

Industry Scoop



A publication for and about Roland Machinery Co. customers • www.RolandIndustryScoop.com • March 2016

FRAASE EXCAVATING INC.

Keeping customers happy is the focus for this central-Illinois earthwork contractor



John Fraase,
President

Lloyd Fraase,
Founder

JAMES PETERSON SONS, INC.

Longtime Medford, Wisconsin, firm excels on complex site and road jobs



Jack Peterson,
President

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Good news
on the
transportation
front**



Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your Roland Industry Scoop magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers KDPF replacement, as well as provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A Roland Machinery technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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KOMATSU & YOU

Meet Ken Calvert, Director of Komatsu's new Business Solutions Group, and see how "tiny solutions" can solve big problems.

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FRAASE EXCAVATING INC.

Fraase Excavating uses Komatsu dozers and excavators to do land improvement work throughout central Illinois



John Fraase,
President



Lloyd Fraase,
Founder

Fraase Excavating uses Komatsu dozers and excavators to do land improvement work throughout central Illinois.

Fraases have been providing earthwork and land development services in central Illinois for almost 60 years. Lloyd Fraase started his bulldozer work with a neighbor after his service in the Army Corps in 1958. In the early 1970s, his neighbor retired and Lloyd continued as Fraase Bulldozing. Lloyd's son John, who had worked with his dad since 1984, took over in 1996 and incorporated the business as Fraase Excavating Inc.

Today, the company provides multiple services for agricultural, residential and commercial clients throughout Illinois. Fraase Excavating specializes in land improvement projects such as conservation work, clearing, grading, demolition, site prep, drainage, dredging, erosion control, aggregate placement and more.

"We work with farmers, homeowners and government agencies such as the Natural Resources Conservation Service, Department of Natural Resources and local townships," said John, who is President of the company. "Engineering and designing lakes, ponds and agriculture-related projects are specialties of ours. We also consult on all types of land improvement needs related to the

landowners' specific requirements. When it comes to earthwork – we can do it. We enjoy visiting with clients about any project they might have."

Communication is a top priority for Fraase Excavating. John spends valuable time with each customer to develop a clear idea of what their vision is. He then surveys the topography, the soil and the watershed to design plans. Taking that into account, John talks to the customer again about what is possible and the best way to proceed. When the final plan is approved, he goes to work. Communication continues during the project to ensure that everyone remains on the same page.

"The final product must be functional and maintenance-friendly," said John. "Beyond that, aesthetics are important to me and to my customers, so we make projects blend in with their surroundings. I want customers to be happy with their projects, so we try to exceed their expectations. Our business is based on our years of dedicated and fluid work experience."

Fraase Excavating is a family business. John's mother, Joyce, keeps the books; Lloyd continues to operate equipment and provide expertise; and John's nephew Jake Tester operates equipment and handles other daily duties. Brian Rector and Allan Klein are also operators for the company.

"We handle large and small projects," said John. "We pride ourselves on quality work and completing the job on time. Our motto is 'enhancing the Earth through conservation.' Our priority is to care for Mother Earth by limiting soil loss, protecting the environment and transforming the land to leave it better than we found it."





One of Fraase Excavating's specialties is building ponds such as this one on a rural property west of Springfield. "We used a Komatsu PC290 excavator (top) and D65 dozer (right) for this job," said President John Fraase. "The best thing about our Komatsu pieces is their reliability."

Komatsu and Roland

Fraase Excavating has continued to grow over the years and has expanded its equipment fleet, which consists largely of Komatsu machines. The company has three Komatsu excavators (PC210, PC220 and PC290), four Komatsu dozers (D39, D61PX-23, D65EX and D65PX) and a Komatsu WB156PS backhoe.

"We think Komatsu machines are outstanding," said John. "The best thing about our Komatsu pieces is their reliability. With regular maintenance, we have very few, if any, problems with them. I like the fact that our Komatsus are well-built and last a long time."

"We also rent equipment from Roland," he added. "Our Sales Rep, Chris Ingram, bends over backward to get us what we need, when we need it. I appreciate his honesty and communication – we get a fair price right from the start. When we need service, Roland has excellent technicians. We primarily deal with Craig Stephens, but all of Roland's service technicians are highly qualified and make repairs quickly to keep our machines performing."

