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## D&T SAWMILL, TRACY WATKINS LOGGING

Father and son provide quality timber harvesting and processing through southern Tennessee businesses



Tracy Watkins

Daniel Watkins

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# A MESSAGE FROM THE PRESIDENT



Chris Gaylor

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Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO-CON/AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

As the end of 2015 approaches, Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your Power Equipmenteer magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at Power Equipment, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

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Sincerely,  
POWER EQUIPMENT COMPANY

Chris Gaylor  
President

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# D&T SAWMILL, TRACY WATKINS LOGGING

## Father and son provide quality timber harvesting and processing through southern Tennessee businesses

For generations, the Watkins family has logged the woods of southern Tennessee and areas of surrounding states. Tracy Watkins grew up doing it, and so has his son Daniel.

"I worked in a business with my brothers, logging all over the Southeast," recalled Tracy. "I would be gone a week at a time, and Daniel went with me and did whatever he could to help out. When he was really little, it was toting gasoline or whatever else he could carry."

As he got older, Daniel worked after school, during breaks and over the summers driving skidders and operating other equipment for Tracy Watkins Logging, which his father founded in 1993.

The father-and-son team of Tracy (left) and Daniel Watkins own and operate D&T Sawmill and Tracy Watkins Logging. The Grand Junction, Tennessee-based companies harvest and process mainly hardwoods within a 120-mile radius.

### ▶ VIDEO



"I always loved working in the woods, and I couldn't see myself doing anything else," said Daniel. "When I graduated from high school, this became my career. Lord willing, this is what I'll do for the rest of my life."

### Their own biggest supplier

Daniel and Tracy know that logging can be fickle due to unsteady markets. In order to get an upper hand on their own fate, the two founded D&T Sawmill about four years ago. Daniel oversees the logging operation while Tracy runs the sawmill, which is located in Grand Junction, Tennessee. Tracy's daughter Laura Norton also works at D&T Sawmill as the secretary.

"Several years ago, logging started getting to a point where sawmills around this area were filled up during the summer, and we had to haul logs an extra 60 to 70 miles to get rid of them," recalled Tracy. "Fuel prices were high and timber prices dropped. Things got tight. Fortunately, there was a gentleman who wanted to get out of his sawmill business. We saw an opportunity, bought the mill and moved it to our current location."

"It ensured we would always have a relatively close place to take our logs," added Daniel. "We started off with one saw and have since put in another one. About 90 percent of the wood we saw comes directly from Tracy Watkins Logging."

### Mainly hardwoods

Tracy Watkins Logging primarily works within a 120-mile radius of Grand Junction. The company typically runs one side, but on occasion, splits up its crew and works on two



▶ VIDEO

This D&T Sawmill operator uses a Komatsu WA270 wheel loader to load logs for sawing. "Our loaders are in near constant motion, especially at the sawmill. They maintain uptime, are easy to operate and will carry a sizeable load," said Owner Tracy Watkins.

projects at once. On average, the company produces about 50 loads of logs per week.

"We like to keep things simple, so we don't run a bunch of crews," said Daniel. "We have an excellent group of people who know how to get a job done safely, effectively and productively. Some have been with the company a long time, such as our Logging Foreman, James 'Little Ralph' Mays."

The crew mainly cuts hardwoods, including white and red oak, poplar, ash, gum, hickory, sycamore, birch and elm. It also handles pine and pulpwood. Tracy Watkins Logging hauls the timber to D&T Sawmill or to other mills with its own trucks.

"D&T only processes hardwoods," Tracy pointed out. "Our predominant product is crossties, and we cut various sizes. In addition, we make lumber products, pallet stock, dust and chips. Customers tell us what they want, and we supply them with it."

## Barko, Komatsu keep production high

Tracy Watkins Logging loads its trucks in the woods with a Barko 495ML Magnum knuckleboom. D&T Sawmill uses another 495 to unload and cut logs to length before they are sawed. The companies use Komatsu WA270 and WA320 wheel loaders to move logs. They also use a Komatsu PC200 for general purposes around the mill.

*Continued . . .*



▶ VIDEO

D&T Sawmill and Tracy Watkins Logging use Barko 495ML Magnum knucklebooms to load, unload and cut logs to length. "The knucklebooms give us excellent production," said Owner Daniel Watkins. "I like the fact that they are easy to move from one job to another, just like pulling a trailer. They have good power and are fuel-efficient. We're really not dealing with huge logs, so the 495ML is the right size for us."



# Watkins' businesses built on quality customer service

... continued

D&T Sawmill uses a Komatsu PC200-LC for general purposes at its mill in Grand Junction, Tennessee.

"High production is key when it comes to logging and sawmilling, so having solid equipment that stands up to the challenge is essential," said Tracy. "Komatsu and Barko give us that. Our loaders are in near-constant motion, especially at the sawmill. They

maintain uptime, are easy to operate and will carry a sizeable load."

