



# Industry Scoop

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## Bommarito Construction

Expanding services to better take care of clients' needs leads to success



Joe Bommarito,  
Owner/CEO



## Wingra Stone Company



Travis Wise,  
Vice President and  
General Manager



Casey Downs,  
Crushing  
and Washing  
Superintendent

## A Message from the President



Matthew L. Roland

**Hope for an  
infrastructure  
boom?**



Dear Valued Customer:

It's no secret that our nation's infrastructure needs to be updated. There appears to be growing optimism, and even confidence, that real support for this will happen. Congress continues to work on plans that will hopefully be passed sooner rather than later. Long-term legislation is in the works to replace the current Fixing America's Surface Transportation (FAST) Act that expires at the end of September.

That could cause a construction industry boom. There would be a significant increase in the need for aggregate products, concrete and earthwork. If you service any of those or related industries, we have the equipment you need to get your job done more productively and efficiently.

That equipment includes the latest dozers, such as Komatsu's new D71-24 base and intelligent Machine Control (iMC) 2.0 D71i-24 models. Previewed at CONEXPO last year, they were introduced to rave reviews. Advanced technology in the iMC models allows operators to run in automatics from grass to grade. This saves time, labor, surveying and staking. As one Komatsu product manager said, "They are equally adept at precise, high-speed grading and rough dozing."

If you are working in tight quarters, such as a lane of traffic or against a building, a compact excavator is a great choice. Check out the new PC88MR-11 which has several updated features that increase productivity and efficiency – including a swing boom that moves independently of the cab. This allows operators to get right next to what needs to be dug without worrying about the counterweight swinging into something.

If you are considering using a breaker to bust up old pavement or to perform demolition, the new ones from Komatsu are made specifically to match up with your PC78 to PC490 excavators. You can read more about your options in this issue and learn how to choose the right one for you.

There are also product support articles that I think you will find valuable, including one on why Supercoolant is a great choice for your machines.

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

Sincerely,  
Roland Machinery Co.



Matthew L. Roland  
President

# Industry Scoop



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# Bommarito Construction builds success by expanding services to better take care of clients' needs



**Joe Bommarito,**  
Owner/CEO

**J**oe Bommarito always knew he wanted to be his own boss. Starting a business focused on utilities made sense, considering he grew up helping his dad out with his utility company.

"I worked there in the summers and every chance I got to go back and help out," said Bommarito. "I learned all aspects, starting with doing every job that went with the business. I grew to love it and never really saw myself doing anything else."

Bommarito combined his experience and entrepreneurial spirit to found J.W. Bommarito Construction in 1997, which is more commonly known today as simply Bommarito Construction. The Fenton, Mo., based firm's early work involved relatively small commercial storm and sanitary sewer jobs, ranging in size from a few thousand dollars to approximately \$150,000.

"I had 10 guys, and we were doing a lot of maintenance work, such as tearing down and repairing inlets and fixing sewer laterals and mains," recalled Bommarito. "Here and there,

we would get a nice-sized utility job and some bigger work such as putting in large box culverts. We became very efficient and known for our good work."

Bommarito noticed that his company was often paired with grading contractors during site work projects. He believed that scope of work would be a good way for Bommarito Construction to expand.

"It seemed logical to me that if we could provide both aspects to a customer that it would be to our and their advantage," said Bommarito. "As before, we started small, but things ramped up fairly quickly. Before long we added installation of fire protection systems, including the hydrants and lines, as well as regular domestic water lines."

## On time and on budget

Additional services put Bommarito Construction on the path to being a full-service site contractor. Today, it offers everything from clearing and grubbing to finish grading, typically for commercial and residential developers and general contractors. With a staff of about 120, including nearly 100 in the field, it mainly covers the greater St. Louis metro area.

"We are on about 20 different projects daily," said Bommarito. "In addition, we probably have another 50 jobs on the books that we are in and out of due to phasing. There is no way it would be possible to keep it straight and humming along without a solid group of people, and I certainly have that. Many have been here 15 years or more, and that plays into our long-term success."

Bommarito also credits his staff's quality work for building a list of repeat customers who rely on Bommarito Construction to handle their site work needs. Key individuals include his brother, Matt, who has been with the company since its inception.

"Customers appreciate that we finish on time and on budget," said Bommarito. "I have to commend our employees for that. We are all driven to provide clients with the best service possible, from project management to completion. I consider them family."

## Project showcases excavator/breaker combos

During the past two decades, Bommarito Construction has been involved in several

**A Bommarito Construction operator hammers rock with a Komatsu PC490LC-10. The excavator is equipped with a breaker hitting at 12,000 pounds on the expansion project for a new care facility in Eureka, Mo. Project Manager of Earthwork/Estimator Doug Frey declared, "Everything is on schedule now, and the productivity of the excavators/breakers combination has played a big role in that."**





**Bommarito Construction is using multiple Komatsu excavators, including two PC360LCs, to hammer and move rock for the expansion of a care facility in Eureka, Mo. "Komatsu excavators last, even in tough applications like hammering rock day in and day out," said Owner Joe Bommarito. "The durability is outstanding. We have run them to 10,000 hours or more without replacing major components. We know we're not going to have to worry about breakdowns, and when we trade them in, someone else is getting a solid used machine."**

high-profile jobs in the St. Louis area, including ones at Kiener Plaza and the St. Louis Zoo. A current undertaking has the company providing site construction for the expansion of a care facility in Eureka that includes 25 new buildings. It started with clearing and removing about 12,000 yards of topsoil and clay in December.

"That was the easy part; rock excavation is the biggest challenge, and there is about 11,000 yards of it that has to be hammered out," stated Hunter Henry, Vice President/Project Manager. "We knew that was going to be the case, and we pushed to do blasting. Because it's located in a residential area, that was not an option."

Henry; Project Manager of Earthwork/Estimator Doug Frey; and Project Superintendent John Gilbert developed a plan to cut, hammer and excavate the rock as efficiently as possible. They chose to equip some of Bommarito Construction's Komatsu excavators and rented units from Roland Machinery Company with Epiroc and Tramac drum cutters and breakers.

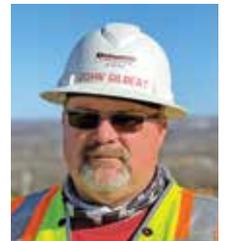
"There was a layer of capstone that we could fairly easily remove with the cutter," said Gilbert. "After that we hit hard limestone, so hammering became necessary. We have a PC490LC with a breaker that's hitting at 12,000 pounds and a PC360LC with one that hits at about 7,500 pounds. They are definitely getting the job done."

Both are paired with a second Komatsu excavator, either a PC360LC-11 or a PC210LC-11, that is used to clear and pile the fractured rock as Bommarito Construction operators work to reach subgrade. They used a combination of hammers and the drum cutter to excavate the approximately 10,000 feet of utility trenches included in the project. Bommarito Construction plans to crush the material and reuse it on site.

"We were delayed in getting started because we did some redesign to ensure that there was as little affect as possible on the surrounding neighborhood residents, including giving them more green space between the project and their backyards," noted Frey. "Everything is on schedule now, and the productivity of the excavators/breakers combination has played a big role in that."

Bommarito Construction began using Komatsu excavators in 1999 when Joe Bommarito bought a PC300 from Roland Machinery. After years of use, he sold it, but he kept the panel that had fallen off the machine. His wife cut it up to create a wall hanging for his office.

