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## MARIETTA WOOD SUPPLY, INC. AND MARIETTA DRY KILN, LLC

Mississippi businesses built on hard work,  
honesty and high-quality products



Craig Pharr,  
President

Lisa Pharr,  
Vice President

# KOMATSU®

# A MESSAGE FROM THE PRESIDENT



Chris Gaylor

**Good news  
on the  
transportation  
front**

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Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your Power Equipmenteer magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers KDPF replacement, as well as provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A Power Equipment technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,  
POWER EQUIPMENT COMPANY

Chris Gaylor  
President

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### NEW PRODUCT

Discover the enhancements of Komatsu's new WA600-8 wheel loader, which include a larger standard bucket and increased fuel efficiency.

### OPERATING TIPS

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Komatsu's Parallel Link Undercarriage System (PLUS) is now available on its D85-18 models. Learn more inside.

### PRODUCT COLLABORATION

See how Graco and Komatsu have teamed up to develop the Automatic Lubrication System for new Komatsu equipment.

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### CORPORATE OFFICE

Chris Gaylor, President (865) 579-7301  
Andy Moon, Vice President, Sales (865) 579-7307  
Shawn Robins, Vice President, Product Support (865) 579-7351  
Jim McNeillie, Vice President/Finance Manager (865) 579-7310  
Steve Woodby, Corporate Rental Sales Manager (865) 755-4886  
Dennis Dorris, Used Equipment Manager (615) 287-2552  
Grace Smith, Equipment Sales Administrator (865) 579-7305  
Becky Frye, Executive Secretary (865) 579-7304  
Wade Archer, Corporate Trainer (606) 344-6776  
Wayne White, Product Support Marketing Manager (901) 545-9790  
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Eric Tucker, Machine Control Technology Specialist,  
East (865) 356-6017  
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West (615) 983-0010

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# MARIETTA WOOD SUPPLY, INC. AND MARIETTA DRY KILN, LLC

## Mississippi businesses built on hard work, honesty and high-quality products

Starting at the age of 6, Craig Pharr spent time working in the woods with his father, James, who had his own logging company. Craig learned the finer points of the business by working alongside his dad after school, during breaks and over the summers. Upon graduating high school at 18, Craig joined James full time.

Today, Pharr and his wife, Lisa, own and operate Mississippi-based Marietta Wood Supply, Inc. and Marietta Dry Kiln, LLC as President and Vice President, respectively. Although James passed away in February 2014, his influence on the companies remains.

“Dad instilled many things in me; among them were a solid work ethic, honesty and perseverance,” said Pharr. “He always said that his word was his bond and to always do right by a customer, even if it costs you money. We strive to stay true to those ideals.”

That philosophy helped the Pharrs adapt and thrive through changing market conditions as well as transitions in the

business. James started his own logging operation in the early 1970s, using horses and side loaders. Late in the decade, he added sawmilling with a single mill.

“This is in my blood,” said Craig. “My dad was the third or fourth generation of his family in the industry. He sawed pine in Georgia for many years before coming back to Mississippi and starting the logging business, so it makes sense that he decided to add that aspect.”

By the time Craig started full time in 1984, James had dropped logging and was focused solely on sawmilling. Marietta Wood Supply continued to grow over the past 30-plus years, especially during the last decade. Marietta Dry Kiln was founded about five years ago. Between the two businesses, the Pharrs run five sawmills and a planer mill, in addition to dry kilns, from three locations in Marietta. They produce more than 25 million board feet of material per year, roughly equivalent to sawing nearly a half-million board feet per week.

### Quality products of varying size

Marietta Wood Supply and Marietta Dry Kiln source logs from a 100-mile radius that includes northern Mississippi, southern Tennessee and western Alabama. The companies purchase tracts of standing timber and contract to have it logged and brought to the mills where they turn it into a wide variety of products.

“About 70 percent of what we saw is hardwood species such as oak,” said Craig. “We also deal with mixed species. Our main



Lisa and Craig Pharr are Vice President and President, respectively, of Marietta Wood Supply, Inc. and Marietta Dry Kiln, LLC. Both businesses are based in Marietta, Mississippi. The businesses produce a large variety of cross ties and dimensional lumber products.



