

LINDER LINK

A publication for and about Linder Industrial Machinery customers • March 2016

LINDER | INDUSTRIAL
MACHINERY
COMPANY



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PC55MR-5 Excavators pg. 20



KOMATSU®

MESSAGE FROM THE PRESIDENT



John Coughlin

**Determined to
keep your
expenses low**

LINDER | INDUSTRIAL MACHINERY COMPANY

Dear Valued Customer:

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

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

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

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

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

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

Sincerely,
Linder Industrial Machinery Company

John Coughlin
President

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Published by Construction Publications, Inc. for

LINDER | **INDUSTRIAL
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COMPANY**

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Printed in U.S.A. © 2016 Construction Publications, Inc.

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S.M. SMITH & SONS, INC.

Family-run business provides full-service site development



Michael Smith,
President



Jeff Smith,
Vice President



Phillip Smith,
Vice President

Seth Smith had a feeling he needed to find something to keep his five children busy as they got older, so he started a family business. In 1982, he bought a hay baler and a tractor and employed his children. As the children grew up, the business evolved to accommodate their changing interests.

“Baling hay got old pretty quick, so we decided to get a dump truck,” said Seth’s son Michael, President of S.M. Smith & Sons, Inc. “After a while, we started doing some dirt jobs and kept growing. Eventually, logging came on, then grinding and land clearing, which make up a large part of the business today. Each of us kids took over an area.”

A total of nine first- and second-generation Smiths work for S.M. Smith & Sons, which does residential, commercial and other types of projects, often involving multiple areas of the business. However, the one Smith you won’t find around the business is its creator and namesake.

“Our dad is a pharmacist, and he’s been doing that everyday for more than 40 years,” said Vice President Jeff Smith. “He had no experience in construction, but he thought it would be good

for us. None of us wanted to be a pharmacist. We wanted to work outside. He still likes to call and remind us of that when it’s raining.”

The decision Seth Smith made paid off for all parties involved. The Smiths also credit their father with instilling a work ethic that has made the company successful.

“He taught us that a person is only as good as his word,” said Michael. “When we start a job, we finish it, even if there comes a point that we know we are going to lose money. We do what we say we’re going to do.”

S.M. Smith & Sons has roughly 60 employees and works within a 50-mile radius of Charlotte on projects ranging in size from 1 to 100 acres. It also has a recycling plant in Van Wyck, South Carolina, where it hauls material from its land clearing and logging jobs and processes it into landscaping mulch or boiler fuel for paper plants.

Oldest son, Tim, is a mechanic and oversees the shop. Michael takes care of the scheduling and runs equipment as needed. Jeff is VP and also handles the land clearing. Phillip runs the logging, and their sister, Melinda, works in the office. While the company has several divisions, most projects require a total team effort.

“We work together on jobs, and our employees are versatile,” said Michael. “If it’s raining and my crew can’t work, we’ll go help Tim in the shop; Phillip will send trucks to help Jeff if he’s free. We don’t just do one thing.”

Linder’s dedication rings true

Like most companies, S.M. Smith & Sons was affected by the Great Recession. The Smiths had to make some changes to their business

S.M. Smith & Sons owns this D65EX-18 dozer, which is only the second one being used in the Carolinas. The company had the machine specially fitted with a c-frame and rake attachment from a competitive brand’s next-size-larger dozer.





► VIDEO

S.M. Smith & Sons' new Komatsu D51 and D61 dozers had no problem integrating with the company's Trimble GPS system. "We can run the system on the D51 and D61 without skipping a beat," said President Michael Smith. "It was a seamless integration." Superintendent Andy Beachum (right) loves operating the D51 because of its visibility to the blade. "It's so much better than any machine I've been on."



approach, but the company was able to keep a majority of its staff through the downturn.

"We had to let a few people go, and in order to get through it, we had to expand our project area to about a 200-mile radius," said Jeff. "It was tough, but we pulled through."

The recession also provided an opportunity for the Smiths to see which equipment providers were really dedicated to them.

"Before the downturn, we were doing huge amounts of business with most major brands," said Jeff. "When times got tough, most of them tightened up and wouldn't work with us. Linder continued to work with us, and that's why we deal with them today."

The Smiths forged a relationship with Linder Sales Rep Bill Cross and Customer Support Rep John Suggs that led to the addition of Komatsu equipment. Recently, the Smiths purchased a D51PX dozer and they are leasing a D61PX dozer. The company also has a D65EX-18 dozer, which is only the second one being used in the Carolinas. The company had it specially fitted with a c-frame and rake attachment from a competitive brand's next-size-larger dozer, for its many land-clearing jobs.

