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SDT CONTRACTORS

Cousins accept their grandfather's offer and turn gravel pit into a multifaceted business



Bill Scallions,
President



Scott Dyson,
Vice President

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A MESSAGE FROM THE PRESIDENT



Chris Gaylor

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Dear Valued Customer:

What an exciting time to be in construction. Today's technology is making companies more productive and efficient than ever. Komatsu continues to lead the revolutionary changes that maximize productivity, decrease downtime and increase your bottom line.

This issue of your Power Equipmenteer illustrates that perfectly. Here, you will find articles on new *intelligent* Machine Control products that make every pass count – from rough-cut to finish grade. Among them are the new PC360LCi-11 and PC490LCi-11 excavators.

Last year, Komatsu introduced the world's first *intelligent* Machine Control semi-automatic excavator. Now, Komatsu delivers two more excavators that take you straight to grade.

The fun doesn't stop there. Komatsu also filled a gap in its dozer lineup by adding a new D85i-18. Featuring a patented SIGMADOZER blade, it moves massive amounts of dirt. Read about the features of this new dozer inside.

Want to know which machine is the right size for your operation and applications? We can help you determine that, and there is an article inside which provides beneficial information on this topic. There is also an informative article on the new Komatsu WA320-8 and WA500-8 wheel loaders.

If you wish to demonstrate any of these machines, or if there is anything else we can do for you, please call or stop by one of our branch locations.

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President

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Published by Construction Publications, Inc. for

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SDT CONTRACTORS

Cousins accept their grandfather's offer and turn gravel pit into a multifaceted business



Bill Scallions,
President



Scott Dyson,
Vice President

For many years D.A. Scallions ran a gravel pit on his farm near Gates, Tennessee. In the early 1990s he approached his grandsons Bill Scallions and Scott Dyson about taking over the business.

"He had an old trackhoe and bulldozer at the time, and he came to us and said, 'They aren't the best machines in the world, but if you want them, they're yours. So is the pit,'" recalled Dyson. "Neither of us had much experience with equipment, let alone running a gravel pit. I was working in a concrete plant, and Bill was logging, but we decided to give it a go."

Both kept their day jobs for a few months until they were sure the pit would provide a living. It certainly did, as today Scallions is President and Dyson is Vice President of SDT Contractors. The company relocated to an office on the "main road" – 2nd Street in town, Highway 209 outside of town – running through Gates. Scallions' wife, Heather, serves as Office Manager and handles accounting duties and their son, Luke, works full time for the company.

"We taught ourselves to operate the machines. Grandpa and our uncle, who worked for him,

helped us learn the business end," said Scallions. "When the county had an equipment sale not long after we started, we bought three, single-axle dump trucks and added hauling services."

That was only the beginning of expansion. Within a couple years, Scallions and Dyson began doing clearing and earthwork jobs.

"Grandpa had a small base of customers he provided that type of work to, and they wanted us to continue servicing them," said Scallions. "We started very small. There was a learning curve, but we managed to meet their needs, gain trust and now still work with many of them on a repeat basis. They referred more customers to us, and we continued to grow."

The customer list expanded further when Dyson and Scallions teamed up with some friends who ran a trucking company and owned a concrete plant.

"They wanted to build stronger relationships with large general contractors by bidding dirt work, but they didn't have the equipment," Dyson explained. "We did several projects together where we loaded dirt, they hauled it and we spread it. That gained us a foothold with those contractors and opened up new markets."

Utility installation specialty

SDT Contractors maintains its roots. It still runs the gravel pit, offering sand and aggregate products such as road stone. Additionally, it sells fill materials for building pads, parking lots and other new construction projects. It continues to provide clearing and grading, but the majority of its projects are now typically much larger and more complex. Nearly five years ago it added concrete flatwork such as driveways and house pads, mainly for residential developers.

SDT Contractors uses a wide range of Komatsu excavators, from a PC88MR-8 to a PC360LC-10.





▶ VIDEO

Operator Robert Rose grades a bank with SDT Contractors' Komatsu D39PX-23 dozer on a jobsite near Gates. "It's a good machine; nice and smooth," Rose said. "The comfort and visibility are outstanding, and it's a good pusher. It will definitely tote a load, but it's also excellent for fine grading."

"Clearing, earthwork and concrete make up about 15 percent of our portfolio right now," said Scallions. "The largest portion of our work is utility installation, which is approximately 60 percent. It has become our specialty, especially sewer projects. We install some water and gas lines, too, and we have done all three on one site. We like utility installation because it's fairly steady. Heavy rain stops dirt work. It's wet in a trench most of the time anyway, so why not pump the water out and keep working? It's not how we got started, but we believe we found a sweet spot with utilities."

Today, the majority of SDT Contractors' utility projects are new installations for municipalities throughout west Tennessee, which the company considers its territory. SDT serves towns, such as Ripley and Halls, and works as far away as the Memphis and Nashville metro areas.

SDT Contractors recently added railroad service to its résumé, and in the past year, that has accounted for the remaining 25 percent of the company's work load. A dedicated crew of two operators with backhoes stays in Memphis six days a week to assist with maintenance for a large railway company.

"Whatever they need us to do, we take care of it, whether it's routine maintenance or an

emergency response," said Dyson. "A while back they called us to place riprap in holes that were washed away from flood waters. Our crew helps the railroad maintain tracks. It's become a good add-on business."

Reliable equipment, responsive service

Larger sewer projects and its railroad service prompted SDT Contractors to add a larger excavator to a fleet that already included two Komatsu PC200LC-8s, a PC88MR-8 and a PC210LC-10.

"We were considering a bigger machine to handle deeper utility digs," Dyson pointed out. "A few months ago, we did a railroad project that involved moving some large, heavy panels, and it was all the PC200s could do to handle them. The railroad said it had a lot more of this type of work, so we bought the PC360. It takes care of that and deep digs with no problem. It also gives us better production during mass excavation, speeding up our cycle times when loading trucks."

"We have varying sizes to match the variety of work we do," added Scallions. "The PC200s and PC210 are good, all-around machines. The PC88 allows us to work in a right-of-way without worrying about a counterweight swinging into traffic, and, with the rubber pads, we can walk

Continued . . .

Focus is providing good service

... continued

on a roadway without damaging it. The PC88 doesn't have a large footprint, so it's great for small residential work. It gets the job done with minimal ground disturbance."

Scallions also likes the smaller footprint of the D39PX-23 the company recently purchased. "It's perfect for finish dozing and backfilling trenches down the side of a road where a bigger dozer really isn't the best option," Scallions said. "The visibility to the blade is outstanding."



▶ VIDEO

(L-R) Power Equipment Company Territory Manager Jimmy Spence and Customer Support Rep Brock Booker call on SDT Contractors Vice President Scott Dyson and President Bill Scallions. "We appreciate everything Jimmy, Brock and Power Equipment do for us," said Scallions. "They understand our business, find us the right equipment and back it up with excellent service."

