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Northwest Contracting Services

As Tennessee company grows,
it increases efficiency by
upgrading fleet technology



NORTHWEST

NW



(L-R) Mike, Jim
and Tony Federico of
Northwest Contracting Services

A Message from Power Equipment Company



Chris Gaylor

**We're here
in uncertain
times**



Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Power Equipment Company will continue to offer around-the-clock sales and service support.

This issue of your Power Equipmenteer magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

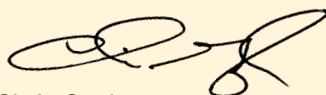
Komatsu's smallest standard excavator, the PC130-11, performs its role like a champion. It is a basic digging machine that fits into nearly any operation and can be hauled on a tag trailer. Find out more inside.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

There are also interesting articles about our industry that I believe you will find useful, including one featuring a new AGC initiative called Culture of CARE that's designed to increase workplace diversity and inclusion. Find out how you can be a part of it.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,
Power Equipment Company



Chris Gaylor
President

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As Northwest Contracting Services adds services, it increases efficiency by upgrading fleet technology



Tony Federico,
Co-owner,
President



Jim Federico,
Co-owner,
Vice President

The Federico family has always been drawn to diesel fuel. Jim Federico spent most of his career working on and then selling heavy equipment for various manufacturers. His sons, Tony and Mike, also found their way to the industry as Tony operated equipment and Mike worked in logistics for the trucking industry. When the opportunity to come together to make Northwest Contracting Services their family company, the trio jumped at it.

“Northwest was owned by Ken Grisham,” explained Jim. “He was one of my customers, and Tony worked there for about nine years. In 2005 he was ready to sell, so he approached us and we bought it.”

With Tony as President, Jim as Vice President and Mike as Secretary, they moved the office from Mississippi to Memphis and began expanding.

“When we bought the company, we did only pipe work; mostly water sewer and storm drain for residential developments,” recalled Tony. “Our goal was to grow and diversify. We shifted to commercial and industrial work to broaden our horizons.

“We also started doing our own dirt work along with clearing, demolition and environmental,” he added. “We hadn’t done a lot of that before, but we had the equipment to handle it. It was part of an effort to grow. Our plan is to be a full-line civil contractor.”

The company has accomplished just that. After beginning with 10 staffers, Northwest Contracting now has 38 employees and has increased business by nearly 200 percent since the Federicos took ownership.

While the growth was anticipated, it took some flexibility early on from the Federicos to foster it.

“It was a learning curve,” laughed Jim. “I was handling all of the accounting, permitting and billing, and Tony was in the field. If a machine broke, I’d fix it and then stick around to help move dirt. Until we started adding people, it was crazy for a while.

“But being able to work with my sons was worth it,” he continued. “It’s been a blessing.”

Through the process of expansion, the family has been proud of its history with employees and customers. Making that connection easier to maintain is the fact that the former owner returned to the fold as superintendent seven years ago.

“Ken and I were talking about what he was doing, and I said he should come back and work for us,” said Jim. “So he did. He is just as invested in this business being successful as he was back in 2005.”

As for how Ken likes being on the employee end of the business spectrum? “He loves it – he hasn’t had to worry about writing a check in 15 years! There’s no pressure,” joked Jim.

All things dirt

Whether it’s digging, moving or cleaning dirt, Northwest Contracting is adept at working with it.

“Pipe and general dirt work are now our main focus, they drive our company,” said Tony. “However, in 2009, we began working with a company to perform soil remediation. We got certified and started with smaller \$3,000 to \$4,000 jobs, and it’s grown into us handling \$2 million projects.”

A Northwest Contracting Services operator uses the company’s PC210LC-11 excavator on a recent project. “Our foremen get mad if they can’t have the PC210,” shared President Tony Federico. “They say it’s our best grading machine. On top of that, it’s very reliable.”





▶ VIDEO

A Northwest Contracting Services operator uses a Komatsu intelligent Machine Control D51PXi-24 dozer to perform final grade on a parking lot at Silo Square in Southaven, Miss. "If you have to cut a foot of dirt, the D51PXi is smart enough that it senses it," said President and Co-owner Tony Federico. "When you track over it, it reads it and will cut it so you get the most production. Your operator doesn't have to sit there and work the joystick constantly."

The business model of delivering quality results has paid off for the Federicos multiple times.

"Our goal as a company is to try as hard as we can to do things right," noted Jim. "As a result, we get a lot of repeat business from customers who trust us. People see us paying attention to detail."

A recent example of this approach was at Silo Square, a massive, mixed-use commercial/residential development in Southaven, Miss. For the past two years, Northwest Contracting has continued to earn work from the customer at that site and others.