"Komatsu excavators last, even in tough applications like hammering rock day in and day out," said Bommarito. "The durability is outstanding. We have run them to 10,000 hours



**John Gilbert,  
Project  
Superintendent**



**Doug Frey,  
Project Manager  
of Earthwork/  
Estimator**

*Continued . . .*

# Seamless service

... continued



**Ryan Meers,**  
Project Manager

or more without replacing major components. We know we're not going to have to worry about breakdowns, and when we trade them in, someone else is getting a solid used machine."

He added that service from Roland Machinery also plays a role in continuing to use Komatsu. Bommarito worked with Territory Manager Craig Ferris on his most recent purchases and rentals.

"I can count on Craig and Roland (Machinery) to deliver 100% of the time," stated Bommarito.

"They are knowledgeable, so they can best match the machines and attachments to the task. We don't have mechanics, so Roland (Machinery) does all our service and repairs. They track the excavators with Komtrax – which we also use to track hours and location – and let us know when it's time to schedule a visit. It's seamless."

## Next logical step

Currently, Bommarito Construction tracks job site progress with consistent drone flyovers.

"I can take information gathered from those and put it together to see the quantity of materials that have been moved," said Project Manager Ryan Meers. "The technology gives us an accurate picture of what a site looks like at certain points of its development."

Bommarito plans to use the technology as much as possible, including on new ventures such as the bio-pond maintenance and rebuild projects that Bommarito Construction recently started pursuing.

"We are always looking for opportunities to expand in ways that make sense and fit with our core services," said Bommarito. "For instance, we started a separate company called American Fire about two years ago that's focused on the installation of fire systems, including interior lines and sprinklers. There is synergy between it and Bommarito Construction. If one company sees a job that the other can do, they can pass it along. It seemed like a logical next step, and it's been very successful." ■



(L-R) Bommarito Construction Owner/CEO Joe Bommarito, Vice President/Project Manager Hunter Henry and Project Superintendent John Gilbert meet with Roland Machinery Territory Manager Craig Ferris and Vice President/General Manager James Jesuit. "I can count on Craig and Roland to deliver 100% of the time," stated Bommarito. "They are knowledgeable, so they can best match the machines and attachments to the task. We don't have mechanics, so Roland does all our service and repairs. It's seamless."

A Bommarito Construction operator piles hammered rock with a PC210LC-11 from Roland Rentals.





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# Wingra Stone Company provides quality service and products for customers around Dane County, Wisconsin for nearly a century



**Travis Wise,**  
Vice President and  
General Manager



**Casey Downs,**  
Crushing  
and Washing  
Superintendent

Few companies survive nearly 100 years, especially considering the severe economic downturns of the last century: the Great Depression, the tumultuous construction market of the late 1970s and early 1980s, and the Great Recession of 2008. Wingra Stone Company made it through all of those – as well as the good times – by adjusting its operations and making strategic moves as needed.

Stewart Watson founded the firm in 1928 under the name Stewart Watson Construction. A high school principal at the time, he started making aggregates for county and township roads around Dane County, Wis., during summer breaks. He eventually turned it into a full-time operation and changed the name to Wingra Stone Company in 1949. His son Jim and son-in-law Robert F. Shea joined Wingra Stone Company, then took over leadership in the 1970s. Shea's son, Robert M., is now the third-generation owner of the company, based in Madison, Wis.

Wingra Stone Company's largest customer remains its sister firm, Wingra Redi-Mix Inc., which Watson founded in 1959 after he started producing gravel from a quarry in Verona, Wis. Today, Wingra Stone Company has nearly a dozen locations that provide sand, gravel and crushed stone to Wingra Redi-Mix Inc., and outside customers alike. In addition to standard products, Wingra Stone Company provides custom rock crushing and recycle-crushing

services, and has portable crushing, screening and wash plants.

"Our main products are concrete stone and washed sand," said Travis Wise, Vice President and General Manager of Wingra Stone Company. "In total, we have about 20 variations that we make for all types of construction-related projects, including roadwork, commercial and residential sites, and more. We also make custom specifications upon request. Customers can pick up products with their own trucks, or we can deliver."

## **KLEEMANN increases production**

About three years ago, Wingra Stone Company was looking for new crushing and screening equipment and demoed multiple brands. Among them were a KLEEMANN MOBIREX MR 130 Zi EVO2 closed-circuit impact crusher and a MOBISCREEN MS 952i EVO screening plant from Roland Machinery Company.

"KLEEMANN gave us the best performance, so we bought those," stated Casey Downs, Crushing and Washing Superintendent. "The MR 130 allows us to crush concrete, asphalt, limestone, gravel and sand. It has several features that our operators like, including the ability to auto set the feed system. You can input parameters, and the crusher will automatically adjust speeds to maximize production and efficiency. Our operators also like that they can crush and track at the same time and can do it by remote control from the machine feeding the crusher. It's easy to change bars, too — which can be done in a couple of hours, compared to several hours with some of our older crushers."

Wingra Stone Company often pairs the crusher with its MOBISCREEN MS 952i EVO to make multiple products at once. It also uses the 952i independently with its other crushing equipment.

"It all depends on the projects we have going at any one time," explained Wise. "We can make as many as three types of material at once with the 952i. The production we get and how clean the products coming out of it are is like nothing I have ever seen. Even our big plants won't get the material as clean."

Wise and Downs indicated that portability is a major advantage of the tracked KLEEMANN products.

Wingra Stone Company uses its KLEEMANN MOBISCREEN MS 952i EVO screening plant to make multiple products at one of its quarries. "We can make as many as three types of material at once with the 952i," said Travis Wise, Vice President and General Manager. "The production we get and how clean the products coming out of it are is like nothing I have ever seen. Even our big plants won't get the material as clean."





Foreman Kasey Hoffmaster sets up Wingra Stone Company's KLEEMANN MOBILEX MR 130 Zi EVO2 crusher on a job site in Madison, Wis. "The tracking system is very nice. There are two speeds, so you can adjust it to what you want," said Hoffmaster. "Everything is hydraulic, so there is not a lot of work to set up, and it's dependable. It crushes up to 10 hours a day, and we have had to do very little to it other than routine maintenance."



"We can easily move them from one site to another and be up and running in a matter of minutes," said Downs. "That ability gained us a new customer. They called one morning and asked if we could make a certain product they needed right away. We loaded up the crusher and took it from one quarry to another and made their material that afternoon. That led to five more jobs for them."

Wingra Stone Company acquired the KLEEMANN crushers, as well as Komatsu wheel loaders, with the help of Roland Machinery Territory Manager Casey Stankowski. Wingra Stone Company also rents from Roland Machinery as needed.

"Our relationship with Roland (Machinery) goes back several years," said Downs. "They are great about setting up demos, so we can try machines to ensure they are the right fit, and Casey and Roland (Machinery) support us with service, parts and training. If an issue pops up, they are right there to take care of it."

### Keeping an eye on the future

Last year was one of the best in terms of sales in Wingra Stone Company's long history, according to Wise. He's hoping that trend continues but says the company's focus remains on continuing to provide quality products and outstanding service.

