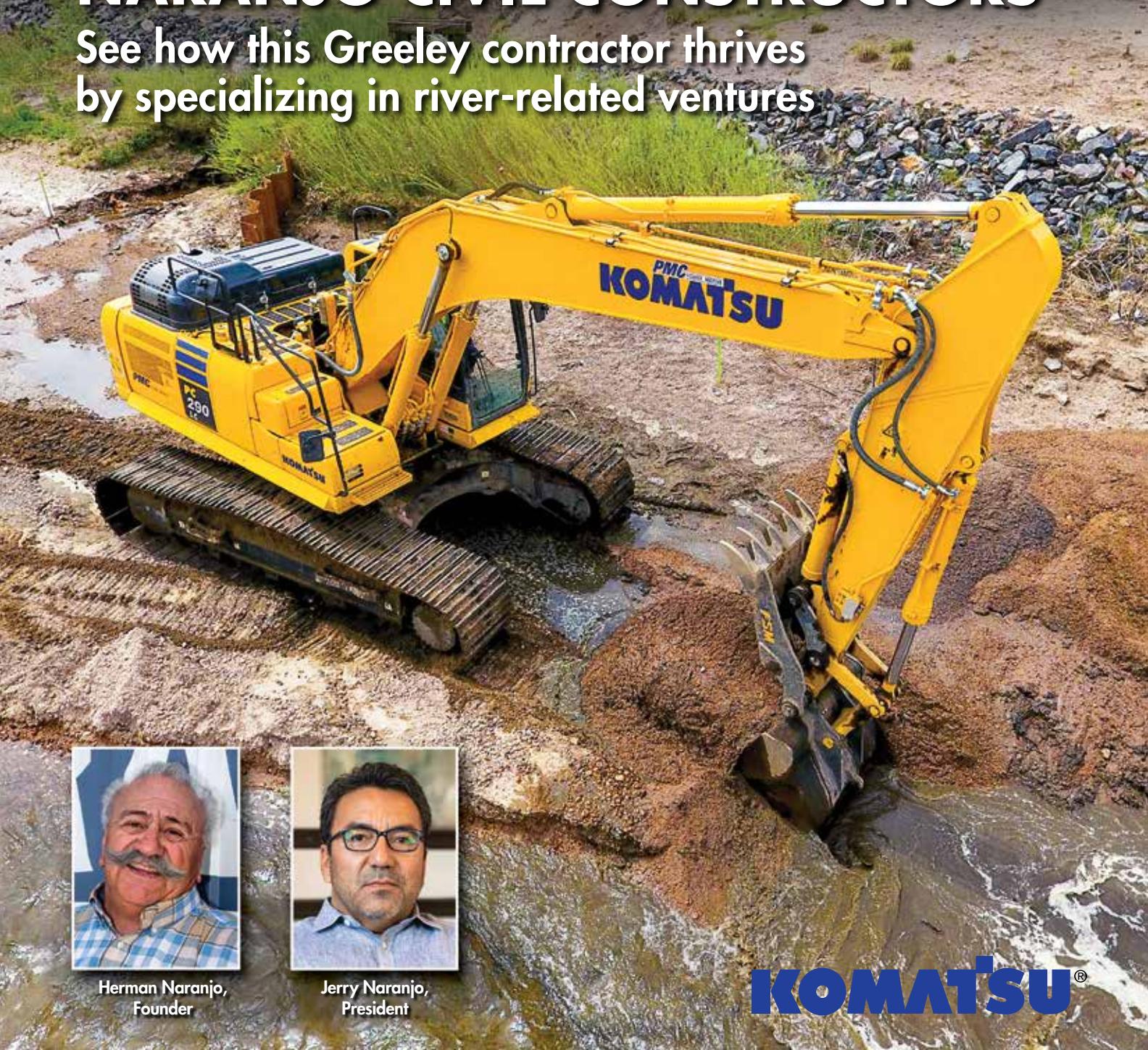


DIRT TALK

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

NARANJO CIVIL CONSTRUCTORS

See how this Greeley contractor thrives
by specializing in river-related ventures



Herman Naranjo,
Founder



Jerry Naranjo,
President

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A MESSAGE FROM THE PRESIDENT



Mac Blount



Dear Valued Customer:

Anniversaries are a cause for celebration, and some stand out more than others, such as 60-year marriages or a business marking a sixth decade of operations. While Komatsu's *intelligent* Machine Control technology's five-year anniversary isn't near that stage yet, it's still worthy of commemorating the revolutionary accomplishment of these dozers and excavators with integrated GPS.

This issue of your Power Motive Dirt Talk magazine spotlights the first company in North America to employ an *intelligent* Machine Control dozer, the innovative D61i-23. Right away, the firm's owners recognized that the technology was a "game changer" and have since added several other pieces to their fleet.

Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent* Machine Control product and see how it can make your business more efficient and productive.

Of course, there are times when a standard machine is more appropriate to the task at hand. Inside, see articles on Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer and PC1250LC-11 excavator. Both will quickly move mass quantities of dirt, and the dozer provides the advantage of being a good finish grader.

Whatever machines you run, proper maintenance is critical and using OEM products in the process is highly recommended. Find out why Komatsu's CK-4 Genuine Engine Oil is a wise choice for keeping machines running at peak performance.

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

Sincerely,
POWER MOTIVE

Mac Blount, President

**Celebrating
five years
of *intelligent*
Machine Control**



DIRT TALK

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NARANJO CIVIL CONSTRUCTORS

Greeley contractor thrives by specializing in river-related ventures



Herman Naranjo,
Founder



Jerry Naranjo,
President

Starting a new business during a sluggish economic period is a risky proposition, but Herman Naranjo believed he needed to take the chance. It was 1982, and Herman teamed up with his brother to found H&L Concrete, the forerunner to what today is Naranjo Civil Constructors.

"I was tired of working for other people, and the situation finally came to a head when my employer couldn't meet payroll," recalled Herman. "I wasn't getting paid, so I thought that if I was going to suffer, I might as well take the chance of being in business for myself. We had a pickup and five employees, so we did one job at a time."