"The developer was having trouble meeting his timeline," said Tony. "This is a huge project for the area, so he called the city of Southaven, and they recommended us. Initially, we installed a storm drain, 1,500 feet of pipe and 10 inlets. Then it turned into 2,000 feet of sewer line and a couple thousand additional feet of water lines. We got him caught up."

It was the beginning of a great relationship.

"Right away, he hired us for a 50-lot subdivision," Tony continued. "We cut the

streets; installed all the water, sewer and storm-drain utilities; and got it ready for cement and asphalt. When we finished there, he had us come back to Silo Square and grade some parking lots. We continued to earn work because we did things right. That's our goal."

Improved efficiency

As the company took on more large excavating and grading assignments, it looked for ways to improve its efficiency. To do that, Northwest Contracting added Komatsu intelligent Machine Control (iMC) technology to its fleet in the form of a D51PXi-24 dozer from Power Equipment Company and Territory Manager Jamey Frewin.

"We had Topcon aftermarket systems on our dozers, and we were happy with them," said Tony. "Jamey, to his credit, kept talking to us about iMC and everything it could do."

"I was skeptical," interjected Jim. "I didn't think there was any way it could do the things Jamey said it could do."

"We wanted to use a standard dozer on a job, but Jamey insisted we let him bring the D51PXi to try," said Tony. "We uploaded the plans to



**Mike Federico,
Secretary**



Discover more at
PowerEquipmentteer.com

Continued...

'This dozer just fit in perfectly'

... continued

the dozer and started cutting for curb and gutter. We didn't have anything staked. The surveyor said he had been doing this for 17 years, and he'd never seen a job done this close to grade before.

"I was blown away," admitted Jim. "Not only did it do what Jamey said it could do, but it also did more."

While the D51PXi enabled Northwest Contracting to achieve faster completion times, it also helped to close the loop technologically for the operation.

"We didn't think we were technologically savvy enough to have a machine like this," stated Tony. "But Jamey explained that we were already doing everything necessary to run it. We were making the CAD plans, used a Topcon system and had been running GPS systems. This dozer just fit in perfectly and made everything else click into place. We turn the machine on and go. Everything is right."

Growing partnership

Before the D51PXi debuted on a Northwest Contracting site, it took a while for Frewin and Komatsu to crack its fleet.

"We were partial to two other manufacturers," explained Jim. "I had worked with them before this, so I continued to use them. Jamey kept calling on us. Three years ago we needed an excavator. We went to that other dealer, and they drug their feet. Power didn't. We had a PC210LC-11 the same afternoon we contacted them. They have been a pleasure to work with and we continue to turn to them. Parts, service, whatever. Power Equipment takes care of it quickly."

The equipment has also turned heads on the jobsite.

"Our foremen get mad if they can't have the PC210," shared Tony. "They say it's our best grading machine. On top of that, it's very reliable. We've had it for three years and never had a service call on it. I can't say that about any other machine we've owned." ■

(L-R) Mike, Jim and Tony Federico call on Power Equipment Company for Northwest Contracting Services' heavy equipment needs. "They have been a pleasure to work with, and we continue to turn to them," said Vice President Jim Federico. "Parts, service, whatever. Power Equipment takes care of it quickly."



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Marv Selge / Selge Construction, Inc. / Niles, MI

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Ford Construction Company continues legacy of quality by adding more paving awards to its resumé

Professional sports teams routinely talk about the desire to win a championship and “bring home some hardware.” That same mentality is evident at Ford Construction Company – and it has a full trophy case to prove it.

Ford Construction was named the Tennessee Department of Transportation (TDOT) and Tennessee Road Builders Association (TRBA) 2019 Smoothest Paving Contractor of the Year – a statewide recognition of paving excellence. It also took top honors in Region IV for the Greatest Improvement category – which focuses on road improvement for a specific job in a region.

“Both are great honors, and we are very proud to receive them,” said Ford Construction Vice President Sam Baggett. “Considering the amount of projects and contractors in Tennessee, it is very special to win these awards.”

Ford Construction was also named Smoothest Paving Contractor of the Year in 2017 and earned a Greatest Improvement and TDOT Commissioner’s Top Quality Award in 2018. Since 2008, it has received 17 TDOT/TRBA honors.

Taking pride in a job well done

“We love quality,” said Paving Foreman Tony Rodgers. “We want to go in and do a good job every time. This is what we do, so we want to be the best. Getting awards is a great recognition for our work.”

The honors are based on ride scores determined by TDOT. Using a profilograph to measure the variations of the road on a per-inch/per-mile basis, the jobs are given an Internal Roughness Index (IRI) score before and after the project. The lower the score, the smoother the surface.

The centerpiece of Ford Construction’s fleet is its VÖGELE SUPER 2003-3i road paver equipped with a VF 600 screed from Power Equipment Company.

