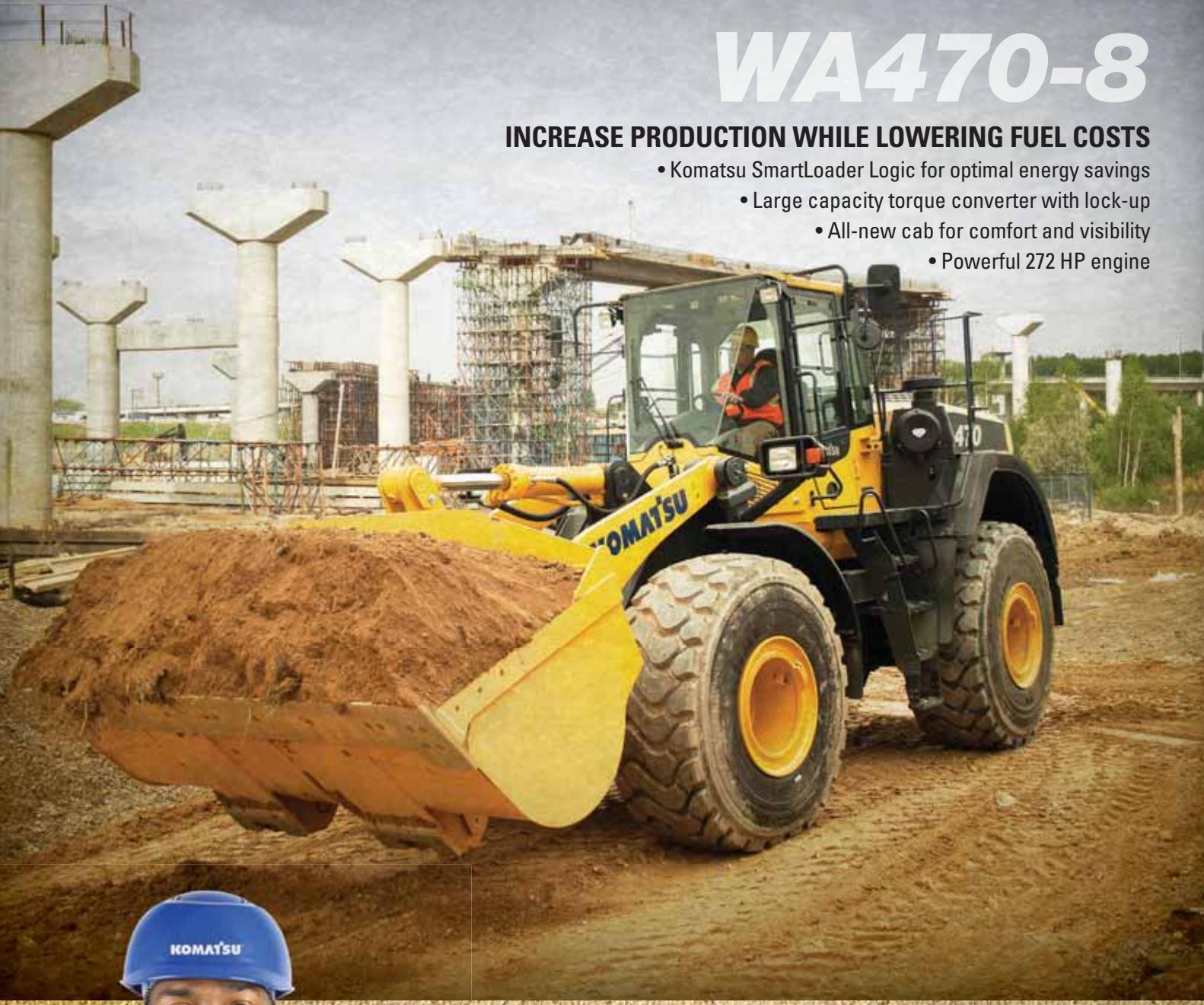
Komatsu's new D39EXi-24 and D39PXi-24 dozers lower fuel consumption with a Tier 4 Final engine. They also increase production with integrated machine control that eliminates the time needed to install and remove cables.



