

LINDER LINK

A publication for and about Linder Industrial Machinery customers • 2014 No. 1

LINDER

INDUSTRIAL
MACHINERY
COMPANY



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MESSAGE FROM THE PRESIDENT



John Coughlin

**Construction
industry
continues to
improve**



Dear Valued Customer:

When the recession hit a few years ago, construction was one of the hardest hit industries. It's been a slow climb, but recently the industry has seen significant improvements, especially in housing. Construction employment continues to rise, and nonresidential markets are showing gains as well. We're optimistic that these trends will continue, and hopeful that Congress will pass legislation that continues to fund transportation infrastructure by the time the current highway bill expires in September.

Last year, Komatsu introduced the first intelligent dozer, which drew rave reviews. Because these models were so well received, Komatsu has significantly expanded its *intelligent Machine Control* family. In this issue of your *Linder Link* magazine, you can read about three new models that are available and provide good options for a variety of applications.

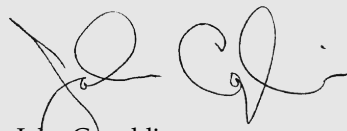
You can also read about the new PC88MR-10, the first Komatsu product to meet Tier 4 Final regulations. The PC88 remains a popular choice among those who use compact, tight-tail-swing excavators because it provides exceptional production and lift capacity in close quarters where larger machines are not an option.

In this issue's Industry Standards article, we will show you how Komatsu has met the stringent Tier 4 Final regulations on machines with 75-horsepower engines or more. As with Tier 4 Interim equipment, new Tier 4 Final products will also be covered by Komatsu CARE. Under the program, our technicians perform complimentary scheduled services for the first three years or 2,000 hours.

Of course, we can take care of all your service needs, including older-model Komatsu machines and equipment we carry from other manufacturers, as well as the competitive brands we don't. Remember, staying on top of maintenance keeps your equipment productive and provides maximum uptime during the busy construction season.

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

Sincerely,
Linder Industrial Machinery Company



John Coughlin
President

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THE PEOPLE TO SERVE YOU!**

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A SALUTE TO A LINDER CUSTOMER

O.L. THOMPSON CONSTRUCTION

This site development firm's earthwork abilities are on display all over Charleston, S.C.



David Hand,
President

On a recent drive in Charleston, S.C., David Hand got stuck in traffic on a bridge. Instead of getting upset, he took the time to look around. He was high enough to see for miles – a 360-degree view that included dozens of industrial plants, commercial developments and subdivisions. Suddenly it struck him. His company, O.L. Thompson Construction, had built or worked on each and every one of them.

"When I get involved with day-to-day activities, I sometime lose track of the big picture," said Hand. "Of course, I knew we had done a lot of work, but that was an eye-opener for me. I thought, 'This is pretty impressive.' It gave me a sense of accomplishment, and it made me proud of our company, our place in the community and our industry in general."

It's rare that Hand has the time to be that introspective. He's President of O.L. Thompson Construction, one of the leading site development firms in the Charleston area and one of four owners. Other owners are CEO O.L. Thompson III, VP Estimating Matt Thompson and VP Project Management Dan Thompson. Other key personnel include VP Project Manager Trent Kirk and General Superintendent Bobby Ware.

This O.L. Thompson operator loads a truck at a job on Daniel Island.



O.L. Thompson Construction has been around since 1948. When Hand started in 1987, he estimates the company had about 25 employees. Today, the work force is about 225 people, and Hand hopes to add another 25-50 in the near future.

"Our specialty is full-service, turnkey industrial, commercial and residential site development," said Hand. "Our services include demolition, clearing, excavation, pipework and fine grading – as well as concrete curb and gutter and asphalt paving. We do most of it with in-house personnel. We pride ourselves on our ability to do fast-track work, do it right the first time and give the customer exactly what he wants."

Signature projects for O.L. Thompson include ongoing work at the master-planned community of Daniel Island and many other residential subdivisions in the Charleston area; a large site for a Nexans plant in Bushy Park; and a large commercial site for the South Carolina Research Authority in Summerville. Completed projects include a large expansion at Boeing that involved 3 million yards of dirt work and being a part of the joint venture team that built the Arthur Ravenel Bridge in 2005, which at the time was the longest cable-stayed bridge in the United States.

"We don't shy away from any job, and that's a testament to O.L. and our employees," said Hand. "Throughout our company, we have people with talent, experience and a can-do attitude. Our employees love a challenge. I'll come in and say, 'Here's what our client wants,' and frankly, sometimes, it sounds crazy. Instead of saying, 'That can't be done,' our guys are apt to go home that night and come back the next morning and say, 'I've got it. Here's what we can do.' From the office to the field, everybody takes pride in our ability to get the job done for the customer."



▶ VIDEO

Operator Harry Sines pushes dirt with O.L. Thompson's new Komatsu D61PXi *intelligent Machine Control* dozer. "It has excellent power and great visibility. The integrated GPS is faster than mast and cable systems. It's probably the best dozer I've ever been on."

D61i – "Probably the best dozer I've ever run"

To do its work productively and efficiently, O.L. Thompson only buys top brand equipment, including Komatsu machines from Linder Industrial Machinery in North Charleston.

"Komatsu is renowned for its excavators and rightly so; they're excellent units," said Hand. "We have numerous Komatsu excavator models including PC220, PC240, PC300 and PC360. When we started moving into GPS grading a few years back, we also started turning to Komatsu for D51 dozers. They were an unusual size for us, but we tested them, and they were the best platform for our mast and cable systems due to outstanding stability, better track life and lower fuel consumption than the competition."

O.L. Thompson's most recent Komatsu purchase is the next logical GPS step – the D61i *intelligent Machine Control* dozer. It's the first dozer with GPS technology integrated into the machine at the factory, rather than added on to the exterior after the fact.

"Because of the soil conditions here, the wide-track D61PXi is a big dozer in the Charleston area, so initially, we had some concerns about the size," said Hand. "But we've found it to be nimble, agile and incredibly versatile – at home on big and small jobs. Then, when we factor in the integrated GPS that allows us to fine grade, it takes productivity to a new level."

Operator Harry Sines put it this way: "The D61i gives us excellent power and visibility, and it's very smooth. It's probably the best dozer I've ever run. The GPS is about three times faster than the other systems we use. I can put the D61i in second gear and rough grade to

within about 5/100ths, or I can slow down to fine grade and get within 2/100ths. It's a really sweet machine."

"Our Sales Rep Mick Weber does a great job getting us the equipment we need, and Linder supports us well with parts and service," said Hand. "We appreciate innovative Komatsu programs like Komatsu CARE, where Linder performs complimentary service intervals for the first three years or 2,000 hours on new Tier 4 or Tier 4i machines. That's certainly a benefit to us."