“This machine is awesome,” shared Rodgers. “With the screed, we get a lot of compaction, it keeps the rollers clean and it’s very heavy. The paver lays a good mat. We can run about 40 to 45 feet per minute, which

keeps us ahead of the rollers and creates a smooth ride.”

“Power Equipment is a vital part of our operation, too,” added Baggett. “Their product support has been great. Typically, we work overnight, and we know that if something happens at 2:00 a.m., someone will be there to help us right away. We can work with great confidence that we are going to be taken care of.” ■



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PowerEquipment.com



(L-R) Power Equipment Territory Manager Jimmy Spence, Ford Construction Vice President Sam Baggett, Paving Foreman Tony Rodgers, Superintendent Blaine Stanley and Power Equipment Customer Support Manager – Road Construction Brock Booker gather in front of Ford Construction’s VÖGELE SUPER 2003-3i road paver.

A Ford Construction Company paving crew uses a VÖGELE SUPER 2003-3i road paver on a stretch of Interstate 40 near Jackson, Tenn.



▶ VIDEO

Response and recovery plans are key to successfully weathering a variety of emergency situations



Troy Tepp
Director,
Safety Services,
Sentry Insurance

One of the main factors in successful project completion is preplanning. That's also a key element in responding to an emergency situation or crisis, according to Troy Tepp, Director, Safety Services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Tepp, whose webinar for the Associated Equipment Distributors titled, "Developing Your Emergency Response & Recovery Plans – Before They're Needed" outlined what businesses need to focus on during a crisis. He suggests starting by establishing goals and priorities.

"The top priority within any emergency response plan must always be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities," said Tepp. "Keep in mind your procedures also need to account for employees outside of

your fixed-based operations, such as field personnel, drivers and equipment operators."

Once life-safety priorities have been addressed, a focus on procedures to stabilize sites and protect buildings, premises and other key assets is the next step. Plans to protect sensitive records, monies kept on site and other assets should follow.

Primary risks

Tepp emphasized that risk assessment is fundamental to the preplanning and development process. He advises firms to take into account three primary risks, including natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow and flooding. "These are the most likely risks firms face. Where you conduct business should be factored in. If you are a contractor who works across various regions, or all parts of the country, you must have every type of weather in your plan."

Additional risk considerations are human incidents such as medical injuries, robbery or even bomb threats, according to Tepp. The final type of risk is technological occurrences, such as data breaches.

Pre-incident planning and awareness is another important step. Items under consideration can include alarms, public-alert and surveillance systems; site communication capabilities; communication with remote staff; municipal agency support resources; staff expertise, skill development and special needs; and evacuation routes and shelter spaces.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness. "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify these events," said Tepp. "Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If

Natural events, such as severe weather, happen across the United States. "These are the most likely risks firms face," said Troy Tepp, Director, Safety Services with Sentry Insurance. "Where you conduct business should be factored in. If you are a contractor who works across various regions, or all of the country, you must have every type of weather in your plan."





Response and recovery plans help ensure your business is well-prepared to handle risks and emergency situations. “Predicting when those events will occur is nearly impossible, and that’s why it’s essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital,” said Troy Tepp, Director, Safety Services with Sentry Insurance.

personnel are off-site, have a communication plan to check on their safety and well-being.”

The example outlined above is part of the phase that Tepp calls Designing Your Response Procedures. Responses should be specific, define roles and responsibilities and activate an assigned response team.

“These procedures will be unique for each scenario – no response is likely to be identical for any two emergencies,” said Tepp. “Along with response procedures and staff responsibilities, document specific steps for notification, ongoing communication and your planned role for municipal emergency response services. These service providers can help in developing plans and are often willing to assist with annual training and drills. Monitoring staff performance and identifying areas to improve and modify may be part of assessing training and drills.”

To prepare effectively, a business-recovery plan is needed, according to Tepp, who said the plan should designate a preassigned business-recovery team. Other elements of the plan can be determining essential versus support staff, creating recovery operations, outlining IT needs, looking at communication

considerations, preparing daily progress updates and phased recovery, testing and training.

“Reporting the incident to your insurance carrier in a timely manner should be your first step (after an incident has occurred); the faster it’s reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee a successful recovery by putting the plans in place that you developed to deal with emergency events.”

Covering COVID

In addition to his formal presentation, Tepp touched on how to respond to major unforeseen incidents, such as the COVID-19 crisis. He said that an addendum to plans already in place or a section devoted to infectious diseases is a good idea, with a caveat.

