

LINDER LINK

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

LINDER | INDUSTRIAL
MACHINERY
COMPANY



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 **WIRTGEN**
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MESSAGE FROM THE PRESIDENT



John Coughlin

**Komatsu is
leading the
construction
revolution**

LINDER | INDUSTRIAL MACHINERY COMPANY

Dear Valued Customer:

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

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

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

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

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

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

Sincerely,
Linder Industrial Machinery Company

John Coughlin
President

LINDER@LINK

A publication for and about Linder Industrial Machinery customers

**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

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CHARLES D. LOWDER, INC.

This Winston-Salem site contractor succeeds with old-school attitude and new-school technology



Gene Lowder,
President

When Gene Lowder started at his father's construction company in 1977, dirty hands and a sweaty shirt constituted a hard day's work. Today, as the President of Charles D. Lowder, Inc., he analyzes spreadsheets of idling statistics and talks about drones and unmanned dozers on jobsites. While many things have changed at the company in nearly 40 years, the value of a hard day's work has not.



Roger Mayhew,
Controller

"My dad thought that I didn't work," recalled Lowder. "I was always interested in thinking about and contemplating strategy. I was working with my mind. If you need me to jump in a dozer and move dirt, I'm not your guy; but I can go to a jobsite and identify how it can run more efficiently. Eventually, my dad saw the value in what I was doing."

Lowder's ability to evaluate the market helped his company through some hard times and prepared it for future success. He began running the day-to-day operations in 1995 and completed the buyout of the other shareholders on September 10, 2001. The following day, the twin towers collapsed, bringing the U.S. economy to a halt. Lowder had to examine the business.

"We had a lot of debt, and the economy after 9/11 really hurt us," recalled Lowder. "We struggled for a few years. If I had an extra \$500, I applied it to what we owed. Finally, by 2007 we were debt-free."

This approach paid off when the economy crashed again in 2008. With cash on hand and no debt, Lowder, Inc. was well-positioned to weather the downturn. A decision to pursue projects for institutions, such as healthcare facilities, was also fruitful.

"Right as the economy was crashing in 2008, we got a job building the Novant Health Kernersville Medical Center," noted Lowder. "It was a sizable project that kept us busy through the recession, and allowed us to keep our bonding capacity."

Between the hospital project and other smaller jobs, Lowder made it through the downturn without laying off any employees or incurring additional debt. In addition, the economic times allowed him to hire key individuals who are still with him today. So, when the economy began growing in 2012, Lowder, Inc. was poised to take advantage of it.

"We came out of the gate hard and landed some big work," said Lowder. "When the phone started ringing again in 2012 and 2013, we were in the catbird's seat. Today, we're doing very well because of the company's financial position before the recession."

Lowder, Inc. has continued to earn large projects like Moses H. Cone Memorial Hospital in Greensboro and Davie County Hospital in Advance. It is currently converting an old railroad easement into a walkway/greenway area on the Rails-to-Trails project for the City of Winston-Salem; performing a complete site package for a Wal-Mart Supercenter in King; and

This Lowder, Inc. operator utilizes a Hamm H 11i compactor with a vibratory smooth roller drum at a jobsite in King, North Carolina.



developing a site for the new Oak Grove High School in Davidson County.

Commitment to technology

Lowder turned teeth on excavator buckets to save money when he started working at the company. He puts in a full day's work, and appreciates the same honest work ethic from his employees. While the 58-year-old construction veteran is inherently old-school, he also has an affinity for the latest advances in the industry. Lowder, Inc. was one of the first in the region to use GPS technology, and the company remains an industry leader in its use today.

"In 2006, we looked to become more efficient," Lowder recalled. "Instead of buying new equipment, we invested in GPS technology. It was the best decision we've made."

The additional technology paid immediate dividends, and Lowder has applied advances in other areas to make his company more efficient. Lowder, Inc. recently installed new accounting software to help identify how and where money is spent.

