

DIRT TALK

A publication for and about Power Motive customers • www.PowerMotiveDirtTalk.com

ROCKY MOUNTAIN WATER WORKS

Lessons learned, hard work
help Longmont excavation,
utility firm build rapidly



Nate Miller (left) and
Ken Zetye, Owners

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Valued Customer:

We look forward to the upcoming CONEXPO-CON/AGG, the world's premier construction exposition. As always, the triennial event is expected to be bigger and better than ever as manufacturers unveil the latest and greatest in equipment and technology.

Once again Komatsu will showcase the innovative products and support capabilities that make it the world-class leader in construction equipment. This issue of your Power Motive Dirt Talk magazine features a preview of the show with information about Komatsu's display areas. We hope to see you March 7-11 in Las Vegas.

Of course, our other manufacturing lines will prominently display products at CONEXPO-CON/AGG as well. If you attend the show, we highly encourage you to stop by their booths, too. We know you will enjoy visiting with them and seeing what they have to offer.

Komatsu continues to introduce new Tier 4 Final machines that increase your production and efficiency, and you can read about several of them inside as this issue highlights the broad range of equipment our leading manufacturer produces. There are articles on a new dozer, wheel loader, truck, excavator and more.

Thoughts of CONEXPO-CON/AGG have us looking forward to what we hope is a great 2017 construction season for you. If you are interested in any of the machines featured here, or ones you see in Vegas, let us know.

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

It's
showtime

Sincerely,
POWER MOTIVE

Bob Davis

Bob Davis, President



DIRT TALK

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IN THIS ISSUE

ROCKY MOUNTAIN WATER WORKS

Meet the two Marine veterans who paired up to operate this successful Longmont-based excavation and utility firm.

HANDS-ON EXPERIENCE

Ride along with Power Motive customers as they test drive the latest Komatsu products at Las Vegas Demo Days.

INDUSTRY EXTRAVAGANZA

Preview CONEXPO-CON/AGG 2017, which is set to showcase innovative products that will shape the future of the construction industry.

GUEST OPINION

Discover the reasons why one information technology professional believes that funding for digital infrastructure projects is lacking in the United States.

PRODUCT NEWS

Check out how the PC138USLC-11 excavator supplies a productive punch on today's jobsites.

NEW PRODUCT

Take a closer look at the all-around functionality of the WA270-8 wheel loader as it powers through wide-ranging applications.

PRODUCT INNOVATION

Komatsu's D155AXi-8 RC dozer offers high productivity through a combination of radio operations and *intelligent* Machine Control. Find the details inside.

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ROCKY MOUNTAIN WATER WORKS

Lessons learned, hard work help Longmont excavation, utility firm build rapidly

Like many companies, Rocky Mountain Water Works' story starts small. The Longmont-based firm began putting in residential water and sewer line services about four years ago when Owners Ken Zetye and Nate Miller teamed up to found the business. Where their tale diverges from the ordinary is in the rapid growth Rocky Mountain Water Works experienced in a relatively short time frame.

"Ken and I were in the Marines together, so we knew each other long before starting the business. We were employed by other companies and decided it would be more fun to work for ourselves," explained Miller. "There was a pretty good learning curve at the start, but we remained flexible, took lessons from each job to apply to the next ones, and we worked hard. It's our belief that there isn't anything we can't handle now."

Rocky Mountain Water Works mainly focuses on large-scale commercial projects for

Nate Miller and Ken Zetye own and operate Longmont-based Rocky Mountain Water Works. The company offers excavation and utility services to commercial, municipal and other clients throughout northern Colorado and southern Wyoming.

► VIDEO



developers who often want the company to complete full site packages. The firm provides everything from clearing and grubbing to mass and fine grading, as well as installation of underground utilities that include water, storm and sanitary lines.

"We're often on a project from start to finish," said Zetye. "We take care of topsoil stripping at the beginning and putting it back and hauling off excess material at the end. In between, we level the site; dig for foundations and detention ponds; grade subgrade and put down base material for roads and parking lots; put in pipe; as well as whatever else is included in our contract."