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PC240LC-11

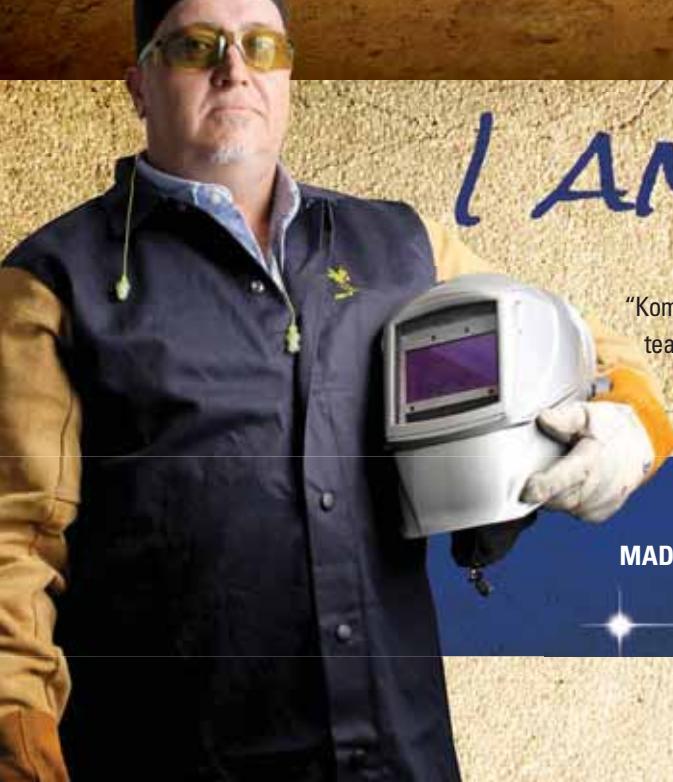
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*Compared to previous Komatsu model.

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NEW PRODUCT

SMALL PACKAGE, BIG RESULTS

Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into compact frame

Contractors looking for a versatile excavator with a smaller footprint are in luck. Komatsu's new PC30MR-5 and PC35MR-5 utility-sized excavators are a perfect fit for tight worksites.

The new models have a swing-boom design that enables them to easily complete jobs in confined spaces. The excavators are each equipped with a standard dozer blade to help with backfilling and enhanced work modes to help operators match engine speed and pump delivery to the application.

"The swing-boom design allows the machines to dig close to foundations or alongside buildings," said Komatsu Product Marketing Manager Des Jarvis. "The PC30 and PC35's standard dozer blade makes backfilling a breeze and eliminates the need for a second machine."

The excavators come with a Tier 4 Final, 24-horsepower engine and an Exhaust Gas Recirculation Valve to meet emissions standards. They feature a new auto decelerator, auto-idle-shutdown and economy modes to help reduce idle time and save fuel. Additionally, a dial-type knob offers finer throttle control. The excavators are available in three track options – rubber, steel or roadliner – to further their worksite versatility.

Upgraded comfort

Both the PC30 and PC35 feature an updated cab to provide a durable and secure work environment. The ROPS cab and two-post canopy come equipped with a 3.5-inch, high-resolution LCD screen and Ecology Guidance to help

