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A publication for and about Power Equipment Company's customers • www.PowerEquipmenteer.com • January 2017

GREENFIELD TRUCKING INC.

Each generation adds to Tennessee earthwork company's service list



Mike Greenfield,
Owner/President

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Chris Gaylor

**It's
showtime**



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Dear Valued Customer:

We look forward to the upcoming CONEXPO-CON/AGG, the world's premier construction exposition. As always, the triennial event is expected to be bigger and better than ever as manufacturers unveil the latest and greatest in equipment and technology.

Once again Komatsu will showcase the innovative products and support capabilities that make it the world-class leader in construction equipment. This issue of your Power Equipmenteer features a preview of the show with information about Komatsu's display areas. We hope to see you March 7-11 in Las Vegas.

Of course, our other manufacturing lines will prominently display products at CONEXPO-CON/AGG as well. If you attend the show, we highly encourage you to stop by their booths, too. We know you will enjoy visiting with them and seeing what they have to offer.

Komatsu continues to introduce new Tier 4 Final machines that increase your production and efficiency, and you can read about several of them inside as this issue highlights the broad range of equipment our leading manufacturer produces. There are articles on a new dozer, wheel loader, truck, excavator and more.

Thoughts of CONEXPO-CON/AGG have us looking forward to what we hope is a great 2017 construction season for you. If you are interested in any of the machines featured here, or ones you see in Vegas, let us know.

As always, 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

POWER EQUIPMENTTEER

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(901) 346-9800
1-(800) 873-0965 (TN)

CHATTANOOGA

4295 Bonny Oaks Drive
Chattanooga, Tennessee 37406
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1-(800) 873-0962 (TN)

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1545 Highway 45
Salttillo, Mississippi 38866
(662) 869-0283
1-(800) 873-0967

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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
Rick DeSpain, GM Preventative Maint. Services Dept. (865) 228-8496
Eric Tucker, Machine Control Technology Specialist, East (865) 356-6017
Anthony Neely, Machine Control Technology Specialist, West (615) 983-0010

NASHVILLE

Mike Luster, Regional Sales Mgr.
(615) 351-5905
Ross Brown,
Assistant Sales and Rental Coord.
(615) 419-1393
Joe Tant, Equip. Sales
(931) 626-8276
Jeff Walker, Equip. Sales
(615) 406-4710
Matthew Spence, Equip. Sales
(931) 449-9061
Marty Dawson, Parts Mgr.
(615) 428-3706
Jim Good, Service Mgr.
(615) 767-8711
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(615) 210-1366
Brent Stacy, Customer Support Rep.
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David Watts, Customer Support Rep.
(615) 970-2969
Greg Whiteaker, Rental Sales Rep.
(615) 973-6729

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Todd Nelson, Regional Sales Mgr.
(865) 599-1272
Tyler Berry, Sales and Rental Coord.
(865) 384-5135
Todd Huyler, Customer Support Rep.
(423) 215-3836
Heath Smith, Equip. Sales
(423) 645-2224
Tom Duncan, Parts Mgr.
(423) 715-9449
Tim Easterly, Service Mgr.
(423) 305-4023

MEMPHIS

Darryl Thompson, Regional Sales Mgr.
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Jamey Frewin, Equip. Sales
(901) 850-4881

Josh Murphey, Equip. Sales
(901) 616-3995

Dewey Smith, Scrap, Recycling and
Port Specialist - Memphis, Tupelo
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James Ireland, Service Mgr.
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James Sparks, Assistant Service Mgr.
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Mike Symon, Rental Sales Rep.
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Todd Nelson, Regional Sales Mgr.
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Aaron Kiser, Equipment Sales
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Tyler Berry,
Sales and Rental Coord.
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Matt McQueen, Equip. Sales
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Reggie Cavin, Parts Mgr.
(423) 863-4709

Gary McQueen, Service Mgr.
(423) 471-1900

Joey Baker,
Customer Support Rep.
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(901) 346-9800

Chris Burke, Sales Coord.
(901) 288-7957

Chad Roberts, Equip. Sales
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Mark Holley,
Parts & Service Mgr.
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Brad Hughes, Shop Foreman
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David Hicks,
Customer Support Rep.
(662) 317-0784



GREENFIELD TRUCKING INC.

Each generation has added to Tennessee earthwork company's service list



▶ VIDEO

Mike Greenfield,
Owner/President

After World War II, the United States saw great economic prosperity. An abundance of new businesses cropped up across the country, including Greenfield Trucking Inc., which was founded in 1944 by James Greenfield. Seventy-plus years later, his grandson, Mike, is leading the Clarksville, Tennessee, business.

Mike is President and co-owns Greenfield with his wife, Sabrina, who is Vice President, Secretary and Treasurer. He oversees field work, which today largely involves providing full site packages for commercial developers within a 50-mile radius of Clarksville. Services include demolition, clearing, grubbing, mass and fine grading, utility installation as well as subgrade preparation for roads and building pads.