"If you don't take care of your clientele, all the products in the world won't be good enough,



Roland Machinery Company Territory Manager Casey Stankowski (left) talks with Wingra Stone Company's Travis Wise (center) and Casey Downs (right) at Wingra Stone Company's office. "Our relationship with Roland (Machinery) goes back several years," said Downs. "They are great about setting up demos, so we can try machines to ensure they are the right fit, and Casey and Roland (Machinery) support us with service, parts and training."

so that's what we do," emphasized Wise. "The foresight back in the early days to acquire land and permit the quarries led to Wingra Stone being able to supply such a large and diverse customer base. We expect to keep it and build on it as we look forward to the next century." ■



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# Value engineering should empower project teams to optimize designs by examining all functions and their associated costs

Completing construction projects on time and within budget can seem like a daunting task. With additional pressures like fluctuating material costs, skilled labor availability and operational costs, clear and creative planning from the start become even more crucial. This is where value engineering can offer several benefits.

When value engineering is referenced in our industry, our minds may immediately go to a process that reduces project cost by slashing the scope or decreasing the quality of materials used. However, that is not necessarily what the definition should be.

In construction, value engineering empowers project teams to improve value by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value.

It's critical to note that boosting the value of projects does not mean reducing costs. It means optimizing project components through an analysis of all factors – cost, upkeep, wear and tear, aesthetic value, etc. To provide truly advantageous value engineering, design and construction teams must first understand the project as a holistic effort. Every project is different, as is every business' definition of value.

### Live and breathe entire project life cycle

Value engineering assesses the functionality of a product, good or service in relation to cost. With this service, consideration is provided right from the beginning of the project regarding availability of materials, labor and material costs, construction delivery methods, construction site constraints and more. By evaluating these factors upfront and limiting possible difficulties that could arise during the project, owner expenses may be reduced, and the schedule can be tightened.

In combination with value engineering, the best way to achieve successful results during a project is to have a fully integrated design and construction team that lives and breathes

the entire project life cycle. The design, construction and, ultimately, the end user need to be joined together on every decision, from design inception through training and turnover. This allows the team to not only suggest innovations and value propositions during the project, but also to offer solutions for the most efficient yet reliable results for years to come. ■

*Author bio: John Maranowicz oversees design-build projects ranging from major airport expansions to work involving industrial manufacturing, food and consumer products, aerospace, and surface transportation at Burns & McDonnell. He is experienced in every facet of construction management, including preconstruction, estimating, design management, value engineering, scheduling and direct supervision of self-perform projects.*

*Editor's note: This article is excerpted from a blog by John Maranowicz at Burns & McDonnell. To read the piece in its entirety, visit: <https://blog.burnsmcd.com/optimizing-construction-projects-with-value-engineering>.*

**John Maranowicz, Regional Construction/Design-Build Group Manager with Burns & McDonnell, says, "Value engineering empowers project teams to optimize designs by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value."**



**John Maranowicz,  
Regional  
Construction/  
Design-Build Group  
Manager, Burns &  
McDonnell**



# AGC, Fisher Phillips offer guidance to employers about policies related to COVID-19 vaccinations

In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. That would mean everyone in the country could potentially be vaccinated by this summer – which is significant considering the drive to put shots in the population’s arms began in late 2020.

The plan to vaccinate Americans includes phasing the shots in with essential frontline workers, such as healthcare professionals, in Phase 1A. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.

The Associated General Contractors of America (AGC) and the law firm Fisher Phillips put together a document to help construction employers answer questions with regards to vaccines and their employees. The piece is for informational purposes and should not be considered legal advice or recommendations, according to the organization and attorneys. Here are a few of the highlights.

### **Can we require employees to be vaccinated?**

The Equal Employment Opportunity Commission (EEOC) issued updated guidance on this issue in December of 2020. The agency’s updated FAQs do not unequivocally state that “employers can require the vaccine.” However,

it repeatedly answers questions discussing what actions employers can take in response to various circumstances after an employer has mandated the vaccine. This language plainly suggests there are circumstances where employers may require vaccine immunization of their workers without violating the Americans with Disabilities Act (ADA), Title VII, and other federal anti-discrimination laws.

The only scenario explicitly described by the EEOC as a permissible basis to mandate vaccination under the ADA is when a worker poses a “direct threat” to themselves or others by their physical presence in the workplace without being immunized.

**Should we require our employees to get a vaccine?** AGC takes no position. This is a decision that employers should make based on their particular legal obligations and business needs.

One factor to consider is the “general duty” clause of the OSH Act, which requires that employers “shall furnish to each of his employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees.”

**If we decide not to require employees to be vaccinated, how could we best encourage**

**In February, President Joe Biden said that the United States would have enough COVID-19 vaccines to inoculate 300 million Americans. Those in the construction industry were slated for Phase 1C, which was expected to begin in late spring of this year.**





The Associated General Contractors of America and the law firm of Fisher Phillips put together a Q&A for construction employers to give them guidance on employee vaccinations. To view the entire piece, visit [https://www.agc.org/sites/default/files/Galleries/enviro\\_members\\_file/Vaccine%20QAs.pdf](https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf).

**employees to get vaccinated?** Employers can and should educate themselves and their employees regarding the benefits and safety of the vaccine, especially compared to the risks of not being vaccinated. They should also explore ways to make it easier for employees to get access to the vaccines, such as providing information about local vaccination providers, arranging for mobile units or clinics at or near job sites, paying for any vaccination costs, and allowing employees to get vaccinated during paid work hours.

**What should employers consider before requiring employees to be vaccinated?**

Employers should ensure that they can articulate the reason for the mandate, specifically how the vaccination is job-related and consistent with business necessity. Employers should also ensure that policies fully inform employees of applicable requirement and explain how employees may seek an exemption as an accommodation, based on a medical condition or a sincerely held religious belief. If an employee seeks an exemption on either or both bases, employers must engage in and document an interactive exchange with the employee to determine whether a reasonable accommodation would enable them to perform their essential job functions without compromising workplace safety.

**Are there state and local laws that should be considered?** Yes. Fisher Phillips has a 50-state chart on vaccines, exemptions and related issues.

**If we require our employees to be vaccinated, are we liable for any adverse reaction an employee might have from taking the vaccine?**