"There was immediate value added when we implemented the system," explained Controller Roger Mayhew. "Our previous accounting system was pretty much a bucket of dollars, now we have a detailed account of what the machines actually cost us. It's been great for our head mechanic to have this information so he can see if there is repetition of maintenance and frequency of activity."

Komatsu's remote machine-monitoring system, KOMTRAX, has also been very useful.

"KOMTRAX gives us a monthly report on fuel consumption and idle time," said Field Operations Manager Jason Carter. "We have made a big push to reduce idle time with specific goals for machines based on their applications. The data has helped our operators buy into the effort."

The goal of the technology has been to increase efficiency; something Lowder believes has helped the company to flourish.

"Our plan is to stay ahead of the curve with technology," shared Lowder. "It's certainly not going away; it will become more important. Companies that don't invest in technology will be left behind."



► VIDEO

Operator Jose Guerra uses a PC360LC-11 excavator to load a Komatsu HM300-5 articulated truck. Each crew has a PC360 assigned to it because the machine can handle deep trench work and still lift double trench boxes.



Komatsu equipment from Linder

Lowder, Inc. has a fleet that includes 10 Komatsu excavators (two PC210s, a PC270, two PC290s, a PC300 and four PC360s), a WA200 wheel loader and two HM300-5 articulated trucks. Like so many other decisions that helped the company thrive, choosing to purchase Komatsu equipment from Linder Industrial Machinery Company and Sales Rep Conrad Graham also stemmed from the recession.

"Conrad always checked in on us, even when we didn't have any Komatsu equipment; he put in the time to build a relationship," revealed Lowder. "It was March 2008, and he asked what I needed. I said I was thinking about getting a PC270 and a PC300. The next morning, they were in our yard. I'm glad I didn't ask for a giraffe! So, in the middle of a recession, when the world stopped turning, I bought excavators. It was a great deal and the beginning of a solid partnership."

Lowder, Inc. uses Komatsu excavators primarily for grading and trench work. It also had them equipped with aftermarket GPS systems. The PC360s are the stars of the fleet.

"Each crew has a PC360 assigned to it because the machine can perform the smaller jobs that a PC210 can do, as well as handle our deeper pipe work, and it has the power to move double trench boxes," said Lowder. "On a typical site we have many machines, so we try to match them to the best application, but a PC360 is a very versatile machine."

Lowder's Tier 4 equipment also came with Komatsu CARE, with Linder providing complimentary service for the first three years or 2,000 hours.

Continued . . .



Jason Carter,
Operations Manager



► VIDEO
Denzel Zimmerman,
Superintendent



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Focusing on training to meet workforce needs

... continued



Operator Gary Harbin uses a Komatsu PC290LC-11 excavator on a project in King, North Carolina.

► VIDEO

President Gene Lowder (left) calls on Linder Sales Rep Conrad Graham for equipment and service needs. "Conrad put in the time to build a relationship," said Lowder. "I like to do business with people who I believe to be of good character and who are honest. I find that in Conrad."



Operator Harold Sluder runs a Komatsu PC300LC-8 equipped with aftermarket GPS technology on a grading project.

► VIDEO



"We have four full-time people in our garage, so having Linder handle the maintenance on the Komatsu machines allows these employees to focus on the rest of the fleet," explained Lowder. "Linder does a terrific job scheduling and performing the maintenance."

The Komatsu equipment has been a sound investment for Lowder, Inc.

"Komatsu makes great equipment," Lowder shared. "The excavators are strong, fuel-efficient, and we've had zero downtime with them."

Preparing for the future

Applying knowledge from lessons learned has helped Lowder get his company to its current place in the industry. He is confident that his business will continue to thrive, but knows that it will inevitably face new obstacles.

"I think we are positioned to remain successful in the future," observed Lowder. "Right now we have 90 employees, and this seems to be a number that works well for us. I think we can continue to get better at what we do, and that will allow us to gain more work."

Lowder says the company could easily grow, but for that to happen he needs to find qualified workers, an issue facing the industry as a whole. To address the labor shortage, Lowder is taking matters into his own hands.