"While it's our preference to do full site packages, we do break out our services," added Miller. "Developers usually ask us for two bids, one for excavation and another for utilities. Often, we give them a discount for doing both. Sometimes that goes in our favor, and there are times when they only want us to do one item. Whatever clients choose, we're willing to accommodate them to get it done on time and budget."

New ventures

That flexibility helped Rocky Mountain Water Works gain several repeat customers and grow quickly. Today, the company employs nearly 20 people, including key individuals such as Manager of Finance Justin Folkestad. With four field crews, the company covers all of northern Colorado and southern Wyoming. The owners estimate that approximately 80 percent of Rocky Mountain's contracts are commercial with the balance divided among agriculture, oil field and residential clients as well as municipalities. Within the past year, Rocky Mountain Water Works also began performing municipal utility jobs as a general contractor.



► VIDEO

Operator Jason Anderson loads a vehicle from Fat Boy Truckers – a subsidiary of Rocky Mountain Water Works – with a Komatsu PC490LC-11 excavator on a jobsite in Greeley. “The PC490 has great power for putting pipe in the ground, loading trucks and anything else we use it for,” said Anderson. “It’s comfortable, and I really like the back-up camera so I can see what’s behind me.”



“Because we’re still a relatively new company, we had to build our bonding capacity, so that excluded us from bidding as a general,” noted Folkestad. “Fortunately, many of our large-scale commercial projects required bonding, and that gained us the history and capacity we needed to eventually make the move.”

To date, Rocky Mountain Water Works’ municipal projects have all involved utility installation, but the owners say they are happy to consider grading and paving jobs as well.

“We believe our experience in offering full site packages translates well into doing street work,” said Zetye. “Past contracts have included grading for parking lots and small roads. We have also taken on paving, and subbed that out, which is what we would likely do. We have the ability to handle nearly everything else ourselves.”

About the same time as when they expanded into municipal work, the owners of Rocky Mountain Water Works also added a subsidiary, Fat Boy Truckers. This ancillary business provides trucking services for the parent company and hires out to other contractors.

Strong Komatsu machinery

Crews for Rocky Mountain Water Works are currently busy with the Guadalupe Apartments in Greeley, which has involved putting in roughly 2,000 feet of concrete storm lines and a dozen manholes. The company also overexcavated



► VIDEO

Operator T.J. Fundermann moves dirt with a Komatsu WA320-7 wheel loader. “I like it for the ease of use,” said Fundermann of the loader. “It handles great and has plenty of power for digging and grading.”

the building footprint, moisture conditioned and recompacted the existing soil, regraded the site and hauled off nearly 2,000 yards of dirt. In the spring, it will dig a detention pond.

One of Rocky Mountain’s most challenging jobs involved encasing an existing sanitary sewer line and installing new conduits under the Little Thompson River in Milliken. A crew had to divert the river and dewater before digging a trench,

Continued ...

Komatsu CARE provides peace of mind

... continued



Justin Folkestad,
Manager of Finance

setting rebar and pouring concrete across a span of approximately 100 feet.

Rocky Mountain Water Works used its Komatsu PC490LC-11 excavator to dig and set the pipe. "Because the soil coming out was wet and heavy, we needed a strong machine to handle it," said Zetye. "The PC490 took care of it without issue. It has good reach, which was also essential to us. It's great for our deeper utility installations and larger pipe, as well as moving mass quantities of material."

The company added the PC490LC-11 about a year ago to a fleet that already included a PC210LC-10 excavator and a WA320-7 wheel loader purchased from Power Motive with the help of Territory Sales Manager John Custer.

"John brought us the PC210 to demo on a commercial site, and we ended up renting, then buying it," said Miller. "It's perfect for smaller

(L-R) Rocky Mountain Water Works Owners Nate Miller and Ken Zetye along with Manager of Finance Justin Folkestad meet with Power Motive Territory Sales Manager John Custer. "John and Power Motive have been great in finding us the right pieces to meet our needs and ensuring that our downtime is minimal, right from the start," said Zetye.