Constant changes

John is always on the look-out for new opportunities to help make his clients' visions come to life. The scope of work is constantly changing. Through progress, he identifies ways to protect and enhance the landscapes while adhering to the environmental rules and



Fraase Excavating is very much a family business. (L-R) Karen and John Fraase, Lloyd and Joyce Fraase, and nephew Jake Tester meet with Roland Machinery Sales Rep Chris Ingram. "Chris bends over backwards to get us what we need, when we need it," said John, who is President. "All of Roland's service technicians are highly qualified."

regulations. The goal is to provide an exceptional product for his customers.

John says he values the relationships with his customers and their families. "There is a special bond created as the projects generate a natural connection between the owners and the land, thus offering them a sense of enjoyment that they share with their loved ones for many years."

For more information on Fraase Excavating, visit www.dozingexperts.com, or follow it on Facebook. ■



Discover more at
RolandIndustryScoop.com

JAMES PETERSON SONS, INC.

Longtime Medford, Wisconsin, firm excels on complex site and road jobs



Jack Peterson,
President/
Treasurer

When it comes to road building and site work, including underground utilities, few Wisconsin companies can match the breadth of experience and expertise of James Peterson Sons, Inc. The Medford, Wisconsin-based firm works across the state performing a wide range of projects, including highway construction, commercial and residential sites, ag developments, lift stations, landfills, airports and more.

“Our expertise is with the difficult, complex projects that have multiple stages and require a lot of planning,” said Vice President Jeff Peterson. “Working in traffic. Night work. Design-build projects. Those are the jobs where we shine. Also, since we have material pits, projects that have a gravel and/or crushing component are right up our alley. That includes recycling pavement on-site, which saves us from hauling out demolished pavement and bringing new material back in.”

James Peterson Sons is now a fifth-generation family business that employs as many as 200 people during the busy summer months. James Peterson started the company as a logging operation. There is a little discrepancy

regarding the exact time line – a family history indicates it might have started in the early 1920s, but other sources cite the 1930s.

Regardless of the precise date, James Peterson’s two sons, Morgan and George, logged with him. In the summertime, they started doing roadwork with horses and an early version of a pull scraper. Morgan’s sons Jack and Jim followed him into the business, and expanded into pits and crushing. Today, Jack and Jim – both well past retirement age – remain very active in the business. Jack serves as President/Treasurer and oversees crushing operations, while Jim is a Vice President and is in charge of public relations and project development. Jack’s sons Jeff and Scott also serve as VPs, and Jim’s son Tim is Secretary. The fifth generation consists of Tim’s son Ryan.

“Being involved in a true family business like ours is great, but not always easy,” said Jeff. “There are challenges that you have to work through. It’s kind of like politics. People have different opinions. Sometimes you win, sometimes you lose, and sometimes you find a middle ground. The key is, you have to want the family aspect to succeed, and all of us do.”

James Peterson Sons incorporated in 1955 and was a successful contracting firm, but rarely worked in the eastern part of Wisconsin. That changed in 1999 when the company acquired Buteyn Excavating & Grading of Sheboygan to form Buteyn-Peterson Construction, which works from Door County to Racine, Wisconsin, including Green Bay and Milwaukee. In 2005, it expanded again by acquiring Lakeland Enterprises of Rhinelander, Wisconsin, which is now the Utility Division of James Peterson Sons. Today, the company truly works statewide, as well as in the Upper Peninsula.

“When it comes to site and roadwork, we’re very self-sufficient,” said Jeff. “Except for paving,

James Peterson Sons has used GPS grading for a number of years and has several *Komatsu intelligent Machine Control* dozers, including this D51PXi.





James Peterson Sons VP Jeff Peterson (left) calls on Roland Machinery and Sales Rep Dan Ross to purchase Komatsu equipment, like this PC490LC.

we're able to do everything in-house with our own personnel. We believe that helps us better control project outcomes. We work on both the public side and the private side. We have good people across-the-board, and especially good management and supervisory personnel. We go in with a solid plan and alter it as necessary as we move forward through the job."