Utility installation is a specialty for SDT Contracting, which uses Komatsu excavators to dig trenches and install pipe and structures.



SDT Contractors began using Komatsu equipment about 12 years ago when Power Equipment Company Territory Manager Jimmy Spence started calling on the company. SDT rents from Spence and Power Equipment as needed.

"Reliability and service play important roles in our equipment-buying decisions," Dyson noted. "Komatsu machines proved their dependability early on. Power Equipment handles scheduled services on our newer machines through Komatsu CARE, and we do the rest with parts from Power or directly from Komatsu's main parts warehouse in nearby Ripley. And, we can't say enough good things about Jimmy. He helped us find our first Komatsu machine and every one since. He's fair, honest and understands our business so that we get the right equipment to match our needs. We appreciate Customer Support Rep Brock Booker's help, too."

Name change better reflects today's business

SDT Contractors usually has approximately 20 employees on staff at all times, then ramps up to around 35 during peak construction months. Utility Foreman Bryson Mooney is a key employee. The company normally runs three crews and expands to four or five, depending on the number of projects going at one time.

Nearly two years ago the company completed its largest project to date, a \$3.5 million site package that saw SDT excavate a 27-foot-deep basement across two acres, as well as construct drainage systems. It also installed utilities and backfilled around the basement walls.

"Originally, we named the company S&D Trucking," Scallions recalled. "We changed it to SDT Contractors to better reflect what the business has become. In our wildest dreams, we never thought that it would get to the point where we could do those types of jobs, and that we would perform as many services as we do."

"Our expansion has been fairly substantial, especially the past five years or so," added Dyson. "That's really not sustainable over the long run, so we are probably at our maximum level now. We can still be hands-on and get to most projects every day, provide good service and keep customers satisfied. That's what we have always focused on and will continue to do." ■

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INNOVATIVE PRODUCTS AND SUPPORT

'JOBSITE OF THE FUTURE'

Komatsu showcases new *intelligent* Machine Control equipment and SMARTCONSTRUCTION

Komatsu unveiled new *intelligent* Machine Control dozers and excavators, as well as its SMARTCONSTRUCTION jobsite solutions, during the recent "Jobsite of the Future" event held at its Customer Center in Cartersville, Georgia. New excavators included the highly anticipated PC360LCi-11 and PC490LCi-11 models.

Komatsu introduced its first *intelligent* Machine Control products three years ago with the D61i-23 dozers, and this event showcased the second generation of that machine. The new D61i-24 model features a Tier 4 Final engine that reduces fuel consumption and operating costs. Additional new dozers included the D85i-18 and the D155AXi-8 RC (radio control) that is operated remotely via a radio transmitter.

"These new machines build on the success of our strong *intelligent* Machine Control family," said Jason Anetsberger, Komatsu Senior Product Manager. "When we introduced our first *intelligent* Machine Control excavator, customers asked us when additional, larger machines would be available – especially one in the popular 30-ton class size. We're pleased to introduce these new models, along with new dozers, and give the people in attendance a chance to operate them."

Attendees could also check out more *intelligent* Machine Control products, including D39i-24, D65i-18, D51i-22 and D155AXi-8 dozers. The world's first *intelligent* Machine Control excavator model, the PC210LCi-10, was also available for operation as was standard equipment such as the new WA600-8 wheel loader and haul trucks.

Komatsu personnel discussed the SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include: surveying/inspection, 3D

modeling, jobsite data solutions, jobsite setup and optimized operation consultation.

"Komatsu distributors offer customers more than just machines," Anetsberger explained. "They provide a total package solution delivered by the distributor's Technology Solutions Expert. Our aim is to meet customers' jobsite technology needs today and tomorrow, through innovative solutions that improve their bottom lines." ■



Jason Anetsberger,
Komatsu Senior
Product Manager



(L-R) Power Equipment Sales Reps Eric Tucker and Matt McQueen meet with Jonathan Walters and TJ Osborne of Greenway Services.



Power Equipment Sales Rep Jeff Walker (left) and Brett Durham of Sunrise Contracting discuss the new PC360LCi excavator on display at the Jobsite of the Future event.



Rachelle Reigard (left) of Grade A Construction learns more about the new *intelligent* Machine Control excavators from Komatsu's Todd Daugherty.



Attendees could operate all equipment, including the D155AXi-8 RC dozer, which is controlled remotely via a radio transmitter.

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CREATING A SAFETY CULTURE

Companies should focus on more than just recording zero incidents

Great news! Your project achieved a safety milestone with zero OSHA-recordable injuries. Mission accomplished, right? Not entirely. Most safety practitioners insist that there is always room for improvement with safety practices and procedures.

While the OSHA Recordable Incidence Rate (RIR) is a common and important metric for many organizations, some industry groups rank this indicator too high. Avoiding OSHA-recordable injuries is always a good thing, but claiming victory based on that alone does not meet the true goal of safety. For example, how many close calls were there? As safety leaders, we should work to change the mind-set that milestones equal achievements and instead shift to a clearer understanding of overall safety performance.

To better grasp the evolution of safety-performance measurements, it is important to appreciate why the OSHA RIR has become so prevalent. In 1982, the Business Roundtable issued the report “Improving Construction Safety Performance” to emphasize the importance of investing in safety programs and open dialogue between contractors and the workforce. The report also provided a relatively objective method to select safe contractors by suggesting the use of Experience Modification Rate (EMR) and OSHA RIR for safety evaluations.

Ultimately, the report’s appendix gave business owners a tool to evaluate their contractors objectively. The intentions were noble, but some may have taken these guidelines as definitive metrics, placing too much emphasis on OSHA-recordable cases. In fact, many owners are still using variations of the original 1982 report appendix as a qualification document to help select contractors. This reporting can

lead to inconsistencies. For example, one dose of a prescription pain medication qualifies as an OSHA-recordable injury, as does a fractured femur. Ideally, injury severity should be considered, because incidence rates alone may not paint the clearest picture.

Evaluators sometimes focus on the numbers and place too much emphasis on case management in achieving safety performance. Workers notice when management continually stresses achieving zero RIRs. If bonuses and promotions are tied to OSHA rates, employees and contractors may intentionally, or unintentionally, avoid reporting incidents.

It is important to build safety systems and processes to minimize the impact of human error. This also means we must think beyond achieving zero incidents, particularly with regard to OSHA rates. It is vital to implement proactive safety processes and take care of our people. ■

Bob Fitzgerald, Manager of Project Safety and Health, Southern Company Services, says it’s important for companies to go beyond thinking in terms of achieving zero recordable incidents and implement proactive safety processes.