Optimistic about the future

When asked what's made O.L. Thompson Construction successful, Hand is quick with an answer.

"It's our people – from O.L. right down to our newest hire. Our customers know that when we come to the table and say we're going to do something, that's what gets done. We've been around long enough and have a track record that proves it. It's also about honesty and integrity, and we love what we do. As a company, we care about our people, and we care about our clients. The goal is always to provide a quality product for a fair price."

As for the future, Hand is optimistic.

"If, in 10 years, I get stuck on that same bridge and take a look around, I think there's a good chance that our company will still have had a hand in all the businesses and homes that I can see from that vantage point. I may be retired by then, but I firmly believe that as a company, we're positioned well for the foreseeable future. Our growth has been steady, and Charleston's economy is strong. We have good suppliers, good employees and good access to raw materials, which means I'm optimistic about the future and O.L. Thompson Construction's place in it." ■



Bob Righter,
Superintendent



Fritz Powell,
Superintendent



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A SALUTE TO A LINDER CUSTOMER

CAPPS LAND MANAGEMENT LLC

Father and daughters built separate, but intertwined, construction companies in Jacksonville, Fla.

Father-son teams are common in the construction industry. Father-daughter teams? Not so much. However, the father-daughter plan has worked well for the Capps family of Jacksonville, Fla.

"In the early 1990s, I started a company, Powerline Sand, that supplied fill dirt and sand to local contractors in the Jacksonville area," said Edwin Capps. "I sold that in 1998, but shortly after, I started another company, Capps Land Management, which bought and sold land and was also involved with material supply."

"Dad had reduced his operations to small excavations and site work to facilitate his rural residential land sales," said April Capps, who had worked with her dad at Powerline until leaving for an IT job with a large insurance company. "In 2004, I came to him and said, 'Let's get back in business.' He begged me to drop the idea, but I love the smell of dirt. I could also see the potential and wanted to take a shot at running a company and determining my own fate."

April's persistence led to Capps Land Management & Material, a company that she heads up. Originally, it was going to focus on underground utilities, often in conjunction with her dad's land development services.

Throughout the years, however, it has become a full-service site development firm, whose specialty is large commercial earthwork, including Florida DOT jobs.

JoAnn Capps, Edwin's other daughter, owns and runs a third family business, Capps Land Management & Trucking. "For the most part, we support the operations of the other two companies by carrying fill dirt and/or aggregate to and from jobsites," said JoAnn.

All three companies are separate business entities, but they often work together. "When I need material on a jobsite, I try to get it from my dad and have JoAnn deliver it," said April. "I also do project management for dad's company and JoAnn does project management for me. So, while we are separate companies, we intertwine and help one another wherever it makes sense."

In addition to the three principals, other family members include April's husband, Jason Freeman, who manages field operations as General Superintendent, and Edwin's wife, Stacey, who serves as Treasurer. "We also rely heavily on many other employees who are almost like family, such as Ray Nipper, who has worked with the Capps family for over 25 years," added April.

Big growth and a big job

Edwin was semi-retired when April came to him with her idea to start a business. He had a total of four employees at the time. Today, the three businesses combined employ about 75-80 people. The companies work primarily in north Florida, but April's firm has also done jobs in Tampa and south Florida.

"We seek out heavy-embankment jobs -- projects with a lot of excavation that require a good amount of fill," said April. "Those types of

The ownership and management team of Capps Land Management companies includes (L-R) Edwin Capps, April Capps, Jason Freeman, JoAnn Capps and longtime employee Ray Nipper.





Operator Travis McStephenson uses Capps Land Management's new D61PXi *intelligent Machine Control* dozer for grading during the State Route 23 reconstruction job in Jacksonville. "The grade-control technology is great," said McStephenson. "The D61PXi is very strong and is also a nice finish dozer."

▶ VIDEO

jobs fit our skill sets perfectly, and as a result, we are very competitive bidders. In addition to those big jobs, we also work on driveways and deliver dirt to local homeowners. The old saying, 'nothing too big or too small,' seems to fit us well."

One big job right now is a six-mile reconstruction of State Route 23 that stretches from I-10 to Argyle Forest Boulevard in Jacksonville. Combined, work on the north and south segments of the road will total approximately 4.5 million cubic yards of dirt, in addition to about 3 million yards of imported fill material. Capps' crews started work on the project in November of 2013 and expect to be on the job until 2016 completing earthwork and utilities.

intelligent Machine Control dozers

To take on big jobs like the State Route 23 reconstruction project, Capps Land Management companies have turned largely to a fleet of new Komatsu equipment from Linder Industrial Machinery in Jacksonville. Included in the fleet are four Komatsu excavators (three PC360LC-10s and a PC210LC-10); two Komatsu wheel loaders (a WA320-7 and a WA270-7); and two new Komatsu D61PXi *intelligent Machine Control* dozers.

"The D61PXi has the GPS technology integrated into the machine rather than added-on after the fact. That feature is unique to Komatsu, and it's where the industry is headed," noted April. "Companies that don't get on board will be left behind, and we don't intend to be left behind."

"The D61PXi is an outstanding, all-around machine," said General Superintendent Jason Freeman. "The integrated grade-control technology is fantastic because it allows an operator to actually see what he's building, and the accuracy has been very impressive. Beyond that, it's just a great dozer.

It has plenty of torque and horsepower, and it's very comfortable. Also, the wide track, a 36-inch pad, stands up well in mucking conditions, and we have a lot to demuck on State Route 23."

"With our D61PXi machines, we can get on a job sooner, be more efficient and verify progress in real time," said April. "If we're heading for trouble on a job, we find out early enough to turn it around. Because we've been so pleased with our *intelligent Machine Control* dozers, we've already ordered two more of the new D51i machines.

"Linder and our Sales Rep David Peacock have been core to our business from the beginning," she added. "David is our first call when we want to buy or rent a machine. Linder performs our service intervals through Komatsu CARE and is a quality dealer that we count on for all of our equipment needs."

Future looks bright

As for the future, April is confident that all three Capps Land Management companies are on solid footing, and she's cautiously optimistic about what lies ahead.

"The economy seems to be improving. As long as that holds, and we continue to build off of dad's reputation of honesty and integrity, I think we have a good chance of long-term success. He has always emphasized the importance of strong business ethics and standing by your work, even if it costs you in the short run. JoAnn and I are benefitting from the goodwill he's built over the years."

"I'm very proud of my daughters and what they've accomplished with the businesses," said Edwin. "Their goals are to take the companies to a whole new level, and I'm confident in their abilities to do just that." ■



Tim Bailey,
Site Foreman



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Innovative. Intelligent. Integrated.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu — Customer driven solutions.