“This event really came out of nowhere, so most people had not addressed something like it,” said Tepp. “Businesses should consider having some personal protective equipment on hand such as masks, but not go overboard. It can be expensive, expiration dates come into play for items stored long term and having large numbers of such items is likely unnecessary in most cases.” ■

Editor’s Note: This article contains information from a webinar Troy Tepp of Sentry Insurance created for the Associated Equipment Distributors and from a conversation with Tepp. It is for information purposes only and provides insight for businesses in our industry.

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AGC 'Culture of CARE' program designed to help firms create more welcoming workplace environments

A new Associated General Contractors of America (AGC) initiative is aimed at increasing diversity in the construction industry and making jobsites more inclusive. Called Culture of CARE (commit, attract, retain and empower), its purpose is to help firms offer a more welcoming workplace environment for staff, particularly those from varied demographic backgrounds.

"We are asking companies to take bold and visible steps toward creating a more diverse, safe, welcoming and inclusive construction industry," said Stephen E. Sandherr, AGC's Chief Executive Officer. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable."

Culture of CARE calls on construction firms to sign a pledge to create more welcoming and inclusive workplace cultures. After signing the pledge, AGC will work with them to provide training and suggested human resources practices designed to help them take action. Education materials are available from the program, including sample HR policies, toolbox talks, jobsite posters and hardhat stickers.

Those interested can sign the pledge at www.buildingculture.org. More information about the program, as well as other resources, are also available on the website.

Safety and financial benefits

Sandherr noted that Culture of CARE is based on a program first launched by the AGC of Washington Chapter in the Pacific Northwest. The national association's Diversity & Inclusion Council evaluated the state program and determined that it was a powerful tool to support the industry's efforts to become more diverse and inclusive. In addition to the CARE program, AGC of America has already released its Business Case for Diversity & Inclusion in the Construction Industry, which provides the economic, safety and productivity rationale for expanding construction diversity.

"Culture of CARE has the potential to support a broad expansion of the diversity of the construction industry," said Rita Brown, Chair of AGC's Diversity & Inclusion Council. "We want to provide the tools needed to recruit, retain and support people of all backgrounds." ■

The Associated General Contractors of America (AGC) is focusing on increasing diversity in construction and making jobsites more inclusive through its Culture of CARE (commit, attract, retain and empower) initiative. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable," said Stephen E. Sandherr, AGC's Chief Executive Officer.



New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer



Andrew Earing,
Komatsu Senior
Product Manager,
Tracked Equipment

Whether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.

"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Senior Product Manager, Tracked Equipment. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." ■

Brief Specs on Komatsu's PC130-11 Excavator

Model	Operating Weight	Horsepower	Bucket Capacity
PC130-11	28,660 lb	97.2 hp	0.76 cu. yd

Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.



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

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Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,
Komatsu Product
Marketing Manager



Discover more

Experienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

New bucket design, customer-requested features

The WA800-8's bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

Quick Specs on Komatsu's WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.



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Contractor keeps moving with a fleet of intelligent Machine Control and standard equipment



Kelly Fulfer,
Owner/President



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Before earning his high school diploma, Kelly Fulfer was an experienced operator who had chosen a career path in construction. As a teen, he worked part time for a contractor and was running a backhoe by his junior year.

“During my senior year I had only a couple of classes, so I worked during the day, too,” recalled Fulfer. “If the project was close to the school, I would just drive the backhoe between there and the jobsite.”

Today, Fulfer spends less time on machinery and more on overseeing his business, Superior Construction & Excavating, which is a full-service sitework company that also has its own gravel pits. The business typically runs 12 to 15 jobs at once. Recent assignments included a subdivision that called for excavating a pond with close to 270,000 cubic yards of dirt that was kept on site and spread for fill and grading.

Spot-on accuracy in all materials

Superior Construction & Excavating operators used Komatsu intelligent Machine Control (iMC) D61PXi-23 and D61PXi-24 dozers

to construct the ponds, build subgrade for roads and level lots.

“The accuracy is spot-on, no matter the application,” said Operator Justin Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I’m placing.”

Fulfer acquired the iMC dozers not long after he started using standard Komatsu equipment in his fleet. He now has more than 20 machines, including excavators, dozers, wheel loaders and articulated dump trucks.

“We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu,” said Fulfer. “(Our distributor) put together an impressive package of machines. Equally important is service. (They) have been excellent to work with.” ■

Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu intelligent Machine Control D61PXi-24 dozer. “The accuracy is spot-on, no matter the application,” said Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work”

▶ VIDEO



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Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

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Powerful, versatile VÖGELE pavers are designed for highway, large-scale projects

VÖGELE's new SUPER 2000-3i and SUPER 2003-3i 10-foot pavers are designed for large commercial projects like highway construction. Developed specifically for North American customers, both the tracked 2000-3i and wheeled 2003-3i deliver power and versatility in one package.