"The knucklebooms give us excellent production too," added Daniel. "I like the fact that they are easy to move from one job to another, just like pulling a trailer. They have good power and are fuel-efficient. We're really not dealing with huge logs, so the 495ML is the right size for us."

Daniel and Tracy worked with Power Equipment Company Territory Manager Chad Roberts to purchase the Barko and Komatsu products, as well as CSI slasher saws to cut ties and lumber at the mill.

"Power Equipment takes great care of us," said Tracy. "That's why we have continued to work with them for more than 10 years. Chad helped us find the right equipment, and Customer Support Representative David Hicks calls on us to make sure our parts and service needs are met."

Power Equipment covers complimentary scheduled service on the Tier 4 loaders under the Komatsu CARE program. "They track the machines, call us and come out and do the service when it's convenient for us," said Daniel. "It ensures the routine maintenance is done on time. It's a great value."

## Honesty is key

Providing great value to customers has always been a point of emphasis for Tracy and Daniel Watkins. Tracy credits that for keeping Tracy Watkins Logging in business for more than 20 years.

"I think I've only solicited for business once," said Tracy. "Nearly 100 percent of our work has come from people calling on the recommendation of someone we worked for before or repeat customers. I believe it all comes down to honest dealing. Do what you say you're going to do, and don't promise what you can't deliver."

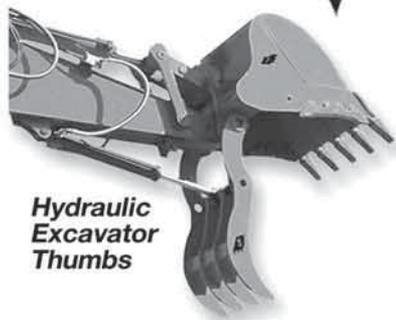
"That extends to D&T Sawmill as well," Daniel commented. "Our customers expect quality products, and we aim to provide those in a timely manner. That's something we won't compromise on." ■



(L-R) D&T Sawmill and Tracy Watkins Logging Owners Tracy and Daniel Watkins meet with Power Equipment Company Territory Manager Chad Roberts and Customer Support Representative David Hicks at D&T Sawmill in Grand Junction, Tennessee. "Power Equipment takes great care of us," said Tracy. "That's why we have continued to work with them for more than 10 years. Chad helped us find the right equipment, and David calls on us to make sure our parts and service needs are met."



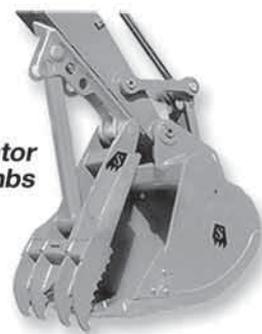
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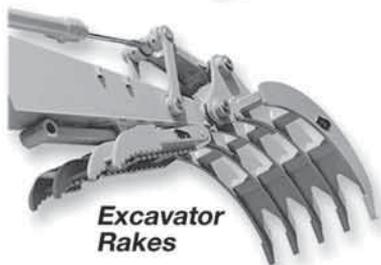
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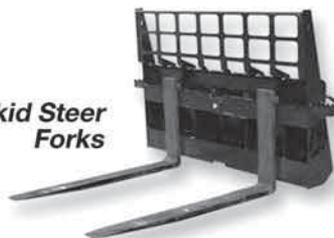
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# BRIDGING THE SKILLS GAP

## Promoting the positives of construction will help meet the challenge of finding future workers



**Dan Belcher,**  
Director of Workforce  
Development,  
NCCER

*This article is reprinted with the permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org).*

*Dan Belcher is Director of Workforce Development for the National Center for Construction Education and Research (NCCER) and his role includes informing and updating government, workforce industry and education sponsors about NCCER.*

**NCCER Director of Workforce Development Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.**

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction

Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■



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# TRANSPORTATION CAREERS

## Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and

other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

### Regional growth

The joint report examined several key areas of the transportation industry to collect

*Continued . . .*

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.” It was followed in the industry by labor, which will need to fill 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.



# Report predicts 11-percent employment growth by 2022

... continued

data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic "hot spots" for future transportation jobs; wages and education/work experience/training requirements for high-demand transportation jobs; and annual job openings compared to educational program completions.

"Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works," according to the report. "Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest."

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in

transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

## Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry's growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

"While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery," said the report. "In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work."

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

The report "Strengthening Skills Training and Career Pathways Across the Transportation Industry," looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.



# D61PXi-23



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# HIGH SPEED DOZING

## “H mode” among enhancements in Komatsu’s new D61-24 dozers



Jonathan Tolomeo,  
Komatsu Product  
Marketing Manager,  
Crawler Dozers

Komatsu’s new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

“The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications,” said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. “Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class.”