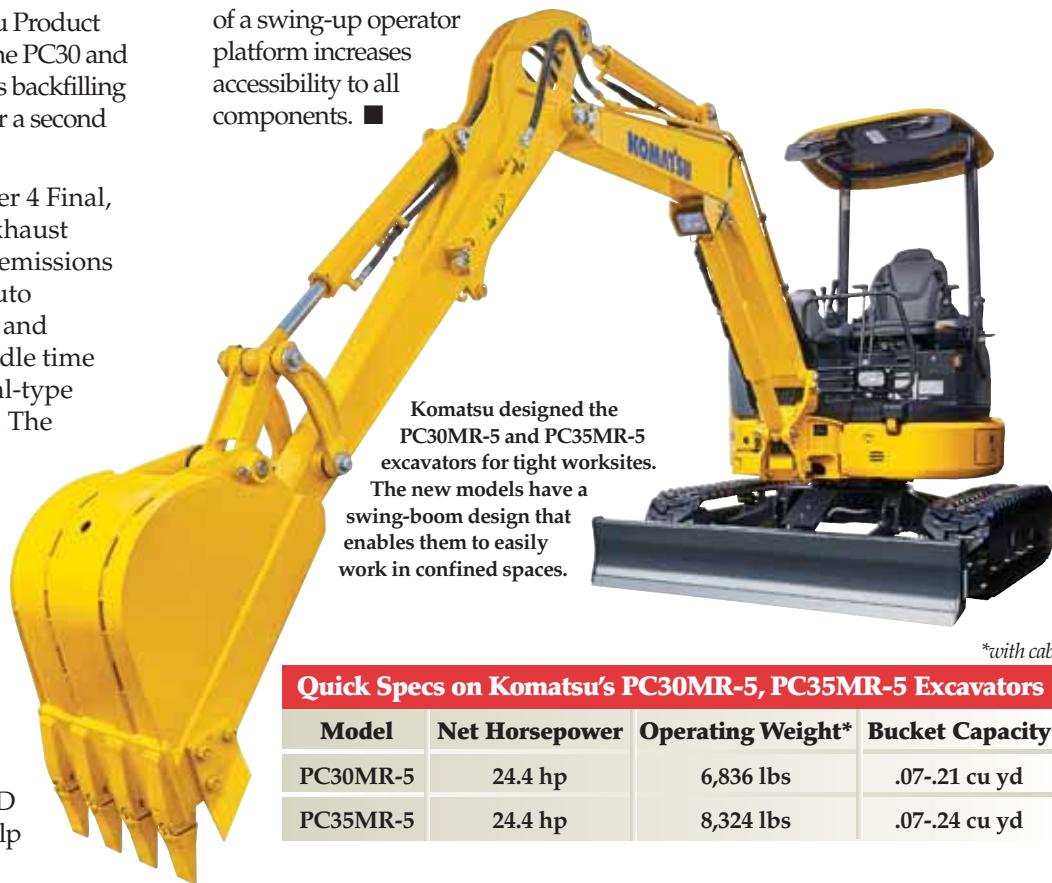
operators monitor machine-performance metrics and maximize fuel efficiency.

Komatsu improved visibility and functionality inside the cab through several enhancements, including a swing-open hinge door. The cab has a flat rear window to increase visibility and reduce replacement costs. The two-post ROPS canopy is designed with no front posts, which can distract the operator.

Daily maintenance and service is easier on the excavators, as both the PC30 and PC35 have wide service doors for access to ground-level maintenance. The addition of a swing-up operator platform increases accessibility to all components. ■



Des Jarvis,
Komatsu Product
Marketing Manager



Komatsu designed the PC30MR-5 and PC35MR-5 excavators for tight worksites.

The new models have a swing-boom design that enables them to easily work in confined spaces.

*with cab

Quick Specs on Komatsu's PC30MR-5, PC35MR-5 Excavators

Model	Net Horsepower	Operating Weight*	Bucket Capacity
PC30MR-5	24.4 hp	6,836 lbs	.07-.21 cu yd
PC35MR-5	24.4 hp	8,324 lbs	.07-.24 cu yd