The driving force behind the machines is the powerful 6-cylinder, 250-horsepower diesel engine. With the VÖGELE EcoPlus low-emissions package, intelligent engine management supports low fuel consumption and low noise operation.

The large cooler assembly guarantees that the power unit delivers full output at all times. With innovative air routing and a variable-speed fan, temperatures are continually kept in the optimum range. This positively influences engine life and oil consumption, enabling the pavers to work in all climate regions.

Additionally, self-diagnostics and sensors for all critical engine functions virtually eliminate daily maintenance checks.

Each model is equipped with the latest version of VÖGELE's ErgoPlus 3 operating

system, which includes several ergonomic and functional features. The screed console has a large color display that can be conventionally shifted to either side of the operator's platform.

Paving efficiency

Both the SUPER 2000-3i and 2003-3i have large material hoppers with a capacity of 16.5 tons. The hydraulically operated hopper front prevents mix from spilling when feed trucks change and ensures complete emptying, without requiring any manual work. A wide conveyor tunnel and powerful separate hydraulic drives support a laydown rate of up to 1,540 tons.

The pavers feature VÖGELE's Niveltronic Plus Automated Grade and Slope Control – a unique system that provides the basis for efficient paving that is true-to-line and level on any kind of base.

Efficient machine operation can be enhanced with the addition of VÖGELE 600-series Extending Screeds to meet any application. The VF 600 improves the pavers' maximum paving widths to 25 feet, 6 inches; the VR 600 extends to 28 feet, 3 inches; and the AB 600 allows for coverage of up to 27 feet, 11 inches. ■

Developed specifically for North American customers, both the VÖGELE tracked SUPER 2000-3i and wheeled SUPER 2003-3i deliver power and versatility in one package.

Quick Specs for VÖGELE's SUPER 2000-3i and SUPER 2003-3i Pavers

Model	Paving Width	Laydown Rate	Max Weight	Horsepower
SUPER 2000-3i (tracked)	9 ft, 10 in	1,540 ton/hr	49,490 lb	250 hp
SUPER 2003-3i (wheeled)	9 ft, 10 in	1,540 ton/hr	49,420 lb	250 hp



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Mike Gidaspow says that the features and technology in today's equipment are the result of connecting with customers

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.



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

“Growing up, I had visions of working for a car-review magazine and performance testing automobiles,” said Gidaspow. “Construction equipment was pretty close, so it was a bit of a dream come true.”

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

“There are new challenges and opportunities every day in this industry,” Gidaspow stated. “When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable.”

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons. ■

QUESTION: During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?

ANSWER: Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

QUESTION: That's surely been a challenge with COVID-19. How are you adapting?

ANSWER: Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to “meet” and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

QUESTION: Do you see this as a long-term trend?

ANSWER: We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this situation, and we believe they will continue to do more and more going forward.

QUESTION: Will technology continue to play an ever-increasing role?

ANSWER: It certainly will, and the faster equipment users accept and implement it, the faster they will see the positives. Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable



In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. “Those visits with contractors and individuals give us tremendous perspective about what’s happening in the industries we serve,” said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. “We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.”

data that can be acted on much more quickly than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

QUESTION: Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?

ANSWER: These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. ■



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu’s intelligent Machine Control.

Adding automatic lubrication system can sustain vital components' performance, longevity



Scott Ruderman,
Komatsu Product
Marketing Manager



Dan Varon,
Graco Market
Specialist

Proper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

"Equipment has several grease points, and it takes time to manually hit them all," said Ruderman. "In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation."

Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

"Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed," said Dan Varon, Graco Market Specialist. "However, you can manually regulate the amount of grease. For example, if

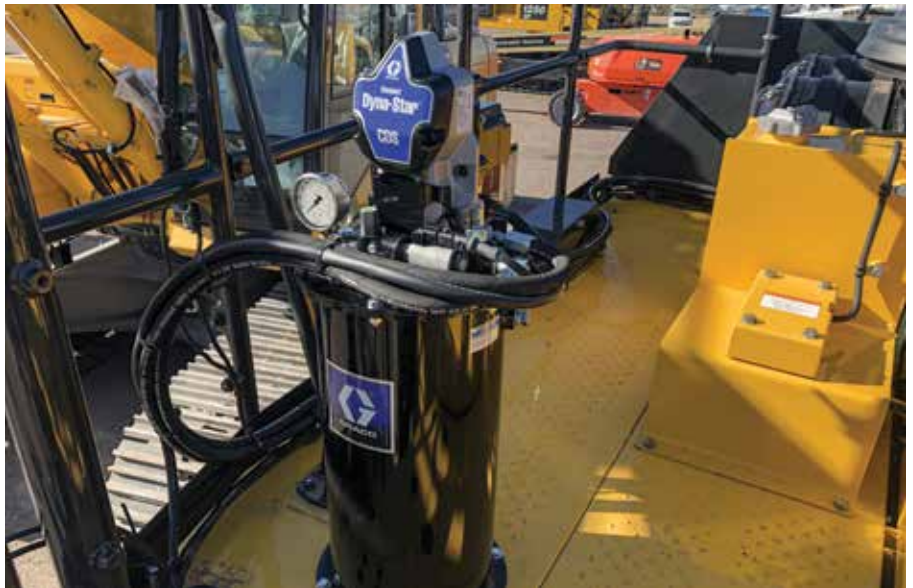
operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point."