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KOMATSU EXPANDS DOZER LINEUP

Three new *intelligent Machine Control* dozers provide automatic blade control from the first pass to the last

Komatsu introduced *intelligent Machine Control* (iMC) to the dozer market about a year ago with its innovative D61i-23 model that features fully automatic blade control from rough-cut to finish grade. It's now expanded the lineup with three new dozers – a D51i-22, a D39i-23 and a D37i-23.

All iMC dozers are available in longer track-on-ground standard EX and low-ground-pressure PX versions, which offer flotation and weight distribution options that best match user applications.

Continued . . .

Brief Specs on Komatsu <i>intelligent Machine Control</i> dozers			
Model	Horsepower	Operating Weight	Blade Capacity
D37EXi-23	89 hp	18,872 lbs.	2.5-2.78 cu. yd.
D37PXi-23	89 hp	19,533 lbs.	2.5-2.78 cu. yd.
D39EXi-23	105 hp	20,922 lbs.	2.5-2.78 cu. yd.
D39PXi-23	105 hp	21,848 lbs.	2.5-2.78 cu. yd.
D51EXi-22	130 hp	27,381 lbs.	3.5-3.80 cu. yd.
D51PXi-22	130 hp	29,057 lbs.	3.5-3.80 cu. yd.
D61EXi-23	168 hp	39,441 lbs.	4.5-5.1 cu. yd.
D61PXi-23	168 hp	41,381 lbs.	4.5-5.1 cu. yd.



Peter Robson,
Director,
Intelligent
Machine Control

Komatsu's *intelligent Machine Control* lineup now features four models, including the new D39PXi-23. All have integrated technology that provides automated grading from rough-cut to finish grading.

iMC dozers eliminate cables, climbing and connections

... continued

"These new dozers feature the same *intelligent Machine Control* technology that made the Komatsu D61i-23 such a success," said Peter Robson, Director, Intelligent Machine Control. "With the same slant-nose and cab-forward design, they provide excellent visibility to the blade and all around the machine for superior operator productivity. The simple operation, efficiency improvements and greater value reflect the quality that customers expect from Komatsu."

Like the D61i-23, the new iMC models feature fully automatic blade control from initial rough-cut to finish grade. As they travel around the jobsite, the dozers measure actual elevations, which provide accurate surface data. A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on cross-slope, whether the blade is angled or not. The iMC models are significantly more efficient compared to conventional aftermarket machine-control systems, depending on factors such as operation and conditions.

Komatsu's original slant-nose-design dozer is now available in an *intelligent Machine Control* D51i-22 model, along with Tier 4 Interim D39i-23 and D37i-23 machines.



"During rough cut, if the system senses the blade has excess load, it automatically raises the blade to minimize track slip and maintain forward momentum," said Robson. "The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

Operators can select different dozing modes, which tailor the system response to the machine operation, and therefore, optimize performance. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

Eliminating the three Cs

Unlike traditional GPS systems, Komatsu's iMC dozers' machine control system components are factory-integrated, eliminating the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with monitor and a controller mounted inside the cab.

"The integrated system reduces maintenance costs as well as risk," said Robson. "Masts are not out on the blade and cables aren't dangling between the blade and the cab, so the chance of damage or theft is eliminated. Personnel don't have to spend time removing and reinstalling those components every day, which increases production. Finally, no one is climbing on the machine or blade to install and remove the mast and cables. We've eliminated the three Cs: cables, climbing and connections."

"We were excited to bring Komatsu's *intelligent Machine Control* technology to the market last year, and the overwhelmingly positive response from our customers pushed us to quickly expand this family of crawler dozers," added Robson. "All of the intelligent dozers provide excellent and efficient production in residential, commercial, road building, landscaping and other applications. Customers just have to decide which size or sizes best fit their business." ■

LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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NEW “BRIDGE” EXCAVATOR

Komatsu PC88MR-10 bridges the gap between compact- and construction-size machines



Rob Orlowski,
Product Manager,
Excavators

The curtain has dropped on Tier 4 Final, and Komatsu opened its show with a new PC88MR-10 excavator that provides power and production in both open-area and confined-space applications. It has a nearly 10-percent increase in operating weight compared to the previous model.

“Our PC88 remains popular because it is a productive, dependable and efficient machine in construction, utility and landscaping applications,” said Rob Orlowski, Product Manager, Excavators. “It’s a ‘bridge machine’

between compact and construction-size excavators. It works equally well digging close to a building or in a lane of traffic as it does digging a utility line or a foundation without obstructions. In a variety of applications, it maintains excellent lift capacity and stability.”

The PC88MR-10 provides a maximum digging depth of 15 feet, 2 inches and a maximum reach of 23 feet, 5 inches. A swing boom allows for work in confined spaces, letting the operator focus on tasks in the front with less worry about counterweight impacts.

Improved versatility and productivity

A new Operator Identification System records and reports key operating information, so owners and equipment managers can more easily track individual operator performance. Operators simply enter a personal ID into the 7-inch, high-resolution monitor that features enhanced capabilities such as an adjustable Auto Idle Shutdown function that helps reduce idle time and operating costs.

Operators have six working modes to match hydraulic power to the job for even greater efficiency. Standard auxiliary flow can be changed to bidirectional for attachment flexibility, and a new enhanced attachment control lets users store up to 10 attachments in the monitor.

“We took what was already a great machine and made it even better with enhancements that can reduce owning and operating costs through increased efficiencies,” said Orlowski. “We believe individuals who need a compact excavator that provides powerful performance in a variety of tasks will find the PC88MR-10 a great fit for their businesses.” ■

Quick Specs on the Komatsu PC88MR-10

Model	Horsepower	Operating Weight	Digging depth
PC88MR-10	65.5 hp	18,739-19,290 lbs.	15 ft., 2 in.

Komatsu’s new Tier 4 Final PC88MR-10 provides powerful performance in both confined-space and open applications. The tight-tail-swing design works well on construction, landscaping, utility and other excavating jobs.



DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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CONEXPO RECAP

Nearly 130,000 see latest innovations in construction equipment, technology at industry's premier event

CONEXPO-CON/AGG attracted nearly 130,000 visitors during its five-day run at the Las Vegas Convention Center, marking the second-largest attendance in the equipment exhibition's history. The number of attendees increased significantly compared to 2011, which was the last time the triennial event was held. Only CONEXPO 2008 had a larger number of people in attendance.