Marietta Wood Supply and Marietta Dry Kiln feed two mills and prep logs for another mill with an electric Barko 495ML Magnum knuckleboom. "It has all the power and capacity we need in a much more efficient package," said Owner and President Craig Pharr. "Because it's electric instead of diesel, our costs were reduced right up front with the elimination of fuel. There are no filters or oil to change, and no starters to replace, so our maintenance is reduced and our owning and operating expenses are down."

products are railroad cross ties, including 6-by-8, 7-by-8 and 7-by-9 sizes. Those generally go to customers fairly close to home, mainly in the Tupelo, Mississippi, area, which is about 30 miles away."

Other products include several sizes of dimensional lumber that is used for building, flooring and molding. In addition to traditional types and sizes of materials, Marietta Wood Supply and Marietta Dry Kiln custom cuts to customers' specifications.

"Whatever they need, whether it's a certain width or color, we try our best to accommodate them" said Craig. "I think that level of service, along with a very keen eye on providing quality materials, has helped us gain a good reputation in the industry."

### **Employees a huge part of success**

Marietta Wood Supply and Marietta Dry Kiln move their products with about 10 of their own trucks and regularly contract out three to four more. They employ about 60 people, many of whom have been with the companies long term. Key individuals include Robert Wouldridge, Carl Welborn and Terry Pierce.

"Several employees have worked here a decade or more, and in some cases 20-plus years," said Lisa, who oversees the companies' offices. "We do our best to treat them right and provide good wages. In turn, they are dedicated and give us an honest day's work. They are a huge part of our success."

### **Barko, Komatsu provide high production**

In addition to experienced employees, Craig said quality, reliable equipment is another essential component in maintaining high production. Marietta Wood Supply and Marietta Dry Kiln rely heavily on Barko and Komatsu machinery purchased from Power Equipment Company with the help of Territory Manager Chad Roberts.

Marietta Wood Supply and Marietta Dry Kiln feed two mills and prep logs for a third with a direct-wired electric Barko 495ML Magnum knuckleboom that features a lift capacity of 27,720 pounds. The loader replaced an older diesel machine, and the Pharrs noticed an immediate difference.

"It has all the power and capacity we need in a much more efficient package," Craig noted.

*Continued . . .*

# After expansion, Pharrs look to maintain production

... continued

(L-R) Marietta Wood Supply and Marietta Dry Kiln owners Lisa and Craig Pharr meet with Power Equipment Company Territory Manager Chad Roberts and Customer Support Representative David Hicks. "Our relationship with Power Equipment goes back several years because everyone there takes excellent care of us," said Craig.



Marietta Wood Supply and Marietta Dry Kiln President and Owner Craig Pharr credits his father, James (in photo), for instilling in him the strong work ethic, perseverance and honest business practices that have helped him build and maintain success. Craig began working with his father when he was six years old and joined his business full time after graduating high school.



Marietta Wood Supply and Marietta Dry Kiln use Komatsu WA270 wheel loaders equipped with grapples to sort and move logs and lumber.



▶ VIDEO



"Because it's electric instead of diesel, our costs were reduced right up front with the elimination of fuel. There are no filters or oil to change, and no starters to replace, so our maintenance is reduced and our owning and operating expenses are down."

Logs, ties and lumber products are moved with five Komatsu WA270 wheel loaders. Each 149-horsepower Tier 4 model is equipped with grapples.

"Our yards are tight, so we want loaders that are highly maneuverable and can turn in limited space," said Craig. "At the same time, they have to have the horsepower to pick up sizeable loads and lift and stack them quickly. The Komatsu WA270s are a perfect fit."

Power Equipment Company tracks the loaders' hours through KOMTRAX and contacts Marietta Wood Supply and Marietta Dry Kiln to set up scheduled maintenance. Power Equipment technicians perform complimentary services for the first three years or 2,000 hours through the Komatsu CARE program.

