

# DIRT TALK

A publication for and about Power Motive customers • [www.PowerMotiveDirtTalk.com](http://www.PowerMotiveDirtTalk.com)

## HENDERSON PIT

See how repair work, abundance of fill materials  
lead to successful father-son recycling operation



**KOMATSU**®

Owners Dave Schultejaan (left)  
and Adam Schultejaan

# A MESSAGE FROM THE PRESIDENT



Mac Blount

**Innovation  
comes in  
all sizes**



Dear Valued Customer:

Komatsu's innovation stands out, regardless of machine size. Case in point, this issue of your Power Motive Dirt Talk magazine highlights a couple of ways that Komatsu places itself at the forefront of technology at different ends of the equipment spectrum.

One is Komatsu's Autonomous Haulage System (AHS), which celebrates its 10th anniversary this year. The driverless trucks remain on course, thanks to high-precision GPS and other systems. During the past decade, these massive machines have successfully moved more than 1.5 billion tons of material efficiently and safely in mines throughout the world.

Mines typically pair AHS trucks with large excavators. On the other hand, construction companies may rely on smaller machines such as the new PC238USLC-11 tight-tail-swing excavator. Its swing radius is the same as the counterweight, so it's well-suited for applications with limited space.

In between those two machines is Komatsu's PC390LCi-11 that offers exceptional stability and lift capacity while providing the technological edge of *intelligent* Machine Control. It's a great fit for trenching and heavy applications. Read about the PC390LCi-11 inside.

I also encourage you to discover the ways that R&T Ellis is saving time and money with its *intelligent* Machine Control products and see how Madden Materials worked with Komatsu's Business Solutions Group to reduce inefficiencies and lower costs. There is much more to check out in this issue as well.

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

Sincerely,  
POWER MOTIVE

A handwritten signature in black ink, appearing to read 'Mac Blount', written in a cursive style.

Mac Blount, President



# DIRT TALK

www.PowerMotiveDirtTalk.com

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# HENDERSON PIT

## Repair work, abundance of fill materials lead to successful father-son recycling operation



Dave Schultejan,  
Owner



Adam Schultejan,  
Owner

It's not often you get the chance to own the same piece of property twice, let alone turn it into a successful business the second time around. Dave Schultejan can count himself among the few after he sold some land just outside of the Denver metro area nearly 20 years ago.

"The new landowner approached me about fixing a failing slope, and we also discussed the possibility of buying it back, which I did," recalled Dave. "My idea for the slope was to fill roughly 50 acres of the site with inert, or non-hazardous, materials. The state permitted that, and operations began in 2011."

Area builders, developers and other parties brought yard after yard of dirt and clean concrete to the site. Dave and his son Adam, who had worked with him in a prior excavation business, recognized a golden opportunity for a new business right away.

The Schultejan's firm crushes with KPI-JCI machinery, including an FT2650 jaw and two FT4250 impactors. "All the KPI-JCI products are very user-friendly," said Henderson Pit Owner Dave Schultejan. "Set up was easy, and as soon as that was done, the crushers went to work and basically have run non-stop, except when we shut down or if scheduled maintenance is due."

"Recycling the concrete made perfect sense, and we had a huge volume to work with," shared Adam. "At first, we crushed it for our own purposes such as road building, but eventually the state permitted us to sell recycled products to others. That's been our sole focus for the past four years."

The Henderson Pit grew considerably during that time, and customers can now bring more than dirt and demolished roads, building slabs and sidewalks to the site. The facility also accepts concrete block and asphalt. On average, the operation handles 700 incoming loads daily, and an additional 300 to 400 outgoing, according to the Schultejan's.

"Originally, our model was 20 to 40 trucks per day, but that quickly grew to 100, then 200 and so on," said Adam. "As long as what they bring is clean, it's good to go. Our trained personnel reject a fair number of loads because they contain hazardous materials or there is trash mixed in. We take quality control very seriously, and that, along with an emphasis on customer service, led to explosive growth. We don't advertise, so it's all been organic through word-of-mouth recommendations."

### Wide variety of products

Henderson Pit recycles an estimated 95 percent of all acceptable materials that come in, producing 5,000 to 8,000 tons of new product per day. Loads of concrete and asphalt that have dirt mixed in are screened to separate the dirt, which is sold for common fill. The business carries screened topsoil as well.

Concrete is converted into several sizes of crushed products that can be used for structural backfill, road base, stabilization, and pipe bedding. Asphalt items include







## ► VIDEO

A Henderson Pit operator uses a Komatsu PC360LC-11 excavator equipped with a pulverizer to break apart concrete and remove rebar. "Komatsu excavators have excellent power," said Owner Adam Schultejann. "Production has been really good in the short time since we purchased them, and we expect the longevity will be there, too."

three-quarter-inch-minus, which is cost effective for use in driveways and parking lots and 3-inch that is used for stabilization. Henderson Pit also produces a three-quarter-inch "salt and pepper" mix of concrete and asphalt.

