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A publication for and about Power Equipment Company's customers • www.PowerEquipmenteer.com • November 2018

UNDERGROUND PIPE & CONSTRUCTION, LLC

Read how Tennessee brothers team up to pursue life-long passion



Ricky Williams,
Co-owner



Danny Williams,
Co-owner

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A MESSAGE FROM THE PRESIDENT



Chris Gaylor



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Dear Valued Customer:

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

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

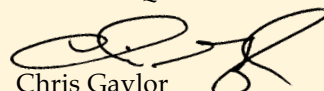
Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent*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

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

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

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

Sincerely,
POWER EQUIPMENT COMPANY



Chris Gaylor
President

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five years
of *intelligent*
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UNDERGROUND PIPE & CONSTRUCTION, LLC

Tennessee brothers team to pursue life-long passion



Ricky Williams,
Co-owner

If you took blood samples from Ricky and Danny Williams, they might actually include traces of diesel fluid and mud. The brothers grew up in the construction industry; learned from their father and two uncles, who each owned companies; and gained experience working for other contractors in their formative years. The conversation about going into business together was decades-long, but the decision was quick and easy.



Danny Williams,
Co-owner

"We'd talked about it our whole lives, but it only took us 30 seconds to reach an agreement once the discussion was serious," joked Ricky. "This is our passion. It's what we always wanted to do, and we make a great team. I handle the field work, and Danny takes care of the inside work."

It took only a short time for their venture, Underground Pipe & Construction, LLC, to find its groove.

"We essentially started from scratch in 2000 with a backhoe and a dump truck," recalled Ricky. "We established the LLC in 2001, started ramping up in 2002 and landed our first big job in 2003."

An Underground Pipe & Construction operator uses a Komatsu WA200PZ wheel loader to move pipe on a jobsite in Nashville.

Today, the Dickson, Tenn.-based company has 18 employees and – as the name suggests – performs underground utility installations within a one-hour radius of their headquarters, an area which includes Nashville.

"Our uncle told us, 'figure out what you want to do, and do it really well,'" recalled Ricky. "That's what we've tried to do. Underground work has been good for us."

"Roughly 80 percent of our time is spent on utility installation," estimated Danny. "We focus primarily on subdivisions, and we will handle some site-development responsibilities on those jobs. We do underground work for municipalities as well."

The duo credits a hands-on approach to quality control and great employees for their success.

"We've built a solid reputation," said Danny. "I think what sets us apart is that Ricky's in the field every day. His eyes are on all of the jobs, so if customers have questions, they can talk directly to the owner."

"And, we've been able to keep some great people," added Ricky. "We go hard, but we value time off. If we can't get it done in 50 hours, then we should be doing something different. Nights and weekends – family time – is very important, and our employees appreciate that."

Going big ...

Underground Pipe & Construction is drawn to two types of projects: unique and large-scale.

"We look for projects that are different, like deep pump or booster stations with a lot of electrical," said Ricky. "We get quite a few repeat calls from engineers because they know we can handle their requirements. We have our





▶ VIDEO

Using a Komatsu PC240LC excavator this Underground Pipe & Construction operator digs around a water line on a residential project in Nashville. “We started with Komatsu,” said Co-owner Ricky Williams. “They are great machines that last.”

general contractor’s license, so we can build vertically as well.”

This spring, the company wrapped up an endeavor that checked both boxes, Middle Tennessee Veterans’ Cemetery in Nashville. The 16-month assignment saw Underground Pipe & Construction excavate the site for 3,600 concrete crypts, install an extensive drainage system, build a road, raise three columbaria and handle irrigation and landscaping.

“That was our largest project to date,” said Danny. “We dug out the entire site like a basement before we could begin, and we took care of everything after that. The engineer called us because we had worked with him in the past, and he knew that we were up for it.”

One of the company’s current undertakings – a 30-acre residential/commercial development in White Bluff, Tenn. – may not be as large as the cemetery, but it is just as unique because the brothers are controlling every component of the job for the first time.

“Design, build and sell – it’s all us,” stated Danny. “This is our first experience with all three aspects. It’s very exciting. The opportunity presented itself, and we jumped at it.”

The project broke ground last year and will feature 26 townhomes and 48 single-family lots with two acres designated for commercial use.

... and getting ‘intelligent’

As the jobsites continue to grow for Underground Pipe & Construction, the Williamses search for ways to increase efficiency. That is why they turned to Power Equipment Company and Sales Rep Matthew Spence to demo the latest Komatsu equipment.