"That's added value, but we've come to expect that from Komatsu and Power," stated Craig. "Our relationship with Power Equipment goes back several years because everyone there takes excellent care of us. Chad ensured we made well-informed decisions on our latest equipment purchases, and our Customer Support Representative, David Hicks, has done a great job of working with us on our parts and service needs."

## Blessed to be in the industry

"We feel the Lord has blessed us greatly with the ability to be in this industry and that I could work alongside my dad for as long as I did," said Craig. "We will probably sawmill as long as our health allows us to. That's our plan."

"We expanded quite a bit during the past few years, and now our eyes are on maintaining what we have," he said. "Fortunately, as we grew, we were able to continue providing the quality lumber and good service our customers expected. We won't sacrifice those things in an effort to get bigger." ■



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# TRANSPORTATION BILL APPROVED

## President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic

Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term, stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

*Continued . . .*

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.



# FAST Act designed to promote project delivery

... continued

“Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions,” said Mike Acott, President of the National Asphalt Pavement Association. “This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability.”

## New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.

award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

## Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

“Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs,” said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, “It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible.”

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

“Congress and the Obama Administration again sidestepped a golden opportunity to put

Continued . . .



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# Creative funding key to FAST Act

... continued

the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

## No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



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# KOMATSU DEMO DAYS

## Event provides customers an opportunity to operate latest equipment



**Bob Post,**  
Director of Marketing  
Communications

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine

Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

(L-R) Charlie Culver Farms Operator Jackie Green, Power Equipment Sales Rep Jimmy Spence and Hurt Seed's Robbie Brigman talk during Demo Days in Cartersville, Georgia.



Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.



Power Equipment Sales Rep Joe Tant (left) enjoys the Demo Days festivities with Tim Humerick, President of Humerick Construction.



(L-R) Wes Baker and Fes Trivett of Baker's Excavating meet with Power Equipment Sales Rep Matt McQueen at Demo Days in Cartersville, Georgia.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

(L-R) Grade A Construction's Lance Lannon and John Reigard, Power Equipment's Jeff Walker and Komatsu's Todd Daugherty check out the *intelligent* Machine Control (iMC) equipment. "The PC210LCi is, without a doubt, the future of excavating," said Lannon. "I don't see us buying anything but iMC machines from here on out."



"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

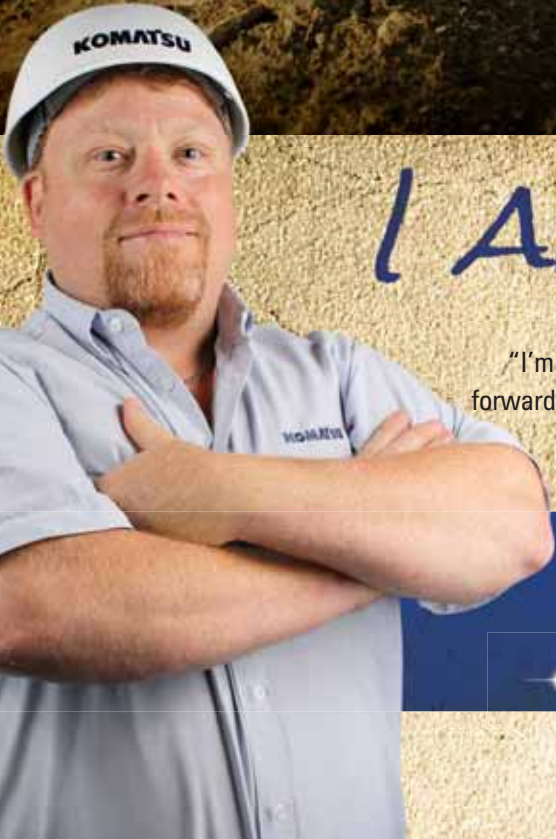
Talk to your distributor to find out when the next Komatsu Demo Days will be held.