"In total, we make approximately 20 common items, with our largest seller being Class 6 concrete road base," noted Dave. "In addition, if a client wants a custom product, we will work with them to produce it. Everything is tested by an outside lab to ensure it meets specifications."

## New KPI-JCI, Komatsu equipment increases production

The Schultejanns also thoroughly test equipment before purchase. "Operator comfort, production, fuel efficiency and overall durability are key factors," said Adam. "The KPI-JCI FT4250 impactor we demoed last year checked all of the boxes, so we purchased it. The uptime and production are noticeably better than other brands we have used. It has a bigger screen than comparable models, too."



Since acquiring its first piece, Henderson Pit has added a second FT4250, as well as an FT2650 jaw. The latter crushes raw material down to four to six inches, then feeds an impactor that makes it into the final sizes. "All the KPI-JCI products are very user-friendly," said Dave. "Set up was easy, and as soon as that was done, the crushers went to work and basically have run non-stop, except when we shut down or if scheduled maintenance is due."

Power Motive handles some of the service and supplies various wear parts for the

*Continued . . .*



# 'Komatsu excavators have excellent power'

... continued

crushers. It also covers scheduled maintenance intervals for the first 2,000 hours or three years under the Komatsu CARE program on the new Tier 4 PC360LC-11 and PC390LC-11 excavators that Henderson Pit recently added to its fleet. One of the PC360s runs a pulverizer to break apart larger concrete chunks and remove metals, while the other feeds a dirt screen. The PC390LC, which combines the

cab and engine of a PC360 with the larger undercarriage of a PC490, loads a crushing plant. The Schultejanns purchased all the KPI-JCI and Komatsu equipment with the help of Power Motive Sales Rep Rick Sack.

"Komatsu excavators have excellent power, and we certainly like the added stability the PC390 provides," said Adam. "Production has been really good in the short time since we purchased them, and we expect the longevity will be there, too. We believe that Komatsu CARE will contribute to that because it ensures the initial services are done on time by Power Motive's techs. It's that kind of customer service, along with Rick and Power Motive ensuring we had all the necessary information to make well-informed equipment decisions, that led us to try and then buy KPI-JCI and Komatsu."

## Looking at expansion

The Henderson Pit recently fulfilled its largest order to date – 250,000 tons of road base for a new warehouse in Thornton that took close to five months to complete. "We routinely get requests for 20,000 to 50,000 tons," reported Adam. "Our ability to get those done, while at the same time keeping common items in stock, goes directly to the hard work and dedication of our employees. Hands down, we believe we have the best people in the business. Their customer-service focus has played a huge role in the pit's success."

Another is greater acceptance of recycled materials, according to Dave. "The state and municipalities are realizing that the products we make are as good as or better than those coming out of a quarry, at a lower cost, and there is no need to disturb new ground or mine virgin materials. It makes sense from both an environmental and economic standpoint."

The model has worked so well at Henderson Pit, that the Schultejanns are planning to open new locations. "That would give some customers shorter hauls," said Adam. "Our goal is to have those sites for dumping initially, and then when a good amount of material is there, to bring in portable crushers and size it down. It all depends on supply and demand, and we see both continuing to grow." ■



(L-R) Henderson Pit Owners Dave and Adam Schultejann work with Power Motive Sales Rep Rick Sack to purchase and rent Komatsu and KPI-JCI equipment. "Customer service is a big factor in our equipment-buying decision, and Rick and Power Motive have been excellent to work with," said Adam.

Henderson Pit relies on Komatsu excavators for a variety of tasks, including feeding a topsoil screen.





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# NEW OSHA RULES

## Standards reduce silica dust exposure limit, add compliance requirements



**James R. Waite, Esq.,  
Attorney at Law**

*James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.*

**A** new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift. The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.



"Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat," said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. "At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions."

Silicosis is an incurable lung disease that can lead to death or disability. Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

### Options, added steps

About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration. Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.
- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.





- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.
- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.
- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.
- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for "willful" or "repeat" violations.

"No one can tell by just looking if they're at or above the monitoring level, so it's best

to monitor," said Waite. "If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims."

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s) performing the task should wear protection such as a proper respirator.

### **No excuses**

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, went into effect this summer.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at [osha.gov](http://osha.gov).

"Contamination and the associated legal liabilities are nothing new," said Waite. "But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, 'We've done it this way for 30 years,' largely irrelevant." ■

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.