“Our first experience with *intelligent* Machine Control was when we rented a D61PXi dozer for the veterans’ cemetery because it was a huge site to grade,” said Ricky. “Compared to a conventional dozer, it was night and day. I was impressed with the time savings we saw.

“We noticed even better results at the White Bluff site,” he continued. “We had water, sewer, and storm pipe; elevation changes; building pads; and roads. All of those were in the model, and the machine already knew it. Another benefit was the ability to make changes on the fly. We were doing a pad and realized it needed to be six inches higher, and, in another area, we had to make some changes for drainage. We just typed the information into the machine and five seconds later we were back to work. I didn’t expect the technology would have so many advantages on a smaller site, but, in reality, I think it probably has more value on a project like the White Bluff development.”

The brothers’ fleet already includes several conventional Komatsu pieces, and now the

Continued . . .

'Impressed with the time savings'

... continued



Co-owner Ricky Williams uses a Komatsu D51EX dozer to grade at the company's development in White Bluff, Tenn.



(L-R) Underground Pipe & Construction Co-owners Danny and Ricky Williams call on Power Equipment Company Sales Rep Matthew Spence for their sales and service needs.

The Middle Tennessee Veterans' Cemetery is the largest project to date for Underground Pipe & Construction. The company excavated for 3,600 concrete crypts, installed an extensive drainage system, built a road, raised three columbaria and handled irrigation and landscaping.



recent *intelligent* Machine Control rentals have paved the way for a technological upgrade.

"Our operators are still a little old-school; they like stakes and blue tops, but they saw the advantages of the equipment," shared Ricky. "We bought the base station and the rover already. Our next purchase will be an i-machine."

Ricky notes that the service, training and support that Power Equipment provides gives him the confidence to make that statement.

"Matthew and (Machine Control Specialist) Tanner Beecham have been amazing," shared Danny. "They were there every step of the way for set up and training on the machine. They've made the entire process easy."

Entrepreneurial spirit

The White Bluff development is more than a feather in their caps, it is also the blueprint of the brothers' future. In addition to Underground Pipe & Construction, the duo has two sister companies that focus on vertical construction and real estate.

"Entrepreneurship runs in our family," said Ricky. "We have always had a real estate holding company, and we partnered with a builder last year for the construction part. One of the big draws to the White Bluff project was the opportunity to marry all three components. The companies teaming up provide control and stability when it comes to work flow. Projects like these are going to help us be more secure and successful in the future." ■

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

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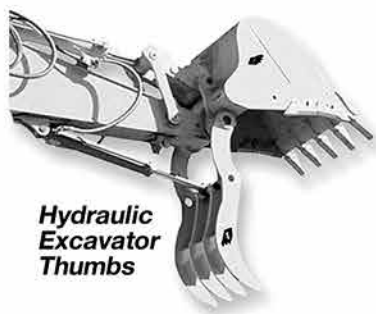
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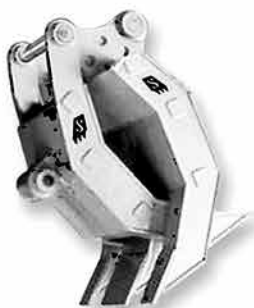
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BIGGER AND BETTER

Groundbreaking ceremony held for new, 55,000-square foot facility to serve Nashville

Power Equipment Company hosted a groundbreaking ceremony for its new 55,000-square-foot facility near Nashville in September. Less than a mile from the current location, the structure will be more than double in size and provide state-of-the-art conveniences to enhance the customer experience.

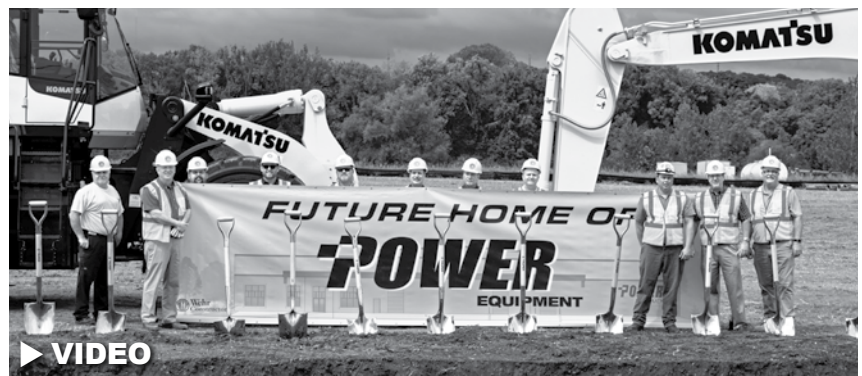
“Nashville has become a destination for the state of Tennessee, and it’s important for us to meet the needs of a growing market and maximize our participation in the community,” noted Power Equipment Company President Chris Gaylor. “We’re very excited about the opportunities this new facility will provide to help Nashville continue to grow.”