The Naranjo brothers mainly focused on municipal contracts that involved constructing sidewalks, curbs and gutters. They also performed structural projects, including building

headwalls and box culverts. That remained the case for nearly two decades, until Herman's son, Jerry, teamed up with his father in 1999 and they bought out Herman's brother.

In December, Herman completed his 36th and final year with the company. As of January 1, he handed over the reins to Jerry, who is now President, and Executive Vice President John Leone Jr. They work alongside a team of eight highly qualified engineers and superintendents, who have a combined experience of more than 200 years in drainage and civil construction.

With nearly 80 employees, the company tackles up to seven projects at any one time. It has a 100-percent emphasis on governmental-related jobs and typically operates within a 100-mile radius of Greeley, including the greater Denver metro area.

"Dad and I talked for quite some time about what we would like to do with the business before I joined," said Jerry, who graduated from the Colorado School of Mines in 1993 and worked in the mining industry prior to pairing up with his dad. "When I came on board it precipitated expansion, which we believed was necessary in order to fulfill customer requests to do more. In 2002, we changed our name to Naranjo Civil Constructors to better reflect what we had become."

Transition to general contracting, river work

Before the name change, the Naranjos landed their first job as a general contractor. That led to an eventual transition away from subcontracting to taking the lead role on every project they handle.

"The first was a drainage project, and that's been our forte ever since," said

This WA380 is one of the Komatsu wheel loaders that Naranjo Civil Constructors uses to move materials, to backfill and for other applications as well.

► VIDEO





► VIDEO

Naranjo Civil Constructors relies heavily on Komatsu excavators such as the PC290LC that it used for digging and setting sheet piles on the River Run project in Littleton. "Komatsu excavators are our workhorses," said President Jerry Naranjo. "Across the board, they have excellent power and stand up to challenges we put them in. Operating in river environments is tough on equipment, but Komatsu keeps right on moving."

Jerry, estimating that such work accounts for approximately 70 percent of Naranjo Civil Constructors' portfolio. "We have expertise in river rehabilitation and restoration, along with combining storm-water drainageways in urban environments to make them more natural looking and a source of community recreation. A lot of design-build work can go along with those projects. We use our experience to help small towns and municipalities that don't necessarily have a large budget find cost-effective ways to use their dollars and federal funding to get the most bang for their buck."

An example is the \$14 million endeavor it completed on the South Platte River in Littleton. With the assistance of design engineers, Naranjo Civil Constructors helped draft a plan to improve fish habitat and promote better vegetation. The design also incorporated recreational components, including a tunable wave shaper that can be adjusted to control water flow and accommodate activities such as surfing, bodyboarding and kayaking.

"It's the first tunable wave shaper in Colorado," said Herman. "This is the key element, and significant time was spent in its design. Our concrete experience came into play as we built the structure, which included quite a lot of rebar reinforcement. The metal work and hydraulics were done by other contractors, but we installed



everything before it was hooked up. It was a challenge, but that's something we thrive on."

Naranjo Civil Constructors generally performs river-related ventures from September to April. Then from May to August, crews complete road and bridge assignments with the company self-performing nearly 100 percent of the tasks. This includes any associated demolition; removal of old structures; utility tie-ins and installation of new lines; road subgrade and bridge abutment preparation; and pouring concrete or placing prefabricated bridge decks. The company subs out ancillary items such as traffic control as well as large asphalt paving jobs.



John Leone Jr.
Executive Vice
President

Reliability of Komatsu, Power Motive

Herman began using Komatsu equipment in the 1980s, and it has remained a staple in his fleet ever since. Today, Naranjo Civil Constructors relies heavily on Komatsu machines it has purchased or rented from Power Motive

Continued . . .

'Komatsu was the logical choice'

...continued

Corporation with the assistance of Sales Rep Jeremy Griebel. The company currently owns several sizes of excavators and wheel loaders.

"A lot of the businesses that I subbed to used Komatsu; I could see the quality and how it played into their success," said Herman. "When it came time to buy equipment myself, Komatsu was the logical choice. We have tried other brands throughout the years, but they never held up to the reliability and longevity we get with Komatsu. It has great resale value, too."

Naranjo Civil Constructors typically has a Komatsu excavator with a thumb attachment on a jobsite so that it can move boulders, pull and set sheet piling, place riprap, remove concrete and more. "Komatsu excavators are our workhorses," said Jerry. "Our fleet has everything from tight-tail-swing PC78s to a PC290, and we rent larger sizes as needed,

including the intelligent models. Across the board, they have excellent power and stand up to the challenges we put them in. Operating in river environments is tough on equipment, but Komatsu keeps right on moving. That goes for the wheel loaders too, which we use to move materials, to backfill and for other applications."

Through the Komatsu CARE program, Power Motive performs scheduled maintenance for the first 2,000 hours on Naranjo Civil Constructors' Tier 4 machines. Naranjo handles service outside of that with parts it purchases from Power Motive.

"We call on them as needed for additional assistance," said Jerry. "Jeremy and Power Motive are excellent to work with. I know that I can contact them anytime, and they will come through. For instance, a few months ago we needed a replacement machine moved to Telluride as soon as possible. I called Jeremy, and he was able to arrange moving it from the Front Range to the jobsite in short order. That level of service, on something that wasn't a sale or rental, says a lot about him and Power Motive and why we consider them partners in our success."

Staff recognized

The Naranjos also credit their employees for the company's accomplishments. Many have 20-plus years of service, and a few others have more than 30 years. "Our growth is directly related to our people," Jerry emphasized. "We focus on quality, not quantity. We seek talented, motivated and hard-working individuals. Further expansion will be based on our ability to find additional people like those we have now. Until then, we will concentrate on continuing to get better at what we do. They fuel our capabilities and ensure we provide excellent customer service."

