

DIRT TALK

FEI CONTRACTING

See how move to Colorado leads contractor to start his own turnkey earthwork company



Jason Franceschelli,
Owner

A MESSAGE FROM THE PRESIDENT



Mac Blount



Dear Valued Customer:

In the midst of the busy construction season, it's easy to get caught up in the action and overlook some of the basics. First, and foremost, always take time for safety. The few minutes you spend ensuring that your workers are protected will pay important dividends, especially when you consider the potential consequences of an avoidable accident.

Statistics show that trench-related incidents have been above the norm in the past two years. Inside this edition of your Power Motive Dirt Talk magazine is an article that highlights an OSHA initiative to bring greater awareness to trench safety. It has valuable information and reminders regarding the standards and practices that you must use.

There is also news about the products and services we, and Komatsu, offer. For instance, there is a Q&A with Matt Beinlich, the new leader of Komatsu's Business Solutions Group (BSG) that works with customers to maximize their production, become more efficient and improve their bottom lines.

One new service the BSG offers is helping customers accurately determine average fuel consumption using idle ratio. See the Serving You Better article for a clearer picture of how that data can lead to more informed choices when estimating expenses.

If you are looking for machinery, this issue highlights several models, such as the updated GD655-7 motor grader. It has outstanding new features designed to reduce operator fatigue and increase productivity.

Of course, we believe that maintaining and repairing your machines are best done with OEM parts. Read the article related to Komatsu's General Construction Undercarriage replacement to see how its offerings are the right choices.

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

**Make safety
your top priority**

DIRT TALK



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FEI CONTRACTING

Move to Colorado leads contractor to start his own turnkey earthwork company



Jason Franceschelli,
Owner

Jason Franceschelli is a huge Denver Broncos fan, and he loves to hunt and fish. That made Colorado a logical place for the Ohio native and his wife to settle when they were looking to relocate.

"We visited in the mid-1990s, and I applied for a job with a contracting company around that time," recalled Franceschelli, Owner of FEI Contracting. "They wouldn't hire me unless I lived here. A month after I met with them, we moved to Colorado Springs and I was on board."

Franceschelli brought several years of construction experience with him. He worked for a pipeline company in Ohio before moving west. At his new position in Colorado, Franceschelli specialized in installing utilities.

"A superintendent for one of the developers I worked with told me he was cutting their utility

subcontractor loose, and he asked me if I was willing to go into business for myself and do their jobs," said Franceschelli. "I had always considered starting my own company, so I decided this was my chance. They let us bid three development projects upfront, and the more work I did with them, the more they let me bid."

At the start, Franceschelli handled every aspect of utility installation himself. He still does a sizeable portion as FEI Contracting operates with a lean staff consisting of him and one full-time employee. They complete approximately 10 jobs annually, primarily in the commercial and residential development markets.

Full site packages

FEI Contracting began adding to its scope of work soon after Franceschelli opened his firm. Today, it provides turnkey site preparation services that include everything from mass to final grading, as well as installation of sewer and water services.

"General contractors and developers turn to us for a complete package," said Franceschelli. "We handle all the dirt work, including digging foundations, subgrade prep and utility installation. Then, we'll team up with other contractors who sub out concrete and asphalt paving."

To date, FEI Contracting's largest project was for FedEx in Colorado Springs. In one summer, it moved roughly 60,000 yards of dirt for that assignment.

"That, and nearly all of our other jobs, are done for repeat customers," said Franceschelli. "I believe in providing outstanding service, and that's helped us

FEI Contracting uses an older Komatsu PC400LC for mass excavation and utility digs. "Downtime has never been an issue with Komatsu," stated Owner Jason Franceschelli. "That's another reason we are sold on Komatsu excavators."





▶ VIDEO

Using a Komatsu PC210LC excavator, an FEI Contracting operator moves a bucket of dirt, then compacts it after switching to a compaction wheel attachment. “We equip (our Komatsu excavators) with quick couplers so that we can easily change from buckets to compaction wheels and back,” said Owner Jason Franceschelli. “The Komatsu excavators’ hydraulic power is effective for running whatever we put on them.”

develop good relationships. We’re committed to their satisfaction, so they continue to call us.”

Komatsu is excavator of choice

While Franceschelli does not recall exactly when he bought his first Komatsu excavator, he vividly remembers his initial reaction to it.

“It was sometime in the early 2000s,” he posited. “We had an array of competitive machines at the time and were in the market for a mid-size trackhoe. We decided to try a PC300. It outperformed the other brands we were using. Production was clearly better, and Komatsu has been our excavator of choice ever since.”

FEI Contracting currently owns a PC400LC it uses for mass excavation and deep utility digs. It utilizes a Tier 4 Final 51,000-pound-plus PC210LC-11 for shallower trenches, footings and other general tasks.



“Both give us fast cycle times, so our productivity is very good,” said Franceschelli. “That goes for all applications because we use them for more than digging. We equip them with quick couplers so that we can easily change from buckets to compaction wheels and back. The Komatsu excavators’ hydraulic power is effective for running whatever we put on them.”



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PowerMotiveDirtTalk.com

Continued . . .

Staying with a winning formula

... continued



(L-R) FEI Contracting Operator Ray Gonzales and Owner Jason Franceschelli meet with Power Motive Territory Sales Manager Kurt Gossage on a jobsite in Monument, Colo. "Our relationship with Power Motive goes back a long way and has remained strong because they take care of us," said Franceschelli.

Owner Jason Franceschelli rents Komatsu equipment from Power Motive as needed, including *intelligent* Machine Control dozers such as this D51PXi-24. "We love the integrated GPS and that the machine always knows where it is in relation to finish grade," said Franceschelli. "There is a definite value in that because it saves time and lowers costs associated with overcutting and excess material."