"The Komatsu dozers are the best grading dozers I've ever used," said Michael. "The



At its recycling yard in Van Wyck, South Carolina, an S.M. Smith & Sons operator uses a PC210LC to move material from one of the company's land-clearing jobs.

visibility on them is unreal. You can see the whole blade, so grading is easier, more efficient and more productive."

The partnership between S.M. Smith & Sons and Linder goes beyond equipment and service.

"If it wasn't for Linder, we probably would have had to shut down," Michael added. "They took care of us, and that's why we remain loyal to them today. Now that things have bounced

Continued . . .



Tim Smith,
Vice President



Melinda Smith,
Secretary



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TheLinderLink.com

GPS increases efficiency for S.M. Smith & Sons

...continued

back, a lot of those companies want us to work with them again. We tell them, 'Sorry, but Linder worked with us when times were tough, and you didn't.' We consider Bill and John family now."

(L-R) S.M. Smith & Sons President Michael Smith and Vice President Jeff Smith call on Linder Industrial Machinery Sales Rep Bill Cross.



An S.M. Smith & Sons operator uses a Komatsu WA320 wheel loader to move material at its recycling yard in Van Wyck, South Carolina.



This Komatsu PC200LC is used by S.M. Smith & Sons in a variety of applications, including stump removal. "We use this machine for everything," says Operator David Kluttz. "It has great power, plus the cab is roomy and comfortable and offers great visibility."



Seamless integration

S.M. Smith & Sons' fleet isn't exclusively Komatsu, but adding the Komatsu dozers to the existing fleet and incorporating the company's existing GPS technology was a smooth transition.

"We had the Trimble GPS system already, so the fact that the Komatsu dozers can operate that has been great for us," said Michael. "We can run the system on the D51 and the D61 without skipping a beat. It was a seamless integration."

Choosing Komatsu also helps the Smiths stay current with the evolving GPS construction landscape.

"GPS is the future," said Michael. "We figured that out when we started doing roadwork. We had two people holding string and another with a tape measure. We knew there had to be a better way. With GPS, we can have those three workers doing something else while the machine follows the plans. It has increased our efficiency."

"Moving forward, it's going to get even more important to have GPS, and Komatsu is way ahead of anyone else with its technology," he continued. "Fortunately, we have great support with Linder. They do a good job of staying up-to-date."

Bright future

The Smiths have enjoyed success building their company into what it is today, while keeping an eye on the future.

"We've spent a lot of time training our employees, and I believe we have some of the best people we've ever had right now," said Michael. "We've also tried to be very diversified with our services. It has served us well up to this point, and we think it'll help us remain successful in the future."

Looking ahead, it is likely that family will continue to be involved. Some of the siblings' families live on the 200-acre farm they purchased several years back. On Sundays, they get together for lunch.

"We're a family," said Michael. "We grew up together, we work together, and after a long day of work, we farm together. It's enjoyable. We don't know anything different." ■

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ROBCOR CONTRACTING

Central Florida crushing/recycling business changes focus to capitalize on future



Corrie Forman,
President



Rob Forman,
Vice President

Komatsu's iMC products, like this D51PXi, have allowed Robcor to do more site-development projects.

Millions of tourists visit central Florida's theme parks each year, but chances are many don't give a second thought to what happens after those parks have closed their doors. Robcor Contracting Vice President Rob Forman knows exactly what happens. The company is currently demolishing and recycling the former Splendid China theme park to make room for the highly anticipated Margaritaville Resort.

Forman, a state-certified general contractor specializing in site development and aggregate recycling for the last 20 years, started the company with his wife, and Robcor President, Corrie. She is also a state-certified building contractor and handles the residential and commercial structural construction.

Aggregate crushing and recycling is Forman's passion, and the company recently made the decision to focus its efforts in that area. That move has paid off for the Sebring, Florida-based company, as Forman estimates that 85 percent of

the company's revenue comes from aggregate recycling. Robcor recycles materials into usable product on construction projects for demolition companies, site-development contractors, solid waste facilities and government municipalities.

"By recycling, we are providing valuable materials for our clients," he added. "It keeps concrete out of landfills and saves money by eliminating some of the trucking costs."