Bob Fitzgerald,
Manager of Project
Safety and Health,
Southern Company
Services

The following article has been republished with permission and originally appeared in the fall 2015 issue of NCCER’s Cornerstone Magazine at nccercornerstone.com.



IS BIGGER BETTER?

Companies employ rightsizing strategy to purchase equipment and build efficient fleets



Ken Calvert,
Director, Komatsu
Business Solutions
Group



Kurt Moncini,
Komatsu Senior
Product Manager -
Tracked Products

While the lowest points of the Great Recession are in the rearview mirror, construction companies are applying the lessons learned from those tough economic times to their current business models. As a result, companies today are continually looking for the most efficient ways to operate. One area where that mind-set is put into action is with equipment fleets.

Owners are concentrating on maximizing the value of every piece of equipment in their yards. The strategy of rightsizing – matching equipment to its most cost-effective application – is helping owners accomplish this.

In a 2014 interview with *Equipment Manager* magazine, industry consultant Andrew M. Agoos noted that equipment owners emerged from the economic downturn with changed attitudes. He says that rightsizing grew in popularity as many owners were skeptical of the economy's continued growth. Because of this belief, owners continued to increase their efforts to manage and maintain equipment judiciously.

Buying the right machine

One of the most effective ways to own an efficient fleet is to purchase the correct machines.

To operate cost effectively, equipment owners are building their fleets by purchasing smaller machines and renting or leasing larger ones when needed. The rightsizing strategy has grown in popularity since the Great Recession.

Fleet managers need to consider several factors when purchasing equipment – budget, work-site conditions, current and future projects, technology and transportation. Companies can save time and money by doing their homework.

Ken Calvert is the Director of Komatsu's Business Solutions Group, a team that handles special projects relating to customers, distributors and corporate personnel. As part of this mission, the group collaborates with customers to help with the fleet-building process.

"Our favorite thing is to present a customer who has a \$2 million budget with a package that costs \$1.5 million and is much more efficient," shared Calvert. "We work with companies to help them monitor machines, look at the future and make the best decisions. Our goal is to save them money up front and in the future."

The group achieves this goal by often advising customers to buy smaller equipment with a focus on rightsizing.

"The data shows that many people own machines which are too big," said Calvert. "Buying a smaller machine is the single-best thing customers can do to save money. Large machines cost more up front, are more expensive to run and maintain, require more fuel, and they depreciate faster. Smaller machines have a higher utilization rate because they can be used on more jobs, and their residual values are more predictable and potentially higher."

Ego can play a role in the decision to purchase a larger machine, but Calvert says that many times it's a lack of information that causes customers to select machines that are too big. Customers may believe they are protecting themselves by purchasing a larger machine with the thought that it can handle more jobs. Using the wrong-sized machine is also common with new or growing companies. Many times, those businesses are





Owning and Operating Cost Comparison Among Komatsu Excavators

Model	PC88MR-10	PC138USLC-10	PC170LC-10	PC210LC-10	PC360LC-10	PC490LC-10
Price Variance	x	1.4x	1.5x	2.1x	3.4x	4.6x
Fuel Usage	1.41 gal/hr	2.04 gal/hr	2.97 gal/hr	3.38 gal/hr	5.77 gal/hr	7.55 gal/hr
Average Maintenance Fee Variance	x	1.3x	1.4x	1.4x	1.9x	2x

trying to do jobs with the machines they already own to avoid paying for an additional one. For a short time, this strategy may prove beneficial, but not over an extended period.

Another important component of rightsizing is matching equipment that will be working together in the same applications. For example, loading and hauling equipment need to match for optimum efficiency. If a loader is too large for a truck, or vice versa, the project will not be as efficient.

"I think people would be surprised at the benefits of buying properly sized machines," continued Calvert. "Just because a PC360 excavator can do the same jobs as a PC210, doesn't mean it should. The PC360 isn't nimble enough for smaller jobs. Using a right-sized machine is not only cheaper from an equipment standpoint, but it also saves time and eliminates wasted effort, which reduces the cost."

Technology changes fleets

In addition to buying right-sized machines and maintaining a proper-sized fleet, owners today also must consider technology advancements. With every new generation of equipment released, fuel efficiency, hydraulic performance,

visibility and emissions output improve. Simply purchasing the previous model again can cost companies a great deal of money.

"If an owner of an older machine, like a Komatsu PC400LC-6 excavator, was ready for a new machine, getting the latest 400-series excavator may not be the best decision," explained Kurt Moncini, Komatsu Senior Product Manager – Tracked Products. "Some of today's machines are so advanced that they are able to outperform older, larger machines."

To illustrate this, Moncini compares a Komatsu PC400LC-6 excavator to a new Komatsu PC390LC-11. The PC400 is 93,000 pounds with a 125-series engine; the PC390 is 90,000 pounds with a 114-series engine. Despite being smaller, the PC390 has a similar bucket capacity (2.97 yards to 3 yards), more horsepower (267 hp versus 266 hp), better over-side lift at 25 feet and comparable over-front lift at 15 feet. The PC390 also has the ability to match engine modes to application, offers advanced hydraulic features and has better fuel efficiency while meeting the latest emissions standards.

"With improvements to engine efficiency and hydraulic systems, the smaller PC390 can do just about everything the PC400 can," said Moncini.

As machines increase in size, so does the cost to purchase and maintain them as illustrated in the chart above. Ken Calvert, Director of Komatsu's Business Solutions Group says that owners would be "money ahead" by purchasing smaller machines and renting or leasing machines for larger projects as needed.

Continued . . .

Rentals and leases both growing in popularity

... continued

“For companies that are looking to replace older machines, there is value in considering newer, smaller models. In many cases, they are just as productive.”

The idea of rightsizing can also apply to the number of machines in a company’s inventory. Traditionally, firms built large fleets by holding onto older machines that were paid for, on the small chance they would be needed on a future project. While the machines may not have a payment, they lose value annually, and the costs associated with running those machines are higher than new ones. To run a leaner operation, some companies may want to sell older machines and begin building more efficient fleets by purchasing right-sized machines, renting or leasing.

“What many people don’t realize is they may be money ahead by buying a smaller machine to handle a majority of their projects and renting a larger machine when needed,” reported Calvert. “If a company can handle 90 percent of its projects with a smaller machine, it would be better off financially to rent a larger one for the other 10 percent.”

Meeting the trends

Equipment distributors and lenders have noticed this trend and designed programs to accommodate these changing attitudes. Agoos said that rental purchase options (RPOs) and similar programs were uncommon five or 10 years ago, but are now standard because dealerships have built large rental fleets.

Advanced technology makes newer machines just as productive as older, larger machines. “With improvements to engine efficiency and hydraulic systems, the smaller PC390LC-11 excavator can do just about everything the PC400LC-6 can,” said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Short-term leases have also experienced a similar spike in popularity.