Operator Brandon Allen digs with a Komatsu PC210LC-10 excavator on a jobsite in Greeley.



► VIDEO



jobs, such as installing pipe up to about 14 inches. Before we got the PC490, we used the PC210 for many jobs that were probably too big for it. We pushed the limits of what it could do, and it always came through. The loader is a great all-around machine. We use it to backfill, move pipe, load trucks and more."

Financing for the machines was secured through Komatsu Financial with assistance from Power Motive. "They are very easy to work with, and the terms and rates are extremely attractive," said Folkestad. "We did some analysis with Komatsu and other brands. From a price standpoint, they are roughly the same. When you factor in Komatsu's financing and Power Motive's service, it's a much better value."

Routine, scheduled services are complimentary for the first 2,000 hours or three years on Tier 4 machines through the Komatsu CARE program. "It is added peace-of-mind knowing that Power Motive is tracking our equipment and that maintenance intervals are done on time," said Zetye. "John and Power Motive have been great in finding us the right equipment to meet our needs and ensuring that our downtime is minimal, right from the start. It's why we bought additional Komatsu pieces as well as Takeuchi machines."

Building a solid reputation

Rocky Mountain Water Works is looking to further diversify and make commercial and municipal activities a more even split. The owners also want to tap into other markets.

"We're committed to building relationships with additional developers and private individuals who have earthmoving projects," said Miller. "Our goal is to position the company so that if the commercial market takes a downturn, we have other sectors to focus our resources on, because we believe that commercial will slow down within a relatively short time."

"The size and scope of our business has exceeded where we thought it would be at this point," added Miller. "We get numerous bid requests on a weekly basis from new general contractors we haven't worked with before. That means we have a solid reputation, and our current customers are spreading the word. We want to continue to build on that." ■

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019



DEMOS IN THE DESERT

Hundreds of customers test drive the latest machines at Komatsu's Las Vegas Demo Days



Bob Post,
Komatsu Director
of Marketing
Communications

Komatsu welcomed more than 350 people to its Las Vegas Demo Days in October 2016. The event featured six days of demonstrations and all of Komatsu's *intelligent* Machine Control excavators.

In total, Komatsu had 27 machines available for customers to operate: three *intelligent* Machine Control excavators (PC210LCi, PC360LCi and PC490LCi); eight additional excavators (PC55MR, PC88MR, PC138USLC,

PC228USLC, PC210LC, PC270LC, PC360LC and PC490LC); six wheel loaders (WA270, WA320, WA380, WA470, WA500 and WA600); four *intelligent* Machine Control dozers (D51PXi, D61PXi, D65PXi and D155AXi); three additional dozers (D39PX, D61PX and D65EX); two trucks (HM400 and HD605); and a GD655 motor grader.

"It's important for attendees to get the best feel possible for our machines at Demo Days," explained Komatsu Director of Marketing Communications Bob Post. "We put the equipment in real-life applications with rocky soils. For the *intelligent* Machine Control equipment, we uploaded plans so customers could get a chance to operate with full automation. We want everyone who comes to one of our Demo Days to see exactly what a machine can do and go home with all of their questions answered."

Komatsu traditionally hosts two Demo Days at its Customer Center in Cartersville, Georgia, each year. The Las Vegas event was planned to make it easier for customers in western states to attend. ■



(L-R) Erik Vieyra and Dennis Wood of Bestway Concrete compare notes with Jeremy Griebel of Power Motive.

Las Vegas Demo Days gave customers a chance to operate Komatsu's *intelligent* Machine Control dozers.



Nathan Gerrard of Gerrard Excavating (left) learns more about the Komatsu excavators available for demo from Jeremy Griebel of Power Motive.



Thomas Moltz of Moltz Constructors (left) meets with Jeff Schwankl of Power Motive.