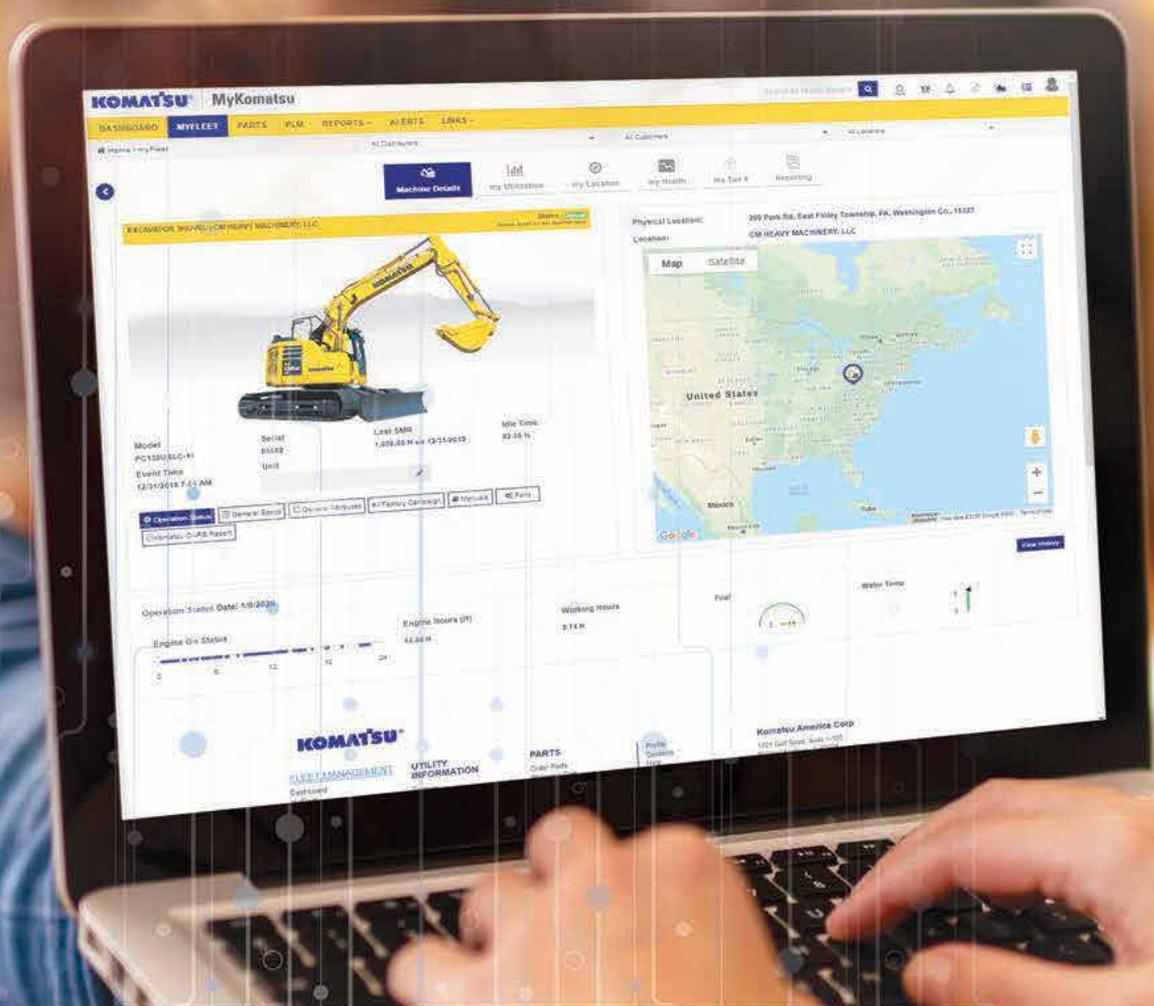
Individuals who experience adverse side-effects may assert claims against the manufacturer, the pharmacy or provider who administers it and possibly the employer, depending on the facts. This does not mean the claims would be successful. In most states, workers' compensation is the exclusive remedy for illness or injury acquired at work, in the absence of an intentional action or gross negligence.

**Do we have to pay for our employees to get a vaccine?** If the employer requires the vaccine, the employer must ensure the employee pays no cost. Further, the most conservative approach would be for the employee to be paid for the time spent getting the vaccine in that scenario. ■

*Editor's note: Information provided here is excerpted from a piece by the Associated General Contractors of America and the law firm Fisher Phillips. The full piece can be accessed at [https://www.agc.org/sites/default/files/Galleries/enviro\\_members\\_file/Vaccine%20QAs.pdf](https://www.agc.org/sites/default/files/Galleries/enviro_members_file/Vaccine%20QAs.pdf).*

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# Want a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective?

Do bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu

introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

### New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.



Discover more

Continued...

### Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

\* Power angle tilt blade

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.



# Patent-pending Proactive Dozing Control logic

... continued

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

"The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain," said Jennings. "The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

## Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the

blade's cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu's hydrostatic dozers, and it maintains the unique super slant nose design.

"Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jennings. "That's important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases operator confidence and, in turn, their ability to be more productive."

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

"With the D71-24s, we specifically matched the track shoes' width to the blade length to ensure optimal performance," said Jennings. "Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down."

"From golf course construction to highway projects, the D71-24s are all-around crawler dozers," said Jennings. "Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site, to contact their distributor to set up a demonstration." ■

**New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage," notes Jon Jennings, Komatsu Product Marketing Manager.**





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# Are you looking for an excavator that can get close to structures, traffic without the worry of a large counterweight?



**Jonathan Tolomeo,**  
Komatsu Product  
Manager



Discover more

Tight job sites present unique challenges. In order to be the most productive in those instances you have to carefully consider the type of equipment to use. For instance, an excavator with a large counterweight could swing into an obstruction or into a lane of traffic.

"Tight-tail-swing and compact excavators continue to gain popularity because they are a great solution for these kinds of sites," said Jonathan Tolomeo, Komatsu Product Manager. "On projects where space is at a premium, such as urban areas or during highway reconstruction where you can only work in a single lane, they deliver outstanding production results in a small package. They are also great for tasks that require you to place the machine very close to a house or other type of building."

Tolomeo added that not all tight-tail-swing and compact excavators are right for every limited-space situation. Take foundation repair for example. He emphasized that the best fit for the job is a machine with a swing boom that can work independently of the cab.

"The operator positions the tracks very close to the structure, then only moves the boom," Tolomeo explained. "This allows for digging at various angles while the cab stays in a fixed position. There is virtually no chance of a counterweight swinging into the house or other building as you dig and pile dirt."

### Attachments increase versatility

Komatsu recently introduced its latest model, the PC88MR-11, with a host of new features that improve production and fuel efficiency with a viscous fan clutch.

"An improved design of the standard blade rolls material better for more efficient dozing or backfill work, which increases the PC88MR-11's versatility and may provide costs savings by not having to use an additional machine," said Tolomeo. "You can further increase versatility with attachments such as hammers and grapples.

The excavator has two-way auxiliary control with a dual-stage relief valve, as well as a thumb mounting bracket – so it will run practically any tool in the industry. That capability increases its availability and gives you additional applications and potentially better profitability and return on investment."

He added that productivity increases when you can set hydraulic pressure and flow from inside. The PC88MR-11 lets operators do that, which is a change from the previous model. Additional upgrades include better serviceability with larger service doors and centralized ground-level access to filters located within a common area.

"The list of enhancements, improvements and upgrades is long, and we encourage anyone who is looking for a productive compact excavator that increases versatility, to contact their distributor for a comprehensive list and a demonstration," said Tolomeo. ■

