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## SEQUATCHIE CONCRETE SERVICE, INC.

Learn how passion for concrete fuels exponential growth for Chattanooga Valley firm



Jesse Slaton,  
President

# KOMATSU®

# A MESSAGE FROM THE PRESIDENT



Chris Gaylor



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Dear Valued Customer:

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

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

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

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

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

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

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

Sincerely,  
POWER EQUIPMENT COMPANY

Chris Gaylor  
President

**Make safety  
your top priority**



# IN THIS ISSUE

## SEQUATCHIE CONCRETE SERVICE, INC. pg. 4

Visit the team responsible for consistent growth at this Chattanooga Valley concrete business.

## SAFETY SPOTLIGHT pg. 9

Learn about an OSHA initiative designed to increase awareness regarding trench safety hazards.

## INDUSTRY NEWS pg. 12

Find out more about a program to generate and test innovative ideas to fund future infrastructure projects.

## CASE STUDY pg. 14

Understand why a suburban-Chicago landfill chose to add a Komatsu D155AX-7 dozer to its fleet.

## DESIGN INNOVATION pg. 17

Explore Komatsu's updated motor grader, the GD655-7, that delivers improved ergonomics and productivity.

## PRODUCT SPOTLIGHT pg. 19

The redesigned WA900-8 quarry loader boasts features that improve productivity. Uncover the details inside.

## PRODUCT INTRODUCTION pg. 21

Get a glimpse of the recently introduced 200-ton-class PC2000-11 mining excavator, which offers four working modes.

## A CLOSER LOOK pg. 23

Read about Takeuchi's versatile 5-ton excavator, which features an integrated thumb mount and more than 12 feet of digging depth.

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# SEQUATCHIE CONCRETE SERVICE, INC.

## Passion for concrete fuels exponential growth for Chattanooga Valley firm



Jesse Slaton,  
President

In 1954, Bob Thomas started Sequatchie Concrete Service, Inc. in South Pittsburg, Tenn. The 65 years that followed featured an increase in products, services and employees, each spurred by Bob's indelible spirit.

"He started with one truck and loaded it manually – Bob was a go-getter," said Salesman Tim Costo. "At 95, he would still talk business all day long. His mentality and personality have helped drive our success to this day."

From a single truck then to more than 300 employees, 150 trucks, 20 ready-mix plants, five block plants, a hollow core operation and an operating area that today stretches from

Decatur, Ala., to Knoxville, Tenn., Sequatchie Concrete Service is always open to new opportunities. The rapid expansion that started with Bob continued throughout the second generation of ownership as his sons - David, Reece and Frank - assumed leadership of the firm in the mid-80s.

"Growth was always consistent, and it got to the point where the company was getting ready to take a huge step," recalled Costo. "So much work was coming in so fast – we were evolving from a successful family company into a sizable business."

Jesse Slaton came on board in 2015 when he purchased a third of the company, forming an ownership group with Reece and David. He became President that year, and the brothers remain involved as shareholders and directors.

"The Thomas family worked very hard at establishing a base of assets and developed longevity that is very impressive," noted Slaton. "The massive growth is an example of that, and it is something we want to continue. It's a great company, and everyone here is working to take it to the next level."

Helping navigate that evolution is a management team that includes Manager of Core Operations Brian Van Fleet; Sales Manager Chris Pryor; and Manager of Support Operations Chip Riddlesperger.

### **Built for anything**

When projects are scheduled between Decatur and Knoxville, customers know that they can count on Sequatchie Concrete Service to deliver – both literally and figuratively.

Komatsu wheel loaders, like this WA380, are a staple in the equipment fleets at Sequatchie Concrete Service's 20 ready-mix plants.

### ▶ VIDEO





Sequatchie Concrete Service Operator Alfredo Robledo uses a Komatsu WA380 wheel loader to move material at a Chattanooga, Tenn., plant. “I’ve been operating wheel loaders for 36 years, and the Komatsu WA380 is the best I’ve ever run,” shared Robledo. “Everything – lights, rearview camera, cab comfort, power, handling – is great. The WA380 is an awesome loader.”



“Most people think of concrete as a commodity. We view it as a service,” explained Costo. “When someone orders from us, they know they will get a great product and it will be on time – that’s important. Concrete is perishable; you can’t drag out delivery all day. We meet deadlines, and we are able to do that consistently because we have great people who are on the same page throughout the organization.”

That discipline and teamwork allows Sequatchie Concrete to serve a diverse clientele.