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

"Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine," Ruderman noted. "Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure." ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.



intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to

plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



Derek Morris,
Komatsu Product
Marketing Manager,
intelligent Machine
Control

Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



MyKomatsu web-based solution simplifies fleet management and e-commerce



Rizwan Mirza,
Komatsu Manager,
Telematics, Products
& Services Division



Tom Hergenreder,
Komatsu Marketing
Manager, Parts

Fleet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

“Quick access to critical information is vital,” said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. “Customers told us they wanted to be able to access their fleet data at any time, from a single site where it’s organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses.”

Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts.

“Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed,” said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. “Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor’s parts counter.”

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. “Starting from a fleet view, users can easily check the performance of their fleet or an individual machine,” Mirza explained.

“Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available,” added Hergenreder.

“The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching.”

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

“We are working to add customers’ competitive machines to be able to track them, too,” said Mirza. “This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices.” ■



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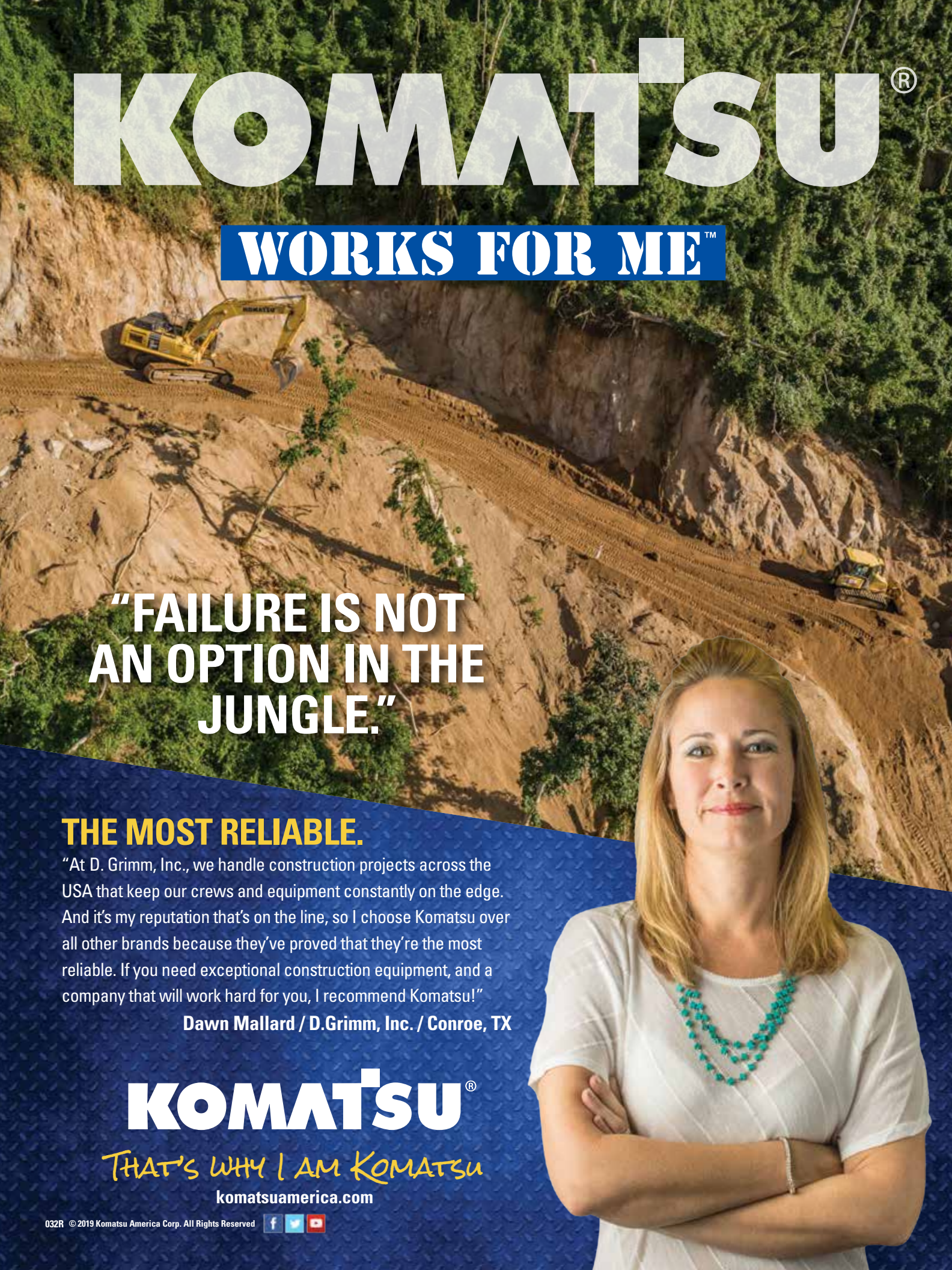
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Travis Heseltine loves the daily variety, challenge that come with inside parts sales career