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer’s travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

“Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment,” said Tolomeo. “Operators can easily select the proper mode using the large LCD monitor in the cab.”

### Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

“We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out,” said Tolomeo. ■

### Quick Specs on Komatsu’s D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds





WA380-8



WA470-8

# MORE EFFICIENT MATERIAL MOVEMENT

## New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.



Rob McMahon,  
Komatsu Product  
Manager



Craig McGinnis,  
Komatsu Product  
Marketing Manager

*Continued . . .*

### Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



# Advancements make Dash-8s powerful and efficient

... continued

“With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks,” said Craig McGinnis, Komatsu Product Marketing Manager. “It’s ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling.”

## SmartLoader Logic

Both new wheel loaders feature Komatsu’s SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines’ Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu’s new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.



## Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

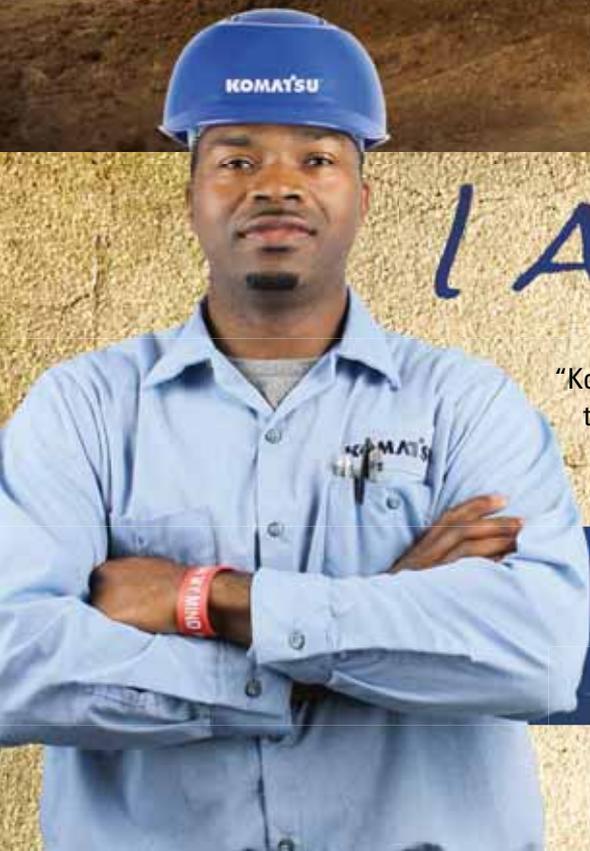
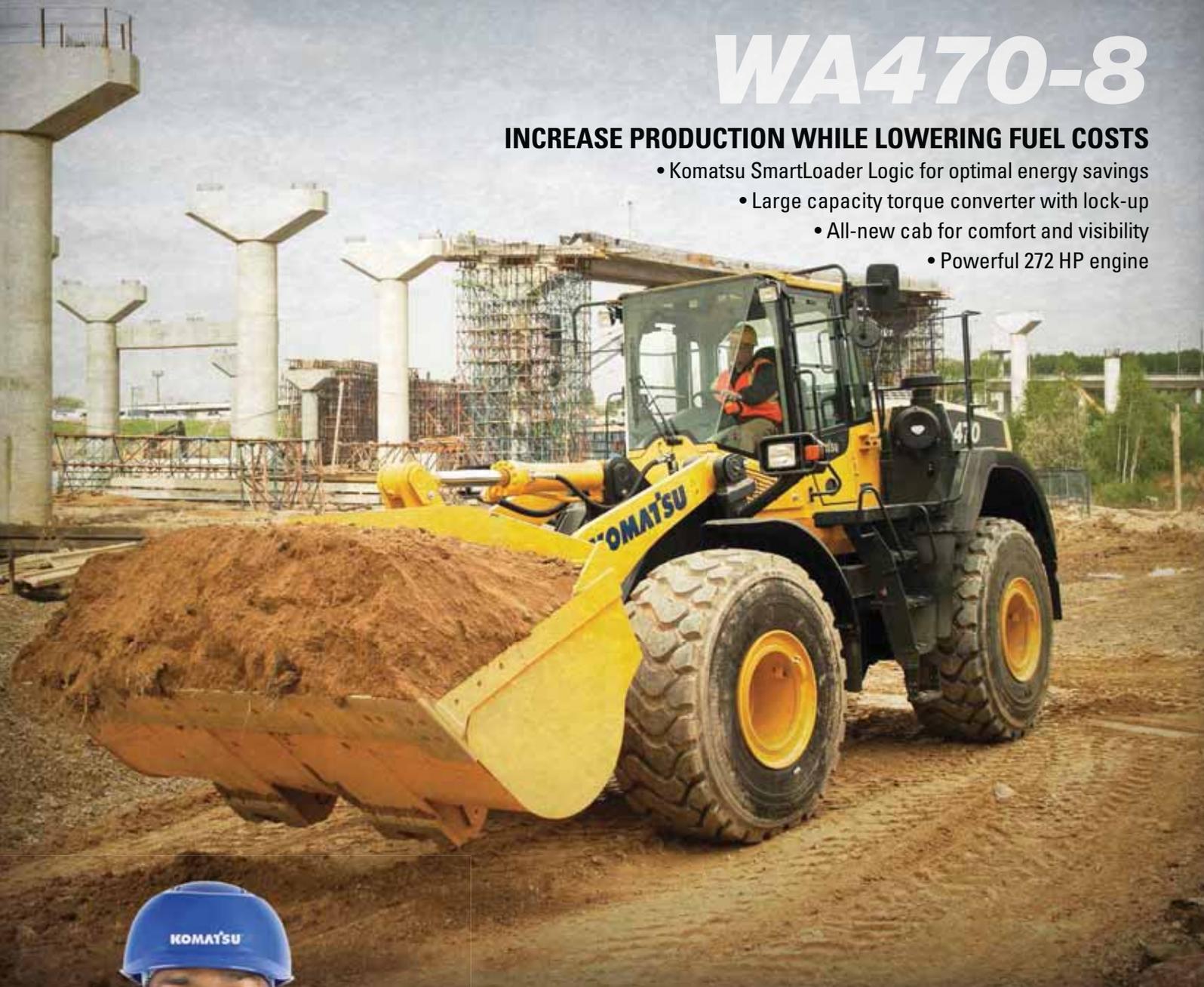
The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