“Twelve-month leases were almost unheard of before the recession, but now they are very popular,” revealed Tony Suits, Retail Finance Manager at Power Motive Corporation, a Komatsu distributor for Colorado and Wyoming. “A number of companies were stuck with big equipment payments during the recession, and they want to avoid that situation again. Today, some companies have work scheduled for eight to 12 months, but may not be sure what is coming after that. They love short leases because of the option to walk away or extend the lease after 12 months, depending on what work becomes available.”

Another reason that managing equipment through rentals or leases has grown in popularity is the benefits that come with the agreement.

“During a lease, we cover the maintenance and repairs, taking much of the risk out of the equation for the customer,” said Suits. “If something goes wrong, we can fix it or get them a new machine, and it’s all part of the agreement. Customers like being able to write the same check each month and not worry about downtime.”

Calvert says that financial protection should give owners the confidence to develop their fleets and grow their businesses.

“As companies grow and get into applications where they don’t own the optimal machines, they should consider rental,” he suggested. “It’s a cost-effective, low-risk way for owners to decide how to build their fleets and test out machines before they purchase.”

Mix and match

While rightsizing is a technique that allows companies to operate more efficiently, it is far from a one-size-fits-all solution. The onus is on a company to do its research and tailor a strategy to its needs.

Calvert points out that each company is different and should create a plan based on its production needs and goals, but he suggests a mix of machines that can handle many jobs cost effectively.

“Think of it like a basketball team,” he explained. “You can play with five centers, but you aren’t going to be very successful. You need a mix of abilities to succeed. The same is true when building a fleet.” ■



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011

NEW PRODUCT



Discover More

'STRAIGHT TO GRADE'

Komatsu adds larger, more productive *intelligent* Machine Control excavators

Want to dig straight to grade with an excavator? You can with Komatsu's new *intelligent* Machine Control excavators, including the PC360LCi-11 that fits in the popular 30-ton size class and provides excellent productivity and efficiency in a wide range of applications.

"Nimble, yet highly productive, the PC360LCi-11 is easily the most anticipated *intelligent* Machine Control product to launch from Komatsu in recent memory," said Jason Anetsberger, Komatsu Senior Product Manager. "From trenching on a utility work site to mass excavating on a highway project, the PC360LCi-11 is flexible and versatile enough to be at home on almost any jobsite."

A 257-horsepower Tier 4 Final engine powers the PC360LCi-11, while the larger PC490LCi-11 has a Tier 4 Final, 359-horsepower engine. On top of an already very productive base machine, incorporation of the *intelligent* Machine Control technology boosts productivity up to 66 percent when compared to conventional excavation methods.

"Many of our customers have enjoyed the precision, versatility and efficiency of our first *intelligent* Machine Control excavator, the PC210LCi-10, and have asked us to scale *intelligent* Machine Control technology to larger-sized excavators. The wait is over," reported Anetsberger. "Whether you are mass excavating, trenching or fine grading, the PC490LCi-11 will help increase productivity and efficiency, while removing the burden and worry of overexcavation."

Revolutionary automation

Komatsu introduced the world's first *intelligent* Machine Control excavator, the PC210LCi-10, to rave reviews in 2014. Like that machine,

the PC360LCi-11 and PC490LCi-11 feature Komatsu's revolutionary, fully factory-integrated, machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.

Komatsu's *intelligent* Machine Control excavators utilize 3D-design data loaded into the touchscreen display to show machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"Once the target elevation is reached, no matter how hard the operator tries to move the joystick control to lower the boom, the excavator won't allow it," said Anetsberger. "From rough digging to finish grade, these machines improve efficiency and precision and minimize overexcavation, making every pass count." ■



Jason Anetsberger,
Komatsu Senior
Product Manager

Quick Specs on Komatsu PC360LCi-11 and PC490LCi-11 Excavators

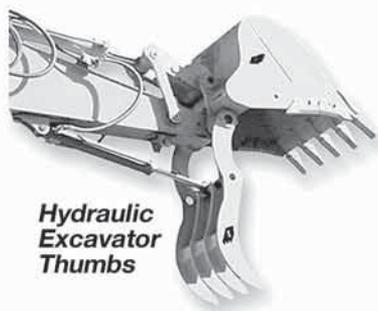
Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LCi-11	257 hp	78,484-79,807 lb	0.89-2.56 cu yd
PC490LCi-11	359 hp	105,670-107,850 lb	1.47-4.05 cu yd



The new *intelligent* Machine Control excavators feature Komatsu's fully factory-integrated machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.



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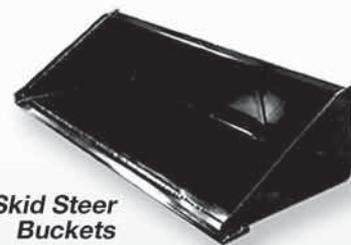
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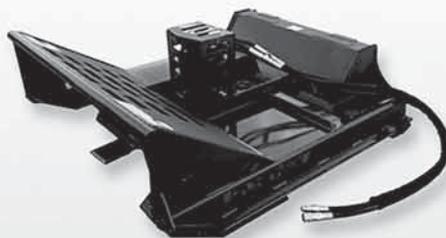
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ROUNDING OUT THE LINEUP

Komatsu's new D85i-18 dozers hog dirt, excel at finish grades with *intelligent* Machine Control

Three years ago Komatsu unveiled its first *intelligent* Machine Control dozer, the D61i-23. Several models followed, ranging from the 105-horsepower D39i-23 to the 354-horsepower D155AXi-8. However, one size class remained without an *intelligent* Machine Control dozer. Komatsu filled that gap with its new 30-ton, 264-horsepower D85EXi-18 and D85PXi-18 models.

The new D85i-18 dozers feature factory-integrated GPS grade control that eliminates the need for cables and masts. Once engaged, the system automatically starts the cut and lowers the blade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozers to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish-grade testing against typical aftermarket machine-control systems.

A new standard, operator-selected Reverse-Grading mode enables automatic blade control while in reverse.

"Customers who use a standard D85-18 like that it moves massive amounts of dirt, yet is easy to transport," said Chuck Murawski, Komatsu Product Marketing Manager. "The new D85i-18 does that with the added benefit of machine control, so that every pass counts. Eliminating the components of traditional aftermarket systems, and the time required to remove and install them, means even more passes and greater profits."

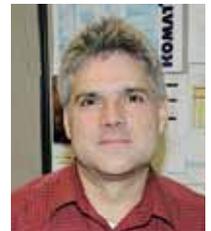
Increase production with SIGMADOZER® blade

Increased production of up to 15 percent during those passes is possible using a Komatsu-patented

SIGMADOZER® blade that rolls material to the center for increased soil-holding capacity and reduced sideways spillage.