Robcor uses Komatsu PC290 excavators with JRB power latch couplers and a Genesis CP70 densifier from Linder Industrial Machinery on its recycling projects.

"The PC290 excavators are a great fit for us," he said. "They are flawless machines, and the couplers allow us to switch attachments easily and efficiently."

The company's new direction has been successful, and Robcor has been able to remain the small company the Formans envisioned, while still meeting the needs of its clients.

"Being a small, family-run business is important to us," said Forman. "We strive to be as efficient as possible, which allows us to do some larger projects that you wouldn't expect from a company our size."

iMC machines save time, money

Being efficient has allowed Robcor Contracting to expand its services. In spring of 2015, it began work on a massive 600-acre site-development project located just miles from Walt Disney World that calls for the construction of vacation townhomes and condos, a golf course, a driving range and a waterpark. Robcor is performing mass grading/earthwork for the project, which will take three to five years to complete.

▶ VIDEO





A Robcor operator uses a Komatsu PC290LC excavator to load a crusher at the former Splendid China theme park southwest of Orlando. The crushed rock will be recycled and left on-site for the park's new owners to use on infrastructure and road construction. Robcor will process nearly 200,000 tons of material during the six-month project.

It was able to take on the massive job and continue its crushing projects because of Komatsu's line of *intelligent* Machine Control (iMC) products. The company currently owns a Komatsu D51PXi dozer and rents a D61PXi dozer and PC210LCi excavator from Linder Industrial Machinery.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "I have run a dozer for over 20 years, and I can't imagine going back to a machine without *intelligent* Machine Control. The dozers, along with the excavator, save us so much time and money. Everything is well thought out and works perfectly. The power and smoothness of these machines is very impressive. They are by far the best dozers I have ever operated."

Forman also had rave reviews for the PC210LCi excavator.

"The PC210LCi is great because, in addition to moving dirt and loading trucks, the GPS makes sure we are always on-grade," he said. "We can move more dirt, more efficiently with the PC210LCi than with a bigger machine without *intelligent* Machine Control. No matter where we excavate on the project, we are on-grade – without using any stakes. That's amazing with an excavator."

Forman says the iMC products have eliminated Robcor Contracting's need for construction layout, which saves time and money. "The machines paid for themselves in the first 500 hours of operation. Normally, we



Robcor Vice President Rob Forman says his company would not be doing large site-development jobs, like the 600-acre Reunion Resorts project near Walt Disney World, without the Komatsu D61PXi dozer and other Komatsu iMC machines.

would have to schedule layout and staking. Now, we upload a 3D model of the site plan into the equipment, and 45 seconds later, we are moving dirt to finish-grades."

Forman credits the iMC products for the amount of site work the company has taken on.

"I don't see how we could even compete without the iMC machines that we have," he said. "They have made us so much more efficient and given us the ability to take on large site projects. We wouldn't be able to do that with conventional machines."

Continued . . .



Discover more at
TheLinderLink.com

iMC machines allow Robcor to take on more projects

...continued

Rob Forman, Robcor Vice President (left), calls on Linder Sales Rep Greg Woodard for equipment and maintenance. "Greg has gone the extra mile (for us)," said Forman. "I consider Linder to be a strategic partner in our business."



Linder Support

Today, business is booming for Robcor. With three aggregate recycling crews working year-round throughout Florida, Forman says that keeping up with demand is the biggest challenge for the company. Fortunately, Linder Industrial Machinery is there to help.

"We don't experience much down time with Komatsu equipment," according to Forman. "The Komatsu machines are solid-built units that we can rely on. Anytime we've had an issue, Linder's response has always been quick, no matter where we were working. Linder has branches and technicians that cover the entire state. They understand how downtime can affect a company like ours."

Robcor Contracting calls on Linder Industrial Machinery Sales Rep Greg Woodard and Technology Solutions Expert Chris Brazil when it needs equipment or support.

"Greg has gone the extra mile on everything we have needed," said Forman. "It has been a pleasure having him as our Sales Rep. Chris has also been a huge help with the iMC machines. He has such a wealth of knowledge when it comes to the iMC product line. I consider Linder to be a strategic partner in our business. All the people we work with at Linder have a great attitude and are always willing to help."

Staying small

When Forman looks to the future, he believes that Robcor Contracting's focus will remain with its aggregate recycling services – an industry that he thinks will be in demand going forward. He is also willing to take on site-development projects as long as the company can remain close to its current size.