(L-R) John Custer of Power Motive reviews the latest Komatsu technology with John Stiles and Henery Knipple of Connell Resources.



Steve Hixson of Bestway Concrete (left) takes a break with Gary Klipp of Power Motive.



Paul DeSombre of Power Motive (left) reviews the machines ready for demo with Cory Lemmel of R&D Pipeline.



► VIDEO

A Komatsu PC490LCi – the world's largest *intelligent* Machine Control excavator – loads an HM400 articulated haul truck at Komatsu's Demo Days in Las Vegas.



(L-R) Ryan Thomas of RWT Excavating & Demolition, Rick Sack of Power Motive and Richard Thomas of RWT Excavating & Demolition enjoy the Las Vegas Demo Days activities.



(L-R) Matt Binder of Power Motive talks with Ken Dobey and Denis Osborn of Old Castle Materials as well as Mac Blount of Power Motive.

(L-R) Jim Schmitt of Power Motive discusses the Komatsu GD655 motor grader with Seth Chiddix of Chiddix Brothers Inc. and Jason Franceschelli of FEI as well as Kurt Gossage of Power Motive.



INDUSTRY EXTRAVAGANZA

IMAGINE WHAT'S NEXT

CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:
North Hall, Booth N10902
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.



Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."



Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

Komatsu spotlights SMARTCONSTRUCTION

Komatsu introduced a significant leap in machine technology three years ago

Continued . . .

Learning sessions to focus on technology trends

...continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website (www.conexpoconagg.com). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■



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LET'S INVEST IN 'SMART CITIES'

How the Smart City Challenge helps meet the need for more infrastructure investment



Daniel Castro

Daniel Castro is the Vice President of the Information Technology and Innovation Foundation and Director of the Center for Data Innovation. This article is excerpted from an opinion piece Castro wrote for and was originally published by Government Technology. To see the full version, visit www.govtech.com/opinion.

The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. Calling that a pittance, Daniel Castro says the United States needs to address this funding shortfall.

The United States has woefully underinvested in smart city efforts compared to other leading countries. To address this shortfall, federal, state and local governments should come together to create a new funding stream to help U.S. cities increase investment in the digital infrastructure needed to ensure that our cities are modern, sustainable and competitive. The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. This is a pittance compared to some of the investments other countries are making to develop smart cities.

One of the single largest U.S. investments in smart cities occurred in June 2016, when U.S. Department of Transportation (USDOT) Secretary Anthony Foxx announced that Columbus, Ohio, had won the Smart City Challenge – a \$50 million federal prize awarded

to one city to address important issues such as safety, mobility and climate change through better use of data and technology. This is a significant milestone because most smart city initiatives in the United States have been small-scale projects focused on a particular application or problem, rather than the broad integration of sensors, data and analytics across virtually all public services.

The most impressive aspect of the Smart City Challenge was that so many cities responded to the call. From Anchorage to Atlanta and Albuquerque to Albany, the USDOT received 78 applications representing 85 cities in 36 states. Many of these cities identified important challenges facing municipalities and proposed novel solutions that leveraged technology to improve the community.

Unfortunately, the Smart City Challenge only funded one city's proposal, even though many more were also deserving. This is an inadequate approach for funding critical digital infrastructure. Just as it would be unwise to only fund bridges and highways in one U.S. city, it makes no sense to limit investment in the sensors, systems and networks needed to build smart cities to a single location. Instead, policymakers at the city, state and federal levels should work together to fund promising proposals and develop strong partnerships with the private sector. This could take the form of new grants or repurposing existing funding for physical infrastructure to include digital initiatives.

While there is enormous potential to leverage data-driven innovation to improve the quality of life in urban environments, the United States will need to take action soon if it does not want to fall behind in the race to build smart cities. ■





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011



NEW COMPACT EXCAVATOR

Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

"The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs," said Kurt Moncini, Komatsu Senior Product Manager. "It's easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it's compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too."