“With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability,” said McGinnis. “We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves.” ■

# WA470-8

## INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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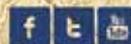
OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

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006



Discover more

## LIMITING OVEREXCAVATION

### Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

“We’re a full-service company with the experience and resources to take care of a wide range of customers,” said President/Project Manager Scott Kerzman. “We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer’s thought is, ‘Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.’”

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. “We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world’s first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it.

“We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen. “We definitely see the benefits of less time to reach final elevation and less material costs associated with overexcavation. Normally, on trenches with fairly steep slopes, we would dig with an excavator, then use a skid steer to smooth them out. With the intelligent excavator, we load the file with the plan, and it accurately puts it to target without the need for another machine. The savings are obvious.”

#### Integrated technology

As with Komatsu’s *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

“We’re proponents of GPS grading, and aftermarket systems are good, but Komatsu’s integrated technology is simply head-and-shoulders better,” said Paggen. “The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don’t have masts or cables to install and remove or get damaged.” ■





# PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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JASON ANETSBERGER / KOMATSU ENGINEER

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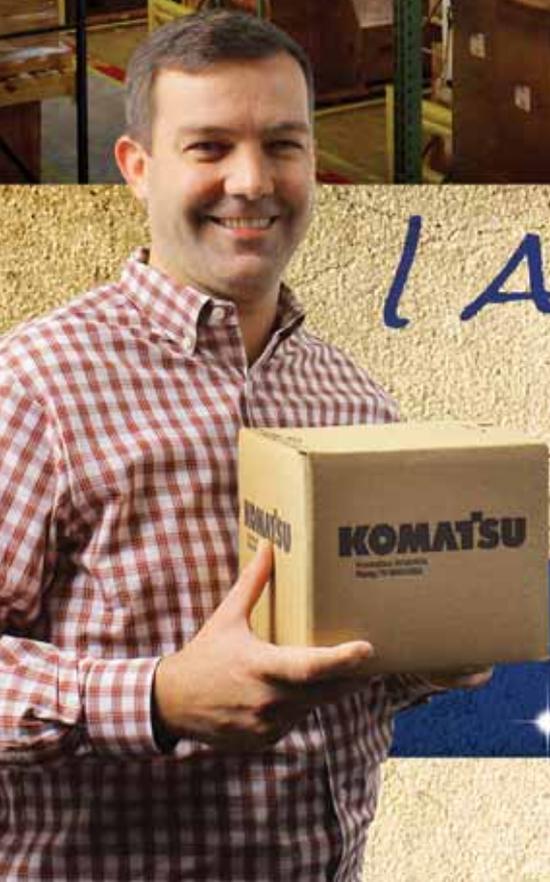
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005

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004

## SAVINGS BY DESIGN

# REDUCED UNDERCARRIAGE COSTS

## Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

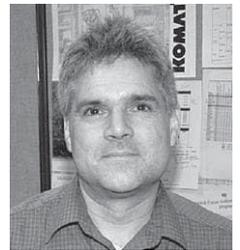
“Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites,” said Chuck Murawski, Komatsu Product Manager, Dozers. “This has enabled PLUS to become standard equipment on other Komatsu models.”

### Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

“Supplemental wear-life coverage is available through our local distributors,” said Murawski. “PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers.” ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.