"You don't last as long in the business or expand as much as we have without taking care of your clients," added Jerry. "And, we're constantly looking for ways to make our relationships better. For instance, we are employing new technology, such as aerial photography and video, remote cameras, project-specific websites, data hubs and more, to document jobsite progress. We do this at no extra cost. It's added-value, and that's something we have always tried to give our customers." ■

Naranjo Civil Constructors President Jerry Naranjo and Founder Herman Naranjo meet with Power Motive Sales Rep Jeremy Griebel at the firm's office in Greeley. "Jeremy and Power Motive are excellent to work with," said Jerry. "I know that I can contact them anytime, and they will come through."



An operator digs and loads dirt with a Komatsu PC210LC excavator on a Naranjo Civil Constructors project in the Denver metro area.



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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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EMPLOYMENT OUTLOOK

RECRUITING A NEW GENERATION

Creating a sense of community and belonging can attract, retain millennial workers

Construction companies are facing a critical time. An abundance of available projects is unquestionably a good thing, but the industry's positive momentum is exposing one of its most serious issues – the lack of skilled workers.

While company owners are beginning to invest in recruiting measures, keeping new staff members will be the next challenge. That may be especially true for millennials. Hiring and retaining them is a growing concern, especially considering that they now comprise the majority of the workforce. According to a Gallup poll, six in 10 millennials are currently open to exploring new job opportunities.

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed

Companies can attract and retain millennial employees by creating a positive culture. "The real culture is what happens at the workplace every day," said Iluma Learning, Inc. Founder Amy Parrish. "If a company says it values employees' opinions, staff members should feel like their input matters. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."



across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

Some of the blame lies in the culture of instant gratification, but a majority of the issue stems from a disconnect between employer and employee. Many young workers would like to stay at a job long term, if only their companies did a couple of things differently.

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. "Millennials are looking to be a part of something; they crave a sense of community and belonging," she writes. "The idea of working for a faceless corporation is not always appealing to millennials – they want to be welcomed and appreciated for their efforts, regardless of the industry. A company's culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to."

Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious workers. According to Parrish, every organization has a culture, whether it defines one or not.

"The way a company runs its daily operations, values employees and works with customers shapes its culture," she writes. "Making a concerted effort to delineate and develop a positive culture goes a long way toward attracting and retaining employees. While rules and regulations can create the outline



for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how."

Parrish points out that a culture is about more than buzzwords on letterhead or a website. "The real culture is what happens at the workplace every day. If a company says it values employees' opinions, staff members should feel like their input matters. If it says it cherishes time away from work, then an organization should not require 80-hour workweeks or shame workers into forgoing their vacation days. It is important for owners and leaders to monitor the real culture of their workplace continuously. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."

Avoid the turnover trap

Millennials want to be pushed and challenged to do more. Creating a culture where employees feel welcome and encouraged to test their resolve from day one will entice new hires to join your team and also stay longer. You will be rewarded with hardworking, long-term employees who are invested in the company.

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for

career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

Like any employee, as millennials learn and grow, they want opportunities to provide input and the ability to work independently when appropriate. Show a candidate that there is genuine mutual trust between employer and employee to accomplish a task without micromanagement. Once a millennial is hired, create a monthly review to show progress and areas of improvement. The review should be a two-sided equation. When you involve millennials in the process and define their aspirations, you will create a stronger connection between the company and the work that millennials are doing.

"Employers will be relying on millennial talent for decades to come," writes Klyn Elsbury, CEO & Founder of Landmark Makers in an article that appeared on Forbes.com titled "Five Proven Tactics for Hiring and Retaining Millennial Employees." "If you want your new talent to stay with you, you have to give them unique reasons to. Only the organizations that understand how talent wants to be treated will avoid the turnover trap." ■

A recent Gallup poll found that six in 10 millennials are currently open to exploring new job options. You can attract and keep millennials by giving them opportunities to grow and learn.

Note: Information in this article was gathered and compiled from various sources, including an interview with Amy Parrish, M.Ed., MBE, a Professional Management Leadership Specialist for the heavy equipment industry. She has 15 years of experience in the industry and has worked with the Association of Equipment Distributors as well as several heavy equipment manufacturers.

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COMMUNITIES AT RISK

Additional federal infrastructure investment is critical to ensuring safe drinking water

When news of the Flint, Mich., water crisis made headlines, nearly 21 million people across the country relied on water systems that violated health standards. Low-income communities, minority populations and rural towns disproportionately deal with barriers to safe water.

Drinking water challenges are complex: failing infrastructure, polluted water sources and low-capacity utility management are all part of the issue. Declining investment in water infrastructure throughout the last several decades has exacerbated the problem.

Access to safe water is essential for our survival and our economy. Without serious investment in water infrastructure, we will continue to put communities at risk. As a country, we must support existing funding sources for water infrastructure, develop new and innovative funding mechanisms and more effectively prioritize the water needs of underserved communities.

Investment in water infrastructure has decreased. An analysis from the Value of Water Campaign shows that combined federal investment in drinking water and wastewater infrastructure declined from 63 percent of total capital spending to 9 percent since 1977. State and local governments have also decreased their capital spending on water infrastructure in recent years. The EPA estimates that the United States needs to invest \$472.6 billion in the next 20 years, the majority of which can be attributed to rehabilitating, upgrading and replacing existing infrastructure.

Essential for health, economy

Safe water is essential to our health – and if we're not healthy, we can't work. Businesses

and industries rely on water to support worker productivity and as a raw resource for goods and services. According to the Economic Policy Institute, \$188.4 billion spent on water infrastructure investment in five years can yield \$265 billion in economic activity and create 1.9 million jobs.

Federal investment in water infrastructure must continue to grow. The reality is that Flint is not an isolated incident. Communities across the country struggle to provide safe water. People are working hard to address these issues, but more effort is needed. Everyone can play a role by making our failing water systems and the communities that rely on them a priority. Safe water must no longer be a luxury. ■

Sara Schwartz holds a master's degree in environmental management from the Yale School of Forestry and Environmental Studies. This article is excerpted from a blog post. For the full version, visit blog.ucsusa.org. Connect with Schwartz at www.linkedin.com/in/saraschwartz1/.

Investment in the nation's water systems is critical, and we must put more money toward existing infrastructure, especially in underserved communities, says Sara Schwartz, Union of Concerned Scientists, Early Career Scientist Mentor Program Participant.