The \$15 million, 17-acre facility will take 12 months to complete and will feature a 20-bay shop, on-site demonstration area, extensive parts warehouse and additional office space. Grade A Construction, LLC will complete all site work.

“The additional space will allow us to expand our rental opportunities, which has become an increasingly popular way to access equipment,” explained Gaylor. “Meeting customers’ needs while providing the best service possible has always been Power Equipment Company’s goal. The new facility will allow us to take the next step in that process.” ■



Chris Gaylor,
President



▶ VIDEO

Power Equipment Company employees and contractors take part in groundbreaking festivities for a new facility outside Nashville. It will offer state-of-the-art conveniences including a 20-bay shop, on-site demonstration area and expanded parts warehouse.

Employees from the Nashville branch celebrate at the groundbreaking ceremony for the new 17-acre, 55,000-square-foot facility. “Nashville has become a destination for the state of Tennessee and it’s important to meet the needs of a growing market,” said Chris Gaylor, President of Power Equipment Company.



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RECRUITING A NEW GENERATION

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

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

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

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

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

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. "Millennials are looking to be a part of something; they crave a sense of community and belonging," she writes. "The idea of working for a faceless corporation is not always appealing to millennials – they want to

be welcomed and appreciated for their efforts, regardless of the industry. A company's culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to."

Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious

Continued . . .

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



Show millennials they can lead, grow and achieve

... continued

workers. According to Parrish, every organization has a culture, whether it defines one or not.

“The way a company runs its daily operations, values employees and works with customers shapes its culture,” she writes. “Making a concerted effort to delineate and develop a positive culture goes a long way toward attracting and retaining employees. While rules and regulations can create the outline for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how.”

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

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

Avoid the turnover trap

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

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

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

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

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



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COMMUNITIES AT RISK

Additional federal infrastructure investment is critical to ensuring safe drinking water

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

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

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

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

Essential for health, economy

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

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

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

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



Sara Schwartz,
Union of Concerned
Scientists, Early
Career Scientist
Mentor Program
Participant

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



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INTELLIGENT INSTALLATION

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

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

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

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

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

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

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

Komatsu delivers

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

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

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

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

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



Bryce Ricklefs,
President
Boomerang Corp.



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A 'GAME CHANGER'

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



Joe Liesfeld III,
Vice President



Kelby Morgan,
Project Manager

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

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

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

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

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

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

Accuracy delivers productivity

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

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

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

▶ VIDEO





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

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

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

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

Excavators effective in every application

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

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

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

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



**Chris Ashby,
Technology/GPS
Manager**

Continued . . .

'The technology allowed us to work confidently'

... continued

What others are saying about intelligent Machine Control



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

Bret Barnhart, Owner, Bret Barnhart Excavating



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

Pete Sewczak, Vice President, Zak Dirt



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

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



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

Mike Greenfield, Owner/President, Greenfield Trucking

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



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

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

Upped the ante

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

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

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

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



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EFFICIENT MATERIAL MOVEMENT

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

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

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

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

Light footprint

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

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

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

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

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



Chuck Murawski,
Komatsu Product
Manager, Dozers

Quick Specs on Komatsu's D65PX-18 Dozer Models

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

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





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NEW PC1250-11 EXCAVATORS

Increased horsepower significantly boosts productivity and profitability

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

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

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

Versatile LC configuration

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

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

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



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager,
Tracked Products

Quick Specs for Komatsu’s PC1250 Excavators

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

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





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VOICE OF THE CUSTOMER

Feedback leads to increased power, lift capacity and more in new XT-5 Series track feller bunchers

Lift capacity and power are major contributors to production in the woods, and Komatsu's XT-5 Series of track feller bunchers deliver both with a more powerful Tier 4 Final engine and greater lifting ability for enhanced logging performance. Komatsu also improved reliability and durability with the introduction of a new rugged undercarriage that significantly extends service life.

Four models – XT430-5 (non-leveling), XT435L-5, XT445L-5 and XT465L-5 – with operating weights ranging from 66,359 to 74,516 pounds are available. Compared to their predecessor XT-3 models, the contemporary XT-5s have a 310-peak-hp, Cummins engine that provides increased horsepower and torque and lowers fuel consumption by as much as 10 percent, thanks to advanced engine and hydraulic system control designs.