### Quick Specs

**Net horsepower**  
68 hp

**Operating weight**  
18,739-19,224 lb

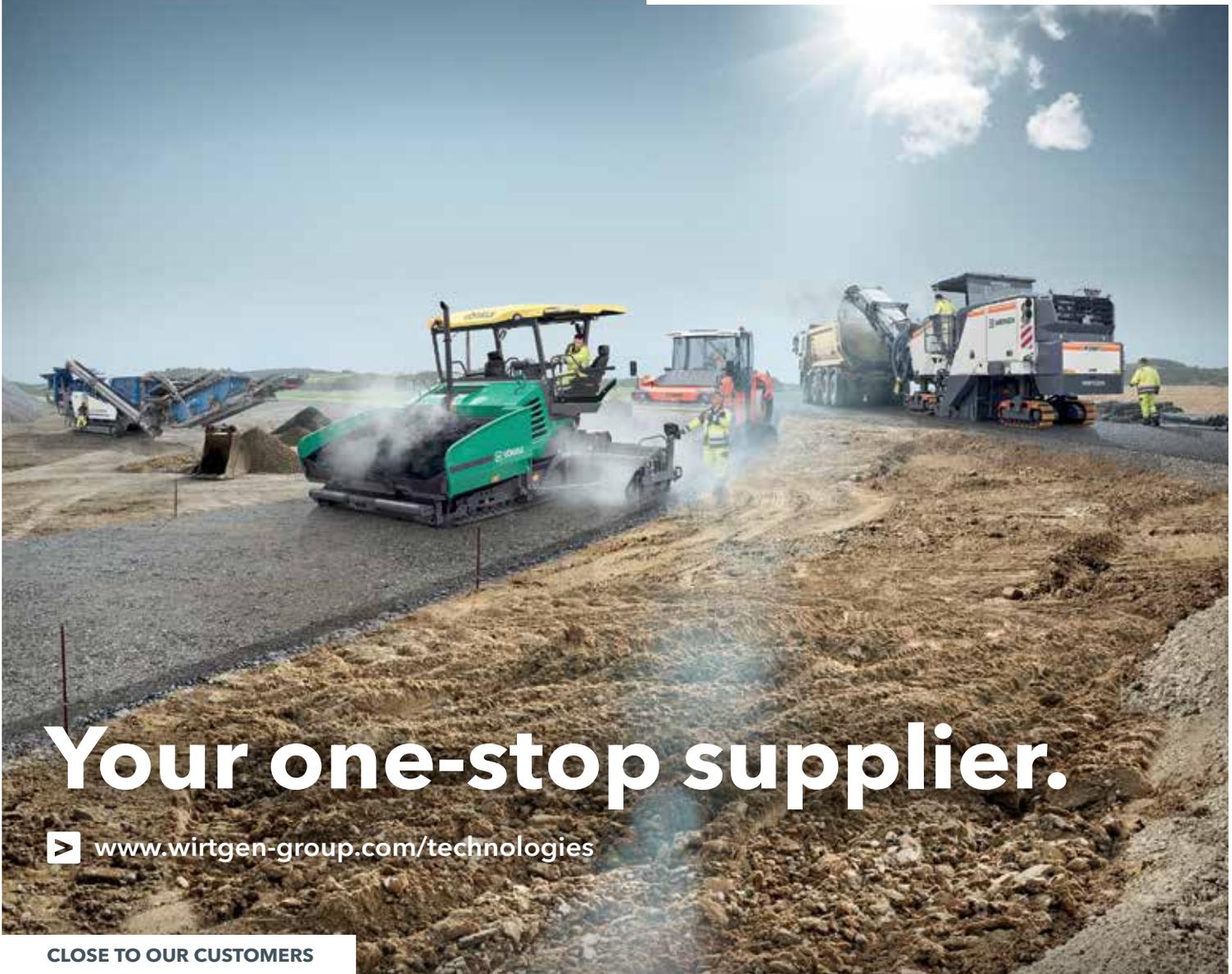
**Bucket capacity**  
0.12-0.26 cu yd

The new PC88MR-11 with a swing boom lets operators position the tracks very close to the structure, then only move the boom. "This allows for digging at various angles while the cab stays in a fixed position," said Jonathan Tolomeo, Komatsu Product Manager. "There is virtually no chance of a counterweight swinging into the house or building as you dig and pile dirt."



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# Pipelayer designed with input from customers delivers exceptional stability on energy-sector projects



**Chuck Murawski,**  
Komatsu Product  
Manager, Dozers

Equipment performance and stability are critical to successfully lay pipe in the ground across miles and miles of varying terrain. Komatsu worked closely with crews from pipeline companies to develop a new pipelayer to meet those needs, according to Chuck Murawski, Komatsu Product Manager, Dozers.

“It’s essential to get feedback from the contractors who will ultimately use a pipelayer, like our new D155CX-8,” said Murawski. “They suggested a larger steering motor, so we incorporated one into the machine and that gives it better displacement and more steering torque.”

Murawski added that the D155CX-8’s stability comes from an oval design, nine-roller undercarriage that has 12 feet, 10 inches of track on ground, making it Komatsu’s largest. The pipelayer has a track gauge that is approximately 10 inches wider than on the standard D155AX-8 dozer and it features 32-inch track shoes.

### Large footprint, better ground contact

“The heavy, final-drive components are close to the ground, which lowers the center of gravity and improves stability,” Murawski explained. “The rollers are fixed suspension and don’t oscillate like with a dozer. That improves ground contact. The pipelayer has a big footprint and was designed to handle heavy loads.”

With a 170,000-pound lift capacity, Murawski said the D155CX-8 can move steel pipe up to 36-inches in diameter. It features a pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

“It’s ideal for gas and oil projects in the energy sector and, after conversations at CONEXPO last year, we believe there may be other application possibilities to explore,” Murawski said. ■

Quick Specs on Komatsu’s D155CX-8 Pipelayer				
Model	Net Horsepower	Operating Weight	Lift Capacity	Industries
D155CX-8	354 hp	120,970 lb*	170,000 lb**	Pipeline, Energy
*With pipelayer package		**Maximum lift at tipping point		

The new D155CX-8 pipelayer was designed with pipeline contractors’ input and includes a long track on ground and a wider track gauge for stability. It can handle up to 36-inch steel pipe, making it ideal for gas and oil projects, according to Chuck Murawski, Komatsu Product Manager, Dozers.





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# CG Jones, LLC Construction looks to technology to help take projects from concept to finish, on time and on budget



**Trey Alexander,**  
Co-owner

In 2013, civil engineers Trey Alexander and Brad Williams started a business to meet the overwhelming demand for project design solutions in their area. Their stated goal was to offer quality civil engineering and surveying services as well as common-sense solutions.

Through the next five years, clients expressed the need for new site and civil general contractors, so in 2018, Alexander and Williams formed CG Jones, LLC Construction to provide innovative solutions to complicated problems. It has since grown to 20 employees.

"We'll take on any public or private civil construction project, but our forte is design-build," expressed Alexander. "By partnering with the engineering side of our company, we're able to take our clients' projects from concept to finish. We've built a reputation on ensuring that whatever our clients need, we'll finish on time and on budget."

Alexander said a major factor in their ability to do that is due to the machines the company runs. Because of his experience through a former employer, he knew industry-leading technology would play an integral role at CG Jones Construction. That's why the firm utilizes Komatsu dozers and excavators with

integrated intelligent Machine Control (iMC) GPS systems. Its fleet includes D51PXi-24 and D61PXi-24 dozers, as well as PC210LCi-11 and PC290LCi-11 excavators.

"The first piece of equipment I bought was an intelligent machine because the entire precept of our business is built on using leading-edge technology," explained Alexander. "The iMC capabilities make hitting grade easier for our operators and also make them more productive. I expected we would be more efficient with an iMC machine, and that's proven true."