Power Equipment Company Sales Rep Matt Spence (left) calls on Greenfield Trucking Inc. Owner/President Mike Greenfield. "I demo'd the dozer and never gave it back," said Mike. "Matt and Power Equipment set it up, and they have been tremendous with support since we purchased the machine."



"I prefer projects that involve all, or as many of those services, as possible," explained Mike. "Customers appreciate that we handle a significant portion of their site work so that they don't have to deal with a large number of contractors. That, along with providing quality results on time and budget, helped us build a solid list of repeat customers and referrals."

Greenfield Trucking's focus shifted nearly 30 years ago when Mike assumed the reins from his father, Doug, who gained leadership of the company after James retired in the early 1970s. Mike expanded services with the addition of underground utility installation that includes water, sewer and storm lines.

"Each generation expanded the company in some way," explained Mike. "My grandfather started with dump trucks and hauling, hence the name Greenfield Trucking. When my dad took over, he added topsoil sales and bought a loader to fill the trucks. Within a couple of months, it was busy on jobs spreading topsoil. That led to customers wanting us to do more and eventually to full site prep."

Mike really flipped the script in terms of the type of work that Greenfield Trucking performs. In the early years, his father and grandfather concentrated on residential projects. Mike, in contrast, decided that commercial was a better fit for him, and today that makes up nearly all of the company's business.

"I like commercial projects because they are typically multi-day jobs, as opposed to residential, which can often be a couple of hours here and there," said Mike. "The first year I did commercial work, it was roughly 20 percent of our business. By the second year, there was an even split. Now, it's more than 90 percent of our total work load."



► VIDEO

Greenfield Trucking Owner/President Mike Greenfield spreads dirt with a Komatsu *intelligent* Machine Control D61EXi-24 dozer on a jobsite in Columbia, Tennessee. “The savings of time and material costs have been significant,” said Mike of the D61EXi-24. “The dozer is accurate, so we spend less time and manpower checking grade, and we don’t have to worry about removing or placing too much material.”

Steady through the years

Two constants serve as the foundation for Greenfield Trucking. The first is Mike’s hands-on approach as he oversees dirt work from the cab of a machine. The other is the familiar faces on the company’s staff of approximately 15 people.

“We don’t have much turnover, and I think that’s largely because we are a small, tight-knit group that considers each other family,” said Mike. “I have a couple of guys who have been here for more than 20 years. Other than Tim Rittenberry, who is in charge of utilities; John Willis, who oversees trucking; and me, no one really has a particular job title. We all do whatever it takes to get things done.”

The staff completes several projects each year, such as the recent site work for a new restaurant in Columbia where Greenfield Trucking hauled in roughly 4,000 yards of dirt to build the site and installed about 600 feet of water line. On an assignment in Clarksville, it hauled off nearly 10,000 yards of earth and put in 3,000 feet of storm pipe, as well as 150 feet of new water line.

Saving time, money with a D61i

Greenfield Trucking avoided driving stakes on either project. Instead, Mike relied on his Komatsu *intelligent* Machine Control D61EXi-24 dozer and its factory-integrated machine-control system. He purchased the dozer last year from

Power Equipment Company and Sales Rep Matt Spence.

“The savings of time and material costs have been significant,” Mike stated. “We don’t need surveyors to drive new stakes or replace the ones that invariably get knocked down. The dozer is accurate, so we spend less time and manpower checking grade, and we don’t have to worry about removing or placing too much material. We run it in Economy mode on nearly every job. That lowers our fuel usage, which, in turn, reduces operating expenses.

“Having a machine without masts and cables is a great advantage compared to traditional GPS systems,” he added. “I demo’d the dozer, and never gave it back. Matt and Power Equipment set it up, and they have been tremendous with support since we purchased the machine.”

Helping customers save

The company looks for ways to provide exceptional service, too.

“We try to do a little more than other contractors, like finding ways to help customers save money without cutting corners or sacrificing quality,” he explained. “If they see that we’re invested in helping them rather than just doing their work, they will call us back, and we will have customers for life. That’s the way we have always approached business.” ■

HANDS-ON EXPERIENCE



Discover more at
PowerEquipmenteer.com

DEMOS IN THE DESERT

Hundreds of customers test drive the latest machines at Komatsu's Las Vegas Demo Days



Bob Post,
Komatsu Director
of Marketing
Communications

Komatsu welcomed more than 350 people to its Las Vegas Demo Days in October 2016. The event featured six days of demonstrations and all of Komatsu's *intelligent* Machine Control excavators.

In total, Komatsu had 27 machines available for customers to operate: three *intelligent* Machine Control excavators (PC210LCi, PC360LCi and PC490LCi); eight additional excavators (PC55MR, PC88MR, PC138USLC, PC228USLC, PC210LC, PC270LC, PC360LC

and PC490LC); six wheel loaders (WA270, WA320, WA380, WA470, WA500 and WA600); four *intelligent* Machine Control dozers (D51PXi, D61PXi, D65PXi and D155AXi); three additional dozers (D39PX, D61PX and D65EX); two trucks (HM400 and HD605); and a GD655 motor grader.