"We have some of the best people in the industry working here, but it's becoming more difficult to find qualified help," Lowder noted. "One of the things we plan to do is expand our current office. We will have training videos and simulators for our employees. We have also discussed building a demo area behind the shop where employees can operate machinery. We know that in order to have the workforce we need, we must educate incoming and current employees and improve their skill sets."

Whatever the future holds, Lowder expects to be a part of it.

"I plan on taking a back seat at some point, but I don't think I can handle retirement, psychologically," said Lowder. "I really like this work, and I am committed to my employees. I have 90 families who depend on this company. I'm working for them as much as they are working for me." ■

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A SALUTE TO A LINDER CUSTOMER

EQUESTRIAN SERVICES INTERNATIONAL LLC

'Love of the sport' helps family business to thrive



Brett Raflowitz,
Owner



David Raflowitz,
Operations Manager

Most people try to make a profession out of something they like doing. Brett Raflowitz is a great example. He combined a job he enjoyed with a sport he has a passion for, and he brought in the people he loves to work with him. The result is Equestrian Services International LLC (ESI) – based in Wellington, Florida – one of the predominant builders for equestrian arenas.

Raflowitz grew up operating machines in his father's underground-pipe business. When he wasn't on a machine, he was usually riding a horse. When it came time to choose a career, he decided to become a fireman, but his passion for horses and heavy equipment remained. He continued to ride and also started a landscaping company as a side business with his brother, David. The operation grew, and Raflowitz began taking on jobs tied to equestrian facilities. Eventually, the brothers focused exclusively on those projects and changed the company's name to Equestrian Services International LLC.

"I've been riding horses and tractors all of my life," said Brett Raflowitz. "The idea to get into

this business came from competing in horse shows across the country. A lot of arenas needed work, and we had most of the equipment to do it. Once we started, we grew quickly."

Family is an important part of the ESI equation as Raflowitz's wife, Tracy, is the Chief Financial Officer. Their son, Garrett, performs jobs around his school schedule, and daughter, Brittnei, manages the company's social media presence. She also rides horses for ESI in national competitions. Raflowitz's dad, Ed, is involved in the business, and David is now an Operations Manager.

"Riding is something that our family really enjoys," he added. "It's nice to have built a family business around the sport we love. Tracy's my right hand. She continues to handle the accounts and has home-schooled the kids. She's the reason we have been able to do this as a family."

In just 10 years, ESI has earned a sterling reputation by completing projects around the globe, including Canada, Mexico, the United Arab Emirates and Austria. An experienced and dedicated staff is crucial to coordinating and completing those jobs successfully.

"We travel a lot, but we have a great crew that enjoys it and loves this work," said Raflowitz. "Our office managers – Megan Caballero and Dominic Shrader – keep everything organized, and Operations Manager Travis Gould tracks all of our equipment. Bart Poels is our counterpart abroad, based in Belgium. He's very important to everything we do internationally."

Passion leads to success

The equestrian world is close-knit, and word of ESI's abilities spread quickly. The company built its reputation by creating custom footings, the material that comprises the riding surface in arenas. ESI makes nearly 50 varieties of footings for customers,

ESI began work on the Tryon International Equestrian Center in North Carolina three years ago. When completed, it will feature 10 riding arenas, the world's largest derby field and a 9,000-foot cross-country course with a customized riding surface under the turf.



each consisting of a unique mix of sands, polyesters, waxes and polymers.

"We have core ingredients, but just like Coca-Cola, we keep those secret," joked Raflowitz. "We create a footing with the horses in mind, so that it's not only firm enough for a 1,500-pound horse to jump from, but also has enough cushion to absorb 6,000 pounds of force. Each event also requires a specific surface. Knowing the sport and understanding horses is a significant advantage for us."

Raflowitz says it's a delicate balance when creating footings rather than a one-size-fits-all solution. "Every arena and region is different, so we take that into consideration. Our footings have a proven, 10- to 15-year life span. We're proud to say that we've never installed a footing that's experienced riding issues."