Maintenance and repair costs remain low with Komatsu's Parallel Link Undercarriage System (PLUS) that provides up to double the wear life of traditional systems. A new Triple Labyrinth final drive provides added protection for the drive's floating seals.

"With the monthly production gains that are realized by starting sooner, finishing faster and using less fuel, owners are finding that the more they run the D85i-18, the more they save," said Sebastian Witkowski, Komatsu Product Marketing Manager. "From heavy-slot dozing to finish grading, this dozer is perfect for larger earthmoving jobs where accuracy and efficiency are important." ■



Chuck Murawski,
Komatsu Product
Marketing Manager



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu D85i-18 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D85EXi-18	264 hp	67,439 lb*	9.4 cu yd*
D85PXi-18	264 hp	65,080 lb	7.7 cu yd

*With SIGMADOZER®

Komatsu's new *intelligent* Machine Control D85i-18 dozers move massive amounts of dirt and grade efficiently while remaining easy to transport. They feature a new standard, operator-selected Reverse-Grading mode that enables automatic blade control while in reverse.





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010



WA500-8



WA320-8

MORE EFFICIENT LOADERS

New WA500-8 and WA320-8 feature high production, lower fuel consumption in a variety of applications

Wheel loaders perform a variety of tasks and in a wide range of applications. Komatsu’s new Tier 4 Final WA500-8 and WA320-8 models provide increased efficiency and high production under all types of conditions. These new models also use less fuel than their Tier 4 Interim predecessors – up to 5 percent less with the WA500-8 and up to 3 percent less with the WA320-8.

The WA500-8’s standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to the loader’s efficiency and productivity gains of up to 10 percent. The machine also features greater horsepower than the Dash-7 model.

“The WA500-8 is made for loading on-highway trucks or smaller rigid trucks in quarry applications, articulated trucks on construction sites or load-and-carry applications,” said Komatsu Product Marketing Manager Rob McMahon. “Operators will also appreciate enhancements in cab comfort and features, such as the integrated load meter and full automatic digging function.”

‘Utility knife on four wheels’

The WA320-8’s parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used in any application from pallet handling to hard digging. With increased operating weight, the WA320-8 features an S mode that gives operators maximum control in slippery conditions.

“The easy-to-control hydrostatic transmission makes the WA320-8 ideal for agriculture and residential applications, but its size and attachment-friendly quick coupler make it an all-around performer for almost any work site,” Komatsu Product Marketing Manager Craig McGinnis said. “The WA320-8 works well for snow removal. It’s a multi-purpose utility knife on four wheels.”

Komatsu designed its Komatsu Diesel Particulate Filter (KDPF) and other after-treatment components in its new Tier 4 Final loaders to work in conjunction with the engine for efficiency and longer life. More than 90 percent of KDPF regeneration is performed passively, with no action required by the operator and no interference with machine operation.

“These new models are a great fit for companies using construction-sized and small quarry loaders,” said McGinnis. “We encourage anyone who uses loaders to demo a WA500-8, WA320-8 or both. We believe owners and operators will see the clear advantages that the new models offer.” ■

The WA500-8’s standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to machine efficiency and productivity gains of up to 10 percent.



Rob McMahon,
Komatsu Product
Marketing Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu WA500-8 and WA320-8 Wheel Loaders

Model	Horsepower	Operating Weight	Bucket Capacity
WA320-8	165 hp	34,128-34,392 lb	3.0-4.2 cu yd
WA500-8	357 hp	76,708-77,856 lb	5.9-8.2 cu yd



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015

ADAPTING TO YOUR NEEDS

Komatsu releases new maintenance programs, adapts to changing attitudes about machine ownership

QUESTION: What is the main role of the Parts Sales & Marketing department at Komatsu?

ANSWER: The role of our group is to focus on customers' parts support needs in order to maximize efficiency in their operations. By doing so, we demonstrate the quality of our parts, strengthen our customer relationships and drive loyalty for Komatsu machines, parts and service.

QUESTION: How has the market changed in regard to owning heavy equipment during the past few years?

ANSWER: It's become clear that equipment owners are looking for even more ways to maximize their investments in the machines they own. Customers are cautious with the money they spend to ensure it is used as efficiently as possible. They want to allocate their maintenance dollars where it makes the most sense. Komatsu builds technologically advanced, high-quality products that require the use of high-performance filters and engineered oils to maintain peak performance and component longevity. When customers buy revenue-generating, capital assets they expect a maintenance program that ensures only parts and fluids made for their specific Komatsu machines are used when serviced. This is why we developed Genuine Care. We're so confident in the benefits of our Genuine products that we stand behind each Genuine Care program with a 12,000-hour component life assurance and 100 percent core guarantee.

QUESTION: What should customers know about the new Genuine Care program and how do they benefit from it?

ANSWER: Our new Genuine Care program is an extension of our complimentary Komatsu CARE program for Tier 4 machines. Customers can purchase a Genuine Care program from their Komatsu dealers to pick up where the

Continued ...



**Paul Moore, Vice President,
Parts Sales & Marketing**

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.

Paul Moore joined Komatsu in 2006 and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field. He started as an apprentice technician in his native United Kingdom in 1984. In 1990, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before joining Komatsu.

"My background and career path have provided me several opportunities to progress," said Moore. "I've held different product support positions, and I think that helps me understand the importance which customers place on parts support."

Moore joined Komatsu to focus on its remanufacturing business. From there, he progressed from Senior Product Manager, Reman; to Senior Marketing Manager, Spare Parts; to Director of Parts Marketing; and finally to his current position.

"The first thing that attracted me to Komatsu was the reputation of the product," Moore recalled. "Now that I've been involved with the company, I know why the reputation is so strong. We have great people who set the bar really high. It's a world-class organization."

Moore is married and has two children. In his free time, he enjoys riding motorcycles and spending time with his family.