"It's important for attendees to get the best feel possible for our machines at Demo Days," explained Komatsu Director of Marketing Communications Bob Post. "We put the equipment in real-life applications with rocky soils. For the *intelligent* Machine Control equipment, we uploaded plans so customers could get a chance to operate with full automation. We want everyone who comes to one of our Demo Days to see exactly what a machine can do and go home with all of their questions answered."

Komatsu traditionally hosts two Demo Days at its Customer Center in Cartersville, Georgia, each year. The Las Vegas event was planned to make it easier for customers in western states to attend. ■

Demo Days attendees operate an array of Komatsu wheel loaders. Six loaders, ranging in size from a WA270 to a WA600, were part of a 27-machine fleet available for demo at the Las Vegas event.



A Komatsu PC490LCi – the world's largest *intelligent* Machine Control excavator – loads an HM400 articulated haul truck at Komatsu's Demo Days in Las Vegas.

▶ VIDEO



Las Vegas Demo Days gave customers a chance to operate Komatsu's *intelligent* Machine Control dozers.



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(615) 213-0900
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1-(800) 873-0965 (TN)

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(423) 349-6111
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IMAGINE WHAT'S NEXT

CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:
North Hall, Booth N10902
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.





Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

Komatsu spotlights SMARTCONSTRUCTION

Komatsu introduced a significant leap in machine technology three years ago

Continued . . .

Learning sessions to focus on technology trends

... continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website (www.conexpoconagg.com). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■

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LET'S INVEST IN 'SMART CITIES'

How the Smart City Challenge helps meet the need for more infrastructure investment



Daniel Castro

Daniel Castro is the Vice President of the Information Technology and Innovation Foundation and Director of the Center for Data Innovation. This article is excerpted from an opinion piece Castro wrote for and was originally published by Government Technology. To see the full version, visit www.govtech.com/opinion.

The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. Calling that a pittance, Daniel Castro says the United States needs to address this funding shortfall.

The United States has woefully underinvested in smart city efforts compared to other leading countries. To address this shortfall, federal, state and local governments should come together to create a new funding stream to help U.S. cities increase investment in the digital infrastructure needed to ensure that our cities are modern, sustainable and competitive. The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. This is a pittance compared to some of the investments other countries are making to develop smart cities.

One of the single largest U.S. investments in smart cities occurred in June 2016, when U.S. Department of Transportation (USDOT) Secretary Anthony Foxx announced that Columbus, Ohio, had won the Smart City Challenge – a \$50 million federal prize awarded

to one city to address important issues such as safety, mobility and climate change through better use of data and technology. This is a significant milestone because most smart city initiatives in the United States have been small-scale projects focused on a particular application or problem, rather than the broad integration of sensors, data and analytics across virtually all public services.

The most impressive aspect of the Smart City Challenge was that so many cities responded to the call. From Anchorage to Atlanta and Albuquerque to Albany, the USDOT received 78 applications representing 85 cities in 36 states. Many of these cities identified important challenges facing municipalities and proposed novel solutions that leveraged technology to improve the community.

Unfortunately, the Smart City Challenge only funded one city's proposal, even though many more were also deserving. This is an inadequate approach for funding critical digital infrastructure. Just as it would be unwise to only fund bridges and highways in one U.S. city, it makes no sense to limit investment in the sensors, systems and networks needed to build smart cities to a single location. Instead, policymakers at the city, state and federal levels should work together to fund promising proposals and develop strong partnerships with the private sector. This could take the form of new grants or repurposing existing funding for physical infrastructure to include digital initiatives.

While there is enormous potential to leverage data-driven innovation to improve the quality of life in urban environments, the United States will need to take action soon if it does not want to fall behind in the race to build smart cities. ■





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BUILT FOR THE LONG HAUL

Dan Funcannon says mining truck design and quality manufacturing ensure durability and dependability

QUESTION: As head of the Mining Division you oversee operations at the Peoria Manufacturing Operation (PMO). What products does that facility produce?

ANSWER: PMO produces one mechanical truck, the HD1500, for the North American market. We are also responsible for six electric-drive models globally, ranging from the 200-ton-capacity 730E-8 to the recently introduced 980E-4. At 400-ton-capacity, the latter is now our largest truck ever.

In some cases, we manufacture more than one version of a product. For example, our 830E and 930E trucks have both standard and autonomous (driverless) models, and our 860E and 960E products have trolley versions, which operate using overhead electrical lines.

In Komatsu terminology, PMO is a mother plant, which means it also houses the Research and Development Group for the products manufactured there. That group is responsible for developing Komatsu's electric dump trucks.

QUESTION: Why should a mine consider using Komatsu trucks?

ANSWER: Bottom line, we make high-quality and reliable trucks that are built to last and meet customers' total cost of ownership goals. We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability. In fact, when customers talk to us about purchasing new units, we are frequently asked to guarantee that their availability will be at or above 90 percent throughout the life of the trucks. We're confident in providing that guarantee because of our robust designs, quality manufacturing process and world-class support through our distributor network.

Continued ...



Dan Funcannon, Vice President and General Manager of the Mining Division

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.