# A GOOD START

## Tax law provides positives for construction businesses, but work still needed to fix Highway Trust Fund



Stephen E. Sandherr,  
CEO, AGC

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corporations, limited-liability corporations and partnerships; eliminated Private Activity Bonds essential for financing transportation infrastructure, low-income housing and other public construction and public-private partnership

Stephen E. Sandherr, Chief Executive Officer of Associated General Contractors of America, says the tax legislation passed late last year was a win for construction businesses, but it failed to address the long-term solvency of the Highway Trust Fund. The association continues to focus on rebuilding infrastructure and modernizing multi-employer pension plans.

projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

### Lobbying pays dividends

Associated General Contractors continued to fight for a better outcome for the construction industry through a rigorous lobbying campaign. Efforts included connecting construction company chief financial officers and certified public accountants with tax writers as well as generating thousands of pro-construction messages from members to key legislators. Our work helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower individual and pass-through rates; double the estate and gift-tax exclusion to \$11 million; ensure that the tax-exempt status of Private Activity Bonds remains untouched; and prevent full repeal of the Historic Tax Credit.

### Future focus

That stated, there is still much work to be done in our nation's capital in 2018. Although Congress missed an opportunity to address the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multi-employer pension plans for the future, among other priorities for the industry. ■

*Editor's note: This article is from a statement by Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC), regarding final passage of federal tax reform known as H.R. 1, The Tax Cuts & Jobs Act. A chart with information pertaining to the law is available at AGC's website, [www.agc.org](http://www.agc.org).*





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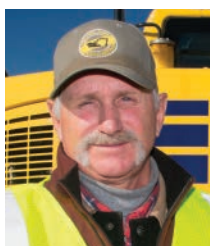




Discover more

## PRODUCTIVE WHEEL LOADER

### WA270-8 delivers fuel savings and versatility on wide range of applications



Randy Nicholson,  
Owner and  
Managing Member,  
Nicholson Building  
Company & Excavating

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's 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 task, from pallet handling to hard digging. Komatsu's WA270-8 wheel loader is compact, yet has the power to tackle jobs often planned for bigger machines.

"The loaders give us versatility to move materials with buckets and forks. They are highly efficient," shared Randy Nicholson,

Owner and Managing Member of Nicholson Building Company & Excavating, which is based in Wellington, Colo.

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 wheel loader'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.

#### Runs all day

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 diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our operators have always had confidence that every time they get in a Komatsu, it will run all day long, no matter the conditions or the applications," said Nicholson.

Komatsu's telematics system, KOMTRAX, enables fleet managers to track highly detailed information on the WA270-8, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator. This tool helps owners get the most out of the wheel loader. ■

#### 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 WA270-8 wheel loader is compact, yet has the power to tackle jobs often planned for bigger machines. "The loaders give us versatility to move materials with buckets and forks. They are highly efficient," shared Randy Nicholson, Owner and Managing Member of Nicholson Building Company & Excavating.





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# TIGHT-TAIL-SWING PERFORMANCE

## New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available



Andrew Earing,  
Product Manager,  
Tracked Machines

**V**You can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor,

making it well suited for utility and highway applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.

### Monitor panel improvements

Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■







Discover more

# INTELLIGENT EXCAVATOR

## New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

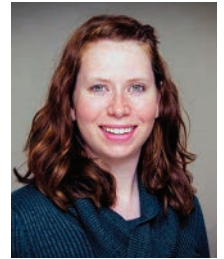
“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

### **intelligent Machine Control benefits**

The Steer-to-Polyline feature helps operators actively dig to a center line, keeping a utility trench on track and minimizing waste. It’s also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■



Renee Kafka,  
Komatsu Product  
Specialist

### Quick Specs on Komatsu’s PC390LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu’s PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.





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ANTHONY CARLTON / OWNER / CARLTON, INC / ALPINE, UT

"Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I'm on board and love it!"



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## GETTING TO GRADE FASTER

### Earthwork, pipeline contractor eliminates overcutting with Komatsu PC490LCi-11 excavator

When Randy Ellis and his wife, Trisha, prepared to build a home on the family's ranch, he was shocked at the price to purchase 300 loads of dirt for the pad. Instead of paying for the material, Ellis bought a dump truck and a rubber-tire backhoe, dug a pond on his property and used the dirt for the house pad. While he didn't realize it at the time, this was the origin of what today is a successful earthwork and pipeline business, R&T Ellis, Inc.

Nearly a year ago, R&T Ellis purchased its first Komatsu excavator, an *intelligent* Machine Control PC490LCi-11.

"We already had used Topcon aftermarket GPS, so I liked that Komatsu integrated it into its *intelligent* Machine Control products," said Ellis. "It saves us time and money by eliminating the need to put up and take down the masts, and we no longer worry about them getting damaged or stolen."

R&T Ellis recently put the PC490LCi to work on a project that involved digging a canal from a river to a treatment plant in preparation for bringing a new supply of drinking water to a major U.S. city. The company's role included clearing 350 acres, building a six-and-a-half mile gravel access road to the canal, installing piping and moving more than 650,000 yards of earth.