PC45MR-5



PC55MR-5

# NEW COMPACT EXCAVATORS

## Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models



Desmond Jarvis,  
Komatsu Product  
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

### Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

### Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds





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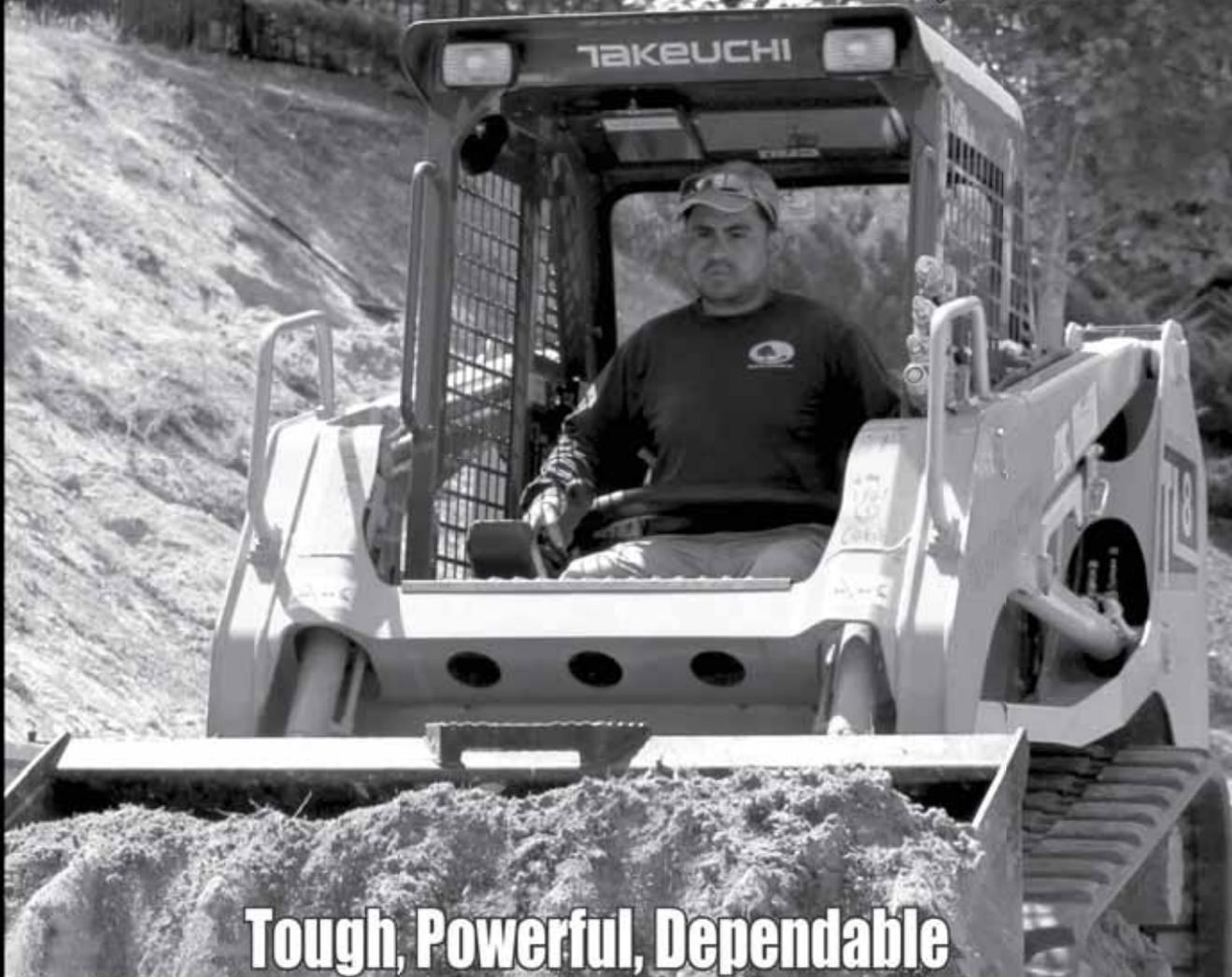
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## FIRST-IN-THE-FOREST

### Komatsu's next generation harvesters feature a host of improvements that benefit your bottom line

Komatsu strengthened its wheeled harvester lineup with four new models – 901, 911, 931 and 951 – representing a new generation that features breakthrough improvements in operator comfort, convenience, performance and productivity. Each is powered by a Tier 4 Final engine that provides high-torque, high-capacity cooling systems and reduced fuel consumption.

Increased operator comfort and convenience begins with a totally new cab design and operating environment that increases the front-line-of-sight visibility by 62 percent upward and 17 percent downward. The modern design features first-class ergonomics, high-end automotive fit and finish, and a MaxiXplorer control and information system with seven new software options and a more powerful computer.