In his role as Vice President and General Manager of the Mining Division, Dan Funcannon is responsible for the sales and support of Komatsu mining products in North America, as well as its 200-ton and larger mining trucks globally. He moved into the position last fall. Funcannon joined Komatsu in 1994 as a design engineer and has held roles of increasing responsibility within research and development.

Most recently he was Director of Engineering, overseeing all engineering activities related to large mining trucks. Funcannon directed new product research and development projects, including AC-drive haul trucks; autonomous technology adoption into large mining trucks; and innovations to improve safety, quality, reliability and productivity.

"I started my career with a third-party company that Komatsu used for contract engineers," Funcannon recalled. "Then, I was hired directly by Komatsu and began working in the structural engineering group, which is responsible for all major structural components of our mining trucks – the frame, axle housing and bodies – referred to as the backbone. I was involved with design, testing and quality confirmation for the structural components."

Funcannon is a native of Peoria, Illinois, where Komatsu manufactures mining truck products and houses the Research and Development Group behind the design of electric dump trucks that are 200 tons and larger. He graduated from Bradley University in Peoria with a Bachelor of Science degree in mechanical engineering.

"In the past few years Komatsu has shifted its focus to a customer-centered approach instead of simply serving as an equipment manufacturer," said Funcannon. "That means we communicate more with customers at their sites, listen to their needs and input and then implement their recommendations into the design and manufacture of new products as well as strong support systems. It has strengthened relationships and helps us better meet customers' needs."

Goal is to keep customers' per-ton costs as low as possible

... continued



Dan Funcannon says Komatsu products are manufactured with superior quality and robust designs, "We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability."

Komatsu's Peoria Manufacturing Operation designs and builds 100-ton to 400-ton trucks, including the popular 930E.



QUESTION: Where does each product fit?

ANSWER: That's dependent on customer need. Many of our Ultra-Class products, which are 300-ton-capacity or larger, are put to work in copper or coal mines. Smaller-sized trucks are heavily used in iron, but some of those mines may go to a larger size, depending on several factors.

QUESTION: How does Komatsu help determine what trucks a mine needs?

ANSWER: We have an Applications Engineering Group that works closely with customers to evaluate their mines and production requirements, and then makes recommendations. The group looks at loading areas and equipment, haul roads, distance to a crusher or stockpile, material and a whole host of other determining factors.

We go beyond simply recommending machinery. We also have a Mining Optimization Group that helps identify ways to maximize production and do it more efficiently and cost effectively. The ultimate goal is to help our mining customers keep their per-ton costs as low as possible.

QUESTION: The mining industry has experienced a downward trend in the past few years. What do present and future conditions look like?

ANSWER: There are some signs that the markets have bottomed out, and hopefully that is the case. Commodity prices have risen a little. I think there is cautious optimism that things might pick up in 2017 and that there will be incremental improvement. ■



Vice President and General Manager of Komatsu's Mining Division Dan Funcannon says, "We make high quality and reliable trucks that are built to last and meet customers' total cost of ownership goals."

HM300-5

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JASON ROGERS / PRODUCT SERVICE MANAGER / KIRBY-SMITH / TULSA, OK

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015

PC490LCi-11

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011



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NEW COMPACT EXCAVATOR

Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

“The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs,” said Kurt Moncini, Komatsu Senior Product Manager. “It’s easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it’s compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too.”

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

“If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction,” said Moncini. “That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building.”

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that’s always available on the screen.

“Ground-level access to service points are all located on one side, including fuel, engine oil and air filters,” said Moncini. “That saves time, which can be better spent in production. It’s a terrific all-around machine that’s built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet.” ■



Kurt Moncini,
Komatsu Senior
Product Manager

Quick Specs on Komatsu’s PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu’s new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.

▶ VIDEO





“IT’S ABOUT RELATIONSHIPS”
MY CUSTOMERS LOVE KOMATSU!

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GENE SNOWDEN III / MACHINE SALES REP / BRANDEIS MACHINERY / LOUISVILLE, KY

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NEW PRODUCT



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VERSATILE WHEEL LOADER

The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,
Komatsu Product
Specialist

Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

▶ VIDEO



MARRIAGE OF TECHNOLOGIES

New radio-control dozer combines remote operation and *intelligent Machine Control*



Sebastian Witkowski,
Komatsu Product
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent Machine Control*.

“The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity,” said Sebastian Witkowski, Komatsu Product Marketing Manager. “This dozer meets customer demands in those applications, while utilizing Komatsu’s proven, automated, rough-cut-to-finish-grade technology.”

Komatsu’s new D155AXi-8 RC dozer combines radio-control grading with *intelligent Machine Control*. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.