"It's like a knife through butter," shared R&T Ellis Operator Sergio Bellestros about his experience in digging with the excavator on the canal project. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

#### Plug in plans and go

The excavator utilizes 3-D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"What stands out (about the PC490LCi) is the increased production and efficiency. We simply plug the plans into the machine and go to work. With minimal staking, we can put everything to grade faster and without the concerns about overcutting or needing someone to constantly check grade," noted Ellis. ■



Randy Ellis,  
President

R&T Ellis Operator Sergio Bellestros loads trucks with a Komatsu *intelligent* Machine Control PC490LCi-11. "It's like a knife through butter," described Bellestros of digging with the excavator. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."



▶ VIDEO



CONTINUOUS IMPROVEMENT



Discover more

# COMFORT AND PERFORMANCE

## Takeuchi introduces TB235-2 compact hydraulic excavator to its lineup

Takeuchi has launched the all-new TB235-2 compact hydraulic excavator. Sharing the same design concept of the TB230, TB240 and TB260, the TB235-2 delivers a 3.5-ton product in this competitive market classification.

The TB235-2 meets the needs of a wide range of customers including general

With an operating weight of 7,474 pounds, dig depth of 10 feet 7.7 inches, maximum reach of 17 feet 3 inches and breakout force of 9,127 pounds, the TB235-2 provides excellent working range and performance.

contractors, landscapers, utility contractors and the rental industry.

With an operating weight of 7,474 pounds, dig depth of 10 feet 7.7 inches, maximum reach of 17 feet 3 inches and breakout force of 9,127 pounds, the excavator provides excellent working range and performance. Additionally, the TB235-2 shares the 24.4-horsepower engine with the TB230 and requires no additional exhaust after-treatment systems.

The operator's station is spacious and features an automotive-style interior with a multi-information display to keep the operator informed of machine health and condition. A cab option is available with air conditioning and heat to offer year-round operator comfort in varying climates and conditions.

### Beneficial data

Takeuchi Fleet Management (TFM) telematics system is standard equipment on the TB235-2 and provides free access for the first two years of ownership. TFM supplies a wide variety of data that includes machine location, health, condition, and run time. The TFM system helps reduce downtime, control costs, perform remote diagnostics and schedule maintenance.

"The TB235-2 represents Takeuchi's continued commitment to product improvement, which allows us to deliver the latest in technology and performance to our customers," said David Caldwell, National Product Manager at Takeuchi-US. "This excavator can be easily transported, has excellent stability and customers will find it to be an exceptional value." ■





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# NEW HORIZONS

## New Director of Training and Publications Bill Chimley aims for world-class results



*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.*

**Bill Chimley, Director of Training and Publications**

Bill Chimley took over as the Director of Training and Publications at the Komatsu Cartersville Customer Center in Cartersville, Ga., in October 2017. Prior to that, he served for five years as the General Manager of the Supply Chain Division at the Chattanooga Manufacturing Operation facility. "I am very excited to be here in this new position," said Chimley. "We host some incredible events for both our customers and employees. From Demo Days to daily training classes, we have a lot of traffic through this facility."

Chimley has 13 years of experience with Komatsu. He worked as a District Sales Manager covering multiple South Region distributors before moving to the Supply Chain Division in 2010 when he was named Manager of Customer Support and Logistics. In 2012, Chimley was promoted to the General Manager position, where he was responsible for the planning, ordering and logistics of mining, construction, utility and forestry machines in North America.

At each stop, Chimley has focused on improvement strategies. "Komatsu America practices a philosophy called 'Kaizen,' which means continual improvement," explained Chimley. "In every position, I've tried to raise the bar, whether that means implementing inventory forecasting process improvements or designing how we use technology to deliver training and publications materials, Komatsu is very supportive."

Away from the office, Chimley enjoys spending time with his wife and two teenage daughters. They love to travel and listen to music together. Chimley's ideal get away would be trout fishing in a cold mountain stream on a sunny spring day.

**QUESTION: How does Komatsu America's Training and Publications team lead the world?**

**ANSWER:** Due to the timing of the engine emission requirement in North America, we needed to develop new-model training and publication materials first. This means our training and publications development teams have blazed the trail since 2011. Because we have experience being content-development leaders, we also need to take the lead in using digital-learning platforms and the latest technologies available. We want Komatsu America Training and Publications to be a center of excellence.

**QUESTION: What is your vision for the Training and Publications area?**

**ANSWER:** Our vision is to continue a strong foundation of material development while using the latest technology to increase the effectiveness of our material delivery. Through technological advances, the speed and ease of learning is expanding exponentially, allowing Komatsu customers, distributors and employees to easily access our offerings.

**QUESTION: How do you plan to maximize the effectiveness of the Cartersville Customer Center?**

**ANSWER:** To anyone who has yet to visit the Cartersville Customer Center, we extend an open invitation. During the past 12 months, we have hosted the highest number of visitors since the facility opened in 2001. Our amenities include a 35-acre demo site; a beautiful 40,000-square-foot main building with multiple classrooms, offices and state-of-the-art auditorium; as well as a 20,000-square-foot shop – all situated on 600 acres just north of Atlanta. Visitors are absolutely blown away by this facility. Our primary goal





Spring and fall Demo Days are the two most visible events at the Cartersville Customer Center, according to Director of Training and Publications Bill Chimley.

is to share resources with our distributors and affiliate business partners by providing world-class training, demonstration and meeting facilities.