Sara Schwartz,
Union of Concerned
Scientists, Early
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THEORY, PRACTICE

Community college program develops future technicians with blend of classroom, shop training

A shortage of equipment technicians remains a chronic problem for the heavy equipment industry. Companies are taking proactive steps to recruit, educate and train new personnel, and Power Motive Corporation (PMC) has partnered with the Community College of Aurora (CCA) on the education portion.

Each year, CCA starts two cohort groups of approximately 20 students each in its 12-month Diesel Power Mechanics program. Students earn an associate's degree and build a solid foundation through theory and practice of working on engines, hydraulics and electrical systems, power trains and preventive maintenance, among other topics. In addition to lab and classroom work on campus, they spend time working in equipment distributors' shops.

A win-win program

"Power Motive and other equipment dealers support the program by providing parts and components for students to work on," said Corporate Service Manager Zac Loop. "CCA allows us to interact with the students before they start the program, giving us an opportunity to share the benefits of working for our companies and what we can offer them. It's a great way to get fresh blood into the industry, which faces a serious shortfall of techs."

The program utilizes a rotating schedule, so students spend four weeks on campus engaged in classroom and lab work, followed by four weeks of hands-on projects in a shop. Students sponsored by PMC are paid for their shop time.

"Upon graduation, they can become full-time techs, and the company reimburses them for the cost of tuition and books over a two-year period," explained Sheryl Perko, Human Resources Manager for PMC. "We also

award them a set of tools. Additionally, during their time in school they are working toward a Komatsu certification. We help them complete the certification process once they come on board full-time."

Three former students are now working for PMC, and the company is sponsoring three members of the current cohort.

"It's a great way to learn and put theory into practice at the same time," said PMC Technician Nick Suflita, who graduated from the CCA program. "What I like best was being able to work in the shop with an experienced technician, who provided some mentorship and advice on handling things I didn't learn in school. Knowing you have a job and that Power Motive will help with costs is great, too." ■

For more information about the Diesel Power Mechanics program, visit www.ccaurora.edu/diesel.

Technician Nick Suflita replaces sprocket teeth on a Komatsu dozer at Power Motive's Denver shop. "It's a great way to put theory into practice," said Suflita of the Community College of Aurora's Diesel Power Mechanics program, which provides students classroom and lab work on campus as well as time in a sponsoring equipment distributor's shop.



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029



INTELLIGENT INSTALLATION

Boomerang Corp. finds added value on utility applications with PC490LCi excavator

Since opening his own construction company in 1998, Bryce Ricklefs has always looked outside the box to find a hidden niche to help his company, Boomerang Corp., thrive.

Twenty years later, Ricklefs continues to search for those advantages, which is why he selected a Komatsu *intelligent* Machine Control PC490LCi excavator with integrated GPS technology last year.

"We were one of the earliest adopters of GPS because we knew it would help save time and money, and it's a strategy that continues to work," shared Ricklefs. "For us, it was a no-brainer to add the PC490LCi to our fleet."

While most PC490LCi owners use the excavator in mass grading applications, Ricklefs believed the machine also offered advantages on Boomerang's utility-installation projects.

"Using the PC490LCi for utility applications has improved our efficiency," reported Ricklefs. "It's quicker and more cost effective because we can hit grade without a person in the hole guiding the operator; the machine does that step for us. Plus, the plans are right there on the screen in the cab, so the operator doesn't have to get out or stop to ask as many questions. We can get on grade, switch to pipe and move to the next cut faster."

"We reduce the amount of material because the excavator prevents overdigging, which also saves on rock as the bottom of the cut is always uniform," he added. "In addition to material savings, it enables us to provide a quality finished product with consistent bedding throughout the project."

Komatsu delivers

Komatsu was on-hand to assist Boomerang in unlocking the advantages of the system.

"They came here for training and helped us set up," noted Ricklefs. "It was quick and easy. Right now, we are about 10 percent more efficient and regularly within one-tenth of a foot of grade. As we get more comfortable, I'm confident we will see both of those numbers improve."

Boomerang recently expanded its investment in *intelligent* Machine Control technology as it acquired a PC360LCi excavator in late 2017 and two D51PXi dozers last year.

"Our purchase of the PC360LCi is a direct result of our experience with the PC490LCi," stated Ricklefs. "They are the first of what I envision as many Komatsu i-machines for us." ■

A Boomerang Corp. operator uses a Komatsu *intelligent* Machine Control PC490LCi excavator to dig a trench to install storm pipe. "Using the PC490LCi for utility applications has improved our efficiency," said Boomerang Corp. President Bryce Ricklefs. "We can hit grade, switch to pipe and move to the next cut faster."



Bryce Ricklefs,
President
Boomerang Corp.



A 'GAME CHANGER'

First contractor to use revolutionary *intelligent* Machine Control is more efficient, productive than ever



Joe Liesfeld III,
Vice President



Kelby Morgan,
Project Manager

Liesfeld Contractor takes pride in being at the forefront of construction technology. The Richmond, Va., earthwork contractor was one of the first in its community and surrounding area to use a dozer with an aftermarket GPS grading system.

"It was awkward, but it was cool; and, at times, it would grade by itself using an indicator system," recalled Vice President Joe Liesfeld III, who along with his father, Joe Jr., own and operate the firm. "The technology continued to improve, which helped with efficiency, but the drawback was that our operators had to spend time installing and taking down masts and cables every day. That takes a bite out of production time."

When Komatsu introduced its initial *intelligent* Machine Control dozer five years ago, Liesfeld

A Liesfeld Contractor operator grades with a Komatsu D51PXi-24 dozer. "The blade is a dirt pusher, and it's also our survey crew," said Vice President Joe Liesfeld III. "This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

► VIDEO



Contractor jumped at the chance to be the first to demonstrate the revolutionary D61i-23 with factory-integrated GPS that required no time-consuming set up of masts or cables.

Komatsu has since added five more sizes of the machine: D39i, D51i, D65i, D85i and D155i. Some of the dozers are in their second generation, including the D61i-24s. All feature fully automatic blade control from first pass to last. During rough-cut, if the system senses excess blade load, it automatically raises the blade to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible for maximum production in all situations.