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

"If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction," said Moncini. "That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building."

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that's always available on the screen.

"Ground-level access to service points are all located on one side, including fuel, engine oil and air filters," said Moncini. "That saves time, which can be better spent in production. It's a terrific all-around machine that's built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet." ■



Kurt Moncini,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu's new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.

► VIDEO





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VERSATILE WHEEL LOADER

The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,
Komatsu Product
Specialist

Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

► VIDEO



PRODUCT INNOVATION

MARRIAGE OF TECHNOLOGIES

New radio-control dozer combines remote operation and *intelligent* Machine Control



Sebastian Witkowski,
Komatsu Product
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent* Machine Control.

"The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity," said Sebastian Witkowski, Komatsu Product Marketing Manager. "This dozer meets customer demands in those applications, while utilizing Komatsu's proven, automated, rough-cut-to-finish-grade technology."

Quick Specs on Komatsu's D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd

Komatsu's new D155AXi-8 RC dozer combines radio-control grading with *intelligent* Machine Control. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.



Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine's response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent* Machine Control that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent* Machine Control dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

"The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall," Witkowski explained. "Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent* Machine Control products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies." ■

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015



NEW KOMATSU HARVESTER

Unique Comfort Bogie system provides maneuverability and superior handling in challenging terrain

Forestry work often involves navigating challenging terrain. Komatsu's 931XC (eXtreme Conditions) eight-wheel-drive (8WD) harvester stands up to the task with a unique double Komatsu Comfort Bogie system that provides maximum maneuverability and productivity on steep, rough or soft terrain.

The 931XC builds upon the proven 931 six-wheel-drive (6WD) platform with its innovative hydraulic pump system, best-in-class ergonomic cab, four-way cab/crane leveling and 360-degree cab/crane rotation. What sets it apart from other 8WD harvesters is the unique drive system that starts with Komatsu's proven articulated frame joint, rear-swing axle with +/- 16-degree left/right oscillation and the high-oscillation Comfort Bogie front axle. The trademark Komatsu Comfort Bogie is added to the rear-swing axle to provide excellent uphill/downhill and left/right oscillation.

"The Comfort Bogie drive system gives the 931XC superior handling characteristics as the harvester follows the terrain more closely than 8WD machines with a fixed rear-axle design," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "This 8WD system dramatically reduces rear ground pressure, resulting in 54 percent lower psi with tracks and 23 percent lower psi with tires compared to the 6WD 931 model."

Lighter footprint with powerhouse abilities

Yolitz points out that the lighter tire footprint reduces the need for tracks and chains, potentially increasing fuel economy.

Additionally, the 931XC has 12 percent more tractive effort, 1.8 inches of additional ground clearance and 14 percent greater crane slewing torque.

"Combine those features with the 8WD double Comfort Bogie drive system, and the 931XC becomes a harvesting powerhouse able to take on nearly any terrain a forestry contractor may face," said Yolitz. "To further enhance its abilities to work in tough conditions, it features heated batteries, diesel exhaust fluid, engine coolant and hydraulic oil systems, which improve cold weather starting." ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Komatsu's 931XC's unique double Comfort Bogie system provides maximum maneuverability and productivity on steep, rough or soft terrain. The new eight-wheel-drive system dramatically reduces ground pressure compared to the six-wheel-drive model: 54 percent lower psi with tracks and 23 percent lower psi with tires.





KOMATSU'S LARGEST TRUCK EVER

New electric-drive 3,500-hp mining truck with built-in management system delivers 400-ton payloads



Tom Stedman,
Komatsu Product
Manager

Mining customers asked for a bigger truck and Komatsu answered the call with its largest ever model, the new 980E-4. The 3,500-horsepower electric-drive 980E-4 brings to market a true 400-ton payload, increasing productivity and efficiency in a mining operation. The 980E-4 is an optimal match for today's large loading tools, typically loading in three to five passes (55 to 99 cubic yards). Paired with Komatsu's PC8000 mining shovel, the 980E-4 is a superb production machine.