Quick Specs on Komatsu’s D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd



Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine’s response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent Machine Control* that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent Machine Control* dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

“The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall,” Witkowski explained. “Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent Machine Control* products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies.” ■

D61PXi-24



intelligent MACHINE CONTROL

- First to last pass grading technology
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- New Tier 4 Final technology



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ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

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D14



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KOMATSU'S LARGEST TRUCK EVER

New electric-drive 3,500-hp mining truck with built-in management system delivers 400-ton payloads



Tom Stedman,
Komatsu Product
Manager

Mining customers asked for a bigger truck and Komatsu answered the call with its largest ever model, the new 980E-4. The 3,500-horsepower electric-drive 980E-4 brings to market a true 400-ton payload, increasing productivity and efficiency in a mining operation. The 980E-4 is an optimal match for today's large loading tools, typically loading in three to five passes (55 to 99 cubic yards). Paired with Komatsu's PC8000 mining shovel, the 980E-4 is a superb production machine.

"Building on the foundation of the 960E, Komatsu was able to expedite the development of this new truck, while maintaining our strict standards of design, testing and product quality," said Komatsu Product Manager Tom Stedman.

"We have every confidence this new model will reliably deliver high productivity."

A payload management system (PLM IV) allows mines to track payloads, cycle times, load counts, frame torque and much more. Businesses can store more than 20,000 downloadable records of data, while using PLM IV to monitor truck production and prevent overload conditions.

Komatsu designed the 980E-4 to improve truck performance and lower per-ton costs. Its features include a powerful 18-cylinder diesel engine that's comparable to other trucks in the 400-ton class for speed on grade, while maintaining a high stall torque capacity for mines with soft underfoot conditions. The AC electric-drive system enables efficient operations even in deep-pit applications.

Drivers will appreciate the excellent vehicle control and handling that comes from a high-capacity retarding package that provides longer life and improved horsepower for downhill descents. The electric, dynamic retardation force maintains constant downhill speed or decelerates without the frequent use of brakes.

Meeting rugged conditions head on

To combat rough conditions, the 980E-4 uses a continuous horse-collar and ladder-type frame that provides long life and long-term reliability. A new dump body incorporates high-tensile strength and abrasion-resistant steel, giving it a rugged-chassis construction that's able to withstand the rigors of off-road hauling.

"For several years, many of our customers have been asking Komatsu for a 400-ton electric-drive rear dump truck with the reliability of our flagship model, the 930E," said Stedman. "With the release of the 980E-4, we now have a product to meet this market demand." ■

Quick Specs on Komatsu's 980E-4 Mining Truck

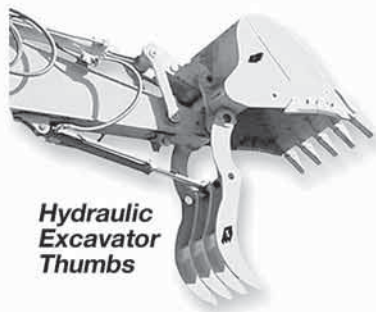
Model	Horsepower	Operating Weight	Payload Capacity
980E-4	3,500 hp	1.3785 million lb	400 ton

Komatsu's new 980E-4 mining haul truck with a 400-ton payload capacity has features that improve performance, vehicle control and handling, as well as combat rugged and other less-than-ideal conditions.





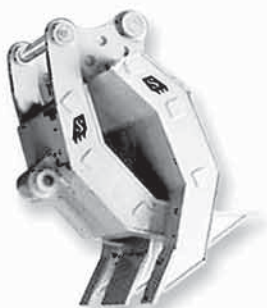
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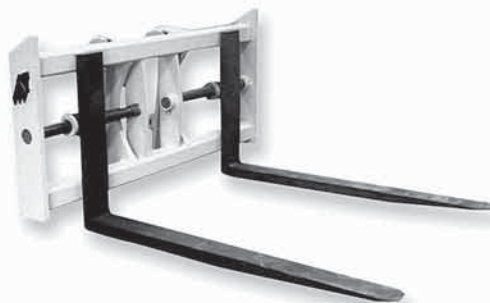
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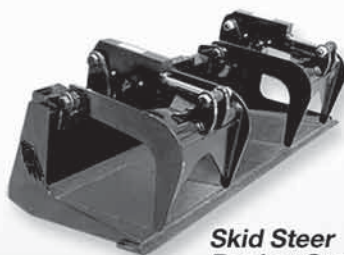
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Pullers



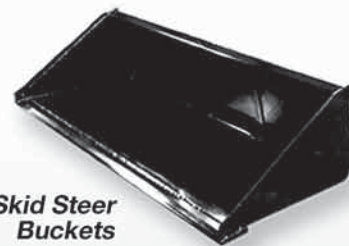
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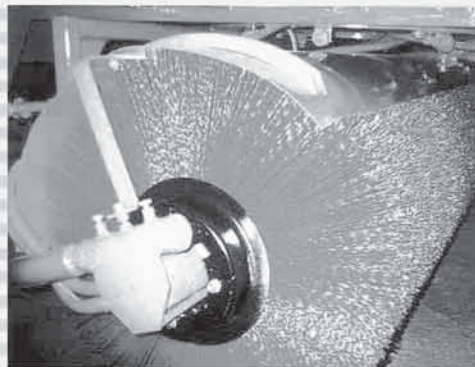
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NEW KOMATSU HARVESTER

Unique Comfort Bogie system provides maneuverability and superior handling in challenging terrain

Forestry work often involves navigating challenging terrain. Komatsu's 931XC (eXtreme Conditions) eight-wheel-drive (8WD) harvester stands up to the task with a unique double Komatsu Comfort Bogie system that provides maximum maneuverability and productivity on steep, rough or soft terrain.

