

DIRT TALK

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1888 INDUSTRIAL SERVICES

Learn how the growth of this Ault, Colo., firm is directly tied to saying 'yes' to customers' requests



Brody Hansen,
COO

KOMATSU[®]

1888
INDUSTRIAL SERVICES

A MESSAGE FROM THE PRESIDENT



Bob Davis



Dear Valued Customer:

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

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

As we move to a new year, I want to extend a hearty farewell to you, our loyal customers, after retiring from Power Motive Corporation on December 31. I have thoroughly enjoyed my 16 years with the Power Motive family and thank you for your business and friendship.

I am pleased to announce that Mac Blount was promoted to President of Power Motive effective January 1, 2018. Mac has been a valued employee for more than 16 years and has developed a broad range of experience with the organization, holding many key operational positions. Throughout the past several years, he has taken on more responsibilities and leadership roles and most recently served as Vice President. I expect great things from Mac's leadership as he takes the helm for the next chapter of this company.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
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Bob Davis, President

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DIRT TALK

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1888 INDUSTRIAL SERVICES

Growth of Ault, Colo., firm directly tied to saying 'yes' to customers' requests



Brody Hansen,
COO



An 1888 Industrial Services operator digs a trench with a PC290LC-11 excavator. "The PC290s give us additional capacity for handling pipe," explained Midstream Manager Terry Olin.

Ask a staff member at 1888 Industrial Services what the company does, and you're sure to get one of two answers. The first might be a lengthy explanation with an exhaustive list of the services the firm performs. The other is likely to be, "What don't we do?"

The response to that second answer may very well be that they don't say no when customers ask the Ault, Colo., firm to do a job. That "yes-we-can" attitude has helped 1888 Industrial Services grow from a small start-up focused on roustabout work to a multifaceted entity that provides comprehensive services to gas and oil producers who need to move their products from well site to market.

"Whenever a customer asked us if we could do something, we always said yes, and then we would figure out how to get it done," recalled COO Brody Hansen. "That's how we grew from one crew and a truck to having approximately 380 people on staff today."



Founders Josh Wells and Ash Janssen started the company in the mid 2000s as All Around Roustabout. The name was recently changed to better reflect what 1888 Industrial Services now offers, which is much more than fence building and the other small maintenance tasks that Wells and Janssen focused on originally. 1888 Industrial Services is one of five companies under the Wells Trucking umbrella.

"We still do roustabout work, but we have several other divisions, including trucking, construction, pipeline and waste management," said Hansen. "Each has a list of offerings that allows us to provide customers with a one-stop shop to take their projects from start to finish or perform a singular task. Whatever service that oil and gas companies may need, we likely supply it."

Comprehensive offerings

Construction Operations Manager Keith Martin estimated that 60 percent of 1888 Industrial Services' work now falls under categories other than roustabout, including oil-rig services such as transporting equipment and camps as well as rig and derrick washing. The company can help set up well sites with its 240-ton-capacity fleet of cranes and has experienced operators to run them.

Its storm-water crews install silt fence, rock-check dams, rock-lined ditches, culvert pipe, cattle guards and more. The hydrovac division handles potholing, keyhole repair, precision excavation, slot trenching and line location among others. Additional offerings include environmental containment and line-pressure testing. The company also includes an equipment rentals/winter services entity that carries items such as flameless and glycol ground heaters for heating job sites.



▶ VIDEO

Operators hammer and dig a trench with Komatsu PC240LC-11 excavators to run lines for a gathering system on an 1888 Industrial Services project. "Komatsu excavators have good hydraulic power and breakout force, so if we run into rock we can put a hammer on one to take care of it, no problem," said Keith Martin, Construction Operations Manager.

"We cater to our customers; whatever their needs are. We want them to think of us as their go-to company," said Martin. "Our services grew with their requests, and so did our capabilities. Because we were, and are, willing to do whatever it takes, 1888's list of repeat customers continues to expand and our relationships strengthen."

Divisions working together

The company often has multiple divisions operating together on a project. One example is getting oil and gas from wells to a gathering facility where the raw products are collected and separated from any water that may be mixed with it. Much of the facility is prefabricated in 1888's shop and trucked to its final location. Pipeline crews install flow lines that run oil and gas from well sites to the gathering facility, which can be several miles away.

"The shop fabricates the separators, modular piping, compressors and other items," explained Martin. "In the field, we take care of installation, assembly and construction, which includes welding and tying the lines into the gathering facility."