"Right away we recognized that the original D61i was a game-changer," stated Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product. After the trial period, we made it part of our fleet and have since put additional units to work. We use them in all facets of construction, from stripping topsoil to putting a site to final grade. The accuracy is outstanding."

Accuracy delivers productivity

With thousands of machines in North America and total fleet hours into the millions, Komatsu's *intelligent* Machine Control dozers have proven to reliably deliver accuracy on jobsites.

"The blade is a dirt pusher, and it's also our survey crew," stated Liesfeld. "The dozers always know where they are in relation to final elevation. They have virtually eliminated staking and the need for extra labor to check grade, which is a huge cost savings. After the



Komatsu *intelligent* Machine Control excavators, including this PC360LCi-11, are go-to machines for Liesfeld Contractor, which puts them to work excavating, digging trenches and constructing ponds. "They have the versatility to move mass quantities of materials as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Technology/GPS Manager Chris Ashby.

site model is loaded into a machine, we set up a base station and a benchmark, and that's it. We have noticed the biggest savings with fine grading. This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

Liesfeld Contractor's Technology/GPS Manager Chris Ashby builds 3-D site models based on CAD files provided by engineering firms. After checking for accuracy, he sends the models to the dozers via Topcon's SiteLink3D system.

"It's seamless, and once the model is loaded, the machine is ready to go to work," said Ashby. "The operator always has an overall, site-grading map available on the high-res monitor, detailing elevations and where cut-and-fill locations are. If there is a change, I can send an update directly to the machine, so that adjustments are virtually instantaneous."

Excavators effective in every application

Ashby can also transmit revised information to the firm's *intelligent* Machine Control

excavators. Komatsu announced their arrival with its PC210LCi-10 – the world's first such excavator – approximately one year after the D61i-23 dozers. Liesfeld Contractor runs a second-generation PC210LCi-11, as well as PC360LCi-11 units.

Among a host of standout features in the excavators is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it. This reduces wasted time and the need for expensive fill materials.

"The main uses for our excavators are trench digs for dry utilities, so the models are done on a ditch-by-ditch basis, because each is unique," Ashby pointed out. "Recently, on a large project, we had dozens to dig. If each required staking and we needed someone to constantly check grade, the cost would have been fairly high. Once I loaded the models, the operators could simply excavate the trenches and move the dirt."



Chris Ashby,
Technology/GPS
Manager

Continued . . .

'The technology allowed us to work confidently'

...continued

What others are saying about intelligent Machine Control



"The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and you're ready to roll in just a few minutes."

Bret Barnhart, Owner, Bret Barnhart Excavating



"I think what stood out the most to me was using the PC490LCi to cut a slope, and when it was done, the slope was smooth as glass. We loaded the plans, and it cut right to grade with no stakes or grade checkers."

Pete Sewczak, Vice President, Zak Dirt



"(The integrated system) saves us time and money by eliminating the need to put up and take down masts, and we no longer worry about them getting damaged or stolen. What stands out is the increased production and efficiency. We simply plug the plans into the machines and go to work."

Randy Ellis, Owner/Vice President, R&T Ellis



"The savings of time and material costs have been significant. We don't need surveyors to drive new stakes or replace the ones that invariably get knocked down."

Mike Greenfield, Owner/President, Greenfield Trucking

Liesfeld Contractor uses its *intelligent* Machine Control dozers, including this D61PXi-24, from first pass to last. "Right away we recognized that the original D61i was a game-changer," said Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product."



Morgan added, "There were a lot of ups and downs to those utility trenches compared to straightforward ditch digs, which added to the complexity. As a result, there was no way to use laser guidance. Every grade break required staking, but the integrated system eliminated the need for that. The technology allowed us to work confidently, knowing that once the excavators reached target depths at each point of the trenches, our operators could not go beyond that."

On the same project, Liesfeld Contractor used the excavators for additional applications. "They have the versatility to move mass quantities of materials, as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Ashby. "Because these excavators are accurate and could put the entire area to grade, we did it without a dozer. That eliminated additional machine costs."

Upped the ante

Joe Liesfeld Jr. founded Liesfeld Contractor in 1972, clearing house lots with a dozer, chainsaw and a dump truck. As the years progressed, so did the company. By the mid-1980s, commercial site work and other large projects that involve a comprehensive package of services became the norm, most of them for repeat customers. The Liesfelds also operate an environmental company that offers wetland construction, as well as a recycling operation.

Expansion continued through the 1990s, when Joe III and his brother, Kenny (who's no longer with the company), as well as Morgan joined the business. The trio were instrumental in bringing GPS technology to Liesfeld Contractor's jobsites.

"We have moved millions of yards of dirt through the years, and we've always sought ways to be as efficient and productive as possible," said Morgan. "The *intelligent* Machine Control products really upped the ante. They make operators at every career level more effective, and our people love them." ■

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"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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EFFICIENT MATERIAL MOVEMENT

Komatsu's new wide-blade dozer excels when low ground pressure is needed

The ability to move mass quantities of material and finish grade with one machine on a variety of jobsites is a distinct advantage. Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer provides it in a package that includes nearly a foot more blade width and six-inch larger track shoes than its standard counterparts. Traditional and *intelligent* Machine Control models are available.

The 53,925-pound dozers have 14.1-foot, six-way blades, which deliver greater grading productivity and versatility, according to Chuck Murawski, Komatsu Product Manager, Dozers, who emphasized that customers are increasingly using these size-class dozers for more than slot dozing. Komatsu beefed up the C-frame to ensure it could carry the wider blade.

"Our D65s handle the heavy lifting of stripping, cutting and pushing, and the Wide VPAT blades make them excellent finish dozers," he said. "Each has increased steering power for greater maneuverability, and we added an automatic shift mode with a full-time torque converter that maximizes production and efficiency on both short and long pushes. The hydraulics are smooth, so operators can control the blade with little effort."