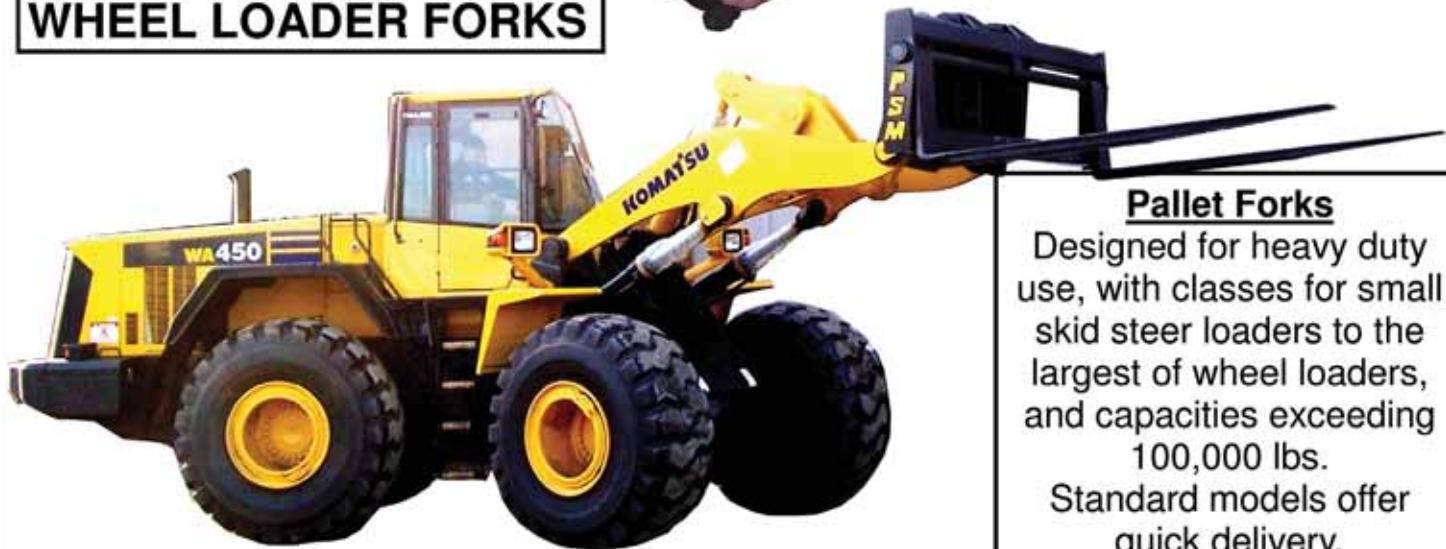
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Discover more

A PROVEN WINNER

Komatsu's new 931 harvester defines next generation with a host of productive new features

Demanding logging applications require machines that can withstand the rigors of daily use and consistently deliver high productivity. Komatsu's totally new, four-model harvester family – led by its flagship 931 harvester – is doing just that.

"Our new harvester family was designed from the ground up to set the industry benchmark for productivity, operator comfort and eco-friendliness," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "The 931 harvester is our high-volume flagship model in the family."

Komatsu designed the 931 harvester for serious productivity by including the new 3-Pump Hydraulic System (3PS), featuring dual circuits with separate pressure levels. The system is power-regulated against the engine and offers a class-leading working hydraulic flow of 139 gallons per minute (528 liters per minute), which is 68-percent-greater than the prior 931.1 model.

Unique pressure and flow optimization enables operators to work considerably faster without losing hydraulic power. Operators can use multiple functions simultaneously with maximum hydraulic power, such as slewing the crane, feeding a log and maneuvering the machine – all with optimally low fuel consumption.

Performance and productivity are further enhanced with the new H-series parallel crane that has greater lift capacity, 360-degree cab/crane rotation and automatic four-way cab/crane leveling, which keeps the operator on a consistent plane and ensures an unobstructed view of the tree at all times. While a variety of harvesting heads are offered to meet specific applications, the

C144 model is a strong overall performer and serves the broadest market segment. It has a maximum cutting diameter of 28 inches, and the powerful four-wheel-drive feed system generates 6,650 pounds of feed force.

The larger, modern cab increases the front line-of-site visibility by 62-percent upward and 17-percent downward. Operator comfort was enhanced with an automotive-grade fit and finish interior, first-class ergonomics and adjustable hand controls.

The 931 harvester has a new 251-horsepower Tier 4 Final engine that is both powerful and more fuel efficient than prior models. A cold-weather starting system, which heats the batteries, engine coolant, diesel exhaust fluid and hydraulic oil, come standard on the harvester.