While some tasks are occasionally repeated, no two days are ever exactly the same for Travis Heseltine, who handles inside parts sales for a Komatsu distributor.

“It’s hard to believe such variety after 21 years in a parts department, but that’s a great advantage to this job,” emphasized Heseltine. “Sure, there are some jobs I do on a routine basis to keep things in proper working order; however, I never have that sense of ‘here we go again’ doing the same thing over and over, day after day.”

Working in a parts department has been the one constant in Heseltine’s life since he joined the distributor in 1999 after serving in the U.S. Army for five years. While in the service, he was a radio operator and worked with computers and automation.

“That training fit right into the current parts world, which has become increasingly automated, Heseltine pointed out. “When I started, parts books on CD were the big thing. Now, pretty much everything is online. Today, when a customer places an order by phone or online, we can find what they need in seconds after a few mouse clicks. I put the order together and send it to the warehouse for them to pull the part or parts to be ready for pick up, delivery or shipping.”

Priority on speed, affordability

Heseltine helps locate and secure parts for both internal use – which includes the distributor’s shop – and for external customers either through his company’s warehouse locations or directly from the inventories of Komatsu and other manufacturers.

“The sooner we can get machines back into production the better, and that’s why most common items are kept in stock, as well as a large inventory of replacement parts,” Heseltine explained. “If we don’t have something, in most instances, we can get it in fairly short order. I try for the fastest, most cost-effective means for the customer.”

Case-in-point involved a recent order from a mine for radiator coolers. Heseltine worked with a freight company to ensure delivery

of the coolers to the customer within its specific timeframe.

“It was a challenge, but anytime you deliver for the customer and make them happy, it’s a good feeling,” said Heseltine. “I enjoy what I do, or I would not have stayed with it this long. The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.” ■

“I’m glad I found this job and made a career out of it.”



Travis Heseltine (below) looks up a part on his distributor’s inventory. “I enjoy what I do, or I would not have stayed with it this long,” said Heseltine of inside sales. “The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.”



Komatsu supports Feeding America as national partner in COVID-19 response efforts, donating funds to aid food banks



Rod Schrader,
Chairman and CEO,
Komatsu North America

More than 37 million Americans face hunger each year. Recently, as the COVID-19 pandemic pushed millions more into food insecurity, Komatsu's North American business units partnered with Feeding America, the nation's largest domestic hunger-relief organization, to donate up to \$250,000 to support the organization.

"The hunger crisis grew quickly in the face of COVID-19," said Rod Schrader, Chairman and CEO of Komatsu's North American operations. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities."

In May, Feeding America predicted that its network of local food banks would need an additional \$1.4 billion during a six-month period to provide food assistance to people facing hunger – a 30-percent increase to the nonprofit organization's operating costs. The network of 200 food banks works with more than 60,000 soup kitchens, food pantries, churches and other community organizations to deliver food, even in the midst of a global pandemic.

"Feeding America is grateful to Komatsu and its employees for their generous support of our neighbors who face hunger during these uncertain times," said Lauren Bierdrion, Vice President of Corporate Partnerships at Feeding America. "Their donation will help food banks serve communities hit the hardest by the COVID-19 pandemic."

Matching employee donations

Komatsu America Corp., Komatsu Mining Corp., Modular Mining and Hensley Industries – all North America subsidiaries of Komatsu Ltd. – are joining together in the effort. The business units are donating \$150,000 and are providing a two-for-one match of employee donations up to \$50,000.

The companies are dedicating an additional \$100,000 to local organizations in the communities in which they operate throughout North America to support specific charitable efforts and needs in the areas of medical supplies and support, food insecurity and community funds. ■

Komatsu's North American business units partnered with Feeding America, donating up to \$250,000 to the organization's efforts to provide food assistance to those facing hunger. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities," said Rod Schrader, Chairman and CEO of Komatsu's North American operations.