A record 31,000 international attendees came for the show, which also set a new mark for

exhibitor space and exhibitors. Indoor and outdoor displays totaled more than 2.3 million net square feet, with 2,000 exhibitors on hand. CONEXPO-CON/AGG was co-located with the International Fluid Power Exposition (IFPE), which added more than 161,000 square feet of exhibit space and 400 exhibitors.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum that's building in the industry," said IFPE Show Director Melissa Magestro. "We are industry-run shows that put industry needs first; these show numbers are a testament to the value that attendees, exhibitors and other stakeholders derive from participating in the event."

Komatsu had one of the largest display areas, showcasing 24 construction, forestry and forklift products that fit the theme of "Innovative, Intelligent, Integrated."

Komatsu displayed its family of *intelligent Machine Control* (iMC) dozers that feature integrated machine control technology. A dedicated theater presentation showed how iMC dozers provide automatic grading from rough-cut to finish grade without using traditional add-on masts and cables. User testimonials highlighted the advantages of iMC dozers, such as automatic blade control and reduced track slip for more efficient and effective dozing.

"We introduced our first iMC dozer about a year ago, and the feedback has been extremely positive," said Rich Smith, Vice President ICT Business Division and Product Marketing. "CONEXPO is a good place to introduce the newest *intelligent Machine Control* dozers, as well as our extensive list of other new products."

Komatsu also presented its new third-generation Hybrid HB215LC-2 excavator. In 2008,

Educational seminars gave attendees valuable information about best practices and technology that could make them more efficient, productive and profitable. Industry professionals, such as Komatsu's Jason Anetsberger, Product Manager, Intelligent Machine Control, conducted the sessions.



Komatsu personnel were available to answer visitors' questions.





Komatsu showcased 24 machines in its 40,000-square-foot exhibit space. It also had an iMC theater (right) and an area devoted to KOMTRAX, Komatsu CARE, parts and ReMarketing.

Komatsu introduced the first hybrid excavator and has since sold more than 2,500 worldwide.

“CONEXPO provides a tremendous opportunity for owners, operators and other construction personnel to see the latest in equipment and the technology that’s driving the industry forward,” said Rod Schrader, Komatsu Chairman and CEO. “CONEXPO allows us to show how Komatsu is refining machines to transform the workplace of the future.”

Komatsu introduced several new Tier 4 Final products, including dozers (D155AX-8 and D65EX-18), excavators (PC490LC-11, PC240LC-11, PC88MR-10 and PC55MR) and an HM300 articulated dump truck. It also displayed a Tier 4 Final engine, so attendees could see the innovative way Komatsu meets emissions standards while providing greater machine efficiency. Komatsu’s Tier 4 Final engine technology builds upon the strength of its proven Tier 4 Interim foundation, integrating Selective Catalytic Reduction (SCR) that further reduces NOx emissions.

Additional excavators, wheel loaders, an HD605-7 rigid dump truck, a PC390LL-10 track log loader and an FH45-1 hydrostatic forklift rounded out the displayed equipment. Presentations throughout the show; a large video screen with Komatsu information

Continued . . .



Komatsu displayed the technology behind its Tier 4 Final engines, including the selective catalytic reduction components (inset) that reduce emissions to near zero.



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Komatsu products: "Innovative, Intelligent, Integrated"

... continued

CONEXPO Conversations



Jeff Jordheim, Co-Owner, East & West Excavating, Fargo, N.D. "This is my second CONEXPO. I come to see the new products and learn from what's here."



Alan Wright, Vice President, Clearwater Utilities and ClearPave Construction, Houston, Texas. "We wanted to see the latest equipment. We get busy with our projects in the field, and this was a good time to come out and spend a day or two to see what's new."



Shane McDonald, Owner/President, AGR Contracting, Monroe, Wash. "I've learned a lot about Komatsu's intelligent Machine Control on the dozers. We own a mixed fleet, but this iMC really sparks my interest."

and testimonials; a parts, Komatsu CARE, ReMarketing and KOMTRAX information area; and a merchandise store were all part of the company's 40,000-square-foot exhibit space.

More than 1,000 new products, services

CONEXPO organizers estimated that more than 1,000 new products and services were on display during the show. Among the new features was a Platinum Lot for asphalt production/paving, aggregate processing and drilling equipment, a Demolition & Recycling Exhibits Pavilion sponsored by the Construction Materials Recycling Association and a Technology & Construction Solutions Pavilion from the Associated General Contractors of America. The Power Transmission Distributors Association also had an exhibit pavilion for sensor manufacturers and product suppliers.

CONEXPO introduced a campaign aimed at raising awareness of the construction industry's accomplishments, publicizing the positive benefits of construction projects and how they can elevate the nation's quality of life. Many projects were nominated, and 50 were recognized during an Innovation Awards

Program and a special "Young Leaders in Construction" event.

Record numbers for educational seminars

CONEXPO-CON/AGG sold a record 41,000 tickets for the educational program seminars, which consisted of 120 sessions that covered 10 targeted tracks, including aggregates, asphalt, concrete, crane and rigging, earthmoving and site development, equipment management and maintenance, business management best practices, work force development, recycling, and preservation and safety. IFPE offered half day "college-level courses," and a new Fluid Power Seminar series.

"The enthusiasm and traffic on the show floor was just incredible," said Megan Tanel, CONEXPO-CON/AGG Show Director. "Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales, to existing as well as new customers, that exceeded their expectations."

CONEXPO-CON/AGG is slated to return to Las Vegas in 2017. Other upcoming shows include MINExpo, which runs September 26-28, 2016, at the Las Vegas Convention Center. ■

ReMarketing, Komatsu CARE, parts and other information was available within Komatsu's display area.





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TIME GROWING SHORT

Current surface transportation bill expires, Highway Trust Fund to run dry this fall

Within months, the current surface transportation bill (MAP-21) will expire. Passed during the summer of 2012, the 27-month legislation funded highway, bridge and other transportation needs through September 30 of this year. Around the same time, the Highway Trust Fund will be depleted.

"The Highway Trust Fund, which is perennially teetering on the edges, is still teetering on the edges," Transportation Secretary Anthony Foxx recently told the U.S. Conference of Mayors at its annual meeting. "We're currently on track today to go upside down before the fiscal year that we're in concludes. It's a serious problem, not only because of the math, but also what it does at the state and local levels."

Money for the Highway Trust Fund comes from the 18.4-cent federal gas tax, which has not risen since 1993. Cost of materials and other project expenses rose during that time, leading to funding shortfalls and borrowing from the general fund to make up the difference. MAP-21 provided about \$54 billion in annual spending for road projects, while the gas tax took in about \$35 billion. Transportation organizations continue to push lawmakers for new sources of funding, adding that \$54 billion is only enough to cover maintenance.