The family's dedication to the sport and a growing project list also help ESI build contacts with industry leaders such as Mark Bellissimo, a managing partner for several equestrian riding arenas. This relationship positioned ESI to land some large projects, such as the Tryon International Equestrian Center in North Carolina.

"Bellissimo's vision is to host the biggest and best show in the world," explained Raflowitz. "He already had the biggest horse show – the Wellington Equestrian Festival held at Palm Beach International Equestrian Center. His goal for Tryon is to build a facility that surpasses Palm Beach."

Construction on Tryon began three years ago. When completed, it will include 10 riding arenas, the world's largest derby field and a 9,000-foot cross-country course with a customized riding surface under the turf. Condos, private homes and three-acre farmettes – which include a barn, riding arena and paddocks for horses – will surround the Tryon complex.

Raflowitz coordinated with Bellissimo on the basic concept for the Tryon design and focused on riding-surface irrigation, drainage and landscaping during construction.

"We've been working 10-12 hours a day, seven days a week on this project. Our biggest challenge is there isn't enough time in the day," said



► VIDEO

Creating high-quality, custom footings for riding arenas made ESI a major player in the industry. For the Tryon International Equestrian Center in North Carolina, ESI uses a Komatsu WA200-7 wheel loader and a PC210LC-11 excavator to mix material for footings.



► VIDEO

Operator Jeremiah Tzun spreads a rock base with one of ESI's two Komatsu D39PX dozers. "The D39 is a great machine," he said. "It has a lot of power, and it always gets the job done."

Raflowitz. "Just like with the footings, our success stems from our understanding of the sport. We want to make sure the water drains to the correct places, the crown and surfaces are perfect and that the overall layout makes sense. We're horse people, and that's appreciated."

Komatsu changes the game

Precision is key for Raflowitz. From the time he started in the business, he has believed in GPS equipment. ESI started with lasers on its tractors and dozers, then moved to aftermarket GPS systems and finally to integrated *intelligent* Machine Control equipment from Komatsu.

"Technology has allowed us to grow, while also becoming more efficient," noted Raflowitz. "It is everything to our business. We go to a site, set up our base station and get to work. I am a stickler about being on-grade, and the technology allows us to do that. I couldn't do this job without it."

Continued . . .



Discover more at
TheLinderLink.com

'Lucky to do something that I love'

...continued



Shane Sullivan,
Foreman

ESI owns a Komatsu D51PXi dozer and rents other *intelligent* Machine Control dozers regularly.

"On a recent project, we had our D51i and a rented D61i operating side-by-side on a riding field, and we were moving 80 loads of dirt a day – that's unreal," proclaimed Raflowitz. "I don't know how we would do anything without them. Komatsu technology is so much more advanced than any other brand."

ESI's affinity for Komatsu equipment includes standard machines as well. It owns four wheel loaders (two WA200's, a WA150 and a WA100), a PC210LC excavator and two D39PX dozers.



An experienced and dedicated staff is crucial for ESI to coordinate and complete jobs successfully. "We travel a lot, but we have a great crew that enjoys it and loves this work," said Owner Brett Raflowitz (left).

Komatsu wheel loaders, like this WA200-7, are a staple in ESI's fleet. "I've always been a fan of Komatsu loaders," explained Owner Brett Raflowitz. "They are strong and durable. The loaders were our first pieces of Komatsu equipment, and they are the reason we've added other Komatsu machines."

▶ VIDEO



"I've always been a fan of Komatsu," Raflowitz professed. "It started with the wheel loaders, but quickly extended to other pieces. Komatsu makes a great machine. No matter what equipment it is, our operators want to drive a Komatsu."

Linder Industrial Machinery Company Sales Rep Jason Heim is ESI's link to Komatsu in its home territory, and he helps ESI work with other distributors when the company is at various jobsites around the country.

"Jason and Linder make our lives a lot easier," said Raflowitz. "They are always there for us when we need something, and they never hesitate to connect us with Komatsu distributors when we are working somewhere else."