Lift capacities at full-reach have jumped 75 percent on the XT430-5, XT435L-5 and XT445L-5, and 16 percent on the XT465L-5. The latter now readily operates the Quadco (a Komatsu-owned company) 24-inch cutting-capacity, high-speed disc saw heads.

Responding to customers

"We have been systematically gathering and analyzing voice-of-the-customer input to define our next generation of feller bunchers," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "The XT-5 Series represents the culmination of translating this input into feller bunchers that truly meet the needs of today's demanding loggers."

Larger-capacity, hydraulic piston pumps for the implement, attachment and disc saw operate at 500 rpm lower speed, while providing high flow. Each pump has

pressurized suction inlets to reduce cavitation risk. Boom, arm and rear hydraulic tubes and hoses have robust forestry-specific guarding that improves protection and sheds debris.

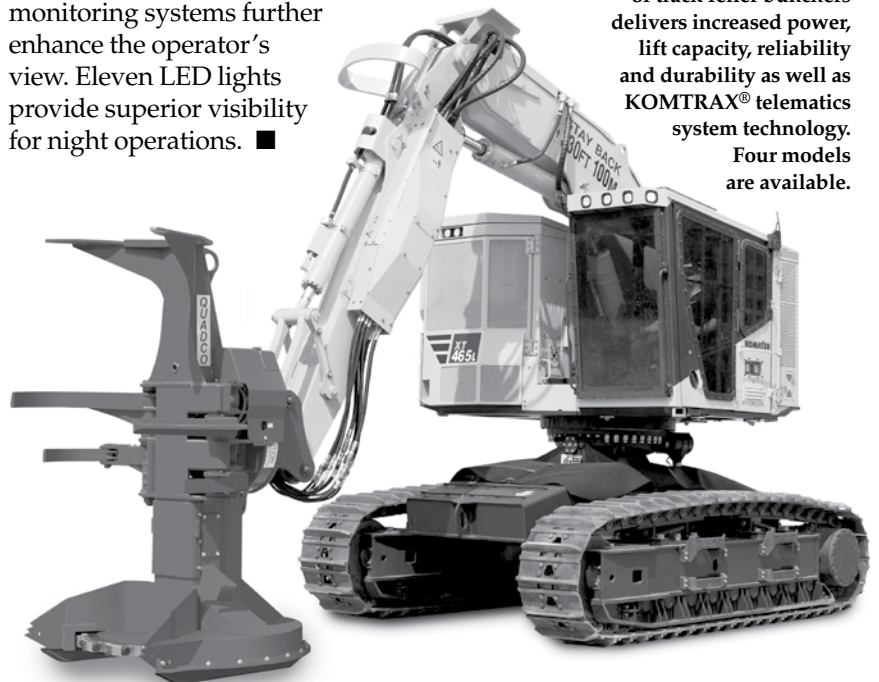
The undercarriage's rugged 8.5-inch track chain link has a thicker and stronger bushing strap to resist "twist," as well as a high-density track roller and idler bushing material that extends wear cycles. All final drives feature a triple-labyrinth, floating-seal housing to protect the seal against mud packing. Other undercarriage improvements further extend service life.

Komatsu relocated the state-of-the-art forestry cab to the left of the boom for industry commonality. Design changes give superior lines-of-sight to each track. Standard rearview and optional right-side-view monitoring systems further enhance the operator's view. Eleven LED lights provide superior visibility for night operations. ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Komatsu's new XT-5 Series of track feller bunchers delivers increased power, lift capacity, reliability and durability as well as KOMTRAX® telematics system technology. Four models are available.



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ENGAGING MINE OPERATORS

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

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

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

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

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

ANSWER: We manufacture seven of the largest electric-drive mining trucks in the



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

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.

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

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

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

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

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

Continued . . .

Mining trends foretell future growth

... continued

world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research

and development, parts and testing for the products manufactured are handled it here. That's unique compared to other Komatsu manufacturing operations in North America.

QUESTION: What is the state of the mining industry?

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

QUESTION: Do you encourage customers to visit the PMO?