"Building on the foundation of the 960E, Komatsu was able to expedite the development of this new truck, while maintaining our strict standards of design, testing and product quality," said Komatsu Product Manager Tom Stedman.

Quick Specs on Komatsu's 980E-4 Mining Truck

Model	Horsepower	Operating Weight	Payload Capacity
980E-4	3,500 hp	1.3785 million lb	400 ton

Komatsu's new 980E-4 mining haul truck with a 400-ton payload capacity has features that improve performance, vehicle control and handling, as well as combat rugged and other less-than-ideal conditions.



"We have every confidence this new model will reliably deliver high productivity."

A payload management system (PLM IV) allows mines to track payloads, cycle times, load counts, frame torque and much more. Businesses can store more than 20,000 downloadable records of data, while using PLM IV to monitor truck production and prevent overload conditions.

Komatsu designed the 980E-4 to improve truck performance and lower per-ton costs. Its features include a powerful 18-cylinder diesel engine that's comparable to other trucks in the 400-ton class for speed on grade, while maintaining a high stall torque capacity for mines with soft underfoot conditions. The AC electric-drive system enables efficient operations even in deep-pit applications.

Drivers will appreciate the excellent vehicle control and handling that comes from a high-capacity retarding package that provides longer life and improved horsepower for downhill descents. The electric, dynamic retardation force maintains constant downhill speed or decelerates without the frequent use of brakes.

Meeting rugged conditions head on

To combat rough conditions, the 980E-4 uses a continuous horse-collar and ladder-type frame that provides long life and long-term reliability. A new dump body incorporates high-tensile strength and abrasion-resistant steel, giving it a rugged-chassis construction that's able to withstand the rigors of off-road hauling.

"For several years, many of our customers have been asking Komatsu for a 400-ton electric-drive rear dump truck with the reliability of our flagship model, the 930E," said Stedman. "With the release of the 980E-4, we now have a product to meet this market demand." ■

BUILT FOR THE LONG HAUL

Dan Funcannon says mining truck design and quality manufacturing ensure durability and dependability

QUESTION: As head of the Mining Division you oversee operations at the Peoria Manufacturing Operation (PMO). What products does that facility produce?

ANSWER: PMO produces one mechanical truck, the HD1500, for the North American market. We are also responsible for six electric-drive models globally, ranging from the 200-ton-capacity 730E-8 to the recently introduced 980E-4. At 400-ton-capacity, the latter is now our largest truck ever.

In some cases, we manufacture more than one version of a product. For example, our 830E and 930E trucks have both standard and autonomous (driverless) models, and our 860E and 960E products have trolley versions, which operate using overhead electrical lines.

In Komatsu terminology, PMO is a mother plant, which means it also houses the Research and Development Group for the products manufactured there. That group is responsible for developing Komatsu's electric dump trucks.

QUESTION: Why should a mine consider using Komatsu trucks?

ANSWER: Bottom line, we make high-quality and reliable trucks that are built to last and meet customers' total cost of ownership goals. We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability. In fact, when customers talk to us about purchasing new units, we are frequently asked to guarantee that their availability will be at or above 90 percent throughout the life of the trucks. We're confident in providing that guarantee because of our robust designs, quality manufacturing process and world-class support through our distributor network.

Continued ...



Dan Funcannon, Vice President and General Manager of the Mining Division

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

In his role as Vice President and General Manager of the Mining Division, Dan Funcannon is responsible for the sales and support of Komatsu mining products in North America, as well as its 200-ton and larger mining trucks globally. He moved into the position last fall. Funcannon joined Komatsu in 1994 as a design engineer and has held roles of increasing responsibility within research and development.

Most recently he was Director of Engineering, overseeing all engineering activities related to large mining trucks. Funcannon directed new product research and development projects, including AC-drive haul trucks; autonomous technology adoption into large mining trucks; and innovations to improve safety, quality, reliability and productivity.