"When we are on the road, we can't afford to wait on equipment," he added. "The Komatsu distributors are great about getting us what we need, when we need it. The machines are always in excellent condition. Our customers have millions of dollars to spend on their properties, so it makes a terrific impression when we show up with equipment that looks brand new."

Continued dedication

Catching up with Raflowitz may be difficult in the coming months. In addition to traveling the world to look at prospective building sites and monitor current projects, he also plans a trip to Europe to watch Brittni represent the United States in three shows on the Developing Rider Tour. While it is a lot of travel, Raflowitz doesn't see it as a burden.

"I enjoy this job, and I love the sport," he said. "I am so lucky to be able to do something that I love, and do it with my family. We have a passion, and I am excited to see where it takes us next."

Raflowitz says that he is confident in ESI's future prospects, and he understands that growth will only happen if the company continues to deliver quality work. "It is amazing how many equine projects are available. Our goal is to keep all of our jobs and growth in check. This is a reputation-based industry, so upholding that is important. Delivering quality results will keep us in demand and successful, and it will help the sport, which is just as important to us." ■



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NEW PRODUCT LINE

Linder adds Terramac crawler carriers to its list of quality machinery

Linder Industrial Machinery now offers Terramac crawler carriers, representing the product line in Florida, North Carolina and South Carolina. Units are available for sale or rent, and Linder covers them with full parts and service capabilities.

Linder carries Terramac's RT9, RT14 and RT14R models that serve a wide range of industries, including general construction, mining, agriculture and utility. In addition to Terramac's three standard options – convertible dump-to-flat beds, rock dump beds and flatbeds – Linder has Terramac units with customized support attachments, such as cranes, drills, generators and tanks.

"Offering top-notch products is part of our commitment to providing superior service to our customers," said Linder President John Coughlin. "Terramac products fit the need for a quality machine that can be used for various

jobsite applications. Their crawler carriers provide versatility to tackle any job and the cutting-edge technology to get you there. We're confident our customers will see the value in Terramac as we do."

All 16 Linder branch locations provide sales, rental and support for Terramac machines. Linder is committed to delivering timely service, and its parts and service technicians are equipped with state-of-the-art technology to ensure machines are maintained at the highest standards.

"Linder has an outstanding reputation for customer satisfaction through their extensive sales and aftermarket programs," said Terramac President Andrew Konopka. "We're excited for them to join our growing dealer network and the professional reputation they bring to the key, strategic markets in the region." ■



Linder Industrial Machinery now carries versatile Terramac crawler carriers that serve a wide range of industries. Three standard options – convertible dump-to-flat beds, rock dump beds and flatbeds – are available.

'JOBSITE OF THE FUTURE'

Komatsu showcases new *intelligent* Machine Control equipment and SMARTCONSTRUCTION



Chris Hoffman (left) and Travis Demetro of CK-Contracting enjoy the Jobsite of the Future event held at Komatsu's Customer Center in Cartersville, Georgia.

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

Komatsu introduced its first *intelligent* Machine Control products three years ago with the D61i-23 dozers, and this event showcased the

second generation of that machine. The new D61i-24 model features a Tier 4 Final engine that reduces fuel consumption and operating costs. Additional new dozers included the D85i-18 and the D155AXi-8 RC (radio control) that is operated remotely via a radio transmitter.

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

(L-R) Carl Connley, Patrick Walker and Steve Callahan of Callahan Grading.



(L-R) Paul Graham and Steve Scism of Callahan Grading discuss the new PC360LCi-11 excavator with Linder Industrial Machinery Sales Rep Bill Cross.



(L-R) Garrett, Tracy and Brett Rafterowitz of Equestrian Services International meet with Linder Industrial Machinery Sales Rep Jason Heim.



Ezekiel Brinley (left) and Jonathan Hart of Wynn Site Development take in the activities showcasing Komatsu's new *intelligent* Machine Control excavators.



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

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

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

D61PXi-24



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014

IS BIGGER BETTER?