“We’ll do anything from block that goes in someone’s backyard to a large development,” stated Ready Mix Area Manager Mark Edwards. “We’re proud to say that we can cover all of those areas. We started out doing blocks, so they’re an important part of our business; however, large concrete projects have been an increasing focus.”

Volkswagen. Toyota. Amazon. Google. When it comes to significant assignments for brand-name customers, Sequatchie is often in the mix.

“We delivered 62,000 yards of concrete for an Amazon project; 60,000 yards for Google’s new \$600 million data center in Bridgeport, Ala., and we are bidding for some other upcoming jobs as well,” noted Edwards.

Massive, minuscule or unusual, if a customer has a request, Sequatchie Concrete Service is up to the challenge.

“One project required a 24-hour pour, so we worked around the clock to deliver 3,600 yards of concrete in that time frame,” recalled Edwards. “However, it was being poured 30-feet deep. To counteract the heat build-up that would occur, we made each load with liquid nitrogen to meet the temperature specs.”



**Mark Edwards,**  
Ready Mix  
Area Manager



**Tim Costo,**  
Salesman

*Continued . . .*

# 'The WA380 is an awesome loader'

... continued



Dennis Hamilton,  
Fleet Service  
Manager

## Loading with Komatsu

To keep up with the demands of a booming customer list, Sequatchie Concrete Service needs equipment it can rely on and a dealer it can trust. For decades, that has meant Komatsu wheel loaders from Power Equipment Company. It's a relationship that spans two generations as Sequatchie calls on Territory Manager Heath Smith, just like it did with Smith's father, Tim, years earlier.

"As a company, it's our goal to have the top equipment, processes and people in our footprint," said Slaton. "Power Equipment and Heath have assisted us with that. With their help, we have the best fleet in our market."

The company runs D39 dozers; however, wheel loaders are the most common pieces of Komatsu equipment at Sequatchie Concrete Service yards. Ranging in size from WA270 to WA380, the Komatsu loaders are popular among operators.

"Komatsu loaders are perfectly suited for working in the yard, moving piles and loading trucks," said Fleet Service Manager Dennis Hamilton. "We used to have a pretty mixed

fleet, although in the last five years our fleet has become predominantly Komatsu. We know the machines will perform every day.

"Plus, Komatsu machines are some of the smoothest we've ever had," he added. "Our operators can work in them all day and still feel great when they get out."

"I've been operating wheel loaders for 36 years, and the Komatsu WA380 is the best I've ever run," shared Operator Alfredo Robledo. "Everything – lights, rearview camera, cab comfort, power, handling – is great. The WA380 is an awesome loader."

In addition to top-of-the-line machines, Sequatchie says the services Komatsu and Power Equipment provide increase the value of its fleet. KOMTRAX, Komatsu's remote machine-monitoring system, is a favorite.

"I check KOMTRAX probably two times a week, at least," noted Edwards. "I love that I can track so much from it and get a clear picture of what is going on with a machine at any given time. Plus, it's a free service that Komatsu stands behind. That provides a lot of added value."

## Driven by passion

Given Sequatchie Concrete Service's history, it's not surprising that continued expansion is on the horizon. The company is in the process of building a pair of ready-mix plants in Knoxville and plans to have another facility in Blount County completed this year.

"The more locations we have, the more customers we can reach," declared Edwards. "We have a clear strategy and a strong customer list. I think we can continue on this trajectory for some time."

And that track would likely suit everyone at Sequatchie just fine. This is what they live for.

"Concrete isn't sexy or cool; however, it's what we love to do," laughed Costo. "It's in our blood. I love going to jobsites and watching concrete being poured. I think our customers realize this passion is what sets us apart and makes us successful." ■

A Sequatchie Concrete Service operator uses a WA320 wheel loader at the company's Chattanooga, Tenn., ready-mix plant.



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# REDUCING FATALITIES, INJURIES

## OSHA initiative aims to increase awareness of safety hazards during operations

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

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists of two components: OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop

outreach programs supporting compliance assistance within their jurisdictions.

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

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

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.

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

*Continued . . .*



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

# Free, educational resources available

... continued

- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick

reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.

- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

## Following trenching standards is best prevention

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

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

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

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

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



## Know your protective systems

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

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

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

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

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

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





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# ALTERNATIVE FUNDING STUDIES

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

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

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

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

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

### Searching for new solutions

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

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

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

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



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



Lacy Ballard,  
Waste Connections  
Midway Division  
District Manager

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

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

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

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

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

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

### Stamp of approval

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

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

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

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

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

### ▶ VIDEO



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

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# UPDATED MOTOR GRADER

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

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

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

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

### Greater speed, less fuel

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

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

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

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

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



Bruce Boebel,  
Komatsu Senior  
Product Manager

### Quick Specs on Komatsu's GD655-7 Motor Grader

**Model**  
GD655-7

**Net Horsepower**  
218 hp

**Operating Weight**  
38,140 lb

**Blade Length**  
14 ft

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



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

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## REDESIGNED QUARRY LOADER

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

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

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

Additional productivity and efficiency features include:

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

#### Operator-friendly design

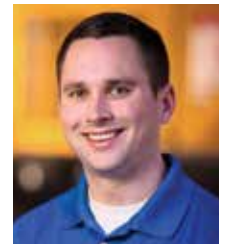
“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without

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

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

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

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



Robert Hussey,  
Komatsu Product  
Marketing Manager

#### ▶ VIDEO



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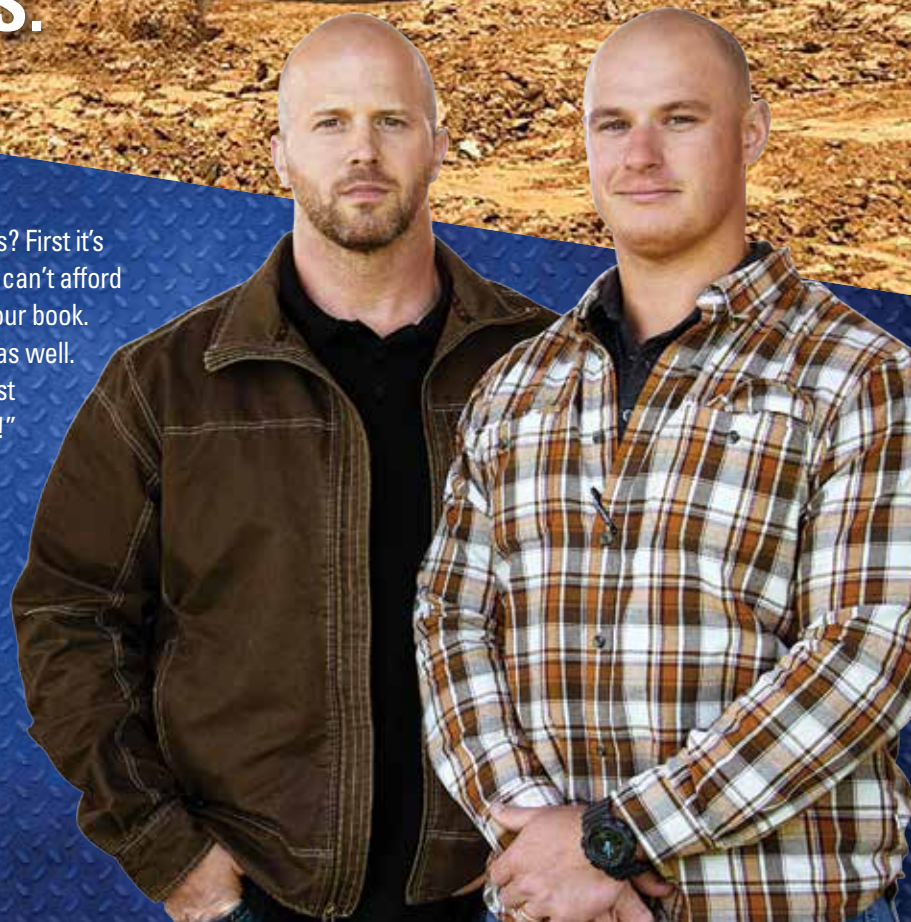
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**Hunter and Clint Shackelford**  
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# NEW MINING EXCAVATOR

## Powerful model increases performance in quarry and mining applications

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

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

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

### Greater reliability, durability

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

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

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



Joe Sollitt,  
Komatsu Senior  
Product Manager,  
Mining Support  
Equipment

### Brief Specs on Komatsu's PC2000-11 Excavator

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

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

### ▶ VIDEO



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# NEW COMPACT EXCAVATOR

## Versatile 5-ton Takeuchi features integrated thumb mount, more than 12 feet of digging depth

Contractors want the versatility that gives them the ability to use one machine for multiple applications. Takeuchi's new compact 5-ton TB250-2 excavator fits the bill with a long arm, integrated thumb mount and a digging depth of more than 12 feet, making it a solid choice for landscaping, general contracting, utility digs and more.