An October 2013 report from the transportation research group TRIP said 27 percent of the nation's major urban roads are substandard. An equal percentage of roads are mediocre, 15 percent are fair and 31 percent are good. The American Society of Civil Engineers (ASCE) graded America's roads a D as part of its 2013 Infrastructure Report Card. State, local and federal investment totals about \$91 billion annually. The Federal Highway Administration says it would take nearly double that, \$170 billion,

to make significant improvements. A similar scenario is needed for bridges (\$20.5 billion needed vs. \$12.8 billion currently). ASCE gave those a C+, noting that one in nine is structurally deficient.

U.S. Representative Earl Blumenauer, D-Ore., recently announced two bills aimed at trying to fill the gaps. One would raise the gas tax by 15 cents over a three-year period and index the future tax to inflation. He projects this would increase revenue by about \$170 billion after 10 years. A second bill proposes studying an alternative to the tax with pilot projects aimed at charging fees for vehicle-miles traveled. Other individuals and committees in both the House and Senate are studying funding means.

"We see signs of progress," Foxx told the Council, adding, "Part of what I hope we can do at the DOT is to help our country, help everyone, all of our stakeholders, think past our noses as we think about how this transportation system has to be built." ■

The current highway bill expires at the end of September, and the Highway Trust Fund is expected to go into the red around that time. Transportation Secretary Anthony Foxx said he sees signs of progress toward legislation that would help.



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MORE EFFICIENT CRUSHING

Kleemann's new, powerful mobile jaws and impactors provide greater versatility, mobility

High production capacities and material quality are essential in mobile crushing. Kleemann (part of the Wirtgen group) provides those attributes, as well as increased efficiency and versatility with its new lineup of impact and jaw crushers that feature Tier 4 Final engines.

"All of the new models have prescreens that can be configured with varying size punch plates or grizzlies, and changing between them is easier than ever with a new common frame that allows users to unbolt one and bolt on another," said Corey Wall, Wirtgen District Sales Manager for Florida. "Users no longer need to install a whole new frame system, and for the contractor who moves from site to site with different materials, that's greater flexibility, efficiency and increased production time."

Both impact and jaw models use direct drive crushers and electric drives for the vibrating conveyors, belts and prescreens. The combination

provides extremely efficient operation with low fuel consumption and optimal crusher loading.

"Kleemann separates itself from the competition with its prescreens because they significantly save wear on the crusher," said Rick Brown, Wirtgen District Sales Manager for North Carolina and South Carolina. "It also has great fuel savings. Kleemann was already the most fuel-efficient, and with these new machines, it's even better."

Each model features Kleemann's Continuous Feed System (CFS) that manages a more equal loading of the crusher area. The conveying frequencies of the feeder trough and prescreen area adapt independently of each other to the level of the crusher, which significantly boosts performance.

Continued . . .

Quick specs on the new Kleemann crushers

Model	Type	Feed Capacity
MC 110 Ri EVO	Jaw	Up to 300 tph
MC 110 Zi EVO	Jaw	Up to 300 tph
MR 110 ZSi EVO	Impactor	Up to 350 tph
MR 130 Zi EVO	Impactor	Up to 450 tph



Corey Wall,
Wirtgen District
Sales Manager for
Florida



Rick Brown,
Wirtgen District
Sales Manager for
North Carolina and
South Carolina



Kleemann's new Mobicat jaw crushers are completely redesigned heavier jaws that provide production up to 300 tons per hour. They have a newly designed, longer swing jaw and an extra-long and articulated crusher jaw.

Kleemann takes crushing to the next level

... continued

Redesigned jaws

Kleemann expanded its popular EVO Contractor Line with two completely redesigned jaw crushers (a MC 100 Ri EVO and a MC 110 Zi EVO) with heavier jaws that provide production up to 300 tons per hour. They have a newly designed, longer swing jaw that prevents blocking of coarse material and moves all mounting elements of the crusher jaw from the wear area. The crusher jaw is extra-long and articulated. Transfer from the prescreen or the feeder trough is designed so that material simply tilts into the crushing jaw, which provides even material flow.

Medium and smaller gradations of material bypass the crusher, reducing wear in the system and increasing end product quality through the discharge of fines via the side discharge conveyor. A bypass flap provides easy diversion of the material flow, eliminating the need for a blind deck and improves versatility in making base material. A folding, or short, conveyor option allows users to build a prescreen pile that exceeds competitive models.

"Despite the heavier jaw, they're lighter than their predecessors for easier mobility," said Wall. "Kleemann also improved transport with the folding conveyor that doesn't require removal for transport."

Impactors designed to improve material shape

New impact crushers are differentiated by their size and productivity. The MR 110 ZSi EVO 2 has a crusher inlet opening of 43.3 inches, while the MR 130 Zi EVO 2's inlet opening is 51 inches.

New Kleemann impactor model crushers have inlet geometry that allows better penetration of the material into the range of the rotor. The wear behavior of the new C-form impact ledges has also been improved so that the edges remain sharper longer, leading to improved material shape. Rotor speeds can be adjusted in four stages to suit different processing applications.

Feed capacities are up to 350 tons per hour (tph) for the MR 110 ZSi EVO 2 and 450 tph for the MR 130 Zi EVO 2. The "S" indicates a Mobirex unit with an optional, highly productive secondary vibrating screen with an extra-large screening surface mounted on the discharge conveyor. It can produce spec material, potentially eliminating the need for a separate screen.

The impactors' inlet geometry allows better penetration of the material into the range of the rotor, and the wear behavior of the new C-form impact ledges has been improved so that the edges remain sharper longer, leading to improved material shape. Rotor ledges are held securely by a new user-friendly clamping system that can be changed faster for greater plant uptime. Rotor speeds can be adjusted in four stages to suit different processing applications.