"We love the Komatsu D61i"

James Peterson Sons owns a large fleet of equipment, including numerous Komatsu units from Roland Machinery Company. The company has Komatsu excavators ranging from PC200s to PC490s; three WA500 wheel loaders; and its dozer fleet includes D51s, D65s and three *intelligent* Machine Control (iMC) D61PXis.

"Komatsu makes good equipment," said Jeff. "The excavators are top-notch, and we love the D61i. It's an outstanding dozer. It's well balanced and has good visibility. The fact that the GPS is integrated into it, and not just added on, is a big advantage. We still have aftermarket systems on some of our machines, and we often have cable issues. The Komatsu iMC dozers don't have that problem.

"Support-wise, Roland does a good job and Sales Rep Dan Ross is the guy who makes things happen for us," he added. "If we have an issue, we call Dan and he gets the right people involved and takes care of it. We also like that Roland has a specific person, a technology solutions expert, who handles the GPS for us if we have any questions."

Steady growth

Jeff says the family is pleased with where the business is and would like to see continued growth.



(L-R) Jeff, Tim, Jim, Ryan and Scott Peterson are five of the six Petersons who work at James Peterson Sons today. "Being involved in a true family business like ours is great, but not always easy," said Jeff. "The key is, you have to want the family aspect to succeed, and all of us do."

"We've grown steadily through the years. Of course, the acquisitions gave us substantial boosts in a couple of those years. Looking to the future, it's all about the economy and highway funding. In Wisconsin, it looks like DOT work will be substantially less than normal – about 40 to 50 percent less. We would definitely like to see more road projects.

"That said, we expect to get our share of the work that's out there, and as always, our goal will be to do the best job at a fair price," he added. "All of us family members, and all of our employees, live here. We take a lot of pride in our work. We enjoy seeing all the roads, buildings and developments we've had a hand in constructing over the last half-century or so. The lasting nature of what we do is what's special about this business, and that's perhaps especially true for a family business that's been around as long as ours has. We're proud to have a fifth generation involved, which is pretty rare. I think we all hope it carries on to a sixth, seventh and beyond." ■

KOMATSU DEMO DAYS

Event provides customers an opportunity to operate latest equipment



Bob Post,
Director of Marketing
Communications



Discover more

Jerrid Custer of UCM (left) and Roland Sales Rep Chris Ingram visit at Demo Days.

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine



(L-R) Roland Sales Rep Jeff Milkus, Joe Righter of Brandenburg, Chrissy Wolfe of Walsh Group and Roland Chicago Division General Manager Mike McNamara get together at Komatsu Demo Days in Cartersville, Georgia.



Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.



Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

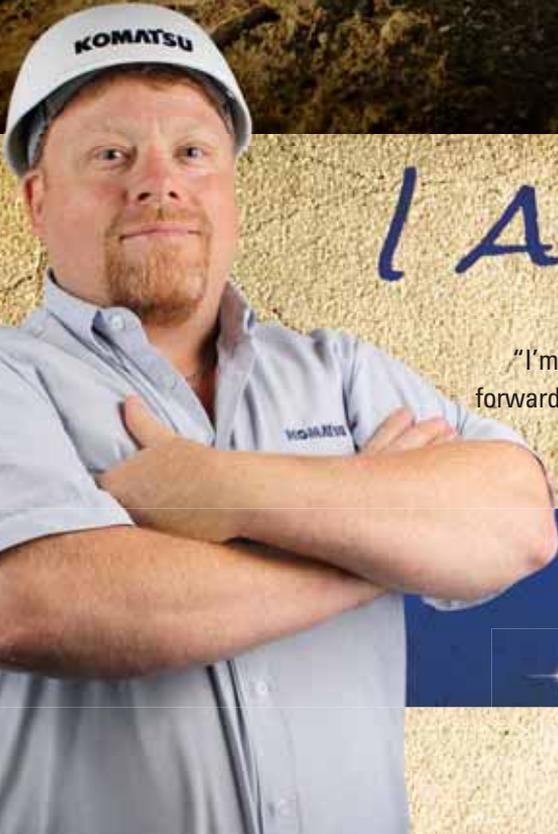
Talk to your distributor to find out when the next Komatsu Demo Days will be held.

D61PXi-23



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TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term,

stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

"Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions," said Mike Acott, President of the National Asphalt Pavement Association. "This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability."