### Operators prefer iMC machines

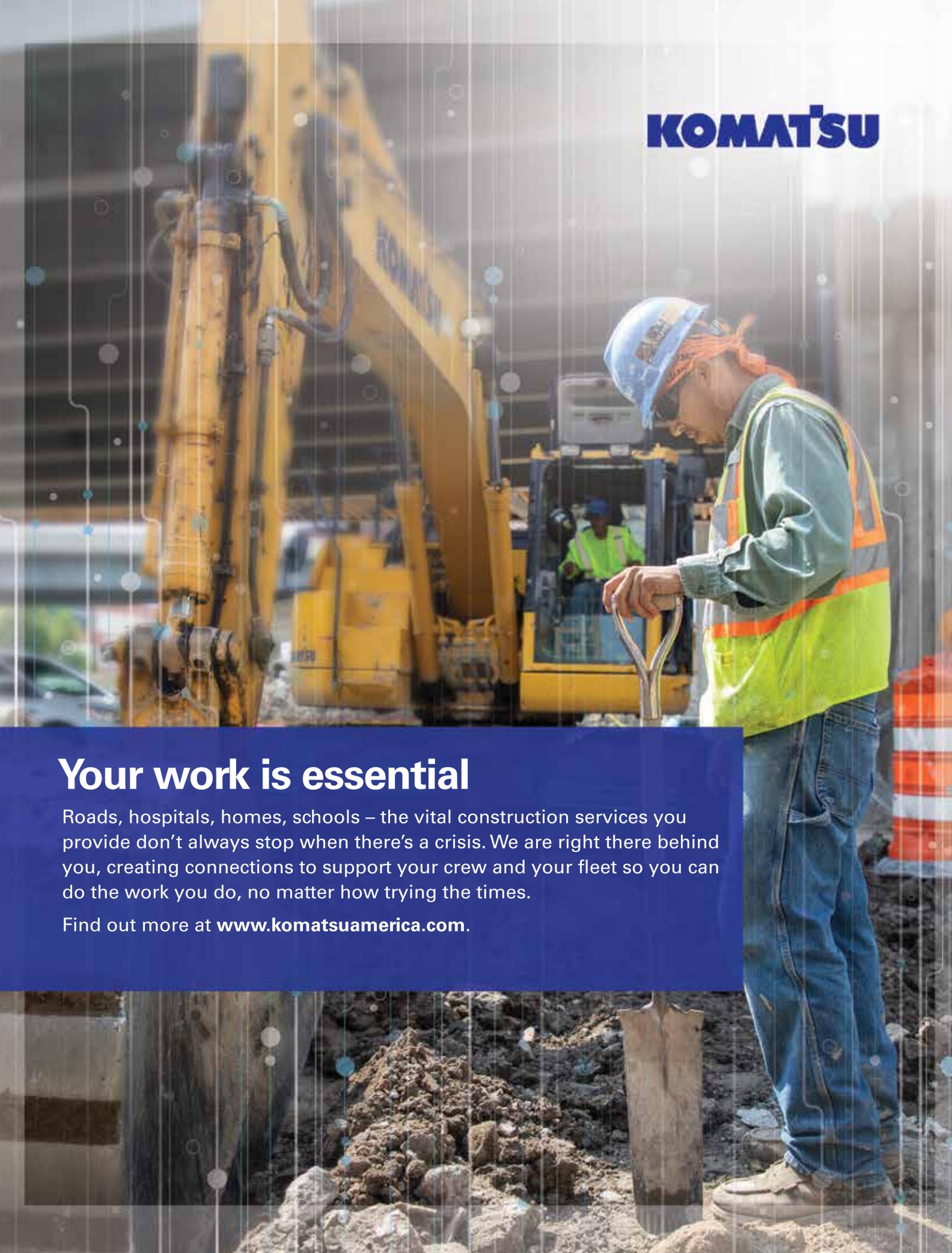
During the past few years, Alexander and Williams have acquired other companies. A crew from one of them was accustomed to operating a competitive brand of equipment. They now prefer Komatsu, according to Alexander.

"They realized they're much more productive in the Komatsu equipment because they know where they are (in relation to target elevation) at all times," Alexander said. "They know what a job site is supposed to look like when it's done, and they're able to achieve that more efficiently with the iMC equipment. Every operator I've put in the seat of an iMC machine, no matter how much experience they have, prefers them." ■

A CG Jones Construction operator grades with a Komatsu D51PXi-24 dozer.

"Our operators have realized they're much more productive in the Komatsu equipment because they know where they are (in relation to target elevation) at all times," said Co-owner Trey Alexander. "They know what a job site is supposed to look like when it's done, and they're able to achieve that more efficiently with the iMC equipment. Every operator I've put in the seat of an iMC machine, no matter how much experience they have, prefers them."





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# Organizations say new infrastructure measures could have a significantly positive effect on the construction industry

**D**odge Data & Analytics said that a new comprehensive bill that invests heavily in public works projects would have high economic impact. It pointed out that 2002 was the peak in terms of constant dollars (i.e. adjusted for inflation) for public works construction at \$68 billion. Since then, the average has been \$59 billion annually adjusted for inflation.

"This is arguably the 'low hanging fruit' in any potential infrastructure plan," said Dodge Data & Analytics Chief Economist Richard Branch in a recent article for the organization. He added that additional economic "high-impact" areas would include transit/high-speed rail and renovation work. Renewables could have medium impact economically, while the impact from data centers and health care would be low, according to Branch's article.

The current surface transportation bill (FAST Act) expires September 30 after being extended by a year in late 2020. Congressional committees are working on new long-term legislation that they hope will bring greater certainty to road and bridge funding.

The Senate's Environmental and Public Works (EPW) Committee held a hearing in February

that discussed expanding a five-year bill that was passed unanimously by the committee in July 2019. EPW Chairman Tom Carper said the five-year, \$287 billion plan was a great start, but he wanted to expand it further with provisions to deal with climate change and to make roads and bridges more resilient to natural disasters. The proposed 2019 legislation had \$10 billion in resilience authorizations.

"Much of our transportation infrastructure is in sorry shape," said Carper during the committee hearing. "Unfortunately, a lot of it is getting worse, not better."

### Latest score: C-

Transportation is not the only infrastructure system in rough shape, according to the American Society of Civil Engineers (ASCE). It recently graded America's entire infrastructure as a C-, a slight improvement from 2017's D+. It said the overall long-term investment gap continues to grow and must be addressed.

"Much remains to be determined, but the possibilities for an infrastructure package on construction are significant," wrote Dodge Data & Analytics Chief Economist Richard Branch. ■

**Investment in new and updated infrastructure, including roads and bridges, could have a significantly positive impact on construction, according to industry groups. Legislation is in the works for a new surface transportation bill to replace the FAST Act, which expires September 30th of this year.**



# Thinking about a breaker? Here are some considerations to help you decide what's right for your operation

Hydraulic breakers for excavators were introduced a little more than 50 years ago. They soon gained popularity because they added versatility – and greater profitability – to what was previously a one-dimensional machine. In addition to digging, operators could now hammer rock, break up pavement and perform demolition.

During the past five-plus decades, the number of breakers introduced to the marketplace continued to grow. There are numerous models and types today. Choosing the right one takes careful consideration to ensure optimal production and efficiency.

"There are several variables that should be taken into account when choosing a breaker; it's definitely not a one-size-fits-all deal," said Eric Chudzik, District Manager of the Komatsu North America Attachments Division. "The first consideration is looking at what model of machines you have available. Next, you have to look for a breaker size that will tie into the type of material you want to break – is it hard rock, concrete or both? What is the application? What type of production do you want to achieve? Purchase price should also be a factor in choosing a breaker."

Another major consideration is purchasing versus renting. How often a breaker will be used and where you work play key roles in

determining which is the right choice for you. Areas with rocky soils that have local ordinances prohibiting blasting would be prime locations for opting to purchase a breaker.