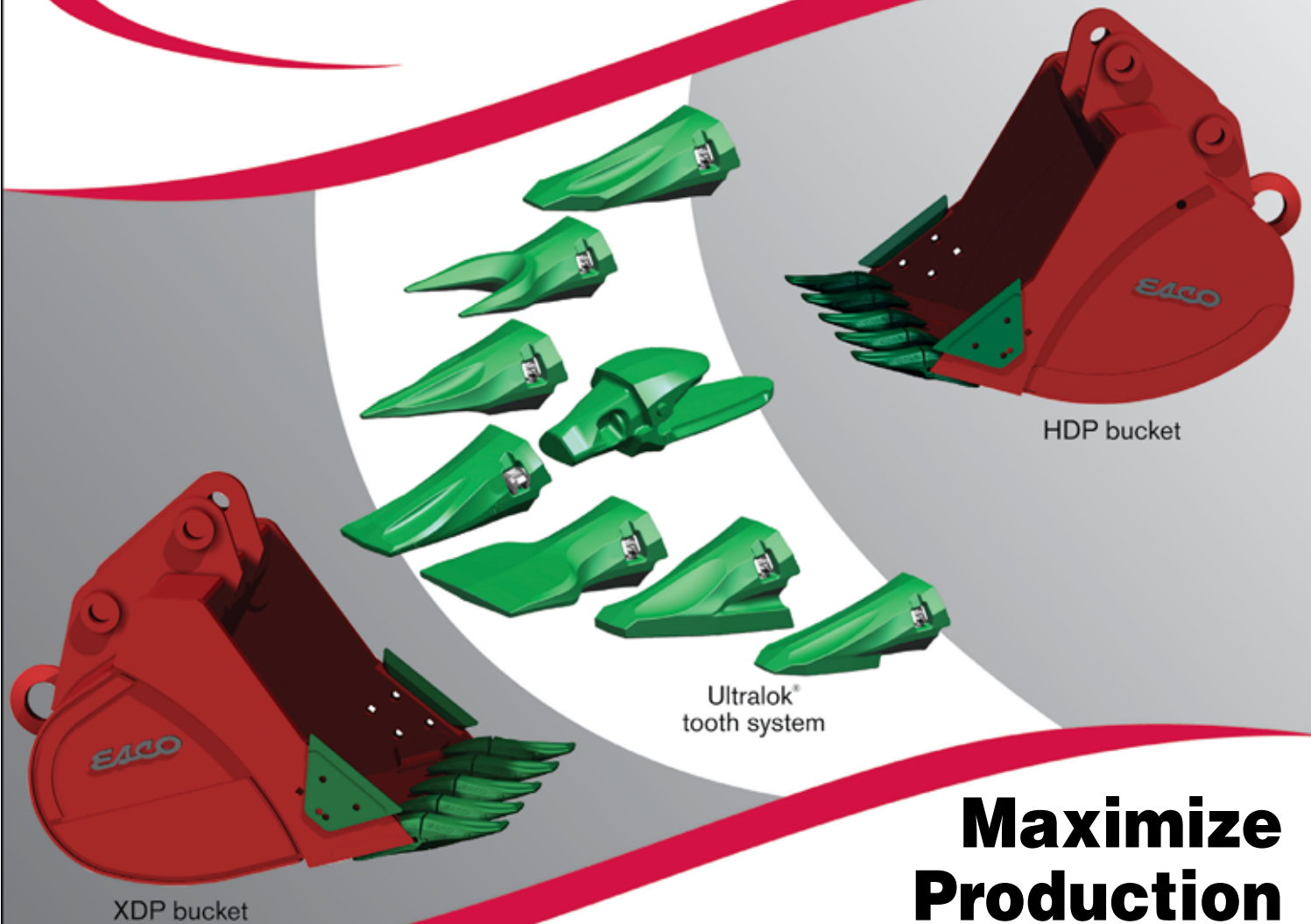
The feeding unit on both has hydraulically folding hopper walls and a locking system, which speeds setup. A vibrating double-deck prescreen between the hopper and crusher eliminates fines from the product flow before they ever enter the crusher, reducing wear and cutting fuel costs.

Further enhancements include a dedicated operator-panel access door, so operators don't have to open the main cabinet and expose it to the elements. An improved remote control allows frequency adjustments of the feeders, and a dust-suppression system with nozzles positioned above and to the side of material reduces clogging.

"Like previous Kleemann crushers, these new machines are sturdy, heavy-built units that provide excellent production in a variety of materials," said Brown. "We invite anyone who does mobile crushing or is thinking about it, to contact us and see how the Kleemann products can benefit them."

"On a further note, the Kleemann crushers are powered by Scania engines. We are now an authorized Scania dealer, so we can perform any work that may be needed on the machines, including warranty items," added Wall. "Users can be even more confident in our service capabilities when it comes to the Kleemann products." ■





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TIER 4 FINAL IS HERE

New machines improve efficiency while maintaining Komatsu's strong work ethic



Bruce Boebel,
Senior Product Manager,
Tracked Products

A little more than 20 years ago, the government introduced standards designed to reduce emissions through "tier" levels. Each tier brought a new step toward the ultimate goal of reducing particulate matter (soot) and oxides of nitrogen (NOx) to near zero. Tier 4 Final begins this year, and manufacturers are now producing the first wave of machines to meet this new standard.

"Komatsu met each tier-level challenge head-on; in fact, it met or exceeded the standards," said Bruce Boebel, Senior Product Manager, Tracked Products. "In most cases, Komatsu also improved power, production and fuel efficiency at every level."

The biggest challenge came with the jump from Tier 3 to Tier 4 Interim, which required a 45-percent reduction in NOx and a 90-percent reduction in soot. It also required the use of ultra-low-sulfur diesel, emissions filters and Tier 4 specific engine oil. Tier 4 Final requires an additional 80-percent drop in NOx.

"Fluid neutral or better"

Komatsu is using a selective catalytic reduction (SCR) system and AdBlue®/DEF (diesel exhaust fluid), which is a mixture of urea and deionized water, to meet

the Tier 4 Final regulations to reduce NOx on machines with 75-horsepower engines and above. The SCR system works by injecting AdBlue®/DEF into the exhaust stream as required. AdBlue®/DEF works with the heat of the exhaust and a catalyst to convert NOx into harmless nitrogen and water vapor that expels out of the exhaust pipe. The SCR system is located next to the Komatsu Diesel Particulate Filter, which Komatsu introduced in its construction machines during Tier 4 Interim. Additional components include NOx and ammonia sensors, a mixing tube and a dosing nozzle.

"SCR technology provides better fuel economy than previous models because it treats the exhaust gases outside the engine, uses less exhaust gas recirculation and employs advanced injection timing," said Boebel. "Reducing fuel consumption becomes more significant when you consider that nearly every Tier 4 Final machine across almost all manufacturers requires the use of AdBlue®/DEF. In most cases, with Komatsu equipment, customers are going to use about 2 percent of AdBlue®/DEF compared to diesel fuel.