Next-generation technology improves performance and productivity. The harvesters feature new H-series parallel cranes with greater lift capacity, 360-degree cab/crane rotation and four-way cab/crane leveling. An innovative 3PS three-pump hydraulic system design produces significantly greater hydraulic work flows, and a new Hydrostatic Transmission generates more torque.

Outside the cab, 16 powerful LED lights provide double the illumination to the harvesting head. All daily maintenance checks and fills can be performed at ground level or from inside the cab. The harvesters feature a highly functional and sleek new design, including a one-piece hood that opens rearward to fully expose the entire engine compartment for easy service access. All filters are vertically mounted and easy to change.

“This first-in-the-forest lineup is Tier 4 Final and a whole lot more,” said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. “From operator comfort and convenience to machine performance and productivity, these harvesters are the new benchmark in the category. Each model can be equipped with a variety of Komatsu harvesting heads to meet specific application needs.” ■



Steve Yolitz,  
Manager,  
Marketing Forestry

Komatsu's new Tier 4 Final harvester lineup features four models that increase production and performance while lowering fuel consumption. The new models feature H-series parallel cranes with greater lift capacity, and an innovative three-pump hydraulic system design that produces significantly greater hydraulic work flows. A totally new cab substantially improves visibility.



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## PAVING PRODUCTS

# PAVING IN LESS TIME

## Wirtgen's AutoPilot stringless system makes slipform projects with its SP 15 machines even more efficient

When it comes to versatility on paving monolithic profiles, Wirtgen set the standard with slipform pavers such as its SP 15 and Tier 4 Interim SP 15i models. They are true multipurpose machines that lay curb and gutter, barrier, sidewalk, V-ditch, special applications and slabs. Both can be quickly configured on-site for left- or right-side pouring, have maximum paving widths of 6 feet, and maximum barrier/parapet placement height of 4 feet 3 inches.

Wirtgen's new AutoPilot stringless paving system for poured-in-place concrete profiles – designed exclusively for its slipform pavers – has helped make those standard-bearers even more efficient. AutoPilot is a GPS-based system that ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths.

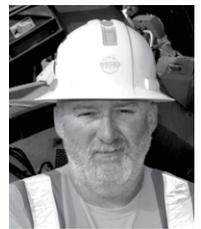
"The system creates a virtual stringline, and the machine runs off that," explained Erik Smydra, Stringless Machine Control Specialist with Wirtgen America. "There are no trip points or strings to knock down or pins to set. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data. The machine starts paving from there."

### Intuitive operation, increased production

Wirtgen's proprietary AutoPilot control system gives construction companies a distinct competitive edge, because it bypasses the need to establish a digital terrain model. Programming is completed with a rover pole to capture coordinates or by simply using the jobsite plans, eliminating the need for a surveyor.

The system uses a computer that is integrated into the machine, as well as a control panel that allows intuitive operation. For course control, two machine-mounted GPS receivers communicate with an additional GPS reference station positioned on-site. For precise grade control, a laser, ultrasonic sensor or total station is used.

"It saves a significant amount of time because a crew doesn't have to come to the jobsite ahead of time to set pins and lines," said Smydra. "That makes paving any job faster and more efficient, and it especially pays for itself on tight radii with the elimination of setting all the pins necessary for those pours. Theoretically, you could shoot hubs in the morning, import the files and be paving the same day – increasing the number of feet poured compared to traditional methods." ■



Erik Smydra,  
Stringless Machine  
Control Specialist,  
Wirtgen America



Discover more at  
[PowerEquipmenteer.com](http://PowerEquipmenteer.com)

Wirtgen's SP 15 slipform paver with a GPS-based AutoPilot stringless paving system for poured-in-place concrete profiles ensures the highest precision and optimum efficiency on any job. The system bypasses the need to establish a digital terrain model.



## Schools commit to increasing diversity in engineering

More than 100 signatories, including numerous college of engineering deans at major universities, have pledged to “commit through specific action to provide increased opportunity to pursue meaningful engineering careers to women and underrepresented demographic groups.” The plan was laid out by the American Society for Engineering Education (ASEE) and announced earlier this year during an event at the White House.

The ASEE’s plan includes a four-step commitment that participating institutions will implement. The plan states that schools establish a diversity plan for engineering programs and develop at least one K-12 or community college pipeline activity

with explicit targeted goals and measures of accountability aimed at increasing the diversity and inclusiveness of their engineering student bodies. Schools must also cultivate strong partnerships between research-intensive engineering schools and non-PhD-granting engineering schools serving populations underrepresented in engineering; and create and implement proactive strategies to increase representation of women and underrepresented minorities.