Franceschelli also appreciates the durability of Komatsu equipment.

"Downtime has never been an issue with Komatsu, even with the older PC400; it's still strong and productive," he stated. "That's another reason we are sold on Komatsu excavators. It helps that we are current with service and take pride in caring for our equipment. We handle the maintenance ourselves and get in touch with Power Motive's Colorado Springs branch if we need a hand with something. They are great about having parts in inventory."

Franceschelli also calls on Power Motive to augment his fleet occasionally. He relies on Territory Sales Manager Kurt Gossage, who recently helped him rent a Komatsu *intelligent* Machine Control D51PXi-24 dozer.

"We love the integrated GPS and that the machine always knows where it is in relation to finish grade," said Franceschelli. "There is a definite value in that because it saves time and lowers costs associated with overcutting and excess material, as well as surveying and staking. As we go forward, we will consider permanently adding one to the fleet. Right now, we only need them short term, and the fact that I can rent one from Power Motive is great.

"Our relationship with Power Motive goes back a long way and has remained strong because they take care of us," he added. "I am confident that if I call for something, Kurt, Jim Schmitt (Regional Sales Manager) or anyone else will answer and respond quickly."

Maintaining its size

Franceschelli wants FEI Contracting to stay relatively small. He believes it's an advantage that's paid great dividends during the past two decades.

"I prefer to be hands-on, and my customers like that too, because they always know who to call to get a question answered or a project bid," he said. "I've avoided becoming so big that all I'm doing is running around checking on jobs and people and putting out fires. We are lean, efficient and get our work done on time and on budget. That has been FEI's calling card since I started. It's worked well, so why change the formula?" ■

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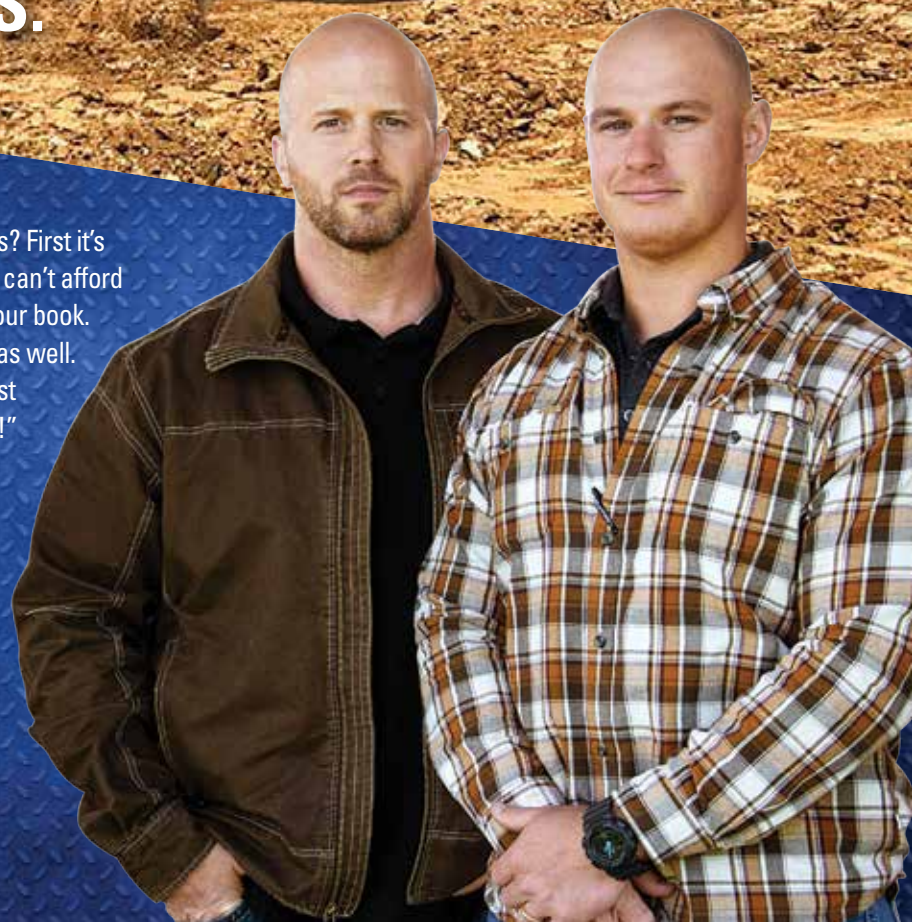
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60 YEARS IN THE PEOPLE BUSINESS

Power Motive marks anniversary while looking ahead to serving customers, building relationships



Bill Blount,
Chairman

Power Motive Chairman Bill Blount believes what makes a heavy equipment dealership successful never really changes.

"At its core, this is a people business," he emphasized. "It's about being honest and fair with customers. Doing so builds longstanding relationships based on trust and confidence."

That remains the key component in Power Motive's success as it celebrates its 60th anniversary this year. It was true when the company was founded in 1959 as a Massey Ferguson agriculture equipment dealer and has been an integral part of its culture ever since. In 1967, Power Motive began carrying construction machinery. Bill joined in 1972 and purchased the company eight years later.

"Our customers are hard-working individuals who rely on equipment to produce for them every day," Bill said. "It's our objective to ensure that they have the right machinery to match their needs and support them with responsive service that minimizes downtime. Our philosophy is to take things personally. A customer is not a number, and we strive to make them happy. Do that, and you reach 60 years in business."

In addition to high-quality equipment, it's the human touch that makes Power Motive successful. "Our people are smart and have a strong desire to take care of our customers," said President Mac Blount.



Mac Blount,
President

Power Motive's primary product line is Komatsu, a brand the company has offered since 1975. In the early days, dozers were the sole Komatsu machines. Now, it carries the full gamut of Komatsu products, including excavators, wheel loaders and trucks. The company represents additional leading manufacturers such as Takeuchi, KPI-JCI, Roadtec, Sakai, Morbark and Sandvik.