Programs strengthen customer-distributor-brand relationship

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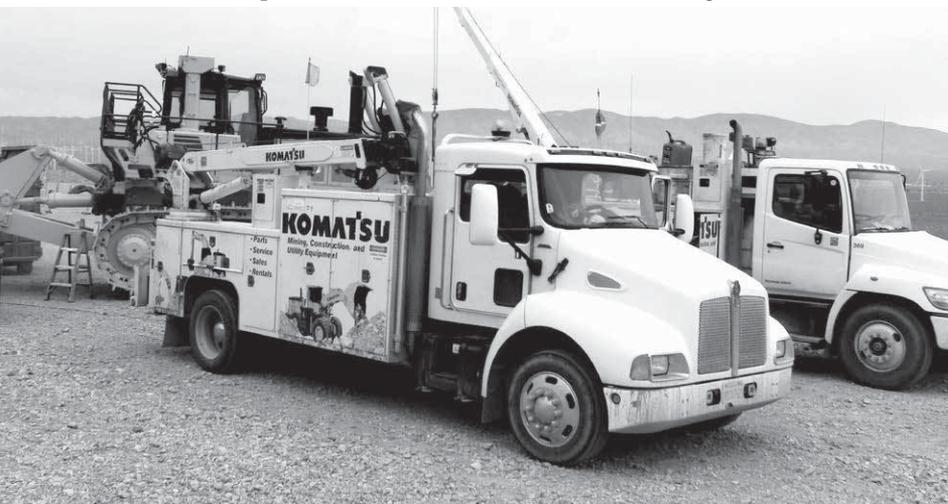
To accommodate customers' changing attitudes regarding machine ownership, Komatsu offers new programs that encourage customers to meet with distributors and plan future maintenance. The programs ensure that Komatsu-certified technicians continue to perform maintenance on machines.

complimentary maintenance leaves off. As long as that Genuine Care program remains in place, we reward the Komatsu machine owner with the component assurance and core guarantee; both of which are fully transferrable when it's time to trade in or sell the machine. Our Komatsu distributors use KOMTRAX to monitor the machine and proactively schedule and perform maintenance at times that work best for the Komatsu machine owner. Factory-trained technicians perform the work, and all services include oil analysis of each component and a full machine inspection. This complete service history also ensures that the machine qualifies as Komatsu CARE Certified Equipment, our highest level of previously owned equipment and a serious driver of higher residual values when an owner decides to trade in or sell the machine.

QUESTION: What has Komatsu done to accommodate customers' changing attitudes about ownership?

ANSWER: We began planning programs that we believed could be of value to our customers and this new trend. Our new Firm Future Order program is a direct result of that. This long-term planning program is designed for the distributor to sit down with a customer and look at what machines the customer is running, the applications those machines are performing in, how hard the machines are working and what the machines will be doing in the future. Then, we schedule large maintenance projects three, six or 12 months in

In addition to service programs, Komatsu places an emphasis on getting more people in the field to meet with customers and work with the distributors. As a result, the customer-distributor-brand relationship has strengthened. "These programs give customers the opportunity to develop a relationship with someone from Komatsu, in addition to their dealers and sales reps," said Vice President, Parts Sales & Marketing Paul Moore.



advance, based on the information gathered. We let the customers lock in pricing and guarantee availability of parts. We also schedule the work at times that are convenient for the owners. This enables the owners to build those repair costs into their budgets.

The purpose of this program is to eliminate unexpected downtime through preventive maintenance. We want to help customers plan ahead and involve them in a proactive discussion. Having a plan in place is better than reacting to a surprise failure, and the plan can always be modified. For example, if a machine is scheduled for a transmission replacement, but it is outperforming our estimates, the customer can move the maintenance date but keep the guarantees. We will be ready and anticipate the service on the revised date.

QUESTION: How have customers received these programs?

ANSWER: Our distributors see a huge benefit in creating more face-to-face meetings with their customers, and the customers appreciate that we are looking out for them and handling the machine monitoring and the maintenance scheduling.

We've noticed that these programs have strengthened the bond between customers and their distributors and created a deeper sense of brand loyalty to Komatsu. The programs make our technicians more visible to customers because they are servicing the machines consistently and meeting with the customers. Customers can see that we are working to minimize downtime. The programs were put into place to help customers have a better experience with the Komatsu brand.

QUESTION: Were these programs the only changes made to accommodate customers?

ANSWER: No, continuous improvement is a core competency of Komatsu and led us to reorganize our field support staff. By increasing the number of staff members and reducing the size of their territories, we are able to spend more time with our distributors and in front of their customers. We've seen a great benefit to building, maintaining and strengthening those relationships at a jobsite level where the work is really being done. It truly helps us bring products and programs to the market to meet the ever-changing needs of our Komatsu machine owners. ■

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PROVEN VALUE

KOMTRAX helps Jackson Plumbing locate stolen PC35MR excavator

A recent global fraud report showed that more than a third of construction, engineering and infrastructure companies experienced theft during a one-year period. Count Jackson Plumbing among the unlucky few. The Sulphur, Louisiana, company had a Komatsu PC35MR compact excavator stolen from a jobsite.

“At some point during a weekend, someone came along, hooked onto the trailer the machine was on and drove off with both of them,” said Jackson Plumbing Owner Jeremy Jackson. “We discovered them missing on Monday morning, and contacted the owner of the project to see if he had taken the machine

to a different jobsite. That wasn’t the case, so we quickly contacted our Komatsu distributor to locate it.”

The distributor pulled up the excavator on KOMTRAX, Komatsu’s remote machine-monitoring system. The PC35MR appeared to be about four hours away.

Within ten minutes, KOMTRAX pinpointed the location of the missing machine to the backyard of a new house under construction, and it transferred the coordinates to Google Maps. Because it was new construction, Google Maps couldn’t provide an address, but it was able to give a description of the building.

The distributor then provided the description to local law enforcement, who contacted the Sheriff.

“They confirmed the machine was there, and the next day we had someone drive over and pick it up,” said Jackson. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us.”

KOMTRAX was designed for more than locating a stolen machine. Customers can also call their distributors with service codes to find out what needs to be fixed. The service technicians know what the codes mean, so they can take the needed parts with them in one trip, which saves time and lowers costs. KOMTRAX also tracks machines for services due under Komatsu CARE. Customers can check equipment locations, hours, idle time and other valuable information.

For more details on Komatsu’s KOMTRAX machine-monitoring system, contact your local distributor. ■



Jackson Plumbing Owner Jeremy Jackson stands next to the company’s PC35MR excavator that was recovered after being stolen. KOMTRAX, Komatsu’s remote machine-monitoring system, quickly pinpointed the machine’s location. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us,” said Jackson.



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A CLOSER LOOK

BUILDING THE FUTURE

First Komatsu Diesel Program students graduate from North Dakota State College of Science

The first group of students from the Komatsu Diesel Program graduated in May. Five General Equipment & Supplies, Inc. students finished the two-year program, which is a joint effort among Komatsu, its distributors and North Dakota State College of Science (NDSCS) in Wahpeton, North Dakota. Road Machinery & Supplies Co. also had one student complete the inaugural program.

“We couldn’t have asked for a better group of students for our first graduating class,” said General Equipment Technician and Career Developer Ann Pollert. “These students are passionate about diesel. They absolutely exceeded our expectations. We are so proud of them.”

After a seven-month diesel technology introductory course at NDSCS, the students began a Komatsu-specific program that rotated eight-week classroom sessions with eight-week paid internships through General Equipment. The classroom/internship structure was designed to help the students gain a complete understanding of Komatsu machines and became accustomed to General Equipment.