# D61PXi-23



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009

# PRODUCTION NUMBERS IMPROVED

## New WA600-8 features larger standard bucket and increased fuel efficiency



Rob McMahon,  
Komatsu Product  
Marketing Manager

How do you measure enhanced performance? Komatsu’s new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu’s SmartLoader Logic with an enhanced lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

Komatsu’s new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

### Quick Specs on Komatsu’s WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

\* Load-and-carry configuration with additional counterweight

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

“With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications,” said Rob McMahon, Komatsu Product Marketing Manager. “Owners and operators consistently tell us they are impressed with the machine’s productivity and stability.”

### Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat’s cast frame members increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

“Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections,” said McMahon. “Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8.” ■

▶ VIDEO

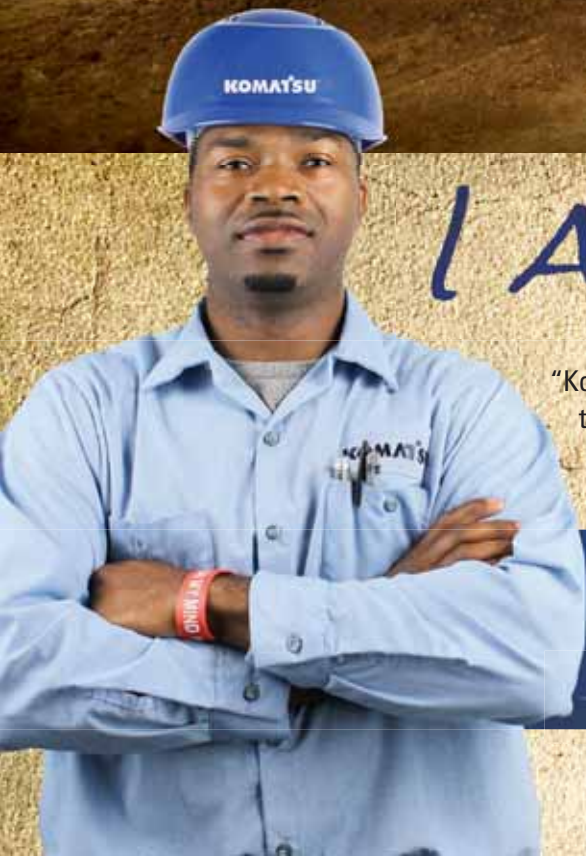




# WA470-8

## INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
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- Powerful 272 HP engine



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006

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**Excavators:** PC130, PC138, PC160, PC170, PC200, PC210, PC220, PC228, PC240, PC270, PC290, PC308, PC350, PC360, PC390, PC450, PC490 - LC, LCi, HD and USLC versions only

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## 'REGENERATE' THE RIGHT WAY

### Following proper procedures is imperative for Tier 4 equipment – here's how to do it

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

“Regeneration falls into two categories – active and manual – and each involves specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it's imperative to park the machine in a safe location and initialize the proper idle procedure.

#### Idle correctly

“If for some reason the operator can't work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative,” said Beinlich. “There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration.”

Proper idle includes:

- In tracked machines: All lock levers must be in the “lock” position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■



Matt Beinlich,  
Deputy Director,  
Business Solutions  
Group, Products and  
Services Division



Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



## TEAM EFFORT

### Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits



**Ken Calvert,**  
Director,  
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.*

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

**QUESTION:** What is the Business Solutions Group?

**ANSWER:** We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

**QUESTION:** Could you give examples of what you have provided so far?

**ANSWER:** We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."

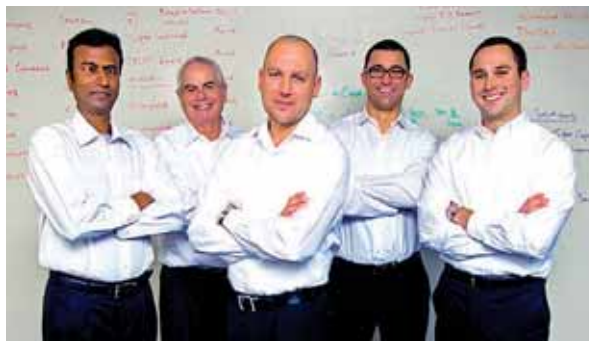
it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4 engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