“A measure of success will be the notable increase in the diversity in enrollments, retention and graduation rates of engineering students, and increased diversity in our faculty and the engineering workforce, over the next decade,” according to the pledge. ■



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## Why **CERTIFIED RENTAL**<sup>®</sup>

**CERTIFIED RENTAL**<sup>®</sup>, a division of Power Equipment Company, is a provider of short- or long-term rent-to-rent construction equipment. Our customers can depend on **CERTIFIED RENTAL**<sup>®</sup> because we provide the following benefits:

**C**OMMITMENT - WE ARE COMMITTED TO PROVIDING OUR CUSTOMERS WITH THE BEST VALUE FOR THEIR MONEY, OUTSTANDING CUSTOMER SERVICE AND PRODUCTS THEY CAN RELY ON.

**E**FFICIENT - OUR FLEET INCLUDES ONLY LATE MODEL EQUIPMENT. OUR CUSTOMERS ARE ABLE TO RENT MACHINES WITH THE MOST EFFICIENT TECHNOLOGY THAT ENHANCES OPERATION, GIVES THEM THE COMPETITIVE EDGE AND REDUCES DOWNTIME.

**R**ESOURCES - WE ARE A 107 YEAR OLD FAMILY BUSINESS THAT HAS THE RESOURCES TO PROVIDE AVAILABILITY OF EQUIPMENT AS WELL AS THE SERVICE REQUIRED TO SUPPORT THE EQUIPMENT.

**T**RUE COST OF RENTING - WE PROVIDE THE MOST HASSLE-FREE, ECONOMICAL AND SAFE ALTERNATIVE TO OWNING AND PROVIDE OUR CUSTOMERS WITH RENTAL OPTIMIZATION INITIATIVE REPORTS SO THEY CAN SEE THE "TRUE COST" OF RENTING.

**I**MAGE ENHANCEMENT - WE OFFER CLEAN, WELL-MAINTAINED, LOW-HOUR MACHINES.

**F**ACTORY TRAINED TECHNICIANS - OUR TECHNICIANS RECEIVE THE MOST UP-TO-DATE DIAGNOSTIC SKILLS TO REDUCE THE DOWN-TIME OF THE EQUIPMENT WE RENT.

**I**NCREASED AVAILABILITY - WITH A RENTAL FLEET IN EXCESS OF 500 MACHINES, A RENTAL MACHINE INVESTMENT OF OVER 80M, AND A FOUR-STATE BRANCH NETWORK, OUR CUSTOMERS' DIVERSE APPLICATION NEEDS CAN BE MET.

**E**CONOMICAL - OUR KOMATSU EQUIPMENT HAS SHOWN TIME AND TIME AGAIN TO BE A PRODUCTIVE AND FUEL EFFICIENT BRAND NAME.

**D**OWNTIME - IS KEPT TO A MINIMUM BECAUSE IT IS MONITORED IN REAL-TIME USING KOMTRAX TELEMETRICS FOR USAGE, FUEL CONSUMPTION, IDLE TIME AND MALFUNCTIONS.



**KOMATSU Excavators:**  
PC35 - PC1250

Select units available with Atlas Copco or Tramac hammers. Also select units available with thumbs

**HAMM 3307 and 3410**  
Single Drum Vibratory Soil Compactors

Also available HAMM  
Double Drum  
Vibratory Asphalt Rollers



**KOMATSU**  
HM300 and HM400  
Articulated Trucks

**KOMATSU**  
D37EX - D155AX w/Cab  
Dozers  
Ripper Units Available on D6SEX and D155AX  
GPS Available on Select Models



**KOMATSU**  
WA200 - WA500  
WHEEL LOADERS

Forks Available on WA200 thru WA320

OTHER UNITS IN OUR CERTIFIED RENTAL FLEET INCLUDE: BACKHOE LOADERS, SKIDSTEER LOADERS, TRACTOR/SCRAPERS, CRAWLER LOADERS AND MILLING MACHINES. PLEASE CONTACT YOUR LOCAL POWER EQUIPMENT LOCATION LISTED BELOW FOR MORE DETAILS.