"We've expanded our territory boundaries with some of the lines that we carry, such as KPI-JCI/AMS, which are all part of Astec Industries," noted President Mac Blount, Bill's son who assumed leadership of the organization in 2018.

In the early 70s, Power Motive had 20 employees and a single location – Denver. Today, it has 160 employees across branches in Denver, Grand Junction, Colorado Springs, Milliken, Durango and Cheyenne.

Chief Financial Officer Rick Lechman believes that new and upgraded branches send an important message to customers. "When we make that kind of investment in a community, we hope customers see that we're here to stay and want to partner with them."

Training and technology

For some longtime Power Motive employees and customers, it may seem like yesterday when they celebrated the organization's 50th anniversary; however, a great deal has changed in the decade since that milestone.

General Sales Manager Paul Desombre summed up those changes in two words – training and technology. He points to Power Motive's Technology Solutions Expert (TSE) group, in addition to two full-time trainers for both internal and external training, as examples of an increased emphasis on education.





Power Motive Corp. has branches in Denver, Grand Junction, Colorado Springs, Milliken, Durango and Cheyenne. Minimizing customer downtime through responsive service is one of its primary goals. "Our philosophy is to take things personally," said Chairman Bill Blount. "A customer is not a number, and we strive to make them happy."

As for technology, Paul says it has become simpler as well as more cost-effective in recent years. One example is Komatsu's GPS-integrated *intelligent* Machine Control system that delivers a more intuitive and user-friendly operating experience. Komatsu introduced its *intelligent* Machine Control dozers in 2013, with excavators following soon after.

"The *intelligent* Machine Control technology has opened our customers' eyes and has helped many of them increase profitability," noted Paul. "If you can potentially finish a job 30 percent faster, that makes a huge difference in the bottom line. We are proud to represent manufacturers like Komatsu that are on the cutting edge."

People are key

In addition to high-quality equipment, it's the human touch that makes Power Motive successful, from service technicians to the parts counter team to the rental equipment staff.

"We've been fortunate to have amazing employees. They're smart and passionate about what they do and have a strong desire to take care of our customers," said Mac. "That's in line with our mantra of the being the Product Support People, and we take that responsibility to heart."

One of those dedicated employees is Area Sales Manager Gary Klipp, who covers northern Colorado and Wyoming, and has served the company and its customers for 38 years. Gary says he is grateful to spend his career where he likes the work, his colleagues and his customers. Gary often helps people who were doing business with Power Motive before he joined the firm.

"That says something in itself," reflected Gary. "Customers feel the partnership and commitment and that we're here to meet their needs."

As the organization starts a new decade, the Power Motive team looks forward to continuing to serve customers, build and strengthen relationships and embrace the new technology that is shaping construction, mining and other industries.

"I've read studies that show the average lifespan of a company is approximately 10 years," shared Mac. "To have existed for 60 years reflects Power Motive's hard work and commitment toward building strong partnerships with customers, employees and vendors. We intend on being around for another 60 years by embracing the same core values that have paved our previous accomplishments." ■



Rick Lechman,
Chief Financial Officer



Paul Desombre,
General Sales Manager



Gary Klipp,
Area Sales Manager

BREAKING THE GLASS CEILING

Today's society needs to encourage, promote engineering careers to women



Lucia Pía Torres

Lucia Pía Torres is Program Manager for engineering at SINERGEIA-ESCO, specializing in energy efficiency and renewable energies. She has experience in project management, production, operation and maintenance in various industries and international companies.

Modern society – and its ability to manage technological changes, while also combining classic thought with modernity and coexistence with advancement – leaves no alternative but to build on a foundation of gender, social and culture diversity. In a globalized world, every profession or occupation is interconnected with technology; it is clear that we need more engineers, scientists and technologists. In order to achieve our goals and develop these professions, we need to be more inclusive and strongly involve women. That is our challenge.

While society has progressed from the days when a woman like Marie Curie, an innovator in her field, was considered exceptional, there is still a long way to go in the engineering profession. I believe that we still need more

female role models to inspire new generations to follow a technical professional path; it remains difficult to publicly identify successful female engineers or scientists.

Merit, rather than gender

For modern women, technical and complementary training, including leadership skills, management and teamwork, are becoming more attractive areas. The possibility of growing and developing within the profession is a very valuable asset. Often it is perceived that there is an unbreakable glass ceiling, and that the positions of middle and upper management are almost inaccessible for women. These jobs must be based on merit, technical abilities and leadership skills, not dependent on gender.

The word engineer has its origin in the Latin word *ingenium*, which refers to machines or artifacts as well as an innate and natural disposition to invent, create and design. So, any person with the vocation to innovative, create, design or shape a vision to solve common and everyday problems, can be an engineer.

Women are able to perform any task regardless of the traditional stereotypes and stigmas; it is up to us, as a current society, to eliminate them. If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation. ■

Society should encourage women to pursue engineering, says author Lucia Pía Torres. "If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation."



Editor's note: This article is an excerpted version of an original that first appeared on worldcement.com. You can read the full version there.

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REDUCING FATALITIES, INJURIES

OSHA initiative aims to increase awareness of safety hazards during operations

*Editor's note:
Information for this
article was supplied
by the Occupational
Safety & Health
Administration.*

Trench safety involves several factors, including proper excavations and having a means of access and egress from the trench, such as ladders.

Anyone who works in the excavation business agrees that one injury or death from trench-related incidents is too many. However, each year there are still multiple fatalities. Data from the Bureau of Labor Statistics showed that there were 37 trench-related fatalities in 2016. That was nearly double the average number throughout the previous five years. The most recent information available showed fatalities in 2017 at 23, a significant reduction from the previous year, but still above the norm.