“The students have been part of our culture for two years now,” reported Pollert. “They know what our shop feels like and what our expectations are. There will be no learning curve. We have spent the last two years getting them ready to join the General Equipment family.”

It was a short wait to see members of the first class in action. The students graduated on a Friday, and their first day of work was the following Monday. “Once they walked across the stage, they were full-time employees, with benefits,” added Pollert.

“Knowing that I had a job waiting for me when I graduated was really important to me,”

said graduate Alex Lass. “The program was awesome. It was great to apply what I learned in class when I was at an internship site. Everything I learned will eventually be applied in this job.”

Pollert hopes the success of the first class can serve as a springboard for future students.

“We have the next group of students enrolled right now, so the hope is that every year we are producing employees who are skilled and ready to work,” said Pollert. “NDSCS has a terrific facility, and I think we are just scratching the surface as to what this program can become.”

In the future, Pollert hopes that other Komatsu distributors will join General Equipment in sending students to the NDSCS program. Early indicators are positive as the Komatsu program will have 16 students beginning classes this fall. ■



Ann Pollert,
General Equipment &
Supplies Technician and
Career Developer

(L-R) General Equipment Vice President of Service Steve Stafki meets with Komatsu Diesel Program graduates Alex Lass, Nathan Dokkebakken, Grant Davis, Alex Christensen, Landon Caughey and General Equipment Technician and Career Developer Ann Pollert.



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WINNING TEAM

Komatsu partnership creates mutual benefits for Extreme Sandbox and local distributors

For Extreme Sandbox Founder and CEO Randy Stenger, 2016 has been a banner year. After appearing on ABC's "Shark Tank," business has been booming for the company. Extreme Sandbox formed an exclusive partnership with Komatsu and opened a second location north of Dallas, in addition to its original site in Hastings, Minnesota.

Through its partnership with Komatsu, Extreme Sandbox's two locations have developed a close relationship with local Komatsu distributors.

"Both distributors are first-class all around, and they were instrumental in helping us make the switch to Komatsu," said Stenger. "It's been great to have local partners."

In addition to providing machines and service for Extreme Sandbox, the relationship gives the distributors the opportunity to host events like product demonstrations and participate in High School Heavy Equipment Camps, which are designed to provide students with information about careers in the industry and give them hands-on experience with the equipment.

"We started these camps because we noticed a skills gap," said Stenger. "High schools don't have the resources to do things like this, so we came up with a way to help kids experience various equipment. It's been a great way to get the students excited about the industry."

Excellent facilities

One of the major bonuses for distributors is having a top-notch facility so close that can be utilized for product demonstrations.

"To give customers a definite address to a product demonstration is amazing," remarked

Dave Johnson, Chief Operating Officer at Road Machinery & Supplies Co., the Komatsu distributor in Minnesota. "The 10-acre site is specially designed for using heavy equipment; we can do everything we want to do there. Plus, if the weather is bad, we are able to move inside to their 6,000 square-foot facility that has three garage bays and a classroom. This is a far better alternative to standing in an open field with a tent."

Kirby-Smith Machinery Dallas Branch Manager David Cooper echoed those comments. "The site is great for us, as it's in the middle of our company's service area. The location features a restaurant, golf course, hotels, fishing and a pool. It's first-class."

For Extreme Sandbox and the distributors, it's a win-win relationship.

"The benefits extend beyond a dealer-customer one," explained Johnson. "We are proud to work with Randy and Extreme Sandbox, and we are very excited to see how the relationship continues to grow in the future." ■



Randy Stenger,
Extreme Sandbox
Founder/CEO

The Extreme Sandbox location in Hastings, Minnesota, features a 10-acre area for machine demonstrations and a 6,000-square-foot facility complete with a three-bay garage and classroom space.



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RISING PRICES

Construction index shows costs up due to increased activity, lack of skilled labor

Turner Construction's recent building-cost index showed that increases in construction costs are being driven by a rising level of activity and limited availability of skilled labor in busier markets. The index measures costs in the U.S. nonresidential building construction market.

The index indicated the market has increased to a value score of 970, a 1.15 percent increase from the fourth quarter of 2015 and a 4.64 percent yearly increase from the first quarter of 2015.

"The shortage of skilled labor is outweighing the impact of declining material prices," said Atillio Rivetti, Turner Vice President. "As the volume of work remains relatively high, we expect subcontractors to continue to be strategic in their pursuits, ultimately resulting in upward cost pressures."

Job openings hit post-recession high

The index was released about the same time as the National Association of Homebuilders' (NAHB) analysis of the U.S. Bureau of Labor Statistics' Job Openings and Labor Turnover Survey that showed the number of available construction positions rose to 193,000 in February, a post-recession high.

NAHB noted that the number of open positions has increased for several years following the Great Recession. The organization reported that the number of residential construction workers has reached more than 2.5 million, with homebuilders and remodelers adding nearly 600,000 to payrolls since the recession. However, the number of unfilled jobs in construction persists and is causing concern.

Hiring is expected to continue as the homebuilding industry grows, according to NAHB. Multifamily construction spending – the value of property placed in service – reached an annual pace of \$59.7 billion in February, up 24.4 percent on a year-over-year basis. Single-family spending came in at an annual rate of \$235 billion. ■

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"... and another thing – remove your ear plugs when I'm talking to you!"



"Honey, where's my rubber bulldozer?"

Did you know?

- As of 2009, humankind had only mined 165,000 metric tons of gold.
- Catfish are the only animals that naturally have an odd number of whiskers.
- Birds do not urinate.
- Mars, Inc. produces more than 400 million M&M's® every day in the United States.
- An elephant will spend an average of 16 hours of its day eating.
- Dogs have 1,700 taste buds on their tongues; humans have 9,000.
- The most recorded points for a word in Scrabble is 1,782. The word, oxyphenbutazone, was played across three triple-word score squares and made seven crosswords.
- The Mona Lisa is not painted on a canvas, but on three pieces of wood roughly an inch and a half thick.
- Rock, Paper, Scissors has an official governing body – the World Rock, Paper, Scissors Society – and a seven-rule, player responsibility code.

Brain Teasers

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

1. I D B _ _ _ _
2. D R G E A _ _ _ _ _
3. E C L E Y C R _ _ _ _ C _ _ _
4. E T C V X A E A _ _ _ _ A _ _ _
5. N D O E I M T O L I _ _ _ _ L _ _ _ _

MORE INDUSTRY NEWS

Komatsu, Cummins announce global corporate responsibility partnership

Komatsu and Cummins have enjoyed a strong business relationship, including working together for decades to provide equipment in mining and construction markets. Recently, the two companies strengthened their ties with a new global corporate responsibility partnership.