1888 Industrial Services builds the facilities to suit customers' specifications. In many instances, clients want them for both present and future use, so the company may construct the facility to handle lines from existing wells, with the ability to take on additional lines at a later time. Once

separated from water at the gathering facility, oil and gas are piped to additional facilities via "midstream" lines where the natural resources are sold in the marketplace.

"There are a lot of lines coming into the gathering facility because it's collecting oil and gas from many well sites," noted Terry Olin, Midstream Manager. "Each of those is typically two or three inches in diameter. Midstream has only two lines going out, one for oil and one for gas, and those can be up to 48-inch pipe because at that point it's all about getting the product to market as fast as possible."

Komatsu improves uptime, production

Nearly two years ago, 1888 Industrial Services started using Komatsu PC240LC-11 and PC290LC-11 excavators to dig trenches and set pipe. The company worked with Power Motive Territory Sales Manager Jeremy Griebel to purchase and lease the machines and, with his help, occasionally rents other excavators and attachments such as hammers.

"Komatsu excavators have good hydraulic power and breakout force, so if we run into rock we can put a hammer on one to take care of it, no problem," said Martin. "On the gathering side, we're generally running underground lines from the wells to modules. From there, the pipe is run above ground to the



Keith Martin,
Construction
Operations Manager



Terry Olin,
Midstream Manager

Continued . . .

Looking at possible expansion

... continued

gathering facility. Multiple lines mean a ditch that's sometimes 20-feet wide, 8-feet deep and 400-feet long. The Komatsus allow us to excavate that in relatively short order."

"On the midstream side, production is measured by how quickly we can dig and get pipe in the ground, so we set up five or six excavators and swing dirt," added Olin. "We started with the PC240s and added a couple of PC290s to give us more capacity for handling the heavier pipe. We can use them to lower it into the ground without having to rent a side boom. It's a big savings. All the machines are fast and, equally as important, reliable so we get great uptime. Nearly our entire excavator fleet is now Komatsu."

Improving uptime was one reason that 1888 Industrial Services looked at Komatsu excavators. The company often had to stop to regenerate its previous competitive Tier 4 machines.

"That costs considerable time and production and was a source of frustration, but it has not been an issue with the Komatsus. Jeremy and Power Motive assured us that would be the case, and they were right. The excavators regenerate while working," shared Hansen. "We also like that the Komatsu CARE program covers scheduled maintenance for the first 2,000 hours or three years. Our Parts and Service Sales Rep Roudy Redenbaugh calls us when a service is due and schedules it at a convenient time to minimize our downtime. It has worked so well that we arranged for Roudy to extend coverage beyond 2,000 hours."

"Service after the sale is just as important to us as it is when buying and renting the machines," added Martin. "Jeremy, Roudy and Power Motive are excellent to work with. They care about our success, and it shows in everything they do for us. For instance, Jeremy went the extra mile to ensure that we had block heaters installed on the excavators, and Power Motive provided our operators training on the Komatsu machines. It has become a very strong relationship."

Additional options

1888 Industrial Services operates mainly in the Denver-Julesburg Basin in Colorado and Wyoming. It has also completed assignments in Utah and North Dakota and is currently looking at the possibility of expanding into the West Texas Permian Basin.

"The opportunity is there," reported Hansen. "We have the knowledge and skills to handle almost anything, so our business plan includes putting that area in play."

The management team sees the possibility of moving into other markets as well.

"Civil construction, industrial plants and other types of projects are all on our radar," said Olin. "We actively seek growth, and with the great staff we have, it's conceivable for us to easily move into those sectors. It's a matter of applying what we already do." ■



1888 Industrial Services Construction Operations Manager Keith Martin, COO Brody Hansen and Midstream Manager Terry Olin meet with Power Motive Territory Sales Manager Jeremy Griebel as well as Parts and Service Sales Rep Roudy Redenbaugh. "Service after the sale is just as important to us as it is when buying and renting the machines," said Martin. "Jeremy, Roudy and Power Motive are excellent to work with. They care about our success, and it shows in everything they do for us."

1888 Industrial Services has its own shop that prefabricates components for gathering systems and other items.



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CONSTRUCTION GOES HIGH TECH

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

Editor's note:

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

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

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



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

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

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

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

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

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



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

environmental conditions provides a more immediate response to safety issues.

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

Health-monitoring options

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

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

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

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

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

Hard hats, glasses and goggles

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

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

Continued . . .