The 931XC builds upon the proven 931 six-wheel-drive (6WD) platform with its innovative hydraulic pump system, best-in-class ergonomic cab, four-way cab/crane leveling and 360-degree cab/crane rotation. What sets it apart from other 8WD harvesters is the unique drive system that starts with Komatsu's proven articulated frame joint, rear-swing axle with +/- 16-degree left/right oscillation and the high-oscillation Comfort Bogie front axle. The trademark Komatsu Comfort Bogie is added to the rear-swing axle to provide excellent uphill/downhill and left/right oscillation.

"The Comfort Bogie drive system gives the 931XC superior handling characteristics as the harvester follows the terrain more closely than 8WD machines with a fixed rear-axle design," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "This 8WD system dramatically reduces rear ground pressure, resulting in 54 percent lower psi with tracks and 23 percent lower psi with tires compared to the 6WD 931 model."

Lighter footprint with powerhouse abilities

Yolitz points out that the lighter tire footprint reduces the need for tracks and chains, potentially increasing fuel economy.

Additionally, the 931XC has 12 percent more tractive effort, 1.8 inches of additional ground clearance and 14 percent greater crane slewing torque.

"Combine those features with the 8WD double Comfort Bogie drive system, and the 931XC becomes a harvesting powerhouse able to take on nearly any terrain a forestry contractor may face," said Yolitz. "To further enhance its abilities to work in tough conditions, it features heated batteries, diesel exhaust fluid, engine coolant and hydraulic oil systems, which improve cold weather starting." ■

Komatsu's 931XC's unique double Comfort Bogie system provides maximum maneuverability and productivity on steep, rough or soft terrain. The new eight-wheel-drive system dramatically reduces ground pressure compared to the six-wheel-drive model: 54 percent lower psi with tracks and 23 percent lower psi with tires.



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America





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TECHNOLOGY DRIVES SERVICE

With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,
Komatsu Director of
Product Marketing

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

“As technology continues to move forward, so do our service offerings,” said Komatsu Director of Product Marketing Doug Morris. “Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes.”

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

“We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program,” noted Morris. “When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that.”

Data sophistication

Komatsu’s telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

“With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage,” explained Morris. “However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage.

“As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them,” said Morris. “The more data we are able to offer our customers, the more efficient they can become, and that’s our goal.” ■

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.





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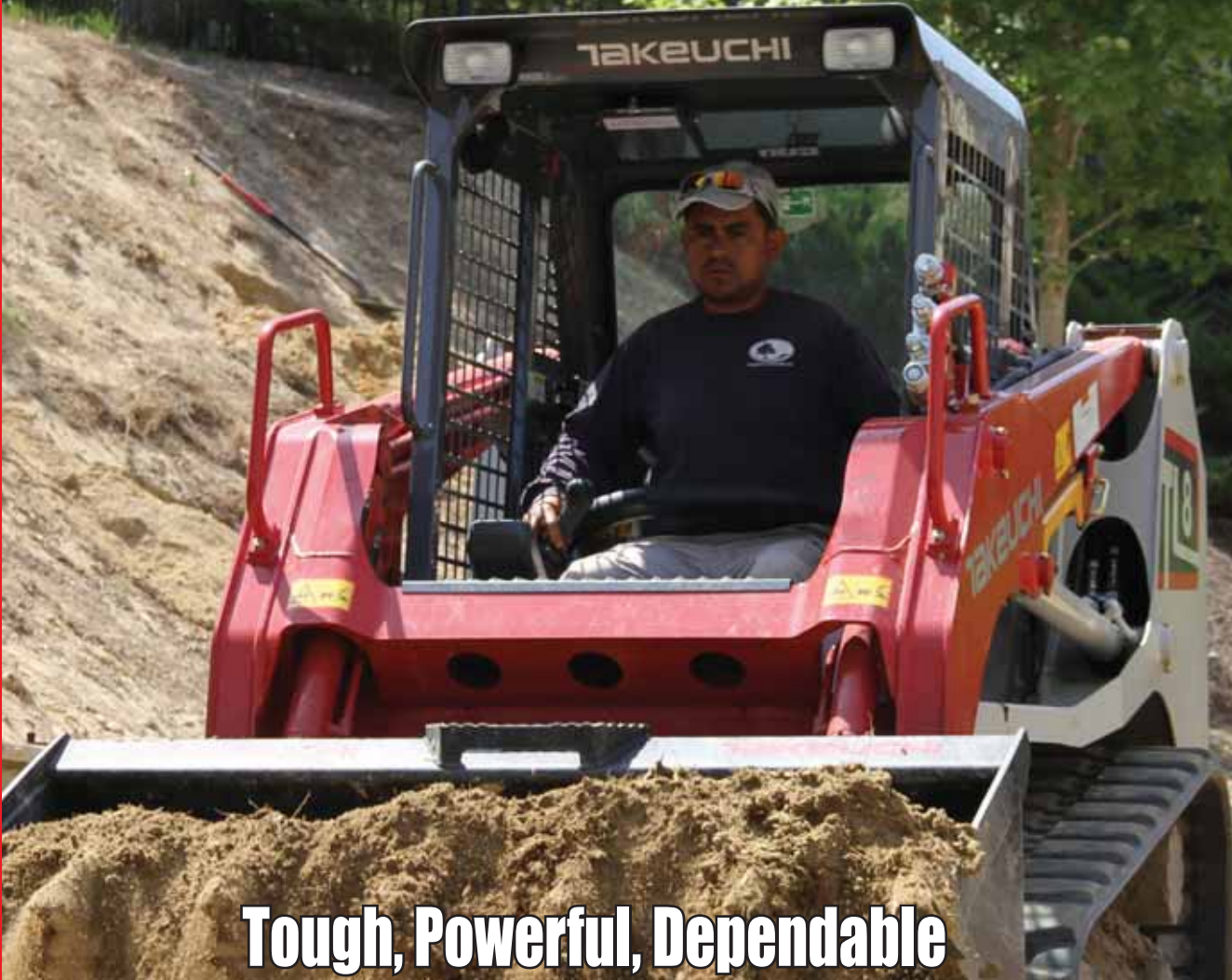
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REBUILT FOR EXCELLENCE