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists of two components:

OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop outreach programs supporting compliance assistance within their jurisdictions.

“We are promoting stronger industry awareness about the seriousness of trenching hazards and the means available to address them,” an OSHA spokesperson reported. “In collaboration with industry stakeholders, the agency has developed new compliance assistance resources.”

OSHA’s updated Trenching and Excavation website (www.osha.gov/SLTC/trenchingexcavation) provides the following:

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.
- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.
- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

Following trenching standards is best prevention

OSHA says compliance with existing trenching standards would prevent most, if





OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock.

not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock, and a competent person has examined the ground and found no indication of a potential cave-in.

A competent person is any individual, selected by the employer, who is capable of identifying existing and predictable hazards or working conditions that are hazardous, unsanitary or dangerous to workers; can determine soil types and required protective systems; and is authorized to take prompt corrective measures. OSHA requires that a competent person conduct daily inspection of a trench before workers enter.

Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper. They must be located within 25 feet of all workers.

Other general rules include keeping heavy equipment away from trench edges; keeping soil and other materials at least 2 feet from the edges; knowing where underground utilities are located before digging; testing for atmospheric hazards; and ensuring that workers wear high-visibility or other suitable clothing.

“The goal of this NEP is to reduce or eliminate workplace hazards,” OSHA stated. “As part of it,



Know your protective systems

Here are OSHA’s definitions of the protective systems. When designing one, you must consider factors such as soil classification, depth of cut, water content of soil, changes caused by weather or climate, surcharge loads and other operations in the vicinity.

Benching: A method of protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels. Benching cannot be done in Type C soil.

Sloping: Involves cutting back the trench wall at an angle inclined away from the excavation.

Shoring: Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins.

Shielding: Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins.

Compliance Safety and Health Officers will initiate inspections whenever they observe an open trench or excavation, regardless of whether or not a violation is readily observed. These observations may occur during the course of their normal workday travel or while engaged in programmed or unprogrammed inspections. Operations will also be assigned for inspection as a result of incidents, referrals and complaints. We want to prevent all trench collapses and save lives.” ■

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

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UPDATED MOTOR GRADER

New features in GD655-7 deliver better ergonomics to lessen operator fatigue, boost productivity

If asked to describe the ease of use with typical motor graders, most operators would steer clear of calling it a low-effort task. However, today's updated models provide a host of features designed to significantly reduce operator fatigue and increase productivity.

"The GD655-7 provides an all new, ultra-ergonomic working environment, and the new spacious cab allows more room during long working days," said Komatsu Senior Product Manager Bruce Boebel. "Operators will appreciate the low-effort operation and steering levers, new transmission controls as well as the articulation stop-at-center function that simplifies use."

New performance features include a transmission shift lever with finger-operated forward-neutral-reverse switch that reduces required hand movement. That's in addition to the already standard Komatsu power-shift transmission that was designed and specifically built for Komatsu graders and delivers on-the-go, full-power shifting.

Greater speed, less fuel

The GD655-7 offers inching capability and automatic shifting in higher ranges. An industry exclusive, dual-mode transmission with eight forward and four reverse speeds, allows higher travel speeds and reduces fuel consumption of a direct drive. It also delivers increased tractive effort and the control of a torque converter.

"It is grade-control ready, with no aftermarket valve required," Boebel noted. "Additionally, the GD655-7 has two standard, five-section hydraulic control valves that enable the addition of attachments and are strategically located to improve forward visibility."

New cab enhancements include a slightly smaller but "right-sized" steering wheel that provides more visibility and room and is convenient for long "blade-up and roading" trips. A steering lever allows operators to keep hands on the low-effort equipment levers and make small steering adjustments while at work, without the need to turn the steering wheel. Highly adjustable arm rests and consoles have power raise and lower functions and mechanical fore/aft adjustments to precisely fit user preferences.

"Operators can select Power or Economy mode to match conditions and optimize fuel savings," said Boebel. "This is a highly productive machine, and a solid choice for anyone who uses a motor grader for construction, road building, snow clearing or other applications."

Boebel points out that the new GD655-7 is among the leaders in the 20-ton range, and it will be sold concurrently with the Dash-6 model to offer customers an additional choice to meet their needs. ■



Bruce Boebel,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's GD655-7 Motor Grader

Model
GD655-7

Net Horsepower
218 hp

Operating Weight
38,140 lb

Blade Length
14 ft

Komatsu added new features to its GD655-7 motor grader. "It provides an all new, ultra-ergonomic working environment," said Komatsu Senior Product Manager Bruce Boebel.





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'THE TOTAL PACKAGE'

Better warranty, lower price prompt landfill to add Komatsu D155AX-7 dozer to fleet



Lacy Ballard,
Waste Connections
Midway Division
District Manager

The Midway Division of Waste Connections, Inc. serves the Chicago area through its Winnebago Landfill in Rockford, Ill. The 500-acre facility accepts 16 million pounds of solid waste daily, so having reliable equipment is paramount to the success of the operation.

When his dozer fleet began experiencing earlier-than-anticipated component failures, Midway Division District Manager Lacy Ballard decided it was time to make a change. In 2017, he turned to Komatsu and his local distributor to add a D155AX-7 dozer with a waste package, which offers enhanced features, such as striker bars and additional gap sealing, to protect the machine's vital components.

"We were able to purchase a brand new D155 with amazing warranties for less than what we

were quoted for a used, competitive dozer with 3,000 hours," said Ballard. "Even before putting it to work, the D155 provided significant value."

That worth continued to increase once the dozer got into action clearing tipplers, which are tractor-trailer loads of garbage.