"I started my career with a third-party company that Komatsu used for contract engineers," Funcannon recalled. "Then, I was hired directly by Komatsu and began working in the structural engineering group, which is responsible for all major structural components of our mining trucks – the frame, axle housing and bodies – referred to as the backbone. I was involved with design, testing and quality confirmation for the structural components."

Funcannon is a native of Peoria, Illinois, where Komatsu manufactures mining truck products and houses the Research and Development Group behind the design of electric dump trucks that are 200 tons and larger. He graduated from Bradley University in Peoria with a Bachelor of Science degree in mechanical engineering.

"In the past few years Komatsu has shifted its focus to a customer-centered approach instead of simply serving as an equipment manufacturer," said Funcannon. "That means we communicate more with customers at their sites, listen to their needs and input and then implement their recommendations into the design and manufacture of new products as well as strong support systems. It has strengthened relationships and helps us better meet customers' needs."

Goal is to keep customers' per-ton costs as low as possible

... continued



Dan Funcannon says Komatsu products are manufactured with superior quality and robust designs, "We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability."

Komatsu's Peoria Manufacturing Operation designs and builds 100-ton to 400-ton trucks, including the popular 930E.



QUESTION: Where does each product fit?

ANSWER: That's dependent on customer need. Many of our Ultra-Class products, which are 300-ton-capacity or larger, are put to work in copper or coal mines. Smaller-sized trucks are heavily used in iron, but some of those mines may go to a larger size, depending on several factors.

QUESTION: How does Komatsu help determine what trucks a mine needs?

ANSWER: We have an Applications Engineering Group that works closely with customers to evaluate their mines and production requirements, and then makes recommendations. The group looks at loading areas and equipment, haul roads, distance to a crusher or stockpile, material and a whole host of other determining factors.

We go beyond simply recommending machinery. We also have a Mining Optimization Group that helps identify ways to maximize production and do it more efficiently and cost effectively. The ultimate goal is to help our mining customers keep their per-ton costs as low as possible.

QUESTION: The mining industry has experienced a downward trend in the past few years. What do present and future conditions look like?

ANSWER: There are some signs that the markets have bottomed out, and hopefully that is the case. Commodity prices have risen a little. I think there is cautious optimism that things might pick up in 2017 and that there will be incremental improvement. ■



Vice President and General Manager of Komatsu's Mining Division Dan Funcannon says, "We make high quality and reliable trucks that are built to last and meet customers' total cost of ownership goals."

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MINING THE FUTURE

Komatsu announces agreement to acquire mining equipment manufacturer Joy Global Inc.

Komatsu and Joy Global announced an agreement in which Komatsu will acquire Joy Global, Inc., a leading mining equipment manufacturer based in Milwaukee, Wisconsin. The companies are working to finalize the transaction by mid-2017.

"Our customers are sharing very positive feedback about the agreement," said Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. "We are working closely with Joy Global and relevant authorities to move the process forward."

Ted Doheny, President and CEO of Joy Global, Inc. agreed, noting industry recognition of the complementary nature of the two companies' product and service offerings.

"Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications," Doheny

President and CEO of Komatsu Ltd. Tetsuji (Ted) Ohashi (left) and President and CEO of Joy Global, Inc. Ted Doheny meet at MINExpo INTERNATIONAL® 2016 in Las Vegas. Joy Global is the largest independent manufacturer of underground-mining machines.

said. "Both companies believe in having the best products, offering direct service, being operationally excellent, and having the best people in the world."

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global's best-in-class rope shovels, for example, pair well with Komatsu's best-in-class large electric dump trucks.
- Enhanced global customer support through the companies' mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines and electronically connected with world-class fleet management systems.

"The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations," Ohashi said. "We will, together, strive to become an even better, more invaluable partner for our customers."