The TB250-2 features a four-pump hydraulic system for multi-function capability and pilot joysticks that provide smooth, metered control. The primary auxiliary circuit delivers 24.2 gallons per minute and is controlled with a proportional slide switch located on the left-hand joystick. The multi-function monitor makes it possible to adjust hydraulic flow rates from the cab, and multiple presets allow attachments to be exchanged quickly and easily. Continuous oil flow for various types of hydraulically driven attachments is possible through detent mode, which improves efficiency and reduces fatigue.

### In-cab amenities

Takeuchi equipped the automotive-style cab with a high-capacity HVAC system to keep operators comfortable throughout the year, and rocker switches provide a wide range of functions. A high-back seat has multiple adjustments for height, weight, fore and aft positions as well as tilt for greater comfort.

The in-cab monitor is easy to see in varying light conditions and keeps the operator informed of machine health and performance. The Takeuchi Fleet Management telematics system comes standard and allows the owner to view vital information such as location, utilization, performance and maintenance data remotely. This can be instrumental in ensuring uptime and availability.

Large hoods open overhead for convenient serviceability and access for daily inspection points. All grease points are clearly marked and easy to find on one side of the machine. The fuel fill is located behind a lockable access panel and provides a site gauge to simplify refueling.

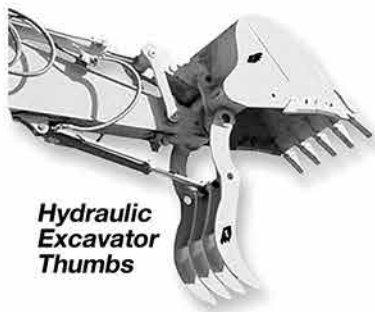
"Takeuchi is excited about the addition of the TB250-2 to the excavator line, and we look forward to providing today's contractors with a machine that will not only meet, but also exceed their expectations on the most demanding jobsites," said Mike Ross, Director of Product at Takeuchi Manufacturing. "Listening to our customers is key to success, and we incorporate their feedback into every Takeuchi product to ensure the quality, performance and value are unmatched." ■

Takeuchi's TB250-2 compact excavator features 12 feet, 4.8 inches of digging depth and an integrated thumb mount. It fits a wide range of applications, including general construction, landscaping and utility installations.





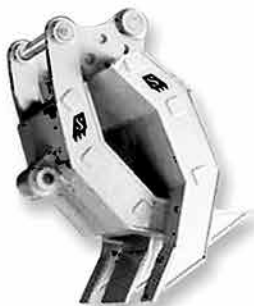
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## BUSINESS SOLUTIONS GROUP 2.0

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

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

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

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

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

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

**ANSWER:** Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a

*Continued...*



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

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*

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

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

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

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

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

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

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

# 'We're known as problem solvers'

... continued

fleet that will help them operate in the most efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.

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



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

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



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

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

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

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

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

**ANSWER:** Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we should finish what we started. It's really easy to encounter a challenge and give up because there isn't enough information. When we come to that point, we do the research to find the answer.

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

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## SUPER-SIZED DEMO

### Komatsu opens Arizona Proving Grounds to mining and quarry customers

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

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

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

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

#### Up close and personal

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

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

The event was a hit with those who attended.

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

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



Joe Sollitt –  
Komatsu Senior  
Product Manager,  
Mining Support  
Equipment

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



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# NEW PRODUCT FOR DOZERS

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

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

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

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

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

### First-hand reviews

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



**Jim Funk,**  
Komatsu Senior  
Product Manager –  
Undercarriage

*Continued . . .*



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

# Price, performance cited as reasons for OEM parts

... continued

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

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

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

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

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

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

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

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

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



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



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



## MORE INDUSTRY NEWS

# Court rules general contractors can be cited for subcontractors' safety violations

The U.S. Court of Appeals for the Fifth Circuit in New Orleans ruled that the Occupational Health and Safety Administration (OSHA) may cite general contractors for subcontractors' safety violations. The ruling receded from a 1981 precedent by an administrative law judge that said OSHA could only cite controlling employers – a legal term indicating the general contractor – for the safety of its own employees.

The opinion stems from a 2015 case in Texas where a general contractor directed a

subcontractor to work in what was deemed unsafe conditions. Both were cited for willful violation of an OSHA regulation regarding exposure of employees to a cave-in hazard.