**QUESTION: Are other types of events held at the center?**

**ANSWER:** While the two most visible customer events are Demo Days each spring and fall, we also host approximately six major annual training events covering all aspects of our business. Filling in the day-to-day of our calendar are numerous technical, operator and sales class offerings. The center is a versatile facility with an incredible support staff that creates a safe and effective learning environment.

**QUESTION: How do you see the Cartersville Customer Center evolving in the next few years?**

**ANSWER:** We are in the process of upgrading our wireless network to enable full connectivity of people, machines and classrooms – even beyond our campus. A growth area in 2018 is live-streaming class videos, which will allow technicians, for example, to stay in the field and participate in training without losing precious days due to travel.

Last spring, we completely redesigned the theatre, which also doubles as our largest classroom. This winter, we made upgrades to the demo site, making it both safer and more functional, especially to support SMARTCONSTRUCTION technologies. Future visions for the Cartersville Customer Center include developing a quarry demonstration area to offer a more realistic operation experience, creating an executive briefing area where we can learn from our customers and share Komatsu's total business solutions, and making this facility a center of excellence for all of our publications. ■



Director of Training and Publications Bill Chimley (far right) listens as a group of Komatsu sales representatives participate in a training session inside the Cartersville Customer Center's newly renovated theatre.

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"Komatsu has been a great partner for us. They've been with us through the years, even when we started small and not many other places wanted to talk to us. They believed in us and helped us grow. From a custom financing plan to tech like KOMTRAX, to customer service and Komatsu CARE, and of course reliable products—they offer everything to help our bottom line grow." **Rachelle Reigard, President**

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## CASE STUDY



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# BUSINESS SOLUTIONS GROUP

## Team assesses Madden Materials' operations; improvements save enough to buy additional equipment

Approximately two years ago, Joe and Sofia Regalado acquired Madden Materials, adding to the couple's already hefty work load as they operated a trucking company and another material supply business. The new venture came with challenges, so they turned to their local Komatsu distributor, who connected them with the Business Solutions Group to help formulate an action plan.

The Business Solutions Group offers bottom-line tactics that maximize production and efficiency. The group studies customers' existing operations, considers alternatives and provides recommendations. The service is complimentary.

In Madden Materials' case, the Business Solutions Group partnered with the distributor to conduct an Optimized Fleet Recommendation (OFR) study on how to move sand from the pit to a new wash plant most effectively. Members of the Business Solutions Group took into account the productive potential of various sizes of excavators, wheel loaders and trucks to identify the most efficient fleet, depending on production needs and other factors.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best," said Owner/Chief Executive Officer Joe Regalado. "They projected operating costs by considering fuel, operator pay, maintenance and more."

Before the study, Regalado was convinced he needed to add a large truck, possibly a 60-ton rigid frame, and pair it with an existing 50-ton-plus excavator. The Business Solutions Group showed him other options, including using a Komatsu 30-ton articulated dump truck and a PC360LC excavator.

### Money-saving strategies

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Regalado. "The study saved us enough money that we could buy a second WA380 loader. The assessment was done at no charge. That's an incredible benefit, and they have finished a second OFR study to determine our present and future needs as we continue to expand and move farther away from the plant." ■



Joe Regalado,  
Owner/Chief  
Executive Officer,  
Madden Materials

Komatsu's Business Solutions Group recommended a smaller articulated haul truck, an HM300, as part of its assessment of Madden Materials' operations. "The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Joe Regalado, Owner/Chief Executive Officer.

▶ VIDEO







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# NEW REMAN FACILITY

## Komatsu helps customers save money, boosts availability of high-quality remanufactured products

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza. One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

### Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

### Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties\*:

#### Komatsu Genuine Reman Warranty Coverage (Standard):

- Applies to Genuine Reman components
- One year
- Unlimited hours

#### Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

*\* Additional qualifications are required. Talk to your Komatsu distributor for more information.*



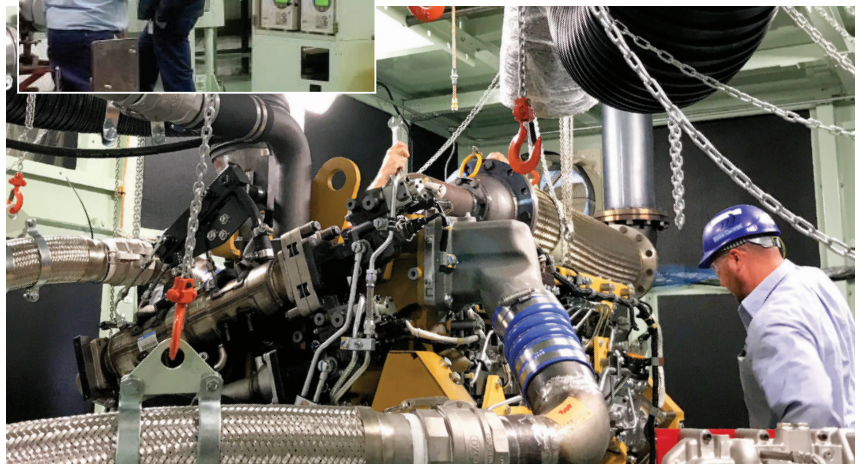
Michael Carranza,  
Product Manager



Goran Zeravica,  
Senior Product Manager



Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.