"If you encounter rock on a daily, or near-daily, basis, buying makes perfect sense," said Aaron Scarfia, Regional Manager of the Komatsu North America Attachments Division.

"If your projects are in areas where you only run into rock occasionally or not at all, then rental is the way to go. However, you may also do a lot of demolition. In that case, making the investment in a purchase could be justified."

Chudzik added that the type of demolition you perform should factor into which breaker you need. "Bridge decks and abutments, roadways, curb and gutter,

*Continued...*

**Komatsu recently introduced its initial line of branded breakers. The product offering includes the JTHB-G (Gas) series dual-energy type and the JMHB-H (Hydraulic) series with eight models in each series. All are designed and tested to fit Komatsu excavators from the PC78US-11 to the PC490LC-11 models, and their high-percussion efficiency and unique variable energy technology provide high production in multiple applications.**



**Aaron Scarfia,**  
Regional Manager,  
Komatsu North  
America Attachments  
Division



**Eric Chudzik,**  
District Manager,  
Komatsu North  
America Attachments  
Division



# Breakers designed and tested to fit Komatsu excavators

... continued

and heavy foundations are all different. If you choose one for curb and gutter and try to use it for heavy foundations, the production is likely to be disappointing. Think about how much you do in this segment, what you're breaking and match the attachment to the machine and tasks."

To help you choose the right breaker and be most productive with it, Komatsu has a dedicated attachments sales and service team to support both you and your distributor. The specialists are factory trained and experienced in installation, operation, service and rebuilds, noted Scarfia.

## New breakers that match

Komatsu recently introduced its initial line of branded breakers. The product offering includes the JTHB-G (Gas) series dual-energy type and the JMHB-H (Hydraulic) series with eight models in each series. All are designed and tested to fit Komatsu excavators from the PC78US-11 to the PC490LC-11 models. Their high-percussion efficiency and unique variable energy technology provide high production in multiple applications, said Scarfia.

"Komatsu breakers are specifically paired to a machine size. The model numbers of the breakers and the machines match, so that you can easily identify the right attachment for your excavator," explained Scarfia. "They are approved for each model to use in breaker mode – which is single-direction hydraulics with hydraulic fluid traveling from the control valve

to the attachment and back to the source. That makes them very efficient for your machine."

Komatsu built in several features and benefits to protect the breaker, carrier and operator. "Komatsu breakers have an accumulator that recycles high-pressure oil internally, reducing hydraulic surges returning back to the carrier," Chudzik said, noting that some other manufacturers do not include this feature. "That allows us to create more energy with a lower flow. It also reduces hydraulic pressure spikes leaving the breaker, protecting the hydraulic system of the carrier."

Blank fire protection reduces firing when the tool is not in contact with material being broken. This system reduces misfires, increasing the longevity of the hammer while allowing the operator to concentrate on the job.

"Automatic pressure regulation keeps the breaker operating at a constant operating pressure to ensure consistent energy and peak performance," said Chudzik. "Also included are suspensions that reduce vibration going back to the carrier and operator; fully enclosed 'soundproof' cradles and housing that reduce noise; and the breaker packages feature automatic greasing for ease of maintenance."

## Rebuild periodically for longer life

How you use the breaker and maintain it factor into its useful life, according to Chudzik. He's seen breakers that needed to be replaced within two years due to neglect and some that have lasted more than two decades thanks to diligent servicing.

"The user is a key component, not only in production but also in longevity," said Chudzik. "They should be well-trained in how to avoid blank firing and how not to use the breaker for prying as that will prematurely wear out the bushings and break working tools. If you treat it right with proper maintenance and rebuilds when required, it may last for 10, 20 years or longer."

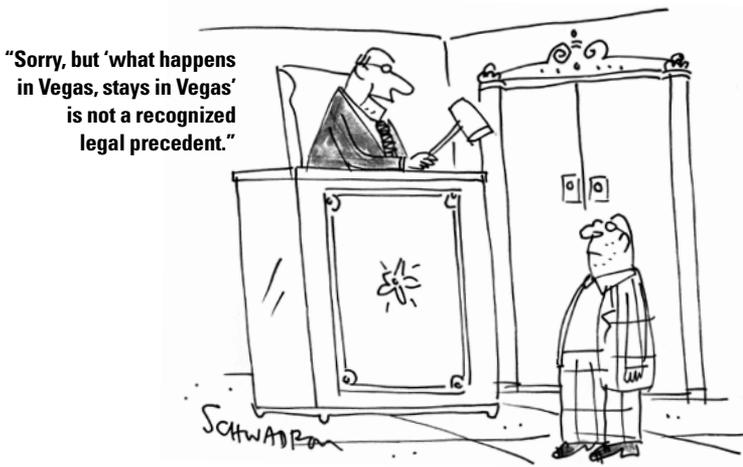
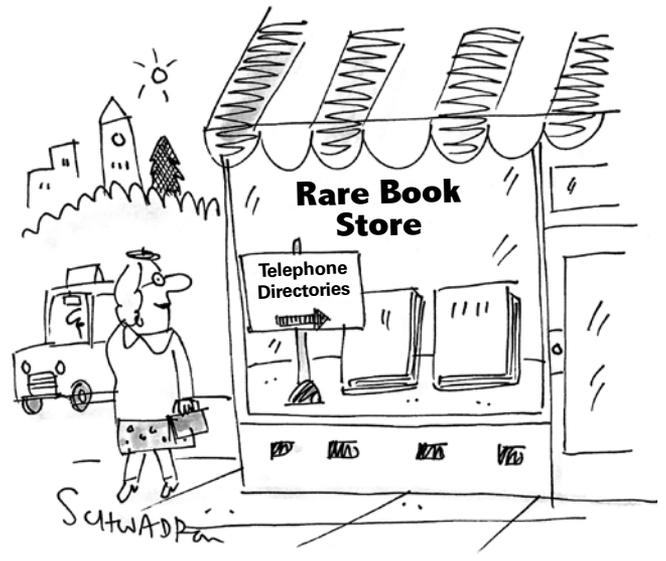
Scarfia noted that Komatsu has a rebuild program. "For a flat rate, we provide the labor and genuine parts to repair the breakers. This service is offered through our distributors and our dedicated breaker repair center with factory trained technicians. If you adhere to the recommended maintenance schedule, an extended warranty is possible. New breakers come with a standard 12-month warranty.

"If you think a breaker is the right tool to add versatility to your business or if you want to check out our new line, we encourage you to contact your local Komatsu distributor for more information or to set up a demonstration," Scarfia added. ■



**Komatsu built in several features and benefits to protect the breaker, carrier and operator – including an accumulator that recycles high-pressure oil internally and reduces surges back to the carrier. This allows the creation of more energy with lower flow and reduces hydraulic pressure spikes. The breakers also have blank fire protection and automatic pressure regulation.**

# On the light side



## Did you know?

- There's a rare breed of chicken called Ayam Cemani that's completely black.
- Apollo 17 astronaut Gene Cernan, the last man to walk on the Moon, wrote his daughter's initials there. They'll last at least 50,000 years.
- Charles Kirby designed an improved fishing hook in 1655 that remains relatively unchanged to this day.
- Worrying too much is scientifically associated with higher intelligence. People who over-think tend to have higher IQs.
- Taking a nap after learning something can help your retention of it.
- The world's largest swimming pool is at a resort in Chile; it's 3,324 feet long.
- On average, cats sleep for two thirds of their lives.
- The TomTato is a plant that produces both potatoes and tomatoes.
- No one knows who invented the fire hydrant because its patent was burned in a fire.
- The Battle of Bunker Hill in June 1775 was actually fought on Breed's Hill, southeast of Bunker Hill.