ANSWER: Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right, visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■



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



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

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NEW ENGINE OIL

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

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

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

Specific benefits of the new oil:

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

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

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

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



Bruce Gosen,
Senior Product
Manager, Komatsu
Parts Marketing



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



SERVING YOU BETTER

OPTIMIZING JOBSITES

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



Jason Anetsberger,
Komatsu Senior
Product Manager

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

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

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

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

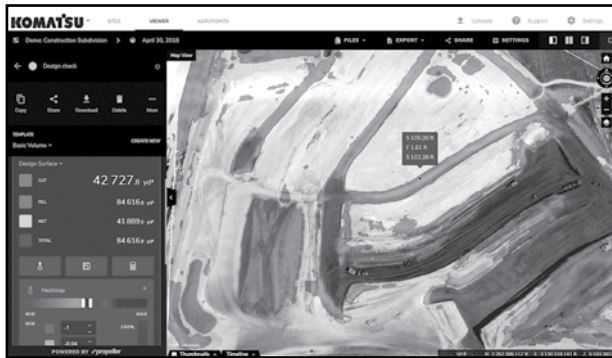
Powerful data at your fingertips

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

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

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

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



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INVESTMENT INCENTIVE

New tax law expands Section 179, allows bonus depreciation on used equipment acquisitions

Used equipment buyers are the recipients of expanded benefits with the passage of last year's tax law, including the ability to combine Section 179 Expensing and first-year bonus depreciation. Previously, bonus depreciation was limited to new purchases only.

Section 179 Expensing by itself can be significant, and generally companies use this deduction first. The Tax Cut and Jobs Act doubled the deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million. Once that amount is reached, the deduction begins to decline on a dollar-for-dollar basis. Companies that spend

more than \$3.5 million lose the Section 179 Expensing deduction altogether.

To qualify for the deduction in the current tax year, machinery must be purchased or financed between January 1 and December 31 and placed into service by the end of the year. The latter is an important component and should factor into the timing of buying decisions. The machinery must be delivered and working before the clock strikes midnight and a new year begins.

Taking a closer look

For illustration, here are some Section 179 Expensing scenarios, which assume that used machinery is acquired and put into service:

1. You purchased outright or financed up to \$1 million worth of previously owned equipment this year. You can fully deduct that amount for the 2018 tax year. This will be the case through the end of 2022.
2. Your acquisition was between \$1 million and \$2.5 million. You can still take a deduction of \$1 million.
3. The purchase exceeds \$2.5 million. The deduction is lowered dollar for dollar. For instance, if the total purchases were \$3 million – you can only claim \$500,000, instead of \$1 million.
4. You bought more than \$3.5 million in used equipment. The Section 179 Expensing deduction is no longer available.

In scenarios 2 and 3, you can now use bonus depreciation in addition to Section 179 Expensing to lower your tax bill. As an example, if you purchased \$2 million in equipment, you can take the \$1 million Section 179 deduction and use bonus depreciation to fully deduct the other \$1 million. Your tax bracket determines your final actual cash savings. ■

For additional information, check with your territory manager, consult your tax adviser and see the online calculator at www.section179.org.

The Tax Cut and Jobs Act doubled the Section 179 Expensing deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million, and companies can now use bonus depreciation for used equipment as well. A calculator to check tax savings is available at www.section179.org.



MORE INDUSTRY NEWS

New video highlights optimal use of backup alarms

Canadian scientific research organization, IRSST, recently released a video intended to ensure the optimal use of backup alarms under realistic working conditions. Among the recommendations in the video are placing the backup alarm at the vehicle's rear, at a height of 3 to 6.5 feet above the ground and where it can easily be seen and heard by workers.

Other suggestions include setting the volume just above the level of ambient noise; limiting reversing speed to a maximum of 7.5 mph, allowing workers in the vicinity of the vehicle at least two seconds of reaction time; and using broadband alarms if several vehicles will be reversing at the same time, minimizing the

risks associated with poor ability to locate sound sources.

"The best way to prevent accidents involving reversing vehicles is still to limit reversing as much as possible and to control the number of pedestrians in the vehicle-reversing areas by implementing effective traffic plans," said Hugues Nélisse, Lead Study Author and IRSST Researcher. "Given that backup alarms are still a widely used means of warning people near vehicles that there's a hazard, we have to use them as effectively as possible to ensure safety." ■

Scan the QR code or go to <http://www.irsst.qc.ca/en/publications-tools/video/i/100389/n/backup-alarms-an-optimum-safety> to watch the video.