The Rebuild Center gives customers another option for fleet management

When a piece of heavy equipment nears the end of its life cycle, owners typically have two options – replace it with a new or used machine or rent a machine as needed. The Rebuild Center in Louisville provides customers with a third option – rebuild the machine.

“Through a rebuild, we can take a 20,000-hour machine and make it as good as new again, for a fraction of the cost,” explained Director Garrett Dykes. “We can strip a machine down and give it new or refurbished parts and components, making it comparable to a new or slightly used machine at about half of the price.”

The Rebuild Center focuses on projects consisting of four major component replacements or more for bigger construction equipment.

“The larger the machine, the more value a rebuild has for the customer,” said Dykes. “We meet with clients and recommend the most cost-effective strategy. If it is a large piece, usually a rebuild is the answer. On most of our jobs, the cost is about 50-60 percent of the price of a brand-new machine.

“In addition to cost, our customers have found several other benefits,” he added. “The main one is that they can stay in their Tier 3 machines. Another is scheduled downtime. If a customer has an older machine that needs a component replacement, it makes sense to do multiple replacements at the same time, instead of waiting to change a component after it fails. We also use quality, certified parts that match the machine’s manufacturer. For Komatsu machines, we use Komatsu Reman components that come with a four-year, 10,000-hour coverage plan.”

The Rebuild Center, which is a subsidiary of Bramco, began in 2010 when Dykes and a crew worked to rebuild machines for

Power Equipment and Brandeis customers. As demand for its services grew, the need for a separate shop did as well. In 2012, the company opened an 18,600-square-foot facility with five garage bays, two 10-ton overhead cranes and a paint facility.

“The Louisville location is great for moving machines in and out easily,” Dykes said. “As long as we can get the product information, we can rebuild any machine from any manufacturer.”

Rebuild jobs generally take three months, and the facility handled 14 projects last year. ■



Garrett Dykes,
Director

*The Rebuild Center
1801 Watterson Trail
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(Left) A Komatsu WA600-6 wheel loader is in the process of a complete tear down. (Below) A fully remanufactured WA600-6 wheel loader is ready to head back to work.



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EFFICIENT - Our fleet includes only late model equipment. Our customers are able to rent machines with the most efficient technology that enhances operation, gives them the competitive edge and reduces downtime.

RESOURCES - We are a 108 year old family business that has the resources to provide availability of equipment as well as the service required to support the equipment.

TRUE COST OF RENTING - We provide the most hassle-free, economical and safe alternative to owning and provide our customers with Rental Optimization Initiative reports so they can see the "TRUE COST" of renting.

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Outlook foresees construction growth throughout 2017

Dodge Data & Analytics' 2017 Construction Outlook report points to positive signs for the year, with nearly all sectors growing or remaining level, with the exception of the electric-power and gas sectors. The report predicts a 5-percent increase in total construction spending, led by single-family housing, which is expected to rise by 12 percent.

Institutional buildings may increase as much as 10 percent, followed by manufacturing and commercial buildings, as well as public works, all of which may rise 6 percent, according to the report. Multifamily housing will remain flat, while construction related to electric utilities and gas plants could plunge by nearly 30 percent.

"On balance, there are a number of positive factors which suggest the construction expansion has room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest-rate hikes will be gradual and few, and a new U.S. president will be in place." ■



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MINING THE FUTURE

Komatsu announces agreement to acquire mining equipment manufacturer Joy Global Inc.

Komatsu and Joy Global announced an agreement in which Komatsu will acquire Joy Global, Inc., a leading mining equipment manufacturer based in Milwaukee, Wisconsin. The companies are working to finalize the transaction by mid-2017.