An administrative judge for the Denver Occupational Safety and Health Commission previously ruled the general contractor could not be cited for the safety hazards created by a subcontractor. The Fifth Circuit said recent rulings in similar cases render the 1981 decision obsolete. ■



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# A CLEARER PICTURE

## New tool helps equipment owners calculate fuel consumption more accurately

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

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

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

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

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

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

### Better definition of average

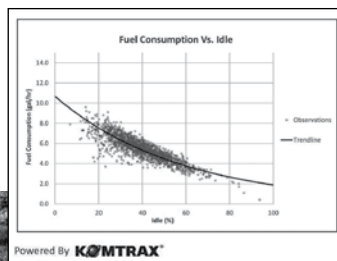
Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

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

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

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

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





2017 Komatsu PC170LC-10  
9'6" stick, 36" bkt, S/N 30549, 1,467 hrs.



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

### EXCAVATORS

Year/Make/Model	Description	S/N	Hrs.
2017 Komatsu PC170LC-10	9'6" stick, 36" bkt	30549	1,467
2015 Komatsu PC210LC-11	Equipped with hyd thumb	A12002	4,076
2016 Komatsu PC210LC-11	Hyd thumb, bkt	500278	2,418
2016 Komatsu PC240LC11	48" bkt, hyd thumb, aux hyd	A22046	1,882
2013 Komatsu PC290LC10	48" bkt, hyd thumb, hammer hyd	A25386	4,441
2015 Komatsu PC290LC10	Esco hyd coupler, bkt	A25880	3,950
2012 Komatsu PC360LC10	Hyd thumb, bkt	A32139	5,000
2016 Komatsu PC360LC11	Thumb hyd	A35681	2,131
2014 Komatsu PC360LC10	JRB coupler, 10'6" arm, 48" Hensley bkt	A33558	3,611
2014 Komatsu PC490LC-10	JRB coupler, 11'1" arm	A40703	3,546

### DOZERS

Year/Make/Model	Description	S/N	Hrs.
2016 Komatsu D37EX-24	Cab, A/C	85016	2,143
2014 Komatsu D39EX-23	Cab, A/C	90217	1,670
2015 Komatsu D39EX-23	Cab, A/C	90256	1,922
2013 Komatsu D39EX-23	Cab, A/C, front sweeps, rear screen	90062	2,700
2016 Komatsu D39PX-24	Cab, A/C	95062	824
2005 Komatsu D65EX-15	Cab, A/C, front sweeps, rear screen	67649	5,400

### FORESTRY EQUIPMENT

Year/Make/Model	Description	S/N	Hrs.
2008 Komatsu 445FXL	Feller buncher	FT4K-2987	8,625
2012 Barko 495	Knuckleboom loader	11249524032	8,675
2013 Barko 495ML	Magnum knuckleboom loader	11349524118	6,622
2012 Barko 495ML	Magnum knuckleboom loader	11249524012	3,193

### WHEEL LOADERS

Year/Make/Model	Description	S/N	Hrs.
2013 Komatsu WA150-6	Cab, A/C, pin-on forks	80780	4,675
2013 Komatsu WA150-6	Cab, A/C, pin-on forks	80874	4,793
2017 Komatsu WA270-8	Cab, A/C, coupler, bkt, 2-spool valve	A28008	32
2017 Komatsu WA270-8	Cab, A/C, coupler, bkt, 2-spool valve	A28096	112
2012 Komatsu WA320-6	Pin-on bkt, Cab, A/C, new tires	A35087	4,314
2017 Komatsu WA320-8	Cab, A/C, coupler, bkt, 2-spool valve	A38086	441
2015 Komatsu WA320-7	Pin-on bkt, Cab, A/C	A36456	6,030

### GRADER

Year/Make/Model	Description	S/N	Hrs.
2008 Komatsu GD655-3EO	Cab, A/C, 14-ft moldboard	51600	4,104

### SOIL STABILIZER

Year/Make/Model	Description	S/N	Hrs.
2007 CMI/Terex RS600C		565149	4,850
2003 CMI/Terex RS500C		A531-399	6,200

### ARTICULATED TRUCKS

Year/Make/Model	Description	S/N	Hrs.
2011 Komatsu HM400-2		2742	8,098
2013 Komatsu HM400-3	Cab, A/C	3235	6,500

### PAVING/COMPACTION

Year/Make/Model	Description	S/N	Hrs.
2013 HAMM 3307	Open rops, smooth drum	H1891077	1,612
2013 HAMM 3307	Open rops, smooth drum	H1891097	1,236
2013 HAMM 3410	Open rops, smooth drum	H1792008	1,657
2015 LeeBoy 8816B		8616-114736	1,292

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