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.





award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

Continued . . .

Creative funding key to FAST Act

... continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban

imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



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MIXED REACTION

ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill



Pete Ruane,
President and CEO,
ARTBA

Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation’s capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■

American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.



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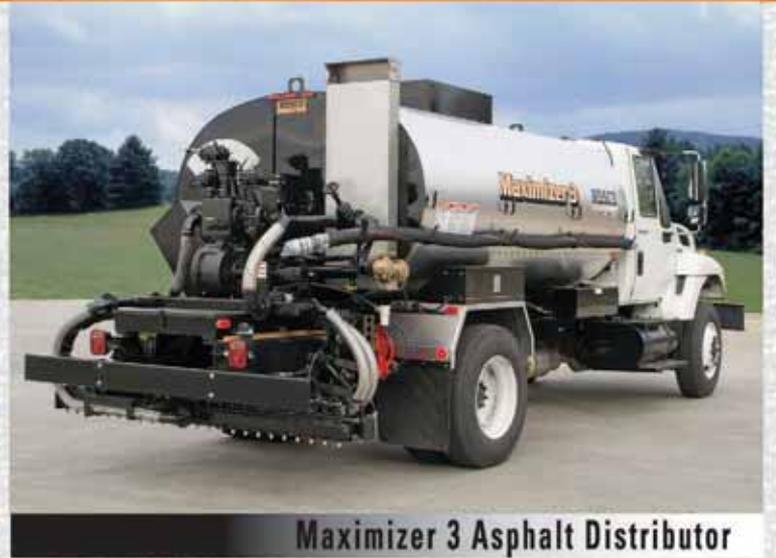
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IMPROVED PRODUCTION

New WA600-8 features larger bucket and increased fuel efficiency



Rob McMahon,
Komatsu Product
Marketing Manager



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RolandIndustryScoop.com

How do you measure enhanced performance? Komatsu's new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu's SmartLoader Logic with an enhanced 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.

Komatsu's new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

Quick Specs on Komatsu's WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

* Load-and-carry configuration with additional counterweight

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

"With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications," said Rob McMahon, Komatsu Product Marketing Manager. "Owners and operators consistently tell us they are impressed with the machine's productivity and stability."

Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat's cast frame members increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

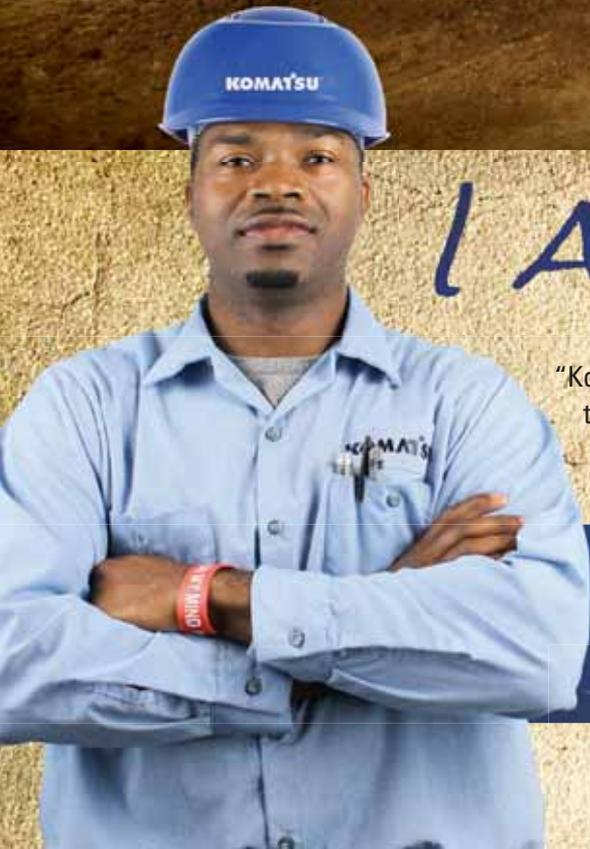
"Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections," said McMahon. "Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8." ■



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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006

INCREASED EFFICIENCY

If not for Komatsu iMC machines, company 'wouldn't be doing dirt projects'



Rob Forman,
Vice President



Discover more at
RolandIndustryScoop.com

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run.