**QUESTION: Where did the idea for forming the new Business Solutions Group come from?**

**ANSWER:** Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to



(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."

be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

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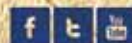
GERALD STREET / CHATTANOOGA PLANT

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002

## SAVINGS BY DESIGN

# PUTTING THE 'PLUS' IN DOZING

## Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

### Free-to-rotate bushing

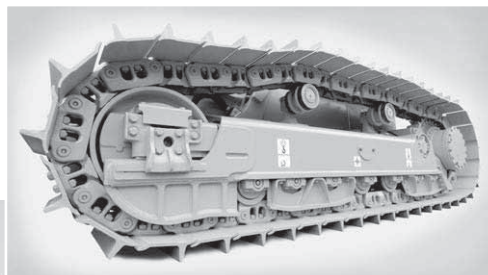
PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



**Chuck Murawski,**  
Komatsu Product  
Manager, Dozers



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.



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## ENSURE PROPER GREASING

### Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhorst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

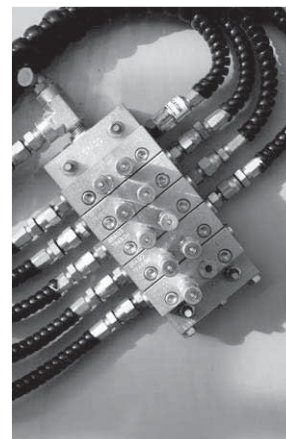
“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



Scott Ruderman,  
Komatsu Marketing  
Engineer



Gabe Elmhorst,  
Global Market  
Specialist, Graco  
Lubrication  
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.

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# MIXED REACTION

## ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

### The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation’s capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■



**Pete Ruane,**  
President and CEO,  
ARTBA

*Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, [www.artba.org](http://www.artba.org).*



American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.

# OSHA FINES ON THE RISE

## Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

### Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.





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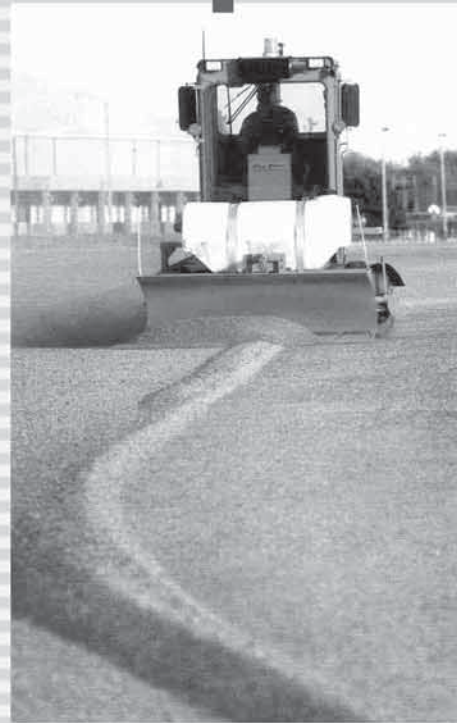
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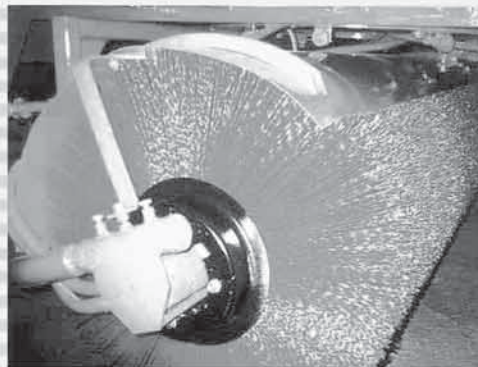
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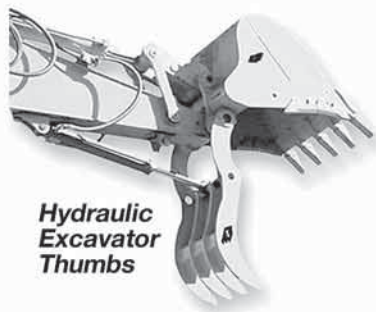
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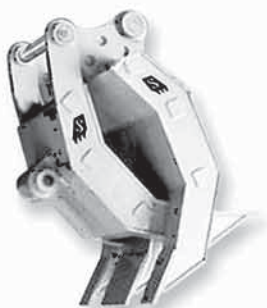
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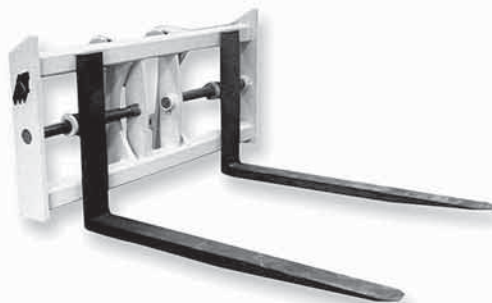
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Grapples