"We share a common commitment to producing and supporting products in a responsible manner, as well as promoting education and improving opportunities for the people in the communities where we do business," said Tetsuji Ohashi, CEO of Komatsu Ltd. "A partnership that helps the people of our communities will make our

business relationship stronger. It is with great enthusiasm that Komatsu enters into this global collaboration with a trusted partner like Cummins."

Both companies have invested in technical education in their communities. Prior to formalizing this global relationship, Cummins and Komatsu partnered in other community projects. In the United States, Cummins and Komatsu, along with other partners, launched the Diesel Technicians Pathways Program in Utah that includes two high school diesel programs as well as a community college program. ■



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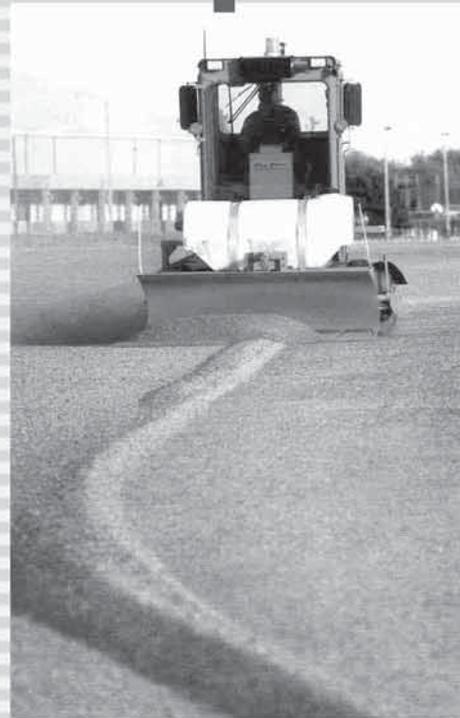
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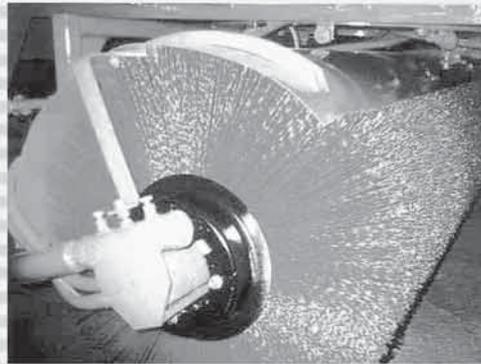
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REGGIE CAVIN/ PARTS MANAGER/KINGSPORT

"Since 1951, Power Equipment Company in Kingsport has been known as a family company. In 1997, while working for a local truck and trailer parts company, a friend told me Power Equipment needed someone in their parts department. After twice weekly visits to the parts manager for almost four months, I joined Power as the youngest person at the store. Most of the employees there had anywhere from 10 to 40 years with Power, and everyone, including the mechanics, took time to teach and explain how things worked. At Power, not only do we provide parts support for our customers, but also for the service department. As the machines change and advance, so has the way we provide support from microfiche, hardcover parts books and handwritten lists to ordering parts online from vendors and advancements in processing orders. Having the power to change with the times and to use the knowledge and experience I gain every day makes me ... POWER STRONG."

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Year/Make/Model Description S/N Hrs.

DOZERS

2014 Komatsu D51PX-22	Cab, a/c	B13308	1,040
2014 Komatsu D39PX-23	Cab, a/c, front sweeps	90325	603
2014 Komatsu D51PXi-22	Cab, a/c, UHF radio	B13712	1,261
2015 Komatsu D61PX-23	Cab, a/c	31769	399
2015 Komatsu D65PX-18	Cab, a/c, 36" pads, st blade, draw bar	90063	900
2015 Komatsu D65EX-17	Sweeps, screens, allied H6H winch	1964	571

EXCAVATORS

2013 Komatsu PC78US-8	Cab, a/c, steel tracks, hyd thumb, 24" bkt	19286	345
2014 Komatsu PC170LC-10	Hydraulic thumb	30158	1,322
2013 Komatsu PC210LC-10	Grapple	450288	1,236
2014 Komatsu PC210LC-10	30" Hensley bkt	A10557	1,652
2015 Komatsu PC240LC-10	31.5" shoes, 10' arm, 42" bkt	90193	1,624
2012 Komatsu PC290LC-10	No bkt, aux hyd	A25157	2,247
2003 Komatsu PC200LC-7L	Cab	A86563	6,770
2005 Komatsu PC200LC-7L		A87467	7,940
2010 Komatsu PC200LC-8T		A89529	5,130
2015 Komatsu PC210LC-1		A10855	641
2004 Komatsu PC200LC-7L		205772	6,684
2006 Komatsu PC200LC-7L		A87776	9,593
2006 Komatsu PC200LC-8		C60190	6,460
2015 Komatsu PC210LC-1		A10822	2,422
2013 Komatsu PC490LC-1		A40407	3,576

MOTOR GRADER

2008 Komatsu GD655-3E0	Ripper, push block	51600	3,363
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WHEEL LOADERS

2015 Komatsu WA270-7	Cab, a/c, cplr, bkt, ECSS	A27303	152
2014 Komatsu WA320-7	Cab, a/c, cplr, bkt, ECSS	80319	311
2008 Komatsu WA500-6	6.5-yard spade-nose bkt	A92507	3,923

Year/Make/Model Description S/N Hrs.

MATERIAL HANDLER

2006 SENNEBOGEN 825	New rubber tires, magnet, genset	825.0.621	9,916
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TRUCKS (ARTICULATED)

2007 Komatsu HM400-2		A11042	10,698
2007 Komatsu HM400-2		A11062	10,500
2007 Komatsu HM400-2		A11066	10,194
2013 Komatsu HM300-3	Tailgate	3138	2,484
2013 Komatsu HM300-3	Tailgate	3190	2,540
2007 Komatsu HM400-2		2290	4,659
2013 Komatsu HM400-3	Bed liners	3155	4,777

FORESTRY EQUIPMENT

2005 Pitts KB45	Delimber trailer	P050300	
2005 John Deere 759G	Feller buncher	X001062	8,054
2005 Komatsu 445EXL	Feller buncher	FT4C-2575	4,923
1995 Komatsu T445B	Feller buncher	FT4C-642	9,591
1998 Prentice 410E	Knuckleboom	54399	
1995 John Deere 643D	Wheel feller buncher	805629	3,242
Dynamic 565	Chipper	565-5032	2,149

PAVING/COMPACTION

2002 Beuthling B200	Roller	2005079	6,268
2012 Blaw-Knox PF150B	Paver	70603	335
2010 Wirtgen W 210	Milling machine	1320.0051	6,412
2010 Wirtgen W 210	Milling machine	1320.0075	6,470

ENVIRONMENTAL

2012 Doppstadt AK230	Horizontal grinder	181	680
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MISC.

1998 Etnyre S2000	Distributor	S2292	
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