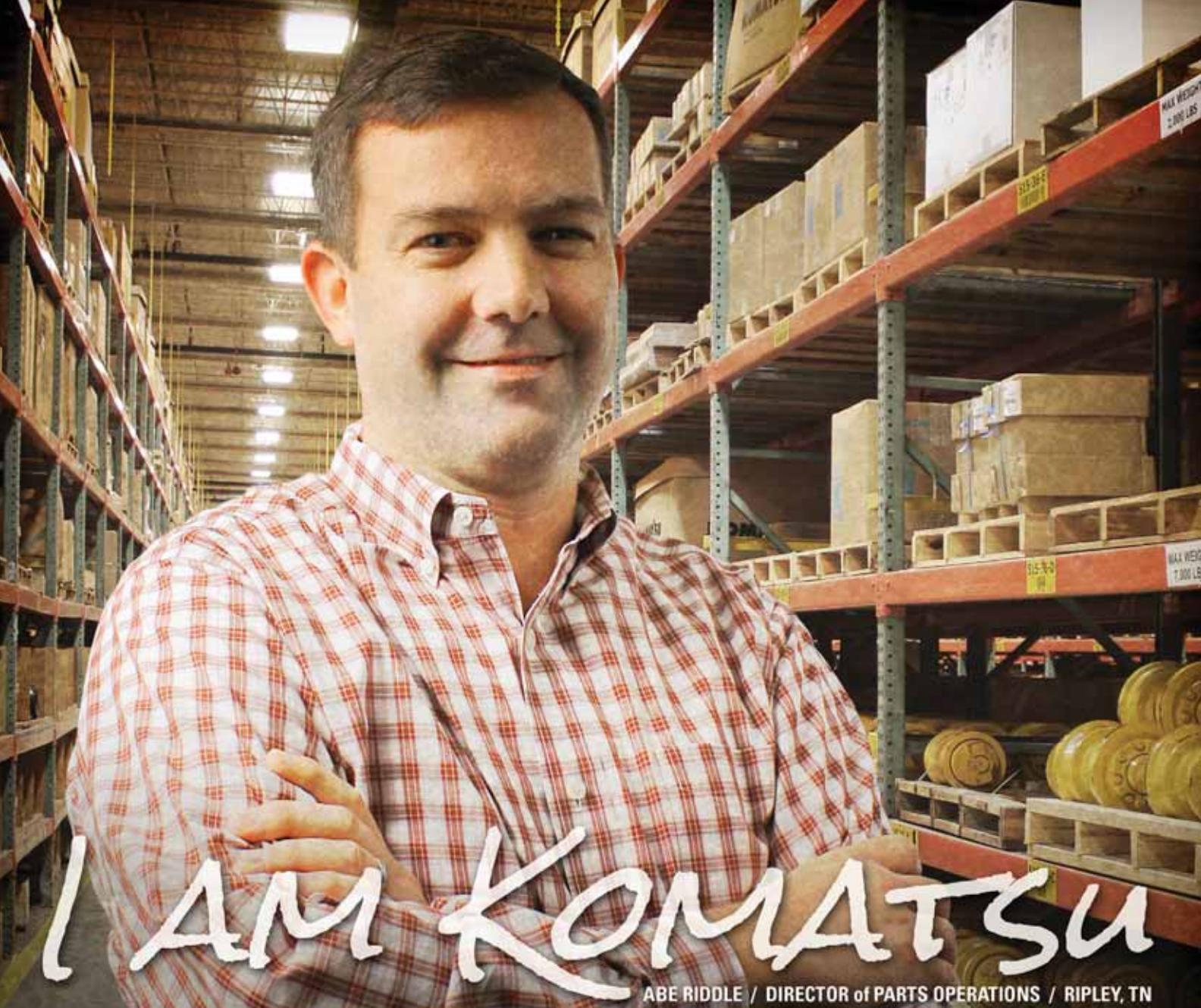
"Since the first next-gen harvesters began working in the woods last fall, every indication is that we have achieved our productivity, operator comfort and eco-friendliness goals," stated Yolitz. "The 931 harvester is proving to be an outright winner." ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

The 931 harvester features a new cab, crane, hydraulic system and a new Tier 4 Final engine, which is more fuel efficient than the prior model.