Companies employ rightsizing strategy to purchase equipment and build efficient fleets



Ken Calvert,
Director, Komatsu
Business Solutions
Group



Kurt Moncini,
Komatsu Senior
Product Manager –
Tracked Products

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

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

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

Buying the right machine

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

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

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

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

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

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

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

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





Owning and Operating Cost Comparison Among Komatsu Excavators

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

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

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

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

Technology changes fleets

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

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

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

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

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

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

Continued . . .

Rentals and leases both growing in popularity

...continued

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

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

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

Meeting the trends

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

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

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

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

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

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

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

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

Mix and match

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

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

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



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011

'STRAIGHT TO GRADE'

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

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

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

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

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

Revolutionary automation

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

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

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

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



Jason Anetsberger,
Komatsu Senior
Product Manager



Discover More

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

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



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



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010

MORE EFFICIENT LOADERS

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

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

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

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

'Utility knife on four wheels'

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

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

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

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

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



Rob McMahon,
Komatsu Product
Marketing Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

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

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



WA500-8



WA320-8



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ROUNDING OUT THE LINEUP

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

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

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

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

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

Increase production with SIGMADOZER® blade

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

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

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

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



Chuck Murawski,
Komatsu Product
Marketing Manager



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu D85i-18 Dozers

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

*With SIGMADOZER®

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



Discover More



ADAPTING TO YOUR NEEDS

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



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

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

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

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

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

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

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

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

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

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

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

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

ANSWER: Our new Genuine Care program is an extension of our complimentary Komatsu CARE program for Tier 4 machines. Customers can purchase a Genuine Care program from their Komatsu dealers to pick up where the complimentary maintenance leaves off. As long as that Genuine Care program remains in place, we



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

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

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

ANSWER: We began planning programs that we believed could be of value to our customers and this new trend. Our new Firm Future Order program is a direct result of that. This long-term planning program is designed for the distributor to sit down with a customer and look at what machines the customer is running, the applications those machines are performing in, how hard the machines are working and what the machines will be doing in the future. Then, we schedule large maintenance projects three, six or 12 months in advance, based on the information gathered. We let the customers lock in pricing and guarantee availability of parts. We also schedule the work at times that are convenient for the owners. This enables the owners to build those repair costs into their budgets.

The purpose of this program is to eliminate unexpected downtime through preventive maintenance. We want to help customers plan ahead and involve them in a proactive



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

discussion. Having a plan in place is better than reacting to a surprise failure, and the plan can always be modified. For example, if a machine is scheduled for a transmission replacement, but it is outperforming our estimates, the customer can move the maintenance date but keep the guarantees. We will be ready and anticipate the service on the revised date.

QUESTION: How have customers received these programs?

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

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

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

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

PROVEN VALUE

KOMTRAX helps Jackson Plumbing locate stolen PC35MR excavator

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

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

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

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

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

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

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

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

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



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

Komatsu, Cummins announce global corporate responsibility partnership

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

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

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

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



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SERIES INTRODUCTION

Wirtgen Group launches new Vögele paver series with release of Super 2000-3i



Discover More

The Wirtgen Group recently unveiled its new 10-foot tracked Vögele Super 2000-3i that refines the productive features of the Vision paver (5200-2i) it replaces and elevates asphalt paving to a new level of performance. The Super 2000-3i introduces a new group of wheeled and tracked pavers that will eventually supplant the acclaimed Vision series.

“The Super 2000-3i is designed primarily for use in highway construction and large-scale commercial applications, where power and productivity are paramount,” said Ryan Taylor, Marketing Administrator at Linder Industrial Machinery Company. “It features a basic width of 10 feet, a maximum paving width of 28 feet and

has a top placement rate of 1,540 tons per hour. It will lay a lot of asphalt quickly and efficiently.”

Three main components define the power unit of the Super 2000-3i: its modern, liquid-cooled diesel engine; a splitter gearbox flanged directly to the engine; and a large cooler assembly. The powerful six-cylinder Tier 4 Final engine rated at 250 horsepower drives the paver through even the most robust applications. It is also fuel-efficient and has an *ECO mode* that is sufficient for many applications. A large cooler assembly ensures that the power unit always delivers its full output.