Light footprint

The D65PX-18 Wide VPAT Blade Specification models really stand out in sensitive areas, said Murawski. Ground pressure with the 36-inch track shoes is approximately 5 PSI, which is 14 percent lower than machines with 30-inch shoes.

"This makes them ideal for projects such as landfill cells where the dozer is running across a liner or in pipeline construction where it's operating on top of buried pipe," reported Murawski. "Another advantage is that the

shoes are centered on the track compared to being offset like some competitive models, so the load is always evenly distributed. That helps lengthen undercarriage life."

Komatsu equipped the D65 dozers with its PLUS (Parallel Linkage Undercarriage System) Undercarriage, which features rotary bushings and larger components that undergo a unique heat-treating process for increased strength and durability.

"Customers report increased flotation and better traction with the wide, 36-inch track shoes; greater stability on slopes with the 7 percent wider track gauge; faster times when spreading material using the 14.1-foot blade; and a smooth, comfortable ride from a well-balanced machine," said Murawski. ■



Chuck Murawski,
Komatsu Product
Manager, Dozers

Quick Specs on Komatsu's D65PX-18 Dozer Models

Model	Horsepower	Operating Weight	Blade Capacity
D65PX-18 Wide VPAT and D65PXi-18 Wide VPAT	217 hp	53,925 lb	5.8 cu yd

Komatsu's new D65PX-18 Wide VPAT Blade Specification dozer has wider blades and track shoes, allowing for more efficient material movement on areas where low ground pressure is essential.



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PRODUCT IMPROVEMENT

NEW PC1250-11 EXCAVATORS

Increased horsepower significantly boosts productivity and profitability

Numbers tell the tale on Komatsu's upgraded PC1250 excavators. They offer a 13 percent boost in horsepower and up to 8 percent greater productivity, all while maintaining the fuel consumption of their Dash-8 predecessors. Two configurations are available – the PC1250-11 with a short undercarriage and a PC1250LC-11 with a long undercarriage – allowing users to match the excavator to their particular applications.

"The higher horsepower delivers additional power to the pumps, which helps the excavator handle the high-demand segments of a cycle more effectively," said Kurt Moncini, Komatsu Senior Product Marketing Manager, Tracked Products. "We also made some changes to reduce hydraulic pressure loss for improved efficiency. During tough applications, the machines keep their digging force longer. Operators who have run the Dash-8 model, should notice a significant increase in performance."

Companies involved in large, high-volume excavating jobs should choose the short undercarriage PC1250-11, which has a shorter boom that's thicker at the arch. "This short-boom configuration allows customers to use a bigger bucket," explained Moncini. "It's primarily made for one application – high-production truck loading. Fifty-ton to 70-ton-class trucks are an ideal match, but the PC1250-11 is also more than capable of loading up to 100-ton trucks."

Versatile LC configuration

In addition to mass excavation and truck loading, the PC1250LC-11 long-undercarriage configuration excels in deep sewer and water trenching, general construction and mining/quarry applications. It features a standard 29-foot, 10-inch boom and arm options of 11'2", 14'9" and 18'8".

"The long undercarriage model provides greater versatility because its arm options and longer boom enable larger digging envelopes with greater reach and digging depths," said Moncini. "The ability to handle objects such as manholes and box culverts is outstanding, too. This is a great, larger-size, multi-purpose excavator."

"Komatsu's Business Solutions Group can help identify the right configuration and machine specifications to best suit customers' operations," added Moncini. "Whichever they choose, either excavator will meet their needs and do so more productively and efficiently, which increases profitability." ■



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager,
Tracked Products

Quick Specs for Komatsu's PC1250 Excavators

Model	Net Horsepower	Operating Weight	Boom Length
PC1250-11	758 hp	259,960-265,900 lb	25 ft, 7 in
PC1250LC-11	758 hp	269,300-275,240 lb	29 ft, 10 in

Komatsu's new PC1250-11 short-undercarriage, mass-excavation excavator (shown below), as well as the PC1250LC-11 long undercarriage model, deliver greater production while maintaining the same fuel efficiency as their Dash-8 predecessors.



ENGAGING MINE OPERATORS

Brian Yureskes, Director of Sales and Global Accounts, says direct conversations benefit mining customers



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.

Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining

It was almost a foregone conclusion that Brian Yureskes would land in his current role as Director of Sales and Global Accounts, Komatsu Mining. He started with Komatsu six years ago in product marketing for construction equipment and became Director of Training and Publications at the company's Customer Center in Cartersville, Ga. Then, in 2015 the opportunity to move into mining presented itself, and Yureskes took it.

"My first job out of college was in operations management for a mining company," recalled Yureskes, who graduated from the Colorado School of Mines in 2005 with a mining engineering degree. He recently completed his MBA at Bradley University in Peoria, Ill. "When I came to Komatsu, I was indifferent as to whether I worked in construction or mining, but, with my background, it made sense that I would eventually migrate to the mining side."

Three years ago, he took the role of a Business Development Lead, working closely with a single mining customer. Last year, Komatsu Mining expanded his duties, putting him in charge of global efforts.

"I have always found mining enjoyable," he shared. "Playing in the dirt with trucks seems like such a natural fit."

Yureskes and his wife, Katherine, have two children and like to stay active. He enjoys weightlifting, mountain biking, basketball and playing some golf now and then. "I don't like to sit still," he said.

QUESTION: Customer engagement is a key element of Komatsu's commitment to helping them run more productively, and it gains valuable feedback for machinery improvement. What role does it play for Komatsu Mining?

ANSWER: We are engaging both current and potential customers by going into the field more often in order to better understand their operations, requirements and what they expect from us. We want them to know how Komatsu can meet their needs with a variety of innovative and technologically advanced trucks that move massive amounts of materials, as well as with the support to ensure that they do so in the most efficient manner possible. These direct conversations also provide valuable feedback as we look to the future.

This year is the 10th anniversary of our Autonomous Haulage System, or AHS. During the past decade, the system has moved around 2 billion tons of material. Mines that are not utilizing AHS vehicles are seeking information about the benefits, which are outstanding. In the past, there may have been some reluctance on our part to talk about these advantages beyond our AHS customer base. We are more actively spreading the word to customers through various means, such as inviting them to our proving grounds where we field test the trucks.