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."





PC210LCi-10

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- 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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005

PC490LC-11

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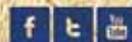
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002

PUTTING THE 'PLUS' IN DOZING

Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

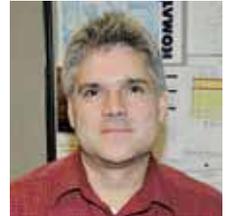
"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.



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ENSURE PROPER GREASING

Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhorst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

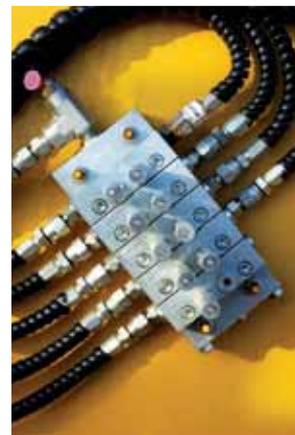
“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



Scott Ruderman,
Komatsu Marketing
Engineer



Gabe Elmhorst,
Global Market
Specialist, Graco
Lubrication
Equipment

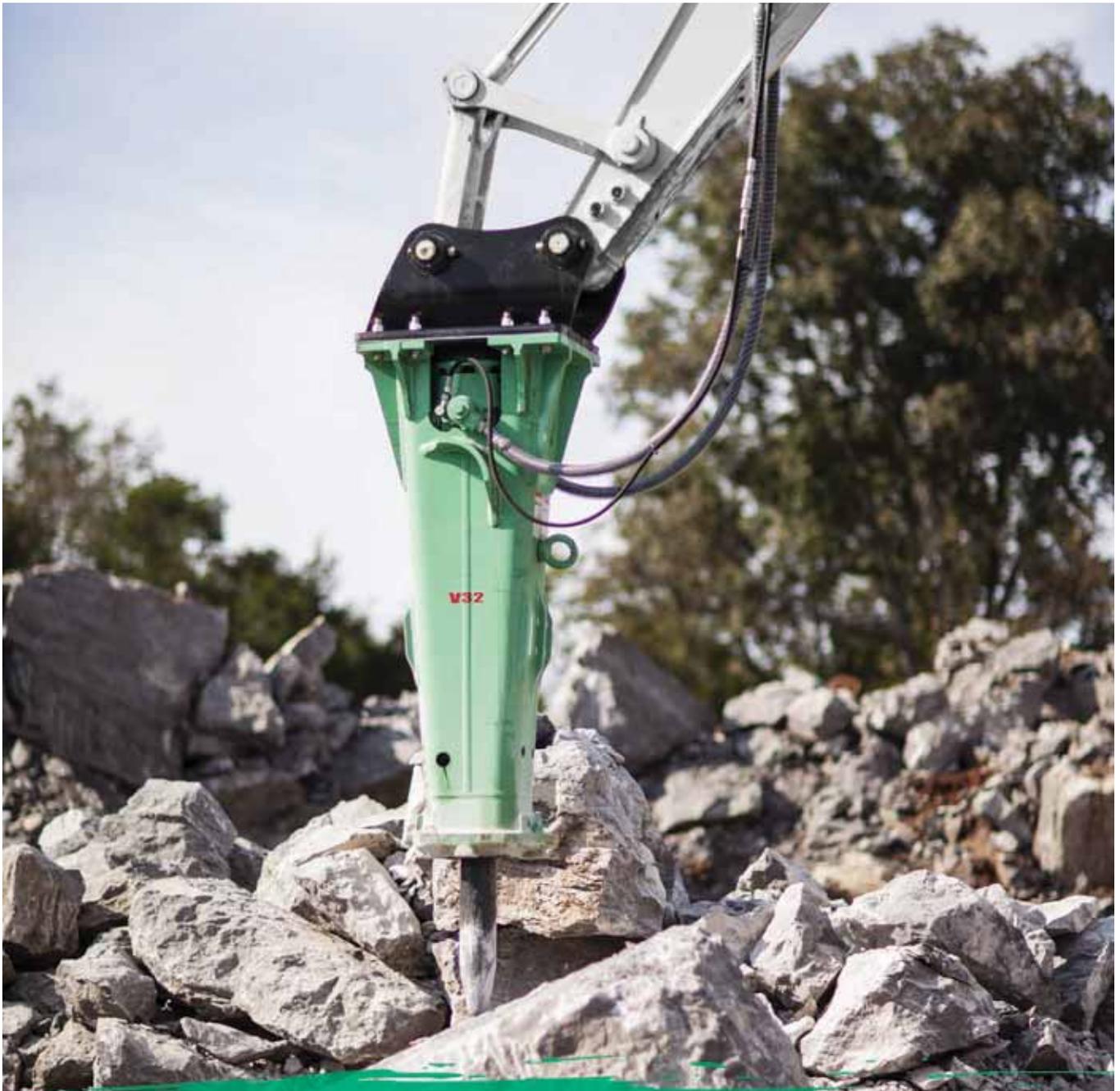


The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.



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TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use



**Ken Calvert,
Director,
Business Solutions Group**

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

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

Continued ...

A resource for customers, manufacturers and distributors

... continued

a 30-ton machine 5 percent of the time. We would use this information to let the owner know that it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4

engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."



ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."



'REGENERATE' THE RIGHT WAY

Following proper procedures is imperative for Tier 4 equipment – here's how to do it

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

“Regeneration falls into two categories – active and manual – and each involves specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it's imperative to park the machine in a safe location and initialize the proper idle procedure.

Idle correctly

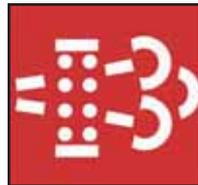
“If for some reason the operator can't work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative,” said Beinlich. “There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration.”