"The D155 doesn't work nearly as hard to push the garbage; we haven't experienced any overheating issues with the torque converters," said Ballard. "The regeneration process is the best of any Tier 4 machine we've owned, the tracks are easy to clean and the visibility from inside the cab is amazing. It's the total package."

Stamp of approval

To top off the acquisition, Ballard says that the service and attention he receives from Komatsu is above-and-beyond.

"The experience is second-to-none," shared Ballard. "Komatsu has been extremely beneficial in helping us address concerns, provide training and be proactive. For example, we had an issue with debris getting into the radiator, so Komatsu came to retrofit a fix and will incorporate it into the design of future D155 models. The attention we receive with just one machine speaks a lot about how Komatsu treats its customers."

While this was the first Waste Connections facility to utilize a Komatsu dozer, it's possible that additional D155AX dozers will be put to work at the organization's other landfills across North America.

"I gave a presentation on the dozer at our annual corporate meeting, and I recommended it to our district managers," stated Ballard. "I'm very happy with the decision to go with the D155 and Komatsu." ■

At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "It's the total package," said Waste Connections Midway Division District Manager Lacy Ballard. "I'm very happy with the decision to go with the D155 and Komatsu."

▶ VIDEO



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REDESIGNED QUARRY LOADER

Added features improve productivity, fuel consumption of new WA900-8

Can a productive large wheel loader also be highly efficient? The answer is yes, according to Komatsu Product Marketing Manager Robert Hussey, who points to the new Tier 4 Final WA900-8 as a perfect example.

“We added several new elements that contribute to improved productivity, while lowering fuel consumption by up to 10 percent,” said Hussey. “Among them is the introduction of a modulation clutch system, which allows for smooth approaches when loading trucks in v-cycle applications. Also, a throttle lock allows the operator to set engine speed, and auto-deceleration helps save fuel.”

Additional productivity and efficiency features include:

- The introduction of Komatsu SmartLoader Logic, an engine-control system that optimizes engine output for all applications to minimize fuel consumption. It works automatically and does not interfere with production.
- A closed-center load-sensing hydraulic system that delivers the right hydraulic flow required for the job. This allows for fast work equipment speeds, keeps hydraulic oil cool and reduces fuel consumption.
- An automatic digging system that actuates the bucket tilt and lifting operations by sensing the pressure applied to the work equipment, thereby optimizing bucket load.

Operator-friendly design

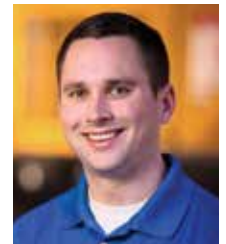
“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without

touching the equipment levers, which reduces fatigue. Operators will also like the redesigned cab with improved visibility and rearview camera.”

Hussey noted that optional add-ons include KomVision with radar, a six-camera system that provides a bird’s-eye view of the machine and its surroundings on a dedicated, in-cab monitor for greater situational awareness. The radar alerts operators when objects enter the machine’s working area.

“This quarry loader is purpose-built to match with 70- to 100-ton trucks,” Hussey said. “We also offer a high-lift configuration to pair with 150-ton trucks. Our customers said they were looking for a loader with these features and benefits, and we designed the new WA900-8 to meet those needs.” ■

The new WA900-8 offers a modulation clutch system, Komatsu SmartLoader Logic and a closed-center load-sensing hydraulic system, all of which contribute to improved productivity and reduced fuel consumption.



Robert Hussey,
Komatsu Product
Marketing Manager

▶ VIDEO



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NEW MINING EXCAVATOR

Powerful model increases performance in quarry and mining applications

Typically, large machinery is used for high-volume digging when the top priority is moving mass amounts of material quickly. Another reason is completing the job in the most efficient and cost-effective manner. Komatsu Senior Product Manager, Mining Support Equipment Joe Sollitt said companies can better achieve both objectives with the new 200-ton-class PC2000-11 excavator that delivers increased horsepower, compared to the Dash-8 model it replaces.

“Customers told us they want better multifunction performance and productivity than the previous model and the competition,” Sollitt said. “With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift.”

The upgraded excavator has four working modes to tailor machine performance to operating conditions and maximize production and/or efficiency. Among them is an all-new Power Plus (P+) mode that increases productivity up to 12 percent while moving more material per gallon of fuel burned.

Greater reliability, durability

Sollitt emphasized that Komatsu designed the PC2000-11 for greater reliability and durability. It has thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and the excavator has larger diameter carrier rollers for extended service life.

“No stone was left unturned when designing this new model. The work equipment and

superstructure were engineered to withstand the most demanding applications, and service life of the undercarriage components has been extended. A ground-level service center is standard,” said Sollitt. “The PC2000-11 maintains the power module design that service technicians have grown to love. It provides low noise levels in the cabin, excellent accessibility to major components and reduced labor hours when it comes time for planned overhaul.” ■



Joe Sollitt,
Komatsu Senior
Product Manager,
Mining Support
Equipment

Brief Specs on Komatsu’s PC2000-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC2000-11	1,046 hp	445,179-456,926 lb	15.7-17.9 cu yd

Komatsu’s new PC2000-11 excavator delivers increased horsepower compared to its predecessor and four selectable working modes for better performance in multiple applications and site conditions. Thicker, stronger boom plates and castings are among several new features that improve reliability and dependability.

▶ VIDEO



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Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI

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SUPER-SIZED DEMO

Komatsu opens Arizona Proving Grounds to mining and quarry customers

Komatsu welcomed customers for the first time to its 660-acre Arizona Proving Grounds in Sahuarita, Ariz., for Quarry Days this spring. Attendees had the opportunity to run some of the largest machines in Komatsu's fleet, like the new 450,000-pound PC2000-11 excavator and 899-horsepower WA900-8 wheel loader.