"The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers," Doheny said. "With strengthened capabilities and a continued focus on solving our customers' toughest challenges, we look forward to working together to advance the mining industry." ■



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TECHNOLOGY DRIVES SERVICE

With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,
Komatsu Director of
Product Marketing

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

"As technology continues to move forward, so do our service offerings," said Komatsu Director of Product Marketing Doug Morris. "Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes."

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.



Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

"We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program," noted Morris. "When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that."

Data sophistication

Komatsu's telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

"With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage," explained Morris. "However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage."

"As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them," said Morris. "The more data we are able to offer our customers, the more efficient they can become, and that's our goal." ■

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NEW FUEL RULES

EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.



coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO₂ emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO₂ emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■



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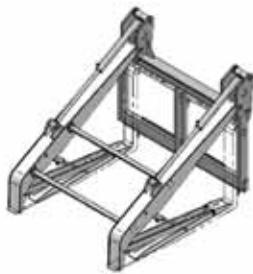


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COLBY MCCARTHY

Denver Parts Manager sees growing technology trend in customers' parts ordering

The construction industry is changing as it becomes more technology-driven. So too are the support capabilities of dealers such as Power Motive Corp. where Denver Parts Manager Colby McCarthy said the difference between ordering parts today versus a few years ago is clear.

"It used to be that parts were generally ordered in person or maybe on the phone," said McCarthy. "The last few years brought the advent of online ordering. Customers can log in to Power Motive's website, see our inventory and parts costs and then place an order. In the last year or so, we are also seeing customers use email and even text messages."

Denver Parts Manager Colby McCarthy enjoys the variety his position offers. "I love working with customers to meet their routine parts needs, as well as solving issues that may crop up from time to time. I believe in being a customer advocate and helping them keep maintenance costs down."



That wasn't the case 12 years ago when McCarthy joined Power Motive after graduating from The Colorado School of Mines with a degree in applied mathematics. One of his first tasks was helping the company open its Milliken branch as well as pulling and selling parts there. He would later become Power Motive's Inventory Control and Purchasing Manager. Then in 2010, he was named Denver Parts Manager.

Factoring in inventory

As Parts Manager, McCarthy oversees the day-to-day operation of the Denver Parts Department. His duties include ensuring that appropriate inventory is in stock and that it is shipped out or ready for pick up as quickly as possible. Additionally, he works with Parts Managers to maintain inventory levels at other branches. McCarthy reports that Power Motive has a nearly 90-percent fill rate.

"There are several factors that come into play to ensure the necessary inventory for the machine population we have in the field," said McCarthy. "We need to look at what machines have been sold or are on rent as well as common items that should be on the shelf at all times. KOMTRAX helps us track relatively new Komatsu machines to see hours and predetermine when a customer is due for a service. By doing this, we are able to take a proactive approach, so that we have what's needed to do the maintenance on schedule."

McCarthy is originally from Salt Lake City, but moved to Colorado when he was 16. He enjoys cycling, river rafting, snowboarding, bowling, playing softball and more to "stay active." ■

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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, 2,689 hrs.,
AC, body, 22.4 cu yd,
Certified machine
\$265,000



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



2014 Komatsu PC240LC-10
S/N C012087, 1,225 hrs., AC,
10' arm, aux hydraulics, 42"
bucket, PSM thumb, JRB hyd
coupler, 31.5" shoes, track
guards, rear camera
\$189,000



2011 Komatsu WA250-6
S/N C009701, 2,564 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
\$319,000



2013 Komatsu WA470-7
S/N C011644, 3,042 hrs., cab,
AC, steering wheel, additional
counterweight, 5.5-yd bkt.
w/ teeth, Certified machine
\$239,500



2007 Komatsu WA320-5
S/N C012579, 4,020 hrs., cab,
AC, ride control, 3.5 cu yd bucket
w/ teeth and segments
\$87,500



2006 Takeuchi TL140
S/N C012008, 4,205 hrs.,
OROPS, rubber tracks
\$22,000



2013 Komatsu WA200-6
S/N C009700, 3,289 hrs.,
cab, AC, pin-on GP bucket
with BOCE
\$85,000

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