## CERTIFIED RENTAL<sup>®</sup>



A Division of Power Equipment

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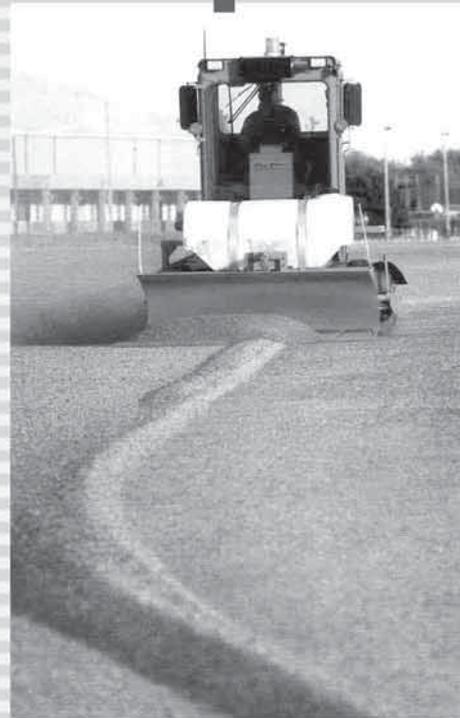
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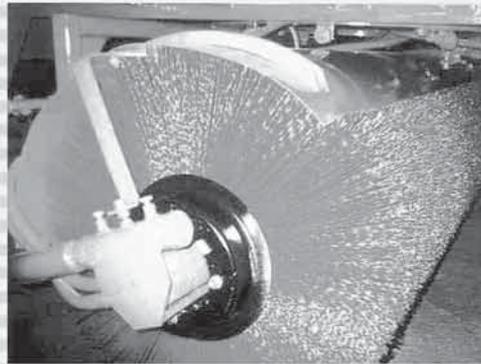
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With a wide range of options, Broce Brooms are versatile enough to handle nearly any sweeping challenge. From optional curb sweepers and water spray systems to scraper blades and a choice of engines, you can customize your Broce Broom to meet individual jobsite needs.

All self-propelled Broce Brooms have a standard hydrostatic drive and a compact wheel base for better maneuverability in tight places. Our sound-suppressed cab provides maximum operator comfort and visibility for optimal productivity and safety.

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**POWER**  
EQUIPMENT THE POWER TO PERFORM

Equip #	Year	Make/Model	Description	Serial No.	Hours
<b>DOZERS</b>					
J00173	2007	KOMATSU D31PX-21	Cab/air	51218	2,025
J00215	2013	KOMATSU D39PX-23	Cab/air	90005	976
J00211	2014	KOMATSU D39PX-23	Cab/air, front sweeps rear screen	90325	603
J00213	2013	KOMATSU D51EX-22	Cab/air	B13044	1,199
J00208	2008	KOMATSU D51PX-22	Cab/air, front sweeps	B10426	3,046
J00179	2013	KOMATSU D61PX-23	Cab/air	30405	1,541
J00178	2013	KOMATSU D65WX-17	Cab/air, six-way blade	1131	995
<b>EXCAVATORS</b>					
J00210	2013	KOMATSU PC78US-8	Metal tracks, hyd thumb, blade	19286	345
J00206	2007	KOMATSU PC138USLC		2184	6,599
J00218	2014	KOMATSU PC360LC-10		70175	2,482
J00184	2012	KOMATSU PC360LC-10	Hyd thumb	A32284	1,970
PJ00205-S	2014	KOMATSU PC490LC-1		A40529	1,126
PTC5464-2	2007	KOMATSU PC400LC-7EO		A87672	8,675
PT26558-1	2013	KOMATSU PC400LC-1		A40407	3,576
PT26648-1	2013	KOMATSU PC210LC-1		450586	668
PT26530-1	2013	KOMATSU PC290LC-1		A25383	2,848
<b>WHEEL LOADER</b>					
J00214	2010	KOMATSU WA320-6	Cab/air, with forks only	A35025	5,638
J00181	2014	KOMATSU WA320-7	Cab/air, third spool valve, coupler, bucket	80314	586
J00182	2014	KOMATSU WA320-7	Cab/air, third spool valve, coupler, bucket	80319	311
PT16678-1	1999	KOMATSU WA180-3L	Cab/air	A80524	5,657
<b>SKID STEER LOADER</b>					
J00156	2008	KOMATSU SK1026	Open ROPS, solid tires	A80401	1,207
<b>TRUCKS (ARTICULATED)</b>					
J00217	2013	KOMATSU HM400-3		3300	3,622
PP27329-1	2014	KOMATSU HM400-3		3465	875
<b>FORESTRY EQUIPMENT</b>					
PP26946	2005	PITTS	Delimber trailer	P050300	
PP27416	2007	PRENTICE 2670	Feller buncher	PB19353	8,035
PT28061	2003	PRENTICE 384D	Log Loader	P59060	13,804
PT27239		DYNAMIC 565	Chipper	565-5032	1,341
<b>PAVING/COMPACTION</b>					
J00176	2006	HAMM 3410	Roller, open ROPS with shell kit	H1690681	3,706
T28241	2005	WIRTGEN W2200	Milling machine	0821.1403	8,598
PT28299	2012	BLAW-KNOX PF150B	Paver	70603	289
PT28159	2004	CAT CD334D	Compactor	DCZ00245	1,324

Availability is subject to prior sales • Financing available – call for details!

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D61-PXi  
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## KOMATSU

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- Wheel Loaders
- Articulated Trucks
- Rigid Frame Trucks
- Motor Graders
- Mini Excavators
- Shovels

### Paving, Milling and Compaction



### Cranes and Material Handlers



### Tractors and Pull Pans



### Construction and Forestry Attachments



### Trailers



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### Compact Construction Equipment



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