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ENSURING YOUR UPTIME

Abe Riddle says the aim of Komatsu's Ripley Parts Operation is timely delivery from its vast inventory

QUESTION: What is the role of Komatsu's Ripley Parts Operation in Tennessee?

ANSWER: It is the central parts warehouse for North America and Latin America, with an emphasis on parts for Komatsu construction, forestry, forklift and industrial press products. We also carry parts for what we call "mining support," which is inventory related to non-electric-drive trucks.

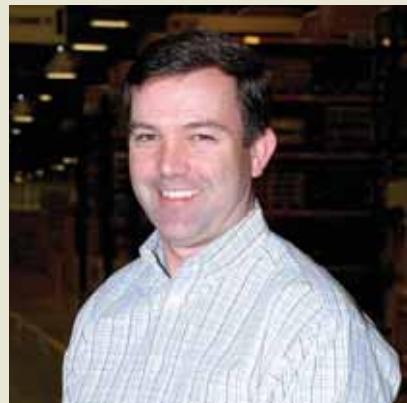
Everything – O-rings, engines, transmissions and some boom-assembly parts – comes through here and is shipped to our distributors or one of our eight regional parts distribution hubs located in the United States and Canada. We serve Komatsu affiliates globally, too, but our primary customer base is in North American and Latin American countries.

Our most important role is ensuring those parts arrive in a timely manner. The Parts Operation Department runs two shifts per day, but we're really a 24/7/365 operation. We have a hotline number (731-635-6120) and staff on-call, so even if customers call during holidays or off hours, we can still process their orders and get them shipped. It's our goal to have most parts orders in customers' hands the same day or the next day.

QUESTION: Why is that important?

ANSWER: When machines are down, customers are losing money. We understand that, so our response is critical. The faster they get the parts, the faster they can be back up and running. Many customers tell me that service after the sale is a huge factor in what brand of equipment they choose, so we obviously place a heavy emphasis on timely parts support.

Continued ...



Abe Riddle, General Manager, Ripley Parts Operation

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.

Abe Riddle joined Komatsu's Ripley Parts Operation (RPO) in Ripley, Tennessee, 10 years ago in an inventory-planning position. He moved into a continuous-improvement role, then into inventory management. Later, he managed the warehouse.

"Through my progression, I think I have touched every area at some point," said Riddle. "It was good preparation for my current position."

Today, Riddle oversees the Master Parts Distribution Center, helping ensure that inventory levels are appropriate and "that the right part gets to the right place at the right time," according to Riddle.

"Our availability is outstanding at more than 96 percent," said Riddle. "I believe Komatsu has built a strong parts-support network, and I'm proud to be a part of a forward-thinking company that emphasizes continuous improvement to better serve customers."

Riddle started in the manufacturing industry at 18, and earned his undergraduate degree in business from Union University in Jackson, Tennessee, by attending classes at night. After joining Komatsu, he completed an MBA through Union while working at the Master Parts Distribution Center.

Abe and his wife, Stephanie, have three children and enjoy spending time together as a family. He also likes to duck hunt.

Location is key for Ripley Parts Operation in Tennessee

... continued

QUESTION: Why is Ripley, Tennessee, a good location?

ANSWER: We are strategically located close to a major freight hub in Memphis. That allows us to take orders late in the day and still be able to get parts where they need to be early the next day, in most cases. For example, if someone in Washington state places an order at 6 p.m., they will have it around 10 a.m., depending on what they ordered.



General Manager, Ripley Parts Operation (RPO), Abe Riddle says the RPO's most important role is ensuring that parts arrive in a timely manner. With nearly 97-percent availability, most orders are filled within 24 hours.

QUESTION: How likely is it that you will have the parts on hand that customers need?

ANSWER: Highly likely as we carry about \$560 million in inventory. Our target is 95-percent availability, meaning that when an order is placed, we have what's needed on the shelf and ready to go. Currently we are at 96.4 percent.

QUESTION: How do you know what inventory to have on hand?

ANSWER: There are several factors we take into account. We consider historical demand, and we collaborate with distributors to understand their operations and machine populations. We also use KOMTRAX to monitor data that helps us anticipate future parts needs. In addition, our manufacturing plants give us recommended lists of parts for new machines. All of that information helps us get a strong hold on what we need to build inventory and keep parts stocked at appropriate levels.