Excavator  
Wood  
Shears



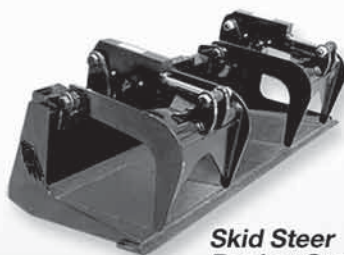
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Pullers



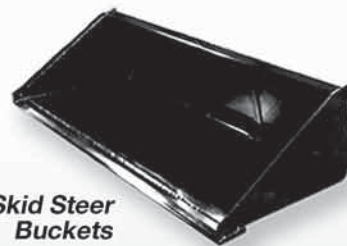
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## MORE INDUSTRY NEWS

### Four Komatsu machines make Construction Equipment's Top 100 list

Komatsu placed four machines on Construction Equipment's Top 100 for 2015, including the *intelligent* Machine Control (iMC) PC210LCi-10, the world's first

excavator to feature integrated GPS technology. The iMC D155AXi-8 dozer made the list as well. Also in the Top 100 were Komatsu's new D85-18 dozer and GD655-6 motor grader. ■

### DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at [www.rita.dot.gov/bts](http://www.rita.dot.gov/bts). ■



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<b>DOZERS</b>			
2013 KOMATSU D39PX-23	Cab/air	90005	976
2014 KOMATSU D39PX-23	Cab/air, front sweeps	90325	603
2014 KOMATSU D51PXI-22	Cab/air, UHF radio	B13712	1,261
2013 KOMATSU D61PX-23	Cab/air, six-way blade	30405	1,551
2014 KOMATSU D65PX-17	Cab/air, straight blade	2183	1,849
2014 KOMATSU D51PX-22	Cab/air	B13308	1,030
2008 KOMATSU D65EX-15E0	Cab/air	70888	3,252
2005 KOMATSU D65EX-15	Cab/air	67654	6,127
2007 KOMATSU D31PX-21	Cab/air	51218	2,025
2013 KOMATSU D39PX-23	Cab/air	90005	976
2014 KOMATSU D39PX-23	Cab/air, fr sweeps, rear screen	90325	603
2013 KOMATSU D51EX-22	Cab/air	B13044	1,199
2008 KOMATSU D51PX-22	Cab/air, fr sweeps	B10426	3,046
2013 KOMATSU D61PX-23	Cab/air	30405	1,541
2013 KOMATSU D65WX-17	Cab/air, six-way blade	1131	995