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# NO FATALITIES GOAL

## Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

### Multi-pronged plan

Approximately 30 cities in the United States are using Vision Zero, which is similar to Safe

System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■

A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.



# DRIVERLESS TRUCKS

## Komatsu celebrates 10th anniversary of autonomous haulage system

This year marks 10 years since the commercial deployment of Komatsu's autonomous haulage system (AHS), and based on its proven track record of safety and productivity, the company plans to ramp up the pace of distribution. Komatsu was the first manufacturer in the world to commercialize AHS – driverless trucks – in the mining industry.

More than 100 AHS trucks presently operate in North America, South America and Australia. Running around the clock, they haul three different commodities in six mines. By the end of 2017, Komatsu AHS trucks had recorded a world-leading cumulative total of 1.5 billion tons moved.

According to Komatsu, each truck is equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network

system. These features allow the trucks to operate safely through a complex load, haul and dump cycle, as well as integrate with dozers, loaders and shovels.

Komatsu began AHS trials in 2005 at a copper mine in Chile and successfully achieved the world's first commercial deployment three years later. A second followed in late 2008 at Rio Tinto's iron ore mine in Australia. The company currently operates AHS trucks in four mines in the Pilbara region of Australia. Rio Tinto controls the system remotely and efficiently from its operations center in Perth, almost 1,000 miles away.

Using AHS, one customer reported improved productivity, reducing load and haul-unit costs by more than 15 percent compared to conventional haulage methods. In addition, optimized automatic controls reduce sudden acceleration and abrupt steering, resulting in 40 percent longer tire life for that same customer. AHS is significantly safer in conventional mining environments, where even a minor driving error could cause a serious accident, according to Komatsu.

### New initiatives

To extend the benefits to operations with manned haul fleets, Komatsu conducted and successfully completed trials of its AHS retrofit kit at a Rio Tinto mine in September 2017. It was mounted on an electric-drive standard 830E (220-ton payload) and enabled the truck to operate in autonomous mode. Komatsu plans to expand the AHS retrofit kit to additional models of electric-drive standard trucks. It will also enhance AHS's mixed-fleet operations functions to enable manned haulers of any make to safely interoperate with Komatsu's AHS trucks in a blended fleet. ■

To date, Komatsu's autonomous haulage system (AHS) has recorded a world-leading cumulative total of 1.5 billion tons moved. Using AHS, one customer reduced load and haul unit costs by more than 15 percent compared to conventional haulage methods.





# JAY NIELSON

## Regional Sales Manager moves from being a customer to helping them find the right equipment

After spending nearly his entire career in the construction industry, Jay Nielson understands what businesses want from an equipment dealer and its sales representatives.

"I believe in being upfront, honest and reliable," said Nielson. "If you say you will do something, you have to stand behind your word and deliver. The worst thing to me is when a dealer or sales rep makes a promise and doesn't follow through."

That philosophy played a part in Nielson's decision to join Power Motive Corp. as a Regional Sales Manager last fall. In his previous role as the General Manager for an aggregate company in southwest Colorado, he had close ties with Power Motive.

"I would not have taken this position if I didn't believe in the products and Power Motive," Nielson emphasized. "My former employer used Komatsu and KPI-JCI equipment purchased and rented from them. Power Motive always gave us excellent service. When I saw there was an opportunity, I contacted Jim Schmitt, who I had done business with for about seven years, and who is now my boss. He told me that the company is as good to work for, as it is to work with."

### Serving customers in southeastern Colorado

Nielson now brings that same world-class service to customers in southeastern Colorado, covering Saguache, Las Animas, Baca, Prowers, Bent, Otero, Pueblo, Huerfano, Custer and Fremont counties. He is based out of Power Motive's Colorado Springs branch.

"It's a sizeable territory with a lot of different industries, including logging, sand and gravel, standard construction as well as oil and gas," Nielson noted. "Fortunately, Power Motive has the equipment to meet the needs of all those markets. I'm really enjoying getting to know and assisting our customer base as well as developing new clientele."