QUESTION: What about older machines?

ANSWER: We maintain a good deal of inventory for machines dating back a decade or more, so we likely have the needed parts on hand. If we don't, we can source parts from trusted suppliers. We will do everything we can to make sure customers get what they need. ■



Komatsu's Ripley Parts Operation (RPO) is the central parts warehouse for North America and Latin America. Its inventory includes items for construction, forestry, industrial press and mining support. It also includes parts for Komatsu forklifts, like the one pictured here, which RPO personnel use at the warehouse.

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SPECIAL RECOGNITION

TURNING 60,000

Komatsu CARE program celebrates milestone service interval



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu launched Komatsu CARE in 2011 with one goal in mind: demonstrate the company's commitment to delivering quality parts and reliable service in a manner that ensures a customer's machine performance is never compromised. That goal has been accomplished – 60,000 times. Columbus Equipment Company (CEC), the Komatsu distributor in Ohio, performed the 60,000th Komatsu CARE service interval on a D61EXi-23 dozer for Eramo & Sons in late March.

"We're very honored to participate in Komatsu CARE and to have completed the 60,000th service," said CEC President Josh Stivison. "We're also proud to conduct the service for Eramo & Sons, a company we have a rich history with."

CEC completed the milestone service interval during a ceremony at its Columbus, Ohio, facility and presented Eramo & Sons with a certificate to celebrate the event.

"Through Komatsu CARE, we can make sure our customers' Tier 4 machines are maintained

Officials from Komatsu and Columbus Equipment Company (CEC) present Eramo & Sons' representatives with a certificate to celebrate the 60,000th Komatsu CARE service interval. CEC completed the milestone service on Eramo & Sons' D61EXi-23 dozer in late March.



properly," said Komatsu Director of Distributor Development Mike Hayes. "Komatsu CARE secures uptime, increases productivity and protects residual values for the machines. It also keeps service technicians familiar with the customer's equipment, which is great for future maintenance. The service is complimentary, and we contact customers to schedule the maintenance at a convenient time and jobsite location. This way, the customers save time and money and can schedule their maintenance downtime."

The Komatsu CARE complimentary maintenance program provides service on Tier 4, construction-sized machines – whether rented, leased or purchased – for the first three years or 2,000 hours of operation. The program includes scheduled factory maintenance, a 50-point inspection at each service interval and two Komatsu Diesel Particulate Filter exchanges within the first five years. Komatsu distributors monitor the machines and contact owners when a service is due. Then, a Komatsu CARE-certified service technician performs the maintenance.

Today, Komatsu CARE programs are standard on all Tier 4 and Tier 4 Final machines in the United States and Canada. The program has been a huge success with customers, including Eramo & Sons.

"Komatsu CARE saves us a lot of labor," said Eramo & Sons Chief Mechanic Dave Penwell. "It also keeps me more involved with the service department at the distributorship. Overall, it makes my job easier. They take care of everything."

"We began using Komatsu equipment in the 1970s; it was a decision that has served us well," added Chairman Rocky Eramo. "Komatsu makes an excellent product, and our distributor has always been there to help us. Today, we have about 45 Komatsu machines in our fleet. It's been a great partnership." ■

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NEW PARTNERSHIP

PLAYING IN THE SAND

Komatsu, Extreme Sandbox enter partnership aimed at increasing national exposure to construction industry

Komatsu has teamed up with Extreme Sandbox, LLC, a top-rated, heavy-equipment-adventure company, to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment.

Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox." Expert instructors help guests learn and operate the machines in a proper operating environment, while creating a fun and memorable experience.

Together, the two companies plan to expand the public's exposure to heavy machinery. By combining Extreme Sandbox's national expansion plans and proven track record of creating memorable experiences, with Komatsu's world-class machines, national reach and global resources, the partnership will introduce a new generation to heavy machinery and an under-explored area for rewarding careers.