"It was a unique opportunity to host Quarry Days at our Arizona Proving Grounds, and it generated a lot of anticipation and excitement," said Komatsu Senior Product Manager for Mining Support Equipment Joe Sollitt. "We specifically tailored the event to quarry and mining customers by displaying and demonstrating larger, mechanical-drive products in an application that is representative of our customers' jobsites. We also aligned Quarry Days with the launch of two of our newest Komatsu products, the WA900-8 wheel loader and PC2000-11 mining excavator.

"The facility was also a major draw for the event," he added. "We were able to showcase the ongoing research and development activity that occurs right here in Arizona."

Through the course of six days that featured eight sections, more than 200 customers and distributor representatives attended information sessions, toured the facility and operated several machines including the D375A-8 dozer, WA600-8 wheel loader, HD605-8 mechanical truck in addition to the PC2000 and WA900.

Up close and personal

"We purposely designed the demo with smaller groups and fewer machines," explained Sollitt. "It was a far more personalized event. This gave customers more time to check out machines specific to their application needs and

have additional one-on-one opportunities with our product experts."

The event was a hit with those who attended.

"It was very impressive to see all of these huge machines," said William Paul of Tilcon New York. "The event was well-organized, all of my questions were answered and I got to run some awesome equipment."

"This was a great opportunity to get out and play on the equipment," commented Dallas Archibald of J.R. Simplot. "Usually at other manufacturer events, that isn't the case. Getting a chance to get in the machine and see how it responds makes a huge difference, compared to just walking around it." ■

A group of attendees at Komatsu's first Quarry Days at the Arizona Proving Grounds in Sahuarita, Ariz., check out the latest Komatsu machines that are specific to their operations.



BUSINESS SOLUTIONS GROUP 2.0

New leader continues the focus on finding money-saving efficiencies in customers' operations



**Matt Beinlich, Director,
Komatsu Business Solutions Group**

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.

Matt Beinlich started at Komatsu as an intern while working toward an engineering degree at the University of Illinois Urbana-Champaign. When he graduated in 2002, he returned to Komatsu as a full-time employee.

"I began as a Service Development Associate, and I had the opportunity to work in both the Mining and Construction Divisions," said Beinlich. "It was a good introduction to the differences and similarities between these two worlds."

From there, Beinlich was involved with the North American introduction of VMHS, a remote machine-monitoring system for large mining equipment – today known as KOMTRAX Plus.

Beinlich then moved into technical support and worked to centralize the process of communication between engineers and distributors regarding machines in need of repair. After a successful stint there, he was tabbed as Deputy Director, Business Solutions Group and helped create the team.

"Being a part of the Business Solutions Group has been an amazing experience," said Beinlich. "I love that we are problem-solvers and forward-thinking."

In early 2019, Beinlich was named Director, Business Solutions Group, taking over for his mentor, Ken Calvert, who retired earlier this year. "Ken was a great teacher, and I am very excited to take the baton from him."

Away from the office, Beinlich enjoys spending time with his wife Melanie and their twin boys, enjoying nature and traveling.

QUESTION: Is it fair to say that Komatsu's Business Solutions Group (BSG) is entering its second generation?

ANSWER: Yes, it is. The group started from scratch in 2015, based on a conversation with Vice President, Products and Services Rich Smith, who had some ideas he wanted to bring from Mining into the Construction Division. That first discussion wasn't much more than Rich talking through three slides describing his vision, but they turned out to be quite prescient.

Ken Calvert was the team's leader, with me as his deputy. We hired the initial team members and built from the ground up. We spent the first 18 months trying to make a name for the group and telling customers what we could offer. Eventually, we found our groove and reached the point where people were asking us to do things for them.

This year we've experienced a lot of changes, beginning with Ken's retirement. Additionally, we "graduated" that first team and welcomed several new faces, as was always the plan. The idea isn't to make a career in the BSG; we think that rotating in new people creates fresh ideas and perspectives. This is like a second version; however, now we have the benefit of a clear direction and established reputation. It's a very exciting time.

QUESTION: What are some of the group's successful initiatives to date?

ANSWER: Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a fleet that will help them operate in the most efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.



The Business Solutions Group is focusing on creating synergy with other Komatsu teams to help deliver better results for customers. “By working together, we can blend services and continue to streamline the process and increase efficiency,” said Matt Beinlich.

The Total Cost Assurance idea adapts what the mining industry refers to as RAMPs or repair and maintenance plans. However, there are some key differences between the economics of mining and construction machines. For example, construction machines run fewer hours per year and are rarely overhauled. We worked with one of our distributors, Power Motive Corporation, to understand how they made this concept successful in their territory. We have shared these best practices across the rest of North America. Sometimes, BSG acts more like a proliferator of good ideas, rather than the originator, and we’re just fine with that.

QUESTION: What new areas will the BSG focus on in the future?

ANSWER: As we’ve grown, we’ve noticed some overlap with other groups inside Komatsu. Building upon that synergy is a key goal this year.

For example, when one of Komatsu’s operator trainers meets with an end-user, the trainer coaches the customer on how to use a machine most efficiently. When we visit, we advise them on how to best use that machine within the entire jobsite’s operation. We are doing similar things, although on different levels. By working together, we can blend services and continue to streamline the process and increase efficiency.

QUESTION: What legacy do you hope to establish for the group?

ANSWER: Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we



Matt Beinlich says that the defining trait of the Business Solutions Group is the resolve to find the data and information needed to solve customers’ problems.



should finish what we started. It’s really easy to encounter a challenge and give up because there isn’t enough information. When we come to that point, we do the research to find the answer.

That’s been our defining trait so far, and I think that’s why we’re successful. We’re known as problem solvers. Now that our first round of employees is moving into other divisions, I am excited to see how our reputation grows and in what other areas we can help. ■

Helping customers build an efficient fleet through right-sizing is a common task for the Business Solutions Group. “We evaluate the customer’s operation and applications and then make fleet recommendations, which typically saves money while boosting production,” said Director, Business Solutions Group Matt Beinlich.