Proper idle includes:

- In tracked machines: All lock levers must be in the “lock” position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■



Matt Beinlich,
Deputy Director,
Business Solutions
Group, Products and
Services Division



Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



Discover more



OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.



DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at www.rita.dot.gov/bts. ■

Komatsu acquires quick coupler manufacturer

Komatsu purchased Lehnhoff Hartstahl, a German manufacturer of quick coupler systems for excavator attachments. The

Lehnhoff brand will remain, and the business will continue to supply Komatsu and other manufacturers. ■



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Komatsu D61PX-15E0, '07, 4,771 hrs\$95,000
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Hamm HD14VV, '09, 0 hrs on engine\$25,799
Hamm HD120HV, '03, 2,690 hrs\$32,999
Hamm HD12VV, '04, 4,113 hrs\$11,799
Stone WP4100 Double Drum, '09, 1,018 hrs\$14,599
Volvo DD24 Roller, '11, 1,032 hrs\$28,499

PAVING

Cat AP-1000B, '03, 5,781 hrs	.....\$53,399
Leeboy 8500T, '06, 5,859 hrs	.....\$20,799
Leeboy 8616B, '14, 746 hrs	.....\$125,000
Vogele 880WB, '05, 5,862 hrs\$26,699

WATER EQUIPMENT

Komatsu HM300-2, '07, 6,500 gal\$299,499
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WHEEL LOADERS

Cat 950H, '06, 15,188 hrs\$69,500
Deere 544K, '13, 792 hrs\$159,000
Deere 544K, '13, 1,023 hrs\$159,000
Deere 624K, '13, 948 hrs	.....\$166,000
Deere 624K, '13, 905 hrs	.....\$166,000
Komatsu WA200PZ-6, '14, 385 hrs	.....\$115,000
Komatsu WA250PT-5L, '06, 10,576 hrs	.....\$47,999
Komatsu WA250PZ-6, '09, 8,172 hrs	.....\$69,000
Komatsu WA250PZ-6, '09, 8,438 hrs	.....\$69,000
Komatsu WA270-7, '15, 97 hrs	.....\$152,399
Komatsu WA270-7, '15, 137.5 hrs	.....\$152,399
Komatsu WA320-7, '13, 462 hrs	.....\$174,500
Komatsu WA380-6, '11, 2,094 hrs	.....\$179,500
Komatsu WA380-6, '12, 2,571 hrs	.....\$165,000
Komatsu WA380-7, '12, 3,025 hrs	.....\$147,500
Komatsu WA400-5L, '05, 10,968 hrs	.....\$72,999
Komatsu WA500-1, '85, Unknown hrs	.....\$29,599
Komatsu WA500-6, '09, 9,628 hrs	.....\$207,299
Komatsu WA500-6, '09, 8,621 hrs	.....\$211,399
Terex TL300-2, '08, 2,441 hrs	.....\$69,500