Year/Make/Model	Description	S/N	Hrs.
<b>EXCAVATORS</b>			
2013 KOMATSU PC78US-8	Hyd thumb, 24" bkt	19286	345
2014 KOMATSU PC170LC10	Man thumb, 36" bkt	30125	458
2014 KOMATSU PC170LC10	Man thumb, 36" bkt	30205	850
2013 KOMATSU PC210LC-10	Grapple	450288	1,236
2014 KOMATSU PC210LC-10	30" Hensley bkt	A10557	1,652
2012 KOMATSU PC290LC-10	36" WB bkt	A25482	1,246
2014 KOMATSU PC290LC-10	Genesis GXP400R shear	A25471	1,389
2012 KOMATSU PC290LC-10	Aux hyd, no bkt	A25157	2,247
2015 KOMATSU PC138USLC		40627	959
2005 KOMATSU PC200LC-7		A87467	7,900
2010 KOMATSU PC200LC-8T		A89529	5,130
2006 KOMATSU PC200LC-7L		A87776	9,500
2010 KOMATSU PC88MR-8		A90042	5,750
2007 KOMATSU PC400LC-7E0		A87672	8,675
2013 KOMATSU PC490LC-1		A40407	3,576
2013 KOMATSU PC78US-8	Hyd thumb, blade	19286	345
2007 KOMATSU PC138USLC		2184	6,599
2014 KOMATSU PC360LC-10		70175	2,482
2012 KOMATSU PC360LC-10	Hyd thumb	A32284	1,970
2014 KOMATSU PC490LC-1		A40529	1,126
2007 KOMATSU PC400LC-7E0		A87672	8,675
2013 KOMATSU PC400LC-1		A40407	3,576
2013 KOMATSU PC210LC-1		450586	668
2013 KOMATSU PC290LC-1		A25383	2,848

Year/Make/Model	Description	S/N	Hrs.
<b>WHEEL LOADERS</b>			
2015 KOMATSU WA270-7	Cab/air, cplr, bkt, ECSS	A27260	150
2015 KOMATSU WA270-7	Cab/air, cplr, bkt, ECSS	A27311	125
2015 KOMATSU WA270-7	Cab/air, cplr, bkt, ECSS	A27303	110
2014 KOMATSU WA320-7	Cab/air, cplr, bkt, ECSS	80319	311
1999 KOMATSU WA180-3L	Cab/air	A80524	5,659
2010 KOMATSU WA320-6	Cab/air, with forks only	A35025	5,638
2014 KOMATSU WA320-7	Third spool valve, cplr, bkt	80314	586
2014 KOMATSU WA320-7	Third spool valve, cplr, bkt	80319	311
1999 KOMATSU WA180-3L	Cab/air	A80524	5,657

Year/Make/Model	Description	S/N	Hrs.
<b>SKID STEER LOADER</b>			
2008 KOMATSU SK1026	Open ROPS	A80401	1,207

Year/Make/Model	Description	S/N	Hrs.
<b>TRUCKS (ARTICULATED)</b>			
2007 KOMATSU HM400-2		2290	4,659
2011 KOMATSU HM400-2		2703	5,227
2011 KOMATSU HM400-2		2704	5,219
2011 KOMATSU HM400-2		2712	4,750
2007 KOMATSU HM400-2		A11042	11,000
2007 KOMATSU HM400-2		A11062	10,600
2007 KOMATSU HM400-2		A11066	10,500
2007 KOMATSU HM400-2		A11107	10,500
2013 KOMATSU HM400-3		3300	3,622

Year/Make/Model	Description	S/N	Hrs.
<b>FORESTRY EQUIPMENT</b>			
1998 PRENTICE 410E	Knuckleboom	54399	n/a
1995 JOHN DEERE 643D	Wheeled fellerbuncher	805629	n/a
2005 PITTS	Delimber trailer	P050300	n/a
2003 PRENTICE 384D	Log Loader	P59060	13,804
	DYNAMIC 565	Chipper	565-5032 1,341

Year/Make/Model	Description	S/N	Hrs.
<b>PAVING/COMPACTION</b>			
2002 BEUTHLING B200 Roller		2005079	6,268
2014 LEEBOY 8515C Paver		8515T-108716	464
2006 HAMM 3410 Roller	Open ROPS w/ shell kit	H1690681	3,706
2005 WIRTGEN W2200	Milling machine	821.1403	8,598
2012 BLAW-KNOX PF150B	Paver	70603	289
2004 CAT CD334D	Compactor	DCZ00245	1,324

Year/Make/Model	Description	S/N	Hrs.
<b>ENVIRONMENTAL</b>			
2012 DOPPSTADT AK230	Horizontal grinder	181	680

Year/Make/Model	Description	S/N	Hrs.
<b>TRAILER</b>			
1998 ETNYRE S2000		S2292	0

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