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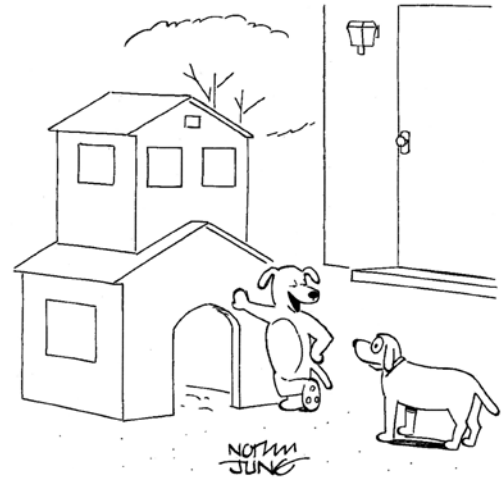
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On the light side



"My owner is a contractor specializing in new home construction!"



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Did you know?

- Beaver teeth are so sharp that Native Americans once used them as knife blades.
- Grover Cleveland is the only American president to get married in the White House.
- The world's first speed limit regulation was set in England in 1903. It was equal to 20 mph.
- The National Turkey Federation reports that 88 percent of Americans eat turkey on Thanksgiving.
- Franklin Mars invented the Snickers bar in 1930.
- Alaska and California, with eight each, are the U.S. states with the most national parks.
- The painting, "American Gothic" depicts the sister and the dentist of artist Grant Wood as farmers.
- A jiffy is an actual unit of time for 1/100th of a second.
- The hyoid bone in the throat is the only bone in the human body not connected to another bone.
- Pumpkins are 90 percent water.

Brain Teasers

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

1. EROND _ R _ _ _ _
2. GIPAPNM _ _ _ _ P _ _ _ _
3. TADA _ _ _ _ _
4. CEHT _ _ _ _ _
5. PSG _ _ _ _



2016 Komatsu HM300-5,
S/N 10284, 2,138 hrs.



2005 Komatsu D65EX-15,
Cab, A/C, front sweeps, rear screen. S/N 67649, 5,400 hrs.

Year/Make/Model	Description	S/N	Hrs.
EXCAVATORS			
2012 Komatsu PC200LC8	Bucket, hyd thumb	A90243	4,300
2015 Komatsu PC210LC-11		A12002	4,076
2015 Komatsu PC360LC11	48" Rockland bucket, progressive-link Rockland thumb	A35033	2,800
2013 Komatsu PC360LC10	Hyd thumb, bucket	A32694	4,842
2012 Komatsu PC360LC10	Hyd thumb, bucket	A32139	5,000
2016 Komatsu PC490LC-11	35.5" shoes, 11'1" arm, 72' bucket	85162	3,229
2014 Takeuchi TB240R		124000004	518

Year/Make/Model	Description	S/N	Hrs.
ARTICULATED TRUCKS			
2016 Komatsu HM300-5		10284	2,138
2011 Komatsu HM400-2		2730	8,461
2011 Komatsu HM400-2		2742	8,098

Year/Make/Model	Description	S/N	Hrs.
WHEEL LOADERS			
2016 Komatsu WA200-7	Third spool, coupler, 60" Rockland grapple, forks	80377	5,824
2016 Komatsu WA470-8	26.5R25 tires, two-spool valve, LSD, 4.2-yd bucket	A49067	4,155

Year/Make/Model	Description	S/N	Hrs.
FORESTRY EQUIPMENT			
2005 Komatsu 445EXL	Feller buncher	FT4C-2575	5,510
2008 Komatsu 445FXL	Feller buncher	FT4K-2987	8,625
2009 Komatsu 445FXL	Feller buncher	FT4K-3016	8,855
2013 Barko 495ML	Magnum knuckleboom loader	11349524118	6,622
2012 Barko 495ML	Magnum knuckleboom loader	11249524012	3,193

Year/Make/Model	Description	S/N	Hrs.
GRADER			
2008 Komatsu GD655-3E0		51600	4,104

Year/Make/Model	Description	S/N	Hrs.
DOZERS			
2016 Komatsu D37EX-24	Cab, A/C	85016	2,143
2017 Komatsu D39PX-24	Cab, A/C	94505	681
2017 Komatsu D39PXi-24	Cab, A/C, UHF radio	95443	927
2013 Komatsu D39EX-23	Cab, A/C	90032	2,400
2017 Komatsu D61PXi-24	Cab, A/C, UHF	B60289	1,680
2016 Komatsu D61PX-24	Cab, A/C, PAT blade	B14326	1,913
2005 Komatsu D65EX-15	Cab, A/C, front sweeps, rear screen	67649	5,400
2014 Komatsu D65PX-17	Cab, A/C, PAT blade, 30" shoes	2363	3,252

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