A CLEARER PICTURE

New tool helps equipment owners calculate fuel consumption more accurately

In order to operate profitably, equipment owners need to make well-informed estimates when setting a budget, placing a bid or purchasing a new machine. Correctly anticipating the amount of fuel a machine will consume during a given time can provide significant value to an owner's bottom line – and Komatsu makes that process a lot easier.

"Typically, equipment owners forecast annual fuel consumption by categorizing the type of work the machine will do into three categories: light, average or heavy," explained Matt Beinlich, Komatsu Director, Business Solutions Group. "Those are pretty subjective terms, and guessing wrong could be costly. We want to give owners a more precise prediction."

To accomplish this, Beinlich and Komatsu's Business Solutions Group developed a chart based on the relationship between fuel burn

and idle time. Using KOMTRAX, the team can compare like-model machines to more accurately determine the average fuel consumption.

"We use idle ratio because it's the biggest driver of fuel consumption; and it is measurable data that we can get from KOMTRAX. It gives us the clearest idea of how a machine is really being used," noted Beinlich. "A heavy-use machine will idle less than a light-use machine. This allows us to better define light, average and heavy work for the equipment owner."

Better definition of average

Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

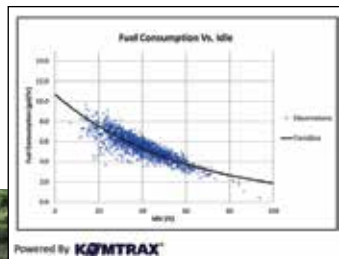
"This helps us determine a best-fit line that covers all possible scenarios. If the average idle rate for a specific model is 40 percent, and a company knows its idle time will be closer to 30 percent, it can classify its machine usage as heavy," said Beinlich. "The company can then use the chart to determine how many gallons per hour they should expect to burn in a heavy-use environment for that machine."

The information can help customers make clearer, more informed choices when purchasing equipment as well as assist in setting operating budgets and calculating bids.

"With this approach, it's realistic that a customer's annual fuel budget for a single machine might swing \$2,000 per year in either direction when compared to simply using the national averages. Think about how that adds up across an entire fleet," said Beinlich. ■

For more information about this tool, contact your local Komatsu distributor.

To give customers a more precise estimate on the amount of fuel a machine will use annually, the Business Solutions Group uses KOMTRAX to show the relationship of idle time to fuel consumption. By sampling as many as 2,000 like-model machines, owners can use their idle rates and follow the black trend line to calculate their expected fuel burn.



NEW PRODUCT FOR DOZERS

First General Construction Undercarriage installed on dozers; end-users laud new Komatsu Genuine option

In January 2019, Komatsu introduced an expansion to the General Construction (GC) product offering with the addition of conventional track link assemblies for all D51, D61 and D65 dozers. Jim Funk, Senior Product Manager – Undercarriage, said the first customers to install the GC link assemblies have shared positive feedback.

“We are very excited about the initial success of this product and are happy to hear it’s fitting in exactly where we hoped it would,” said Funk. “To have the very first dozers in the world with this product here in North America, makes us very proud. The quality of the GC product proved itself with the excavator offering through the past four years, so we are thrilled about adding dozer products to this category. In line with our goal

from the start, the GC products are filling a void in our offerings.”

Funk said Komatsu’s intention was to design a product for those customers who prefer Komatsu Genuine Undercarriage products and the support of its distribution network, and are looking at their replacement options due to the status of their machines. He emphasized that Komatsu is always working to provide effective and reliable undercarriage products that meet customer needs.

First-hand reviews

The first D51 to have General Construction link assemblies installed belongs to Gleason Clay Company in Gleason, Tenn. Its D51PX-22 works in a clay mining



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

Continued . . .



(L-R) Komatsu Senior Product Manager – Undercarriage Jim Funk and Komatsu District Parts Sales Manager Ken Torian meet with staff members from Houston Products Processing (HPP) in Baytown, Texas. HPP was the first company to have a new Komatsu General Construction track link assembly installed on a D65.

Price, performance cited as reasons for OEM parts

... continued

application and is used to clear paths for its excavators, as well as to remove overburden to reach clay seams. Gleason Clay Company Mine Supervisor Kurt Lehmkuhl said that in the past the company considered using will-fit undercarriage replacements for their less used dozers; however, the Komatsu GC proved to be

a much better choice this time. Additionally, the Komatsu Genuine Assurance coverage that the GC product carries helped Gleason Clay make the decision over other options.

"It really hit right in the price point I was looking for. With Komatsu's history, and the relationship that we have (with our local distributor), I felt like it was the way for us to go," said Lehmkuhl. "The warranty (assurance) is there, so everything looks good."

J.S. Paris Excavating in North Jackson, Ohio, was the first business to have the new GC link assemblies installed on a D61. The company performs a wide variety of earthwork services across several market sectors, including residential, commercial and energy.

"We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of their performance," said J.S. Paris Operations Manager John Haifley. "The price difference is minimal, and that makes it an obvious choice."

Komatsu distributor Product Support Sales Rep Rob Rivera, who supports J.S. Paris, is excited to have a new option with Komatsu Genuine Undercarriage. "This new product line gives customers another OEM option to consider when replacing their factory installed undercarriage. With the longest assurance in the industry, I can easily share my confidence in the product," said Rivera.

One of the very first D65 machines to have the new GC link assemblies installed was at Houston Products Processing (HPP) located in Baytown, Texas. "With the price of this link assembly, and the assurance we can offer, there was no reason to look at other options," said Komatsu distributor Product Support Sales Rep Tres Forester, who supports HPP.