QUESTION: The Peoria Manufacturing Operation (PMO) focuses on mining trucks. What specific products are produced there?

ANSWER: We manufacture seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous



Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining, says customer engagement provides valuable feedback that can have a direct impact on new products.

versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research and development, parts and testing for the products manufactured are handled here. That's unique compared to other Komatsu manufacturing operations in North America.

QUESTION: What is the state of the mining industry?

ANSWER: There has been some overall volatility lately. After a down period, all the markets experienced a surge, then stabilized a bit. Trends look positive going forward, and analysts are predicting growth for mining during the next five years. Komatsu is taking a proactive approach to further expand its footprint in the mining sector.

QUESTION: Do you encourage customers to visit the PMO?

ANSWER: Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right,



Komatsu's Peoria Manufacturing Operation produces seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models.

visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■

OPTIMIZING JOBSITES

Partnership for aerial mapping provides resources to reduce costs, increase efficiency

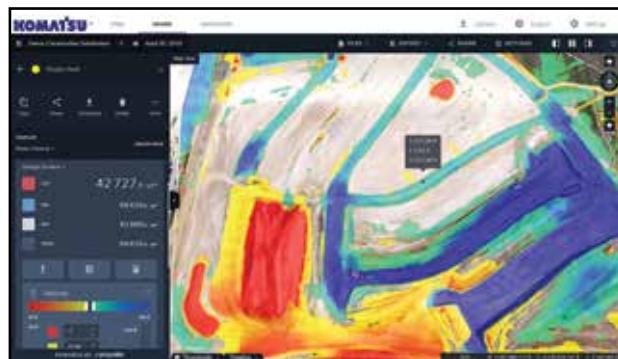


Jason Anetsberger,
Komatsu Senior
Product Manager

With drones becoming an increasingly common worksite tool, Komatsu has identified aerial mapping and analytics as key components of its SMARTCONSTRUCTION initiative – a range of integrated hardware and software solutions designed to offer an end-to-end workflow for each phase of construction. In addition to its long-standing relationship with Skycatch, Komatsu recently boosted those capabilities by partnering with Propeller Aero, a global leader in cloud visualization and analytics solutions.

"A Komatsu SMARTCONSTRUCTION jobsite, by definition, is technology enhanced and production optimized," said Jason Anetsberger,

Komatsu is now partnering with Propeller Aero – a leader in cloud visualization and analytics solutions – to provide customers with simple, yet powerful tools that offer accurate site visualization. Propeller balances ease of use with survey accuracy and reliability.



Komatsu Senior Product Manager. "Adding Propeller Aero as a key partner gives our North American distributors and customers exceptional capabilities to achieve this standard for aerial mapping. Propeller combines simple, yet powerful analysis tools with fast and accurate site visualization."

Komatsu spent several years testing various commercial drone mapping and analytics options. In Propeller, it found an exceptionally robust product, well-suited to meet the needs of modern construction operations. Propeller balances ease of use with survey accuracy and reliability.

Powerful data at your fingertips

Propeller's processing machinery quickly crunches drone images and delivers the results as a cloud-based, 3-D model to a desktop or tablet. From there, powerful collaboration and analysis tools let users perform height, volume and slope calculations as well as monitor if a project is on-track.

The technology platform created by Propeller supports multiple coordinate systems, including local site calibrations. This allows personnel to capture up-to-date data expressed in the specific geospatial coordinate already in use on that jobsite. Local grid support is crucial for ensuring that drone-captured maps and models match up with plans and previous surveys.

"Worksite managers are starting to see the real business value of accurate, up-to-date drone data," said John Frost, Vice President of Business Development at Propeller Aero. "That's why we're building tools and workflows designed for experts and non-experts alike. It's all about empowering users with information to reduce costs, improve safety and make the most efficient use of resources." ■





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NEW ENGINE OIL

Komatsu designed its CK-4 Genuine Engine Oil for better wear protection in all conditions



Bruce Gosen,
Senior Product
Manager, Komatsu
Parts Marketing

Lubricants are the lifeblood of any machine, helping them run at peak performance, according to Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing. "They protect against wear, so it's essential to have the best oil possible for extended engine life," said Gosen.

Komatsu makes its new EO15W40-LA (CK-4) from semi-synthetic base oil rather than from conventional base oils. "That provides better protection, especially in severe conditions, compared to most other 15W-40 engine oils in the marketplace," said Gosen. "It also has several benefits that contribute to better fuel economy compared to the CJ-4, which this new product replaces.

Komatsu's EO15W40-LA (CK-4) Genuine Engine Oil reduces wear and helps maintain original fuel economy. It is approved for use in all engines that require CK-4 and is backward-compatible for use in Tier 3 and older machines.



Specific benefits of the new oil:

- It has outstanding resistance to oxidation and deposit formation, helping engines maintain their original horsepower and fuel-efficiency ratings.
- The new oil quickly sheds air bubbles, enabling equipment to operate on extreme grades where air can be drawn into the oil-pump suction line and compromise engine health and performance.
- It was designed to protect even the hottest components in off-road engines such as turbocharger bearings, piston rings, top lands and more.
- The oil was formulated to maintain its viscosity, even under extreme oil-drain conditions. EO15W40-LA has a low-ash formula that has been enhanced to meet CK-4 specifications. In addition to Tier 4 equipment, it is backward-compatible for use in Tier 3 and older machinery.

The new engine oil can be used in any brand of equipment that requires 15W-40, CK-4, CJ-4, CI-4 or ECF-3 oil.

"While not required by the American Petroleum Institute, we field tested EO15W40-LA in order to confirm its performance and benefits in large, off-road equipment," said Gosen.

"We encourage anyone who wants excellent performance throughout the life cycle of their machinery to choose Komatsu Genuine Oils like our CK-4, which is one in a line of competitively priced products that are available through our distributors." ■

Power Motive participates in American Cancer Society's Big Dig

Power Motive Corporation (PMC) "dug" its participation in the Big Dig event sponsored by the American Cancer Society. Held at the Ritchie Bros. facility in Longmont, the state's first-ever Big Dig gave northern Colorado children, including cancer patients and survivors, the opportunity for an up-close look at heavy machinery.