Wearables help recruit, retain talent

...continued

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

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

Transparency is vital

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

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

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

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

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

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

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

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



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SAFETY NEVER GOES OUT OF STYLE

Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,
Communications
Manager, NCCER

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The NCCER Blog"
at blog.nccer.org.*

If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.



Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■

A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

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

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

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

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

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

Dialing in the right speed

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

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

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

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



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

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

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





HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

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

The now-standard KTCS automatically applies independent brake assemblies to

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

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

Modes to optimize performance

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

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

Quick Specs on Komatsu's HD325-8 and HD405-8 Trucks

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

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



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NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

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

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

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

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

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

Single-link blade support, larger trunnion

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

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

Quick Specs on Komatsu's D375A-8 Dozer

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

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



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POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

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

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

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

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

Greater tractive effort

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

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



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

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

Improved operator comfort and convenience

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

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

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

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves



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

Quick Specs on Komatsu's Four-Model Forwarder Family

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

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



as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

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

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EFFECTIVE CHOICE

New Sakai SW654ND features unique dual-drum vibe/oscillation rollers to match machine to application

Speedier, more profitable compaction. That's what it all comes down to with asphalt rollers, and Sakai provides it with its new 58-inch oscillatory SW654ND dual-drum model.

Applications include both thin and thick asphalt lift compaction, as well as compaction of coarse-graded asphalt mixes and aggregate base and sub-base layers.

The new model is part of Sakai's ND-series asphalt rollers that have independent dual-drum vibration or oscillation capability from twin eccentric shafts. Amplitude and frequency for the SW654ND are 0.021 inches at 2,940 vibrations per minute.

Josh Steele, Marketing Manager for Sakai America, noted that the versatility of a dual-drum roller capable of independent vibration/oscillation is becoming increasingly valuable to paving contractors. "While vibration is still used on the overwhelming majority of compaction jobs to achieve density, we are seeing more and more jobs spec'd as 'no-vibe,'" Steele said.

'Massage the mat to density'

Steele added that Sakai's unique ND configuration increases versatility by giving paving contractors a choice between up-and-down vibratory action and the gentler forward-and-back movement of the oscillating roller on both drums. Selection can be made with the flip of a switch on the operator's console for seamless transitions from the vibratory to no-vibe sections of a job on the fly.

"Changing the direction of force from vertical to horizontal allows the drum, in effect, to massage the mat to density," Steele said. "The result is gentler, smoother mat compaction to

greater theoretical maximum density compared to a single oscillating drum system. We even know of at least one contractor whose standard operating procedure requires only static compaction for first passes. Otherwise, the use of their roller's oscillation on the first pass caused material displacement. Our SW654ND – like all Sakai ND rollers – allows contractors to use oscillation on all passes without increased risk of displacement."

The SW654ND features a Tier 4 Final engine coupled with Sakai's new ECO Compaction Mode (ECM). ECM reduces fuel consumption up to 37 percent. Maximum operating weight with ROPS is 16,250 pounds, front axle load is 7,740 pounds while the rear is 8,510 pounds. Side clearance is 2.5 inches and curb clearance is 28 inches. ■

Sakai's new 58-inch SW654ND features unique dual-drum vibe/oscillation to match asphalt compaction needs on a variety of jobs. "Changing the direction of force from vertical to horizontal allows the drum, in effect, to massage the mat to density," said Josh Steele, Marketing Manager for Sakai America.



MEETING YOUR SPECIFIC NEEDS

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



Rich Fikis, President,
Komatsu Financial

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

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

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

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

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

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

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

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

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

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

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

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



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

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

QUESTION: What percentage of your business is repeat?

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

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

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

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



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



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

NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

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

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

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

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

High-quality standards

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

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

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





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A SOURCE FOR SOLUTIONS

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



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group

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

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

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

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if

they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

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

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

Putting experience to work

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

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



SIDE TRACKS

On the light side



"And the award for the best script adapted from a text message or tweet goes to ..."



"What's the world coming to?
A robocop ticketing a driverless car."

Brain Teasers

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

1. N A L P _____

2. D I B U L _____ I _____

3. R O T E W _____ W _____

4. M A C P L _____ M _____

5. N I L G I M L _____ L _____

Did you know?