The Super 2000-3i has an innovative and reliable drive concept for accurate tracking. All drive components, including a three-phase generator, are supplied from the central splitter gearbox and operate at maximum efficiency. High-traction crawler tracks efficiently convert drive power into forward motion.

The Vögele Super 2000-3i is designed primarily for use in highway construction and large-scale commercial applications.

Quick Specs on the Vögele Super 2000-3i

Model	Max Paving Width	Max Laydown Rate	Transport Width
Super 2000-3i	28 ft 3 in	1,540 tons per hour	10 ft

ErgoPlus 3

ErgoPlus 3 is the latest version of Vögele’s operating system, now enhanced with a number of ergonomic and functional features. With its new mounting system, the paver operator’s console can be shifted even more conveniently and easily between the right and left sides of the operator’s stand. In addition, it now has a large color display that ensures good readability even in poor lighting conditions.

“Vögele focused on the operator when designing the Super 2000-3i,” said Corey Wall, Wirtgen District Sales Manager in Florida. “Ergonomics, safe operation and operator comfort were key design elements. Vögele’s commitment is to provide the highest quality machine and the industry’s most reliable paver.” ■





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2015 KOMATSU WA270-7		E00039371	A27412	33	CALL
2015 KOMATSU WA200-7		E00039368	80219	15	CALL
2015 KOMATSU WA200-7		E00039369	80297	36	CALL
2004 KOMATSU WA250-5L		E00039497	A3278	8,068	\$32,500
2009 KOMATSU WA250-6		E00039318	A76111	10,705	\$62,500
2003 KOMATSU WA320-3MC		E00039319	A31903	14,021	CALL
2006 CASE 621D		E00039307	JEE200053	9,691	\$39,000

PAVING/COMPACTION

2012 VÖGELE VISION 5203-2 ASPHALT PAVER	E00037301	07750119	2,679	\$165,000
2012 VÖGELE VISION 5203-2 ASPHALT PAVER	E00038347	07750116	3,984	CALL
2012 HAMM 3410 SINGLE DRUM SMOOTH ROLLER	E00038565	H1791766	897	CALL
2012 HAMM 3412H7 SINGLE DRUM ROLLER	E00037910	H1802063	643	CALL

EXCAVATORS

2012 KOMATSU PC138USLC-8		E00037229	27454	4,870	\$95,000
2013 KOMATSU PC138USLC-10		E00037812	40103	3,767	\$115,000
2010 KOMATSU PC27MR-2		E00038166	20075	2,883	\$29,000
2013 KOMATSU PC360LC-10		E00038660	A32720	3,101	CALL
2005 KOMATSU PC750LC-7		E00037111	20067	10,334	\$165,000
2007 KOMATSU PC138US-8		E00038949	20009	5,758	\$61,500
2008 KOMATSU PC45MR-3		E00039083	5006	3,442	\$25,000
2006 KOMATSU PC50MR-2		E00038874	7650	2,847	\$28,500
2007 KOMATSU PC50MR-2		E00039211	7424	7,192	\$25,000
2015 KOMATSU PC88MR-10		E00038992	7220	613	CALL

DOZERS

2016 KOMATSU D39PX-23	E00039539	90988	294	CALL
2006 KOMATSU D41P-6C	E00039302	B40946	6,088	\$43,500
2012 KOMATSU D51PX-22	E00037896	B12076	5,410	\$86,000
2005 CASE 650K	E00039303	CAL002647	6,475	\$36,500
2013 CATERPILLAR D5K-2-LGP	E00038875	KYY00800	3,878	\$108,500
2000 JOHN DEERE 750C-LT	E00039283	885852	6,628	\$33,000

 denotes Komatsu-certified machine

For additional information, please contact your local sales representative.



2012 VÖGELE VISION 5203-2,
Stk #: E00037301, 2,679 hrs. – \$165,000



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



2010 KOMATSU PC27MR-2,
Stk #: E00038166, 2,883 hrs. – \$29,000

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