Funk suggested that anyone looking to learn more about the General Construction offering can contact their local Komatsu distributor.

"Our distributors carry a wide range of options, serving as a complete source for undercarriage needs. Our GC offerings have added to that and will continue to do so as they expand in the coming years," he said. ■



Komatsu Senior Product Manager – Undercarriage Jim Funk (left) along with Komatsu District Parts Sales Manager Josue Tuche (right) check in with a team member from Gleason Clay Company in Gleason, Tenn., and a local distributor representative. Gleason Clay was the first to install a Komatsu GC Undercarriage replacement on a D51.



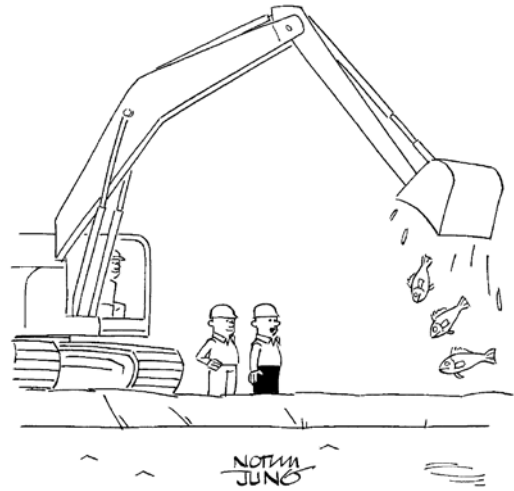
J.S. Paris Excavating in North Jackson, Ohio, boasts the first D61 dozer to have a General Construction track link assembly installed. "We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of (their) performance," said Operations Manager John Haifley (third from left) during a visit from Komatsu representatives and his local distributor.

SIDE TRACKS

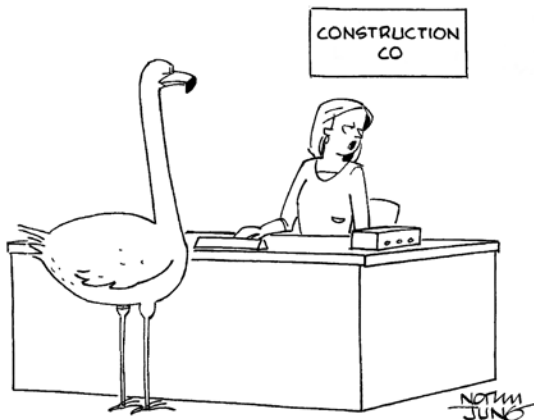
On the light side



"When the market is up, it's selfie time!"



"Wirth likes to fish during his breaks."



"The crane operator you requested is here."

Did you know?

- An ounce of gold can be stretched into a wire 50 miles long.
- No two spider webs are the same.
- The first Kentucky Derby was run at Churchill Downs in 1875; Aristides was the winner.
- The human brain is approximately 85 percent water.
- Olympus Mons on Mars is the largest volcano in our solar system.
- There are 100 tiles in a Scrabble crossword game.
- Flavored coffees are created after the roasting process by applying flavored oils specifically made for use on coffee beans.
- The extended right arm of the Statue of Liberty is 42 feet long.
- President Rutherford B. Hayes started the annual White House Easter egg roll in 1878.
- Fingerprints serve a function; they provide traction for fingers to grasp things.

Brain Teasers

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

1. CREFROWOK _____ F _____
2. LIBCALKF _____ C _____
3. TUBDGE _____ D _____
4. PSUMT _____
5. DRIG _____

ALTERNATIVE FUNDING STUDIES

Seven states earn grants to explore innovative ways to pay for infrastructure investment

The Federal Highway Administration (FHWA) recently committed \$10.2 million for testing new ways to finance highway and bridge construction projects. It announced that seven states will receive “Surface Transportation System Funding Alternative” grants.

The primary goal is to allow states to test user-based alternatives to support the federal Highway Trust Fund. It currently relies primarily on the federal gas tax, which has remained at 18.4 cents per gallon since 1993. Inflation and more fuel-efficient cars have had negative impacts on the tax’s ability to sufficiently fund road construction and repairs.

“These grants provide states with the opportunity to explore innovative ways to help pay for infrastructure improvements and maintenance,” said FHWA Deputy Administrator Brandye L. Hendrickson.

The Federal Highway Administration (FHWA) announced grants for seven states to study alternative funding to support the Highway Trust Fund. The primary goal is to explore innovative ways to help pay for infrastructure improvements and maintenance, according to FHWA Deputy Administrator Brandye L. Hendrickson.

Searching for new solutions

According to the FHWA, the seven projects will investigate and evaluate various mileage-based and road-user charges, including those for trucks and automated vehicles, and the implementation and operation of the technologies at a regional level. FHWA officials selected proposals from California, Delaware, Minnesota, Missouri, New Hampshire, Oregon and Utah.

The grants were announced soon after President Trump urged Congress to act on infrastructure in his annual State of the Union speech. He has called for as much as \$1.5 trillion in federal spending on new roads, bridges and other critical needs in the past.

“Both parties should be able to unite for a great rebuilding of America’s crumbling infrastructure,” said Trump during his speech. “I know that Congress is eager to pass an infrastructure bill – and I am eager to work with you on legislation to deliver new and important infrastructure investment, including investments in the cutting-edge industries of the future. This is not an option, this is a necessity.”

Construction industry groups praised Trump’s push for infrastructure improvement. “The President encouraged Congress to set aside their politics and unite to repair bridges, roads and all of the America’s outdated, overburdened and crumbling infrastructure,” said National Stone, Sand and Gravel Association President Michael W. Johnson, IOM. “A collective commitment and bipartisan compromise are essential to finally making the much overdue and badly needed investment required if the U.S. is going to continue to be the strongest economy and most secure nation in the world.” ■





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