- All penguins live in the Southern Hemisphere; no penguins make their home at the North Pole.
- Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume.
- Pumpkins are grown all over the world. In fact, six of seven continents (all except Antarctica) grow pumpkins.
- A panda spends 14-16 hours a day eating bamboo and its throat has a special lining to protect it from bamboo splinters.
- Approximately 77 percent of the entire population of Green Bay, Wis., could fit inside Lambeau Field, home of the Green Bay Packers.
- Children born between September and November are more likely to live to be 100 than those born at other times of the year.
- Sears previously sold entire houses in do-it-yourself kits.

POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■





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Aggregate Sales Manager Eric Smallwood emphasizes Power Motive's dedication to customers



Eric Smallwood,
Aggregate Sales
Manager

Nearly a year ago, Power Motive Corp. promoted Eric Smallwood to Aggregate Sales Manager. The new position coincided with the company placing a stronger emphasis on its aggregate side, including the addition of Roadtec products and personnel dedicated to that and other lines.

"I'm responsible for overseeing all KPI-JCI and Astec mobile screening equipment, as well as Roadtec, which is paving and milling machinery and also owned by Astec," said Smallwood. "My background prepared me well for this position because I worked on many of those products as a technician. That experience provided valuable insight into customers' operations and concerns, so I can help them select the machines that will best fit their needs."

Wealth of experience

The Wyoming Technical Institute grad spent a good portion of his career in field service before moving into parts sales. His main territory included southern Colorado. As Aggregate Sales Manager, Smallwood now covers the entire state for crushing, screening and paving machinery, and handles the latter in Wyoming as well.

"We want customers to think of Power Motive first when it comes to their crushing, screening and paving equipment needs," noted Smallwood. "This commitment to better serve our aggregate and paving customers fits with that philosophy. In addition to equipment, Power Motive has increased the parts inventory for these products in an effort to have replacement parts to customers within 24 hours, in most cases. We understand downtime is a killer, so we are doing our best to minimize it."

Long-term relationships

In his new position, Smallwood assists some of the same customers he served when he worked in service and parts sales.

"In some cases, we have 20-year relationships," said Smallwood. "I believe that longevity is built on trust. They know I'm going to do my best to ensure their maximum uptime and productivity and to continue to earn their business."

Eric and his wife, Sandy, recently celebrated their 14th anniversary. They have a son and daughter and enjoy spending time as a family attending baseball games, hunting, fishing and participating in other outdoor activities. ■

Komatsu donates to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff

members in the states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

"Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes," said Rod Schrader, CEO of Komatsu America Corp. "We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding." ■

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inventory



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2013 Komatsu HM400-3
S/N: C014697, AC, 31.4 cu yd
bed, new 29.5R25 tires, tailgate,
back-up camera, radio
\$247,000



2015 Komatsu WA270-7
S/N: C012398, AC, coupler, 3-yd
bucket, limited slip, radial tires,
KOMTRAX, rear camera
\$96,500



2015 Takeuchi TL12
S/N: C012949, std flow, cab, AC,
ride/pattern control, recent new
engine, recent new tracks
\$49,000



2013 Komatsu D61EX-23
S/N: C013014, cab, AC,
PAT blade, MS ripper,
24" shoes, KOMTRAX
\$179,900



2013 Komatsu WA500-7
S/N: C012507, AC, ride control,
rear camera, Loadrite scale,
new Michelin radials, radio
\$257,000



2016 Komatsu PC228USLC-10
S/N: C012893, AC, aux. hyds,
hyd coupler, bucket, 31.5 shoes,
9'6" arm, Komatsu CARE
\$175,000



2014 Komatsu GD655-5
S/N: C014521, cab, AC,
MS ripper, 14" moldboard, new
Yokohama radial tires, push
block, fresh 2,000 hr service
\$187,000



2015 Komatsu PC490LC-11
S/N: C012976, AC, 11' arm,
72" Hensley bucket, 35.5"
TG shoes, radio, rear camera,
KOMTRAX
\$269,900



2012 Komatsu HM300-3
S/N: C011037, AC/heat,
standard body, 22.4 cu yd,
Bridgestone 23.5R25 radial
tires, suspension seat, back-up
camera, radio, KOMTRAX
\$207,500



2013 Komatsu PC210LC-10
S/N: C013254, AC, hyd thumb,
bucket, aux. hyds, 31.5" shoes,
9'7" arm, rear camera, recent
new rails and sprockets
\$125,000



2016 Komatsu WA500-8
S/N: C012610, AC, steering
wheel, rear camera, std. boom,
GP bucket w/edge, 29.5R25
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