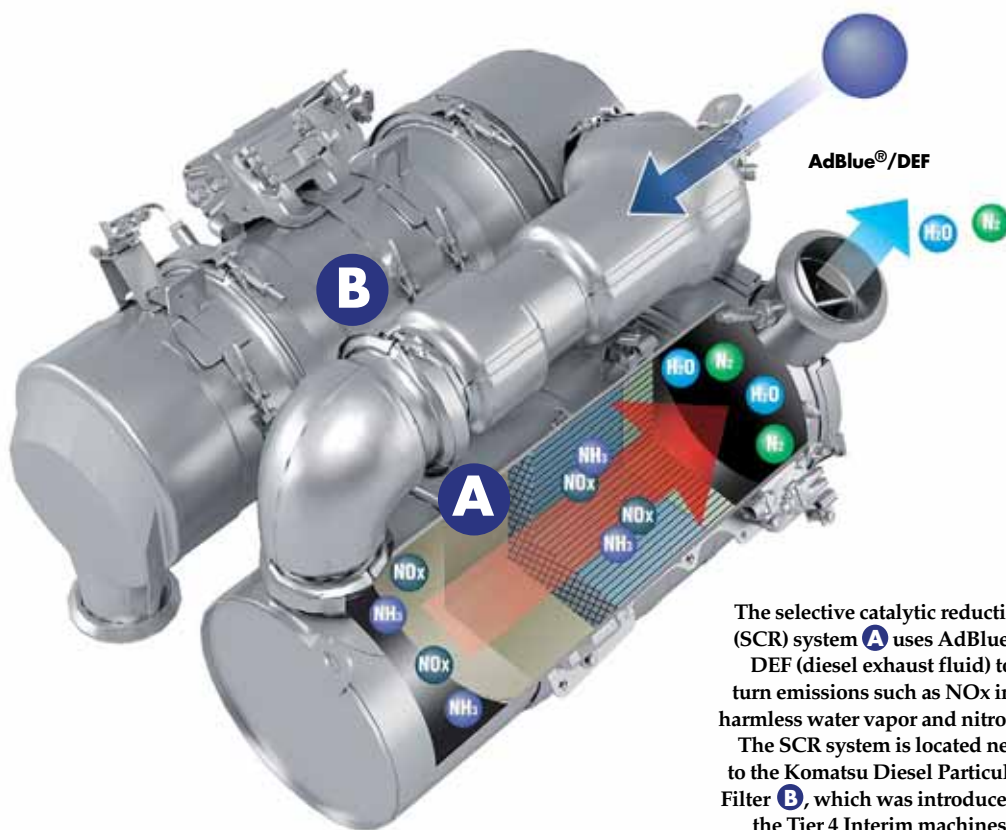
"When you factor in the fuel efficiency of Tier 4 Final machines, the 100 gallons of fuel burned would be at most 98 gallons," Boebel added. "So, even with two gallons of AdBlue®/DEF, we're 'fluid neutral or better,' which was our goal. In some models, fuel efficiency will be considerably better than neutral. And, since AdBlue®/DEF costs less than diesel fuel, overall fluid cost is reduced in all models."

AdBlue®/DEF tank added

Komatsu added an AdBlue®/DEF tank, along with a supply module that pumps AdBlue®/

Komatsu introduced several new Tier 4 Final machines at CONEXPO, including the HM300 articulated dump truck.





The selective catalytic reduction (SCR) system **A** uses AdBlue®/DEF (diesel exhaust fluid) to turn emissions such as NOx into harmless water vapor and nitrogen. The SCR system is located next to the Komatsu Diesel Particulate Filter **B**, which was introduced in the Tier 4 Interim machines.

Editor's note: Tier 4 Final machines with Komatsu engines less than 75 horsepower won't have the added components and systems of their larger brethren described here. For information on one of these machines, see the article about the new PC88MR-10.

DEF into the SCR system. The tank is vented with a replaceable filter to reduce contamination. It also has sensors to show levels, temperature and fluid quality, as well as an intake suction screen. Komatsu sized the tanks to go a minimum of two fillings of the fuel tank.

"Customers should always use certified AdBlue®/DEF, which meets the ISO 22241 standard and is readily available throughout North America," said Boebel. "When filled, tanks leave about 10 to 15 percent air space for expansion, in case its fluid freezes. Komatsu built the AdBlue®/DEF system so that the lines purge the fluid back into the tank when a machine is shut down, to help prevent the lines from freezing. Our tank is coolant-line heated, so a completely frozen tank will flow in about 40 minutes, which is about half the time the EPA mandates.

"At the other extreme, high temperatures shorten the life of AdBlue®/DEF," he added, "So, we created an automatic bypass valve that turns off the heated coolant line."

Hard workers

A monitor on a Tier 4 Final machine shows the AdBlue®/DEF level and alerts users to inferior-quality fluid. Another new feature on Tier 4 Final equipment allows operators to input an

identification number, so equipment managers can track specific users via KOMTRAX®.

"These new components are add-ons to the already-comprehensive list of items customers can track through KOMTRAX® on their computer or mobile devices," said Boebel. "As with our Tier 4 Interim equipment, Komatsu and our distributors monitor these new machines through KOMTRAX®, so certified technicians can perform complimentary scheduled service under the Komatsu CARE program. Tier 4 Final machines have a few added maintenance items, and the program has expanded coverage.

"With each tier level, Komatsu made improvements, and these machines are no exception," Boebel added. "The Interim level gave us a very solid foundation from which to work and build. We took those reliable, productive and efficient improvements and enhanced them. For instance, we reduced the exhaust gas recirculation rate and advanced engine timing to provide more complete fuel burn and lower PM. In one example, we slightly tweaked the Komatsu Variable Geometry Turbocharger, providing even faster ramp-up speed and response.

"Like all our previous models, the new Tier 4 Final machines are made to work hard," he added. "In fact, the harder you work them, the better they perform." ■

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VP: Building machines that help customers achieve their goals is what it's all about

QUESTION: Tier 4 Final implementation begins this year. How will you measure these machines' success?

ANSWER: The same way we have with all new tier-level products. First and foremost, that means the machines meet the environmental standards without sacrificing what customers have come to expect from Komatsu equipment: efficiency, production and reliability. Komatsu strives to design and manufacture machines that maintain or improve productivity with increased fuel efficiency at each new level. Our testing indicates the Tier 4 Final machines will continue that trend.

QUESTION: You went beyond the machine. Why?

ANSWER: New regulations bring trepidation to the customer because of the unknown that comes with them. The machines needed additional components and systems to reduce emissions, especially with Tier 4 Interim, which caused concern. To ease those concerns, we introduced Komatsu CARE, a program that provides complimentary scheduled maintenance for the first three years or 2,000 hours, along with two Komatsu diesel particulate filter changes in the first five years. We wanted customers to have every confidence that we stand behind the machines and our technology, plus make their lives easier. The response remains great, and we recently completed the 10,000th service interval under Komatsu CARE, which will continue with Tier 4 Final.

QUESTION: How did you know that customer concern was there?

ANSWER: Because one of our greatest strengths is listening to customers in the field.