Nielson grew up in the Cortez/Dolores area of southwest Colorado where his family farmed and operated a construction company. For the past several years, he and his wife, Nicole, and their two children lived in Durango. They recently relocated to Colorado City. The kids keep their parents busy with sporting events and other activities. As a family, they like to camp, fish and hunt. ■

Based out of Power Motive's Colorado Springs branch, Regional Sales Manager Jay Nielson covers a large swath of southeast Colorado. "I believe in being upfront, honest and reliable," said Nielson. "If you say you will do something, you have to stand behind your word and deliver."

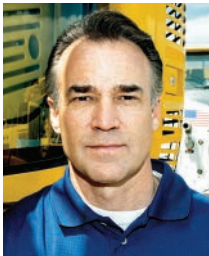




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# CERTIFIED EQUIPMENT DELIVERS

## Pre-owned Komatsu Tier 4 machines offer greater peace of mind with service history, warranty



Darren Elkowich,  
Used Equipment  
Manager

Pre-owned equipment can provide a cost-effective alternative to higher-priced new machinery. The downside may be that when purchasing a previously owned unit, especially at auction, there is uncertainty about its condition. Komatsu CARE Certified Equipment removes any questions, offering buyers high-quality machines backed by service records and a warranty.

When Komatsu introduced Tier 4 machines, it also launched Komatsu CARE, a complimentary program that provides

factory-scheduled maintenance for the first three years or 2,000 hours of a machine's life. Trained technicians perform all services using Komatsu Genuine fluids, filters and coolants, and a 50-point inspection is completed at each interval.

"These are late-model machines, and in most cases, are low-hour," said Power Motive Used Equipment Manager Darren Elkowich. "All services have been performed before certification. It offers greater peace of mind for someone looking for used equipment. Buyers understand that the better a machine is maintained, the longer it will last."

### Strict certification criteria

Only machines with less than 6,000 hours of operation that have been maintained by certified technicians are selected for the rigorous certification process. Buyers will receive a CARE Report that details machine service history and complete records, including oil-analysis results. If CARE coverage remains, the balance will transfer to the new owner. All eligible Tier 4 equipment can be certified, including *intelligent* Machine Control dozers and excavators.

"We have some Komatsu CARE Certified machines in our fleet already," said Elkowich. "The advantage is that the unit qualifies for a six-month or 500-hour warranty. Longer warranties are possible.

"Additionally, special financing is available, which is typically much lower than standard rates for pre-owned," Elkowich continued. "We encourage anyone looking for a lightly used machine to give us a call and discuss Komatsu CARE Certified equipment." ■

Power Motive Used Equipment Manager Darren Elkowich said Komatsu CARE Certified Equipment offers customers the option to purchase equipment that has been maintained by certified Komatsu CARE technicians for the first 2,000 hours or three years of operation. These machines can be packaged with a warranty and are eligible for financing.







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inventory



**2017 Komatsu WA200-7**  
Stk# RTS, 2,835 hrs., S/N: C013142,  
Stand Boom, Stand Bkt Cylinder,  
2 Spool, 2.7D CYD GP Bkt  
**\$100,302**



**2016 Komatsu WA470-7**  
1,228 hrs., S/N: C011298,  
Steering Wheel, L3 Michelins  
**\$289,791**



**2013 Komatsu HM400-3**  
4,318 hrs., S/N: C015348, 8,000  
Gal Klein Water Tank, Hose Reel,  
Rear Camera, Radial Tires  
**\$399,500**



**2013 Komatsu HM400**  
5,291 hrs., S/N: C014698, Bed  
Heat, 29.5R25 Tires, Tailgate,  
BU Camera  
**\$239,900**



**2016 Takeuchi TW80**  
930 hrs., S/N: C012541, Coupler,  
High Speed Gear, Ride Control,  
High Flow  
**\$89,883**



**2014 Komatsu D65EX-17**  
2,167 hrs., S/N: C009627, Roller  
Guards, Sigma Blade, MS Ripper  
**\$177,234**



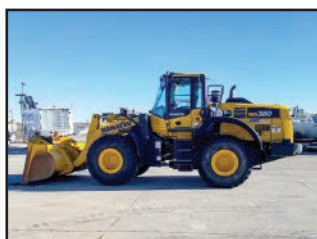
**2016 Komatsu PC55MR-5**  
423 hrs., S/N: C012270, Blade,  
Coupler, 24" Bkt, Hyd Thumb, Cab  
**\$72,833**