"We want to continue to provide high quality services for our clients and still be able to remain a small company," said Forman. "We will look to add some site-development projects to our aggregate recycling, but they have to make sense. Right now, we are able to give our employees a great work environment, be successful and enjoy ourselves. I think that is because of our size. We don't want to compromise that." ■



▶ VIDEO

A Robcor operator uses a Komatsu PC210LCi at Reunion Resorts near Walt Disney World. "We can move more dirt, more efficiently with the PC210LCi than with a bigger machine without *intelligent Machine Control*," said Vice President Rob Forman. "No matter where we dig, we are on-grade."

Robcor Operator Wayne Esposito uses a PC490LC to fill a truck at Reunion Resorts. "I really like the Komatsu machines," said Esposito. "They have great power and responsiveness."

▶ VIDEO





PC210LCi-10

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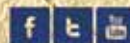
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005

KOMATSU DEMO DAYS

Event provides customers an opportunity to operate latest equipment



Discover more



Bob Post,
Director of Marketing
Communications

Bennick Grading & Excavation Owner Todd Bennick (left) takes in Demo Days with Linder Technology Solutions Expert Tracy Skipper. "The PC210LCi excavator was impressive," said Bennick. "It will definitely speed up jobs."

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



Bennick Grading & Excavation Foreman/Project Manager Jason Floyd test-drove the Komatsu PC210LCi-10 excavator. "The excavator felt really balanced, the GPS was great and the digging was really smooth," he said.



Ace Avant's Justin Moorefield (right) and Linder Sales Rep Michael Moore.

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

▶ VIDEO



nearly the entire family of *intelligent* Machine Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

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

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

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

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

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

D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

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- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



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009

HIGH SPEED DOZING

'H mode' among enhancements in Komatsu's new D61-24 dozers



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

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

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

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

Quick Specs on Komatsu's D61-24 Dozers

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



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

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

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

Improved visibility

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

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

MORE EFFICIENT MATERIAL MOVEMENT

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

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

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

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

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

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



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Continued . . .

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

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

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



WA380-8



WA470-8



Advancements make Dash-8s powerful and efficient

... continued

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

SmartLoader Logic

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

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

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

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



Enhanced operating environment

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

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

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

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

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

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

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- All-new cab for comfort and visibility
- Powerful 272 HP engine



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006

LIMITING OVEREXCAVATION

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



Discover more

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

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

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

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

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

Integrated technology

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

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



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NEW COMPACT EXCAVATORS

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



Desmond Jarvis,
Komatsu Product
Marketing Manager

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

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

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

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

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

Versatility for a wide range of applications

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

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

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

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

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

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



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TRANSPORTATION BILL APPROVED

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

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

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

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

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

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

New initiatives

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

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

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

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





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

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

Mixed reviews

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

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

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

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

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

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

Continued . . .

Creative funding key to FAST Act

...continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water."

No gas tax increase

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

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

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for

existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

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

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

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

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



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004

REDUCED UNDERCARRIAGE COSTS

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

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

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

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

Eliminates pin, bushing turns

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

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

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



Chuck Murawski,
Komatsu Product
Manager, Dozers



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



TEAM EFFORT

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



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

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

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

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

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

QUESTION: What is the Business Solutions Group?

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

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

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

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

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

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that



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

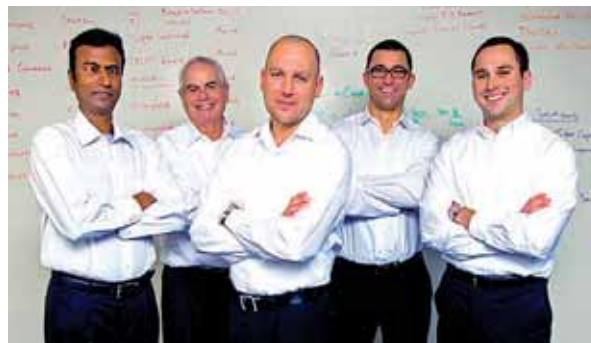
it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4 engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

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

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

ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to



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



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

be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

Schools commit to increasing diversity in engineering

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

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

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

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



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EXCAVATORS

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2012 KOMATSU PC138USLC-8	E00037229		4,870	\$95,000
2008 KOMATSU PC400LC-8	E00037320		6,717	\$119,000
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DOZERS

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**2012 KOMATSU PC138USLC-8,
Stk #: E00037229, 4,870 hrs., – \$95,000**



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