Rich Smith,
VP ICT Business Division
and Product Marketing

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

In May of 2013, Rich Smith became the Vice President ICT Business Division and Product Marketing for Komatsu's Construction Division. His responsibilities include planning and marketing new products and technologies such as *intelligent Machine Control* (iMC) products and KOMTRAX. He held a similar position in the Mining Division prior to his current role.

Smith is a Peoria, Ill., native and began his Komatsu career on the company's Peoria Manufacturing Operation's (PMO) shipping docks 24 years ago. Komatsu manufactures and ships mining products worldwide from PMO, and Smith gained a wide range of experience working both at and for the plant. He eventually moved into the field as a Technical Support Manager, Regional Service Manager and Field Service Manager, before moving into Product Marketing.

"I grew up in Komatsu; I ran forklifts and cranes, assembled machines and was a CNC machinist," Smith recalled. "From the factory floor, I moved into warranty and contract administration. While most of my career has been on the mining side, I worked with construction as well. Komatsu has allowed me to gain a very well-rounded background. I have been fortunate to have worked with knowledgeable people in a great company. Despite the differences between the two divisions, the desire for customer success remains the top priority of everyone at Komatsu."

Rich returned to school as an adult, while continuing to work full time, to complete a double major. "I believe it was important for me to finish what I started, as well as set an example that education remains valuable at any age," said Smith. "The opportunity to learn and work to personally improve at Komatsu is greatly appreciated."

Continued . . .

Customers continue to drive new innovation, features

... continued



Komatsu Vice President ICT Business Division and Product Marketing Rich Smith says customers helped develop ideas such as its *intelligent Machine Control* dozers, which provide automated grading from rough-cut to finish grade.

The next evolution of hybrid technology is on the horizon, including the third-generation Hybrid HB215LC-2 excavator, according to Rich Smith.



How can we manufacture equipment that meets their needs if we don't communicate with them? That interaction is invaluable and has driven such initiatives as our KOMTRAX Mobile App, which brings critical machine data to a smart phone or other device. Customers are more mobile than ever, and they want that information at their fingertips. Much of the information that's part of the KOMTRAX Mobile App today came from customers' suggestions. The system has evolved from the basics, such as error codes and hours, to a comprehensive tool with idle times and operational characteristics.

Customers also helped to develop ideas such as our "i" or intelligent machines. While traditional aftermarket GPS grading systems are good, we saw room for improvement, including taking away the masts and cables that can get damaged and have to be taken down and put back up every day. The GPS systems are also designed only for automated finish grading, and customers wanted that benefit from start to finish without the costs associated with maintaining masts and cables. We delivered an integrated system that makes every pass count and works for even the most inexperienced operator. Then, we took it a step further and made sure the dozers have an optimal blade load with minimal track slip, so the added efficiency was built-in. The results and response have been phenomenal.

Again, Komatsu in cooperation with our Distributors, took it beyond the machine by adding Technology Solutions Experts. These highly trained individuals ensure customers get the most out of the intelligent machines, from initial set up to choosing the proper modes for maximum efficiency.

QUESTION: What's on the horizon?

ANSWER: Looking ahead, we see the next evolution in hybrid technology. We were the first to manufacture a hybrid excavator, and soon we'll introduce our third-generation machine. Our customers will continue to guide us – ultimately, we're in the customer success business. In order for them to be successful, we have to make machines that meet their standards. That's what it all comes down to. ■

Simonson: Jobs to increase, worker availability a problem

The construction industry looks like a good news/bad news scenario in 2014 with more projects to bid, but increased concern over labor availability, according to Associated General Contractors' Chief Economist Ken Simonson. He noted that spending was up 5 percent from November 2012 to November 2013, and expects a 10-percent increase this year.

Simonson sees a double-digit rise in power, manufacturing, lodging and warehouse construction. He expects the same for apartment construction, which will help the private residential market grow by 10 percent

or more despite his prediction that single-family home building will stall late this year.

While the construction unemployment rate dropped 10 percent year-over-year in 2013, the industry still has a shortage of available workers. Many left the industry during the recession and haven't come back. "Contractors will likely have to spend more on wages, benefits and bonuses," said Simonson. "Firms that find the additional workers they need may have to increase their payment of overtime wages. As a result, employers' costs for employee compensation...will probably go up 3 to 4 percent in 2014, compared with a 2.1-percent rise from the third quarter of 2012 to the third quarter of 2013." ■

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2008 KOMATSU PC200LC-8
E00031364, 5,650 hrs., \$115,000



2010 KOMATSU D51PX-22
E00031985, 1,866 hrs., \$140,000





2007 KOMATSU WA320-5L
E00030784, 3,650 hrs., \$105,000






Year/Make/Model	Stock#	Hours	Price
EXCAVATORS			
2008 KOMATSU PC200LC-8 	E00031363	5,726	\$115,000
2008 KOMATSU PC200LC-8 	E00031364	5,650	\$115,000
2005 CASE CX80	E00031070	5,671	\$27,000
2006 CAT 320CL	E00032267	4,671	\$72,500
2006 CAT 324DL	E00031365	6,873	\$82,500
2007 VOLVO EC240LC	B00017849	5,590	\$52,500

ARTICULATED HAUL TRUCKS

2005 CASE 330	E00032541	5,560	\$55,000
2005 CASE 330	E00032542	4,913	\$55,000
2003 KOMATSU HM300-1	E00032588	12,033	\$52,500
2006 KOMATSU HM300-1	E00032587	11,912	\$57,500
KOMATSU HM400-1	E00032502	9,386	\$110,000
2006 KOMATSU HM400-1	E00032506	10,422	\$75,000

Year/Make/Model	Stock#	Hours	Price
DOZERS			
2008 KOMATSU D51PX-22 	E00031984	2,561	\$125,000
2010 KOMATSU D51PX-22 	E00031985	1,866	\$140,000
2012 KOMATSU D65EX-17	E00032266	4,500	\$185,000
2007 KOMATSU D65EX-15	E00032225	7,189	\$63,000

WHEEL LOADERS

2011 KOMATSU WA250-6 	E00031401	3,303	\$115,000
2009 KOMATSU WA250-6 	E00031398	1,016	\$115,000
2012 KOMATSU WA250-6 	E00032545	3,915	\$119,900
2007 KOMATSU WA320-5L 	E00030784	3,650	\$105,000
1997 KOMATSU WA180-1	E00032154	6,336	\$21,000
2008 KOMATSU WA250-6 	E00030805	9,105	\$62,500

PAVING/COMPACTION

2004 INGERSOLL-RAND CO SD-45D TF	E00032944	1,557	\$33,000
2004 HAMM HD120V	E00032278	3,508	\$35,500

 denotes Komatsu-certified machine

For additional information, please contact your local sales representative.



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