On display were excavators (including mini-excavators the children could operate), wheel loaders, cement mixers, work trucks, boom lifts and a Flight-for-Life helicopter. PMC centrally positioned an 89,300-pound Komatsu D155AX-8 dozer, which was described as "very cool" by one youngster climbing in and around it.

"What a great day and a great cause," stated Paul Desombre, PMC General Sales Manager, who spent the day assisting kids on and off of the mini-excavators. "We appreciated the



Power Motive Corporation displayed a Komatsu D155AX-8 dozer during the American Cancer Society's Big Dig in Longmont. The event gave children, including cancer patients and survivors, the opportunity to get an up-close look at heavy machinery.

opportunity to raise money to better fund research and prevent childhood cancer. I know I speak on behalf of all PMC employees and families in saying that it was a privilege." ■

PMC serves up a smokin' good time at Frontier Days celebration

Meat smoked onsite and a wide variety of equipment highlighted Power Motive Corporation's (PMC) kickoff event for Frontier Days at its Cheyenne, Wyo., facility. The bash featured demonstrations of Komatsu *intelligent* Machine Control products and prizes, a live broadcast from 103.3 The Range as well as an abundance of Frontier Days excitement. Takeuchi, KPI-JCI, Roadtec and Sakai machinery was also on display.

PMC was an Event Level-1 Sponsor of Cheyenne Frontier Days. "We embrace the winning western spirit of Wyoming, Frontier Days and especially our customers," said President Mac Blount. "This open house seemed like the perfect time to set up our own chuckwagon, celebrate our sponsorship and get together with Cheyenne friends and customers."

Approximately 100 attendees enjoyed the festivities. "I hope our customers had as good



Approximately 100 people attended Power Motive Corporation's Frontier Days kickoff event at its Cheyenne branch. The company served smoked meats and offered live demonstrations of Komatsu *intelligent* Machine Control products. Takeuchi, Roadtec, KPI-JCI and Sakai equipment was also on display.

a time at the event as we did in planning it," said Jason Alexander, Cheyenne Service Manager. "And, judging by the looks of everyone, especially the kids checking out the machines, I think we succeeded." ■

MIKE GREGORY

Territory Manager believes strongly in customer communication, excellent service

Mike Gregory knows that advertising works. He sold it for several years before joining Power Motive Corporation (PMC) as a Territory Manager a few months ago. He understands that word-of-mouth references are effective business promotions, too.

"When I was considering this position, I talked to some of my friends in the construction and mining industries, and they had great things to say about Power Motive's products, service and support," said Gregory. "I found that really valuable in making my final decision."

Gregory also previously sold Xerox products and benefited from that company's customer-focused training program. He likens the experience of renting and selling the prominent lines of construction and mining equipment Power Motive carries to his prior experience with Xerox.

Power Motive Territory Manager Mike Gregory brings a customer-first philosophy to his new position by working with customers to ensure they have the proper size of equipment to deliver maximum production and efficiency. "I believe strongly in good communication with customers," said Gregory. "That involves initial contact as well as following up when they may have a question that I can't immediately answer."



Value-added service

"If you believe the products you sell are the best tools for getting the job done, that comes across," said Gregory. "Power Motive appealed to me because it carries top-of-the-line equipment. Just as important, and maybe even more so, is the value the company adds through various means such as working with customers to right-size their machinery or training them how to get maximum production and efficiency."

Gregory handles sales, leases and rentals for all of PMC's manufacturing lines, including Komatsu, KPI-JCI, Sakai and Takeuchi. He covers Lake, Chaffee, Summit, Eagle, Park, Clear Creek, Gilpin and Grand counties.

"I believe strongly in good communication with customers," said Gregory. "That involves initial contact, as well as following up with them when they may have a question that I can't immediately answer. I am honest and tell them that if I don't know something, I will find out the answer. If it takes a little time, I'll let them know along the way what I'm learning and when I expect to provide an answer. I don't like to be left hanging, so I definitely don't want that to be the case with a customer."

That's been part of Gregory's customer-service philosophy since he graduated from Wabash College in Indiana, where he played offensive lineman on the football team. He also earned an MBA from the University of Indiana.

Gregory is an avid skier and has worked as a part-time ski instructor. Although his bike racing days are in the past, he still enjoys cycling. In addition, he likes to camp, fish and raft, among other outdoor activities. ■



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2016 Komatsu WA500-8
1,402 hrs., S/N: C012610, AC, Heat,
Steering Wheel, Std. Boom, 7.6-yd GP
Bkt, Michelin Radials L3, KOMTRAX
\$345,000



2014 Komatsu WA600-6
10,024 hrs., S/N: C015129, Cab, AC,
Joystick Steer, 9-yd HD Straight-Edge
Bucket, Loadrite Scale, Std Boom
\$322,500



**2016 Ranger DX800 Top Hammer
Hydraulic Surface Drill**
884 hrs., S/N: C015113
\$325,000



2016 Roadtec RP195E Paver
488 hrs., S/N: C012331, Rubber Track,
10' Ext. Scree, Night Light Pkg.,
Grade/Slope Control
\$504,916



2016 Takeuchi TW80
491 hrs., S/N: C012541, Heavy-Duty
Construction Tires, Coupler Kit, Cab,
High-Speed Gear, Ride Control,
High-Flow Aux
\$89,883



2015 KPI-JCI FT2650 Crusher
1,303 hrs., S/N: C011007, 268-325 TPH
\$506,760



2016 Komatsu WA270-7
1,587 hrs., S/N: C016031, New Michelin
Radials, GP Bucket, Air Seat, AC/Heat
Forks Not Incl in Price
\$162,000



2015 Komatsu D85EX-18
Stk# RTS, 2,095 hrs.,
S/N: C010887, 26" Shoes, Sigma Blade,
MS Ripper
\$344,247



2014 Komatsu PC240 LC-10
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