"This alliance is an opportunity to transform these impressive marvels of engineering technology from a roadside and work-zone curiosity, to an informative, exciting, hands-on experience," said Rich Smith, Vice President, Product Services Division for Komatsu America. "Long term, we hope climbing inside and feeling the comfort, speed and power of these machines inspires a new generation of men and women who are good with their hands to consider construction careers. The construction industry provides great employment opportunities for future operators, technicians and engineers. The degree to which cutting-edge technology will shape the jobsites and careers in the construction industry of the future is a well-kept secret. We want to change that."

Extreme Sandbox currently has two locations: its Trip-Advisor-No. 1-rated suburban Minneapolis site and its new one about an hour north of Dallas. More sites are planned for several U.S. cities in the next few years. Permanent locations will offer the opportunity to schedule machine and operator training at the high school and community college levels, as well as demonstration and customer appreciation events for local Komatsu distributors.

It will also allow Extreme Sandbox to collaborate with local distributors and embark on periodic road tours that spread the message of a thrilling experience and rewarding careers to local communities across the country, via tailgating events, state fairs, festivals, parades and other avenues. ■



Rich Smith,
Vice President,
Product Services
Division for
Komatsu America



Komatsu teamed up with Extreme Sandbox to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment. Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox."

TONY SUITS

Retail Finance Manager says Power Motive can 'get creative' when it comes to financing equipment

Tony Suits enjoys a challenge. As Power Motive Corporation's Retail Finance Manager, he has encountered a few complex situations during the 10 years he has worked for the company.

"Every deal is different, so no two days are ever quite the same," said Suits, who is based in Power Motive's Denver headquarters and oversees a small staff. "Helping customers find the right fit, both in terms and payments, is very satisfying. There are a variety of sales

and lease programs available. Some of our manufacturers have very attractive rates. Komatsu and Takeuchi often finance at zero percent for 48 months.

"Power Motive will also help customize financing for customers' specific needs," he added. "We can get creative."

Suits knows a thing or two about creativity. He graduated from the University of Colorado Denver with a degree in communications. Although his position revolves around numbers, he continues to hone his writing skills, and in 2009 he published his first book, "Punishment". He's currently working on a new fiction novel called "The Throwaways". "My main genre tends to be the macabre; think Stephen King and Dean Koontz," Suits explained.

Enjoys building relationships

Suits began a career geared toward finance right out of college, taking a position with an auto dealership where he led the credit department. He also worked for an advertising agency performing credit analysis.

"I learned quickly that finance was the right avenue for me, despite having a degree in communications," Suits recalled. "It's gratifying to provide ways for customers to purchase or lease equipment that will help them expand and/or increase production. I've developed some good relationships with the Power Motive staff, vendors and customers, and that's probably what I enjoy most about my role."

In addition to writing, Suits likes to read and spend time with his family. He and his wife, Eileen, have three grown sons and are expecting their first grandchild soon. ■

Tony Suits joined Power Motive 10 years ago and is the company's Retail Finance Manager. He and his wife, Eileen, have three grown children and are expecting their first grandchild soon.



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2008 Komatsu WA380-6
S/N C009287, 7,253 hrs., cab,
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2005 Metso LT1213
S/N C011179, 3091 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, 13' arm,
48" bkt., 35.5" TG shoes
\$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, 1,856 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



2012 Komatsu D155AX-7,
S/N C012131, 2,437 hrs., cab,
AC, 24" ES shoes, MS ripper,
Sigma blade with dual tilt,
KOMTRAX, radio
\$340,000



2013 Komatsu WA470-7
S/N C011644, 3,042 hrs., cab,
AC, steering wheel, additional
counterweight, 5.5-yd bkt. w/ teeth
\$248,000



2013 Volvo EC220DL,
S/N C011092, 2,281 hrs., AC,
10' arm, 42" bkt., hyd thumb,
aux hyd, 31.5" TG shoes,
VG undercarriage, stereo
\$122,000



2006 Takeuchi TL140,
S/N C012008, 4,205 hrs.,
OROPS, rubber tracks
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2013 Komatsu WA200-6,
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