**2013 Komatsu PC490 LC-10**  
3,592 hrs., S/N: C010027, AC/  
Heat, 13' Arm, QC, Bkt, Thumb  
**\$235,000**



**2016 Komatsu PC290 LC-11**  
1,500 hrs., S/N: C015082, AC,  
10'6" Arm, Aux. Hyds, 42" Bkt  
**\$225,000**



**2016 Komatsu WA380-8**  
1,256 hrs., S/N: C014239, AC,  
LSD, Michelins, 4-yd Bkt,  
**\$199,900**



**2015 Komatsu PC490 LC-11**  
4,551 hrs., S/N: C014800,  
13' Arm, Coupler, Bkt  
**\$237,500**



**2016 Komatsu WA500-8**  
196 hrs., S/N: C015417, AC,  
Joystick/Steering Wheel,  
Rear Camera, Bkt  
**\$410,000**



**2014 Komatsu WA600-6**  
10,024 hrs., S/N: C012763,  
Joystick Steer, 9-yd HD Bkt,  
Loadrite Scale  
**\$335,000**



**2014 Komatsu HB215 LC-1**  
Stk# RTS, 1,116 hrs.,  
S/N: C009064, 18'8" Boom, 9'7"  
Arm, 31.5" Triple Grouser Shoes  
**\$158,143**



**2015 Komatsu D85EX-18**  
Stk# RTS, 1,696 hrs.,  
S/N: C010887, 26" Shoes,  
Sigma Blade, MS Ripper  
**\$387,134**



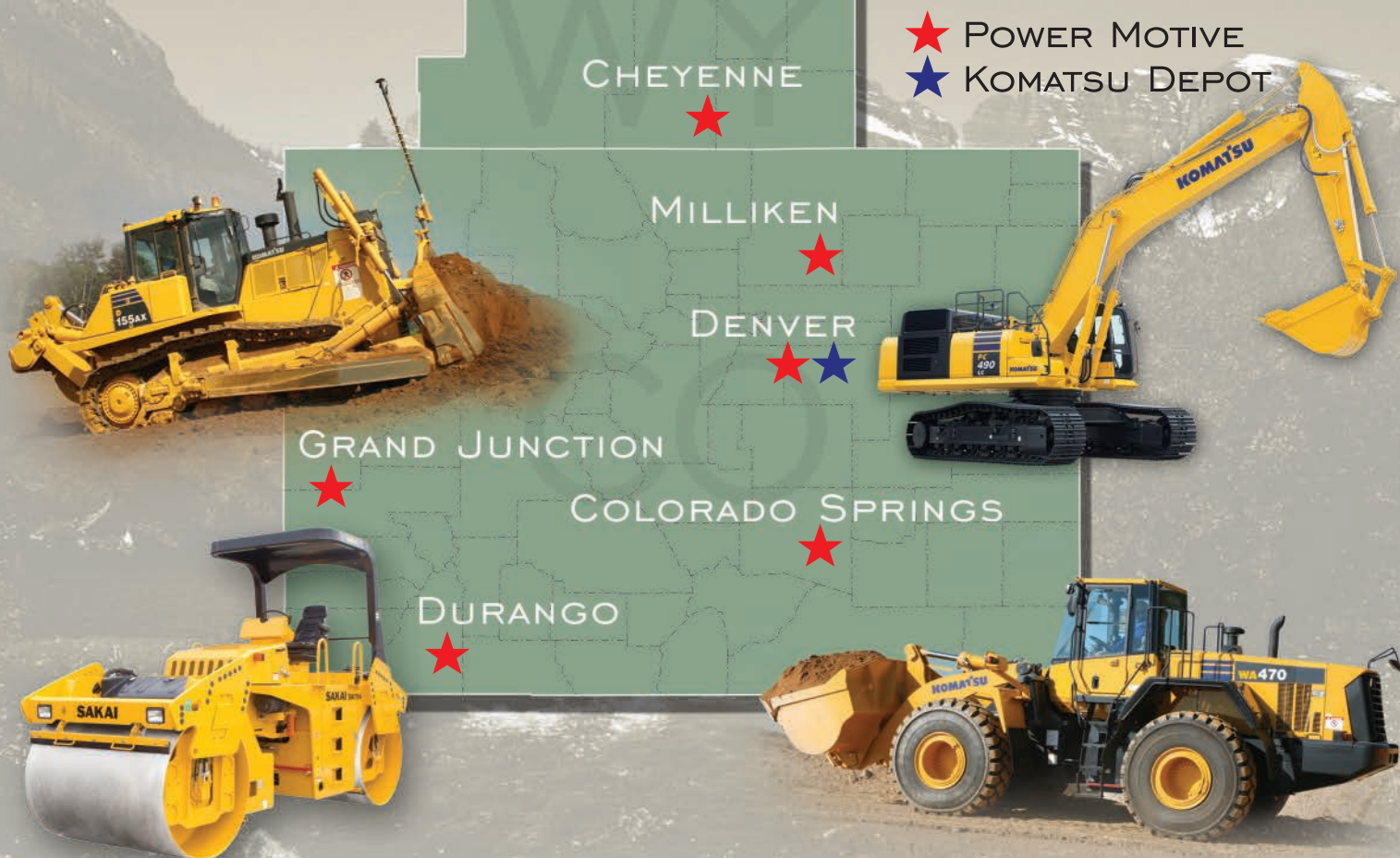
**2015 Sakai SW990**  
Stk# RENT, 1,639 hrs.,  
S/N: C011689  
**\$96,048**

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