## 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.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

1. LLEC \_\_\_\_\_
2. SBDEIR \_\_\_\_\_ B \_\_\_\_\_
3. EELLV \_\_\_\_\_ E \_\_\_\_\_
4. DORA \_\_\_\_\_
5. SETKA \_\_\_\_\_ K \_\_\_\_\_
5. RARUYQ \_\_\_\_\_ U \_\_\_\_\_

## OSHA penalties climb in conjunction with inflation rate

The Occupational Safety and Health Administration's (OSHA) maximum civil penalty grew with the rate of inflation to \$13,653 per violation, a nearly 10% rise. Penalties went into effect in January, including those for willful and repeated incidents which are now up to \$136,532.

OSHA also announced a change in its collections. Moving forward, it will send a series

of three penalty payment notices after an establishment fails to make a timely payment based on a final order. Notices come at seven, 30 and 60 days. OSHA will also contact those that don't pay fines on time by phone 14 days after the payment is due. Additional actions may be taken for those who fail to make payments and/or do not set up a payment plan. ■

## Researchers say masks can be recycled into road building process

Researchers at RMIT University in Australia showed how disposable face masks could be recycled as part of the road building process. Their study indicated that using them to make just one kilometer (0.6 mile) of a two-lane road would use up to 3 million masks, preventing tens of tons of waste from going to landfills.

The new road-making material developed by RMIT researchers is a mix of shredded single-use face masks and processed building rubble that meets civil engineering safety standards. Their analysis showed that the masks help to add stiffness and strength to the final product, designed to be used for base layers of road and pavement. ■

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# Using the proper coolant at correct intervals helps ensure that your equipment delivers maximum performance

If you are looking to protect critical engine components and keep operating temperatures steady, you need the right engine coolant/antifreeze. While the word "anti-freeze" implies protection from freezing, engine coolant is actually critical in all-weather applications, because it transfers heat to prevent both freezing and overheating.

Choosing a coolant specifically designed to work with your machinery is your best option, as it's been tested and developed for those particular systems. Not using the correct type can potentially create issues because each coolant brand has a unique formulation.

"It comes down to how that coolant performs with the other components of the cooling system," said Alexis Crawford, Komatsu Parts Marketing Associate. "If the wrong coolant is used, you are introducing chemicals that may cause premature wear such as leaking seals, which can ultimately affect machine performance."

Each manufacturer has its own stated engine coolant life. Some claim that theirs will last the life of the machine. Crawford said that while this statement may be appealing, equipment users should be cautious about relying on it, as the protection will likely degrade over time. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule.

Komatsu distributors can provide oil and fluid wear analysis (KOWA) lab testing to show if there are metals or other minerals in the coolant that have leached in and may indicate a breakdown of internal components. Checking the coolant level daily can tell you if there is any evaporation due to a leak that needs to be addressed.

### Product offering

Komatsu recommends using their genuine Supercoolant that is specifically designed to work across the entire product line. It offers two types: a 50/50 pre-mix product that is ready to use and a concentrate product that is mixed with distilled water. Its nitrite-free formula contains a blend of phosphate and organic acid technology (OAT) to help prevent

corrosion and oxidation in modern engines. Supercoolant exceeds all ASTM D3306 and JIS K2234 standards, and is available from your Komatsu distributor or can be ordered directly through My Komatsu.

"Komatsu Supercoolant should be replaced every 4,000 hours but could extend up to 6,000 hours for our 50/50 offering," said Crawford. "Your machine operation and maintenance manuals will tell you how much coolant (refill capacity) your machines need."

### Coolant color – why does it matter?

You will notice that Supercoolant has a distinctive blue color. It is important to never mix different brands or colors of coolant as this can cause contamination and damage to the cooling system. If you are using Supercoolant for the first time, be sure to perform a system flush to avoid contamination. ■



**Alexis Crawford,**  
Komatsu Parts  
Marketing  
Associate



**The right engine coolant/anti-freeze keeps operating temperatures steady. Coolant, like other fluids, should be monitored and replaced as part of your preventive maintenance schedule. It is recommended that you use a genuine product manufactured specifically for your machinery such as Komatsu Supercoolant.**

# Could a new extended warranty program help you better determine total cost of ownership over the life of large machinery?



**Felipe Cueva,**  
Manager,  
Genuine Care

Understanding total cost of ownership (TCO) over the lifetime of a machine helps you make highly informed decisions about which equipment to buy. Several factors go into calculating TCO. Some costs are fixed, such as the initial purchase price, while other costs – repair and maintenance, fuel and operators' hourly wages, for example – fluctuate.

Making the variable costs more predictable can help with budgeting and avoiding large, unplanned expenses. It also contributes to higher accuracy in estimating, bidding and determining operating expenses. One way to make costs predictable is by purchasing an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.



Komatsu Care Plus III is designed for total cost of ownership for businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service. "Like the other Komatsu Care programs, it covers scheduled maintenance and repairs," said Felipe Cueva, Manager, Genuine Care. "Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

"Machinery comes with a standard warranty that covers any repairs for the first 12 months," said Felipe Cueva, Manager, Genuine Care for Komatsu. "Once the machine hits those marks, the expenses can be unpredictable and are all covered by you. Car manufacturers started offering extended warranties years ago, and equipment manufacturers have taken up the concept more recently. The advantage is that for a relatively nominal monthly charge, you have the peace of mind that when service or repairs are needed, you won't be hit with a potentially big bill."

Cueva noted that there have been options available for up to 10,000 hours of extended maintenance and repair coverages for some time. Some examples are Komatsu's recently introduced Komatsu Care Plus and Komatsu Care Plus II, as well as its Advantage Coverage. Soon it will offer Komatsu Care Plus III for larger machines, including wheel loaders, rigid-frame trucks and dozers.

"What's been missing is a program designed for those businesses such as quarries or mines that keep equipment for 30,000 hours before rebuilding it or taking it out of service," said Cueva. "Our new Komatsu Care III is a full, comprehensive maintenance and repair program for the first life of the machine. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Care Plus III is even more comprehensive because it includes the equipment's consumables or wear parts such as brakes, hoses, pins and bushings."

### Clearer profitability picture

Cueva added that Care Plus III's cost is based on utilization. Customers pay a per-hour rate, and Komatsu tracks the machine's hours through its telematics systems. Coverage extends across the country, and contracts are transferrable.

"This is really the first commercialized TCO from a manufacturer," said Cueva. "It makes your profitability clearer because there are no surprises. We encourage anyone who would like to better know their lifetime costs to contact their dealer about any of the Care Plus programs." ■



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**2016 KOMATSU PC490LC-11 \$239,500**  
STK# KM17373, 4,235 HOURS, PORTAGE, IN



**2018 KOMATSU D65PXI-18 \$329,500**  
STK# KM19206, 2,256 HOURS, SPRINGFIELD, IL



**2006 GRADALL XL4100 II \$64,500**  
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