“Our customers are sharing very positive feedback about the agreement,” said Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. “We are working closely with Joy Global and relevant authorities to move the process forward.”

Ted Doheny, President and CEO of Joy Global, Inc. agreed, noting industry recognition of the complementary nature of the two companies’ product and service offerings.

“Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications,” Doheny

said. “Both companies believe in having the best products, offering direct service, being operationally excellent, and having the best people in the world.”

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global’s best-in-class rope shovels, for example, pair well with Komatsu’s best-in-class large electric dump trucks.
- Enhanced global customer support through the companies’ mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines and electronically connected with world-class fleet management systems.

“The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations,” Ohashi said. “We will, together, strive to become an even better, more invaluable partner for our customers.”

“The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers,” Doheny said. “With strengthened capabilities and a continued focus on solving our customers’ toughest challenges, we look forward to working together to advance the mining industry.” ■

President and CEO of Komatsu Ltd. Tetsuji (Ted) Ohashi (left) and President and CEO of Joy Global, Inc. Ted Doheny meet at MINExpo INTERNATIONAL® 2016 in Las Vegas. Joy Global is the largest independent manufacturer of underground-mining machines.



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NEW FUEL RULES

EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.



coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO₂ emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO₂ emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■

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JIM McNEILLIE/VICE PRESIDENT FINANCE/POWER EQUIPMENT

My career with Power Equipment Company began in 1982. When I first started, I was amazed at how many of the employees had been here for most of their careers. It was obvious that Power Equipment cared for and took care of their employees. Now, I am one of the "old guys" who has spent the majority of his career with a great family company. Heading up the credit and retail finance end of our business has been very rewarding. The majority of our equipment sales are financed, so the sale is not made until the financing is approved at terms that suit the customer. This could be through a standard conditional sale contract or through a variety of leasing options that we offer. We work hard to come up with the best financing solution to meet our customers' needs. Financing itself has come a long way since I first started with Power. From working out the financing details with a calculator and worksheet and then printing the contract on a typewriter to now having everything automated and completed through a web-based finance program that handles all the calculations and prints the contract with a push of a button! As the price of equipment continues to rise, providing the right financing options for our customers becomes all the more important. Continuing to be creative and working with our financing sources to come up with the best solution for our customers' financing needs makes me "Power Strong."

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WHEEL LOADERS				MOTOR GRADER			
2015 Komatsu WA270-7		A27303	153	2008 Komatsu GD655-3E0		051600	3,813
2015 Waldon 7000		70-32736	214	TRUCKS (ARTICULATED)			
EXCAVATORS				2007 Komatsu HM400-2		2290	4,659
2013 Komatsu PC78US-8		19286	360	2007 Komatsu HM400-2		A10042	10,699
2016 Komatsu PC138USLC		42428	818	2007 Komatsu HM400-2		A11062	10,381
2014 Komatsu PC170LC-1		30158	1,420	2007 Komatsu HM400-2		A11066	10,200
2014 Komatsu PC210LC-1		A10557	1,653	DOZERS			
2015 Komatsu PC228USLC		1622	398	2015 Komatsu D37EX-23		80104	725
2014 Komatsu PC228USLC		51653	2,053	2014 Komatsu D51PXI-22		B13712	1,379
2015 Komatsu PC240LC-1		90194	1,427	2015 Komatsu D61PX-23		31769	402
2015 Komatsu PC240LC-1		90235	2,100	2015 Komatsu D65EX-17		1964	748
2015 Komatsu PC290LC-1		A27172	1,206	2015 Komatsu D65PX-18		90063	901
2014 Komatsu PC360LC-1		A33549	1,765	2007 Komatsu D65EX15E0 Cab		69845	4,208
2014 Komatsu PC360LC-1		A33562	1,843	FORESTRY EQUIPMENT			
2015 Komatsu PC360LC-1		K64150	1,090	2007 Komatsu 445EXL	Feller buncher	FTC4-2867	7,774
2004 Komatsu PC200LC7L		205772	8,669	1995 Komatsu T445B	Feller buncher	FT4C-642	9,595
2006 Komatsu PC200LC7L		A87776	9,597	2012 Barko 495ML	Magnum knuckleboom loader	11249524012	5,108
2006 Komatsu PC200LC-8		C60190	6,493	2007 Barko 595	Knuckleboom loader	10759523691	4,428
2013 Komatsu PC490LC-1		A40407	3,654	2005 John Deere 759G	Feller buncher	X001062	8,082
2016 Komatsu PC170LC-1		30575	692	PAVER			
2010 Komatsu PC200LC8T		A89529	5,136	2014 LeeBoy 7000B	Paver	7000T-99925	448
2015 Komatsu PC170LC-1		30679	805	MISC.			
2005 Komatsu PC200LC7L		A87467	7,940	1982 Dresser 412B	Scraper	16281	12,256
2007 Komatsu PC200LC8		A88372	5,329	1998 Etnyre S2000	Distributor	S2292	13,688
MATERIAL HANDLER							
2010 Liebherr 934C		051336	9,318				

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