CRUSHING/SCREENING

Kleemann MSD190D Screen, '13, 688 hrs	.....\$255,000
Kleemann MC110Z Crusher, '13, 714 hrs	.....\$475,000
Metso LT 1415, '06, 7,401 hrs\$CALL

SKID STEER

New Holland L230, '14, 295 hrs\$49,399
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Vogele 880WB, '05, 5,862 hrs\$26,699



Komatsu WA380-6, '12, 2,571 hrs.....\$165,000

EXCAVATORS

Atlas Copco MB1200 Hydraulic Hammer, '05, Rebuilt & Painted	.....\$21,799
Case CX135SR, '11, 2,350 hrs	.....\$104,500
Case CX160, '05, 6,579 hrs	.....\$45,599
Cat 330CL, '02, 12,032 hrs	.....\$59,500
Cat M318, '96, 6,440 hrs	.....\$39,500
Cat 350L, '94, 19,000 hrs	.....\$39,000
Deere 225C LC, '04, 7,029 hrs	.....\$62,667
Deere 350DLC, '07, 5,837 hrs	.....\$109,500
Deere 350DLC, '07, 6,832 hrs	.....\$109,500
Gradall XL1400 II, '07, 5,827 hrs	.....\$60,000
Kobelco SK485-9, '12, 3844 hrs	.....\$184,599
Komatsu PC138USLC-8, '12, 2,055 hrs	.....\$124,739
Komatsu PC138USLC-8, '13, 2,432 hrs	.....\$115,000
Komatsu PC160LC-7, '05, 5,926 hrs	.....\$78,599
Komatsu PC200LC-7, '03, 8,114 hrs	.....\$79,500
Komatsu PC200LC-7, '03, 7,248 hrs	.....\$59,500
Komatsu PC200LC-7, '04, 7,640 hrs	.....\$89,500
Komatsu PC200LC-8, '11, 4,465 hrs	.....\$107,200
Komatsu PC210LC-10, '14, 978 hrs	.....\$197,280
Komatsu PC220LC-6, '98, 19,095 hrs	.....\$37,100
Komatsu PC220LC-8, '06, 9,084 hrs	.....\$96,500
Komatsu PC228USLC-1, '99, 4,400 hrs	.....\$54,500
Komatsu PC228USLC-8, '12, 2,617 hrs	.....\$160,000
Komatsu PC228USLC-8, '12, 3,449 hrs	.....\$155,000
Komatsu PC228USLC-10, '14, 923 hrs	.....\$186,599
Komatsu PC300LC-7, '06, 6,261 hrs	.....\$102,499
Komatsu PC300LC-7 w/Shear, '06, 7,463 hrs	.....\$265,000
Komatsu PC300LC-7E0, '06, 7,736 hrs	.....\$110,000
Komatsu PC300LC-8, '07, 6,031 hrs	.....\$106,999
Komatsu PC300LC-8, '09, 9,584 hrs	.....\$119,000
Komatsu PC360LC-10, '12, 1,148 hrs	.....\$264,500
Komatsu PC400LC-7, '06, 10,541 hrs	.....\$76,500
Komatsu PC400LC-7E0, '07, 10,905 hrs	.....\$92,500
Komatsu PC400LC-7E0, '07, 10,448 hrs	.....\$99,500
Komatsu PC490LC-10, '13, 2,977 hrs	.....\$268,999
Komatsu PC490LC-10, '12, 3,136 hrs	.....\$265,000
Komatsu PC490LC-10, '12, 4,306 hrs	.....\$245,000
Komatsu PC490LC-10LR, '10, 4,720 hrs	.....\$289,500
Komatsu PC600LC-7, '05, 10,328 hrs	.....\$199,500
Komatsu PC600LC-8, '06, 10,478 hrs	.....\$199,500
Komatsu PC650LC-3, '89, 20,397 hrs	.....\$36,200
Volvo EC220D, '13, 2,151 hrs\$134,500
Volvo EC380D, '11, 4,017 hrs\$150,000
Volvo EC380D, '11, 2,847 hrs\$155,000

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