2007 Komatsu D61PX-15EO, S/N B45206, 5,170 hrs.



2015 Komatsu D155AX-8, S/N J00527, 1,775 hrs.



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Year/Make/Model	S/N	Description	Hours
Trucks			
2014 Komatsu HM300-3	3455	Articulated truck	5,126
2014 Komatsu HM300-3	3476	Articulated truck	5,655
2014 Komatsu HM300-3	3499	Articulated truck	5,665
2014 Komatsu HM300-3	3522	Articulated truck	6,052
2016 Komatsu HM400-5	10231	Articulated truck	5,782
2016 Komatsu HM400-5	10290	Articulated truck	5,814
2015 Komatsu HD465-7E0	11404	Rigid truck, tailgate	5,200
Dozers			
2007 Komatsu D61PX-15EO	B45206	Cab, air, good u/c, six-way blade	5,170
2011 Komatsu D65EX-16	80599	Cab, air	6,272
2013 Komatsu D39EX-23	90062	Cab, air, front sweeps, rear screen	2,700
2015 Komatsu D155AX-8	J00527	Cab, air, Sigma blade, GVR	1,775
2018 Komatsu D51PXi-24	B20093	Cab, air, intelligent Machine Control	1,028
2019 Komatsu D39EX-24	A27416	Cab, air, 20" grousers, 107" PAT blade	1,000
2019 Komatsu D39PX-24	96224	Cab, air, 27.5" grousers, 128" PAT blade	1,009
2018 Komatsu D51PX-24	B20234	Cab, air, 28" grousers, PAT blade	1,759
2018 Komatsu D51PX-24	B20252	Cab, air, 28" grousers, PAT blade	1,861
2015 Komatsu D155AX-8	100057	Cab, air, GVR, Sigma blade	1,774
Excavators			
2006 Komatsu PC220LC-8	A88176		8,200
2016 Komatsu PC170LC-10	30718	Cab, air, 42" bucket, 28" grousers	1,230
2016 Komatsu PC290LC-11	A27409	Cab, air	1,200
2017 Komatsu PC210LC-11	A12332	Cab, air	2,747
2018 Komatsu PC240LC-11	95312	4PE11B hydraulics, 10' arm, bucket	1,865
2016 Komatsu PC490LCi-11	85166	intelligent Machine Control, all std equip	4,071
Wheel Loaders			
2017 Komatsu WA200-7	81566	Cab, air, coupler, bucket, forks, third spool	3,450
2019 Komatsu WA200-8	85596	Cab, air, coupler, bucket, two-spool valve	152
2019 Komatsu WA200-8	85599	Cab, air, coupler, bucket, two-spool valve	178
2017 Komatsu WA270-8	A28008	Cab, air, coupler, bucket, two-spool valve	98
2019 Komatsu WA270-8	A28444	Cab, air, coupler, bucket, two-spool valve	534
2019 Komatsu WA270-8	A28506	Cab, air, coupler, bucket, two-spool valve	158
2018 Komatsu WA270-8	83636	Cab, air, coupler, bucket, forks, third spool	2,384
2017 Komatsu WA320-8	A38086	Cab, air, coupler, bucket, two-spool valve	638
Skid Steer Loader			
2017 Takeuchi TL 8CRW	200805866	Cab, heat and air	673
Forestry Equipment			
2016 Komatsu Forest 445L-3	A3110	Track feller buncher with Quadco 22B cutter	6,102
2016 Komatsu Forest XT460L-3	A5131	Track feller buncher with Quadco 2900 cutter	1,422
Drills			
2014 Epiroc T45-10	AV014A1145	Rock drill	5,119
2014 Epiroc T45-10	AV014A1227	Rock drill	6,000

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MINExpo postponed due to COVID-19 concerns

Citing the safety and well-being of attendees and exhibitors, the National Mining Association (NMA) has postponed MINExpo International until September 2021. Specific dates have not been set, but the event is scheduled for the Las Vegas Convention Center.

NMA said registered attendees will receive a refund of their registration and award luncheon tickets. When new dates are announced, those who had registered will be contacted. More information is available on the MINExpo website, www.minexpo.com. ■

Safety training modules available for road construction industry

To support training efforts, the National Asphalt Pavement Association (NAPA) recently released CrewSafety: Work Zone Training, a series of web-based, work-zone safety training modules specific to the asphalt road-construction industry. It includes a Fundamentals of Internal Traffic Control module, along with job-specific modules for equipment operators, drivers, laborers and supervisors. More information can be found online by visiting

www.AsphaltPavement.org/Safety, NAPA's website.

"These intuitive and easy-to-use training modules empower road construction crews to recognize and mitigate work-zone hazards," said Dr. Howard Marks, NAPA Vice President of Environmental Health and Safety. "Employee training using CrewSafety helps to reinforce a company's safety culture and its commitment to ensure the safety of its employees." ■

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