

# LINDER LINK

A publication for and about Linder Industrial Machinery customers • May 2017

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MACHINERY  
COMPANY



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## MESSAGE FROM THE PRESIDENT



John Coughlin

**Strong  
additions to  
Komatsu's  
lineup**

### LINDER | INDUSTRIAL MACHINERY COMPANY

Dear Valued Customer:

If you attended CONEXPO/CON-AGG, you saw some of the new innovative products in today's construction marketplace, as well as services that companies such as Komatsu and Linder Industrial Machinery Company offer to support them. In case you missed the show, this issue of your Linder Link magazine recaps the triennial event.

Among the Komatsu products featured at the Las Vegas show were new Tier 4 Final machines that increase your production and efficiency. You can read about several of them inside as this issue highlights the broad range of equipment that our leading manufacturer carries. There are also articles on a new dozer, wheel loader, excavator and more.

We back most new Komatsu Tier 4 machinery through the Komatsu CARE program for the first 2,000 hours or three years. Our trained technicians perform the services at your locations during a convenient time to minimize downtime. Tier 4 Final machines have added components, and Komatsu CARE covers those as well. You can learn more about the program in an article inside.

Of course, we have other maintenance programs designed to help maximize your uptime and increase the longevity of your machinery. Our parts and service capabilities are second-to-none, and not only include Komatsu, but all brands we carry. We also offer service on competitive machinery.

As always, 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

# LINDER & LINK

A publication for and about Linder Industrial Machinery customers

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Meet the people behind Southland Construction, Inc., an Apopka, Fla., firm engaged in a wide variety of services, including bridge building.

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Published by Construction Publications, Inc. for

**LINDER** | **INDUSTRIAL  
MACHINERY  
COMPANY**  
[www.Linder.com](http://www.Linder.com)

Printed in U.S.A. © 2017 Construction Publications, Inc.

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## **LINDER INDUSTRIAL MACHINERY COMPANY**

### **Central Florida**

#### **Orlando**

23 Taft Vineland Road  
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Fax: 407-422-2342

#### **Plant City**

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Plant City, FL 33563-2014  
813-754-2727  
Fax: 813-754-0772

### **South Carolina**

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West Columbia, SC 29172  
803-794-6150  
Fax: 803-739-8889

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Fort Mill, SC 29715  
803-832-2103  
Fax: 803-548-0154

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864-877-8962  
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Fax: 252-695-6205

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Raleigh, NC 27607  
919-851-2030  
Fax: 919-859-3859

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Wilmington, NC 28401  
910-254-2031  
Fax: 910-254-2035

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Fax: 904-781-5732

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Ocala, FL 34474  
352-629-7585  
Fax: 352-629-2810

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# SOUTHLAND CONSTRUCTION, INC.

## From restaurants to highways, this Florida firm offers a wide array of services



Joe Raucci,  
Vice President/  
General Manager

Labeling Southland Construction, Inc. is no easy task. The organization calls itself a “horizontal and vertical contractor,” but that doesn’t quite describe the various services the Apopka, Fla., company offers. Southland’s project list features dozens of McDonald’s fast-food restaurants as well as the interstates that people can take to get there.

“We handle roads, bridges and utilities; and we also construct buildings like restaurants and tolling facilities,” explained Vice President/General Manager Joe Raucci. “We’re involved in a lot of everything. I guess it would be fair to call us multifaceted.”

Founder and President Dan Carr started Southland Construction in 1977 as a building contractor focusing on smaller jobs, typically banks, hospitals and schools. In the late 1980s, the firm began its relationship with McDonald’s and has built or renovated more than 1,000 restaurants to date. In the early 1990s, the company made the jump to heavy-highway construction, a move that helped it flourish.

“We were doing well with site development, but when we got that first road project, we really

began to blossom,” recalled Raucci. “Today, we’re a major player. Some people may think we’re a small fry – but that is OK with us.”

The company’s growth from when it opened 40 years ago to today is undeniable – it currently has 220 employees. Raucci estimates that roadwork comprises nearly 75 percent of Southland’s work annually, and since 2007 that percentage has increasingly involved bridge construction.

“Many design-build road projects include bridges, and we had difficulty competing. We realized that we needed to find a company with more bridge experience to pair with to win bids,” noted Raucci. “Eventually, we wanted more control, so we hired some people with a lot of experience in that area, which helped raise our game.”

Putting together a top-notch staff has always been a priority for Southland Construction, and Raucci, who joined the business in 1988, lists it as one of the main reasons for the firm’s success.

“We have many long-time employees who are truly invested in this company, which makes a huge difference,” said Raucci. “That attitude starts at the top. Dan (Carr) is committed to his staff, and it shows. People stay because they really like it here.”

### Efficient success

Southland’s foray into bridge work yielded its largest job ever in 2016. The company began tackling an \$80 million contract for the Central Florida Expressway Authority. The two-year project will see Southland move 2.7 million yards of dirt and complete construction of eight bridges, including the largest and most complex the company has ever built.

Southland Construction’s office serves as the hub for the company, which has a project list that includes interstate, bridge, tolling facility and fast-food restaurant construction.







A multi-lane, three-quarter mile, post-tensioned, curved haunch girder, concrete bridge is the centerpiece of Southland's \$80 million project for the Central Florida Expressway Authority. "It's serious construction," said Vice President/General Manager Joe Raucci. "There are a lot of moving pieces on this job, but we're pleased with the orchestration so far. It's a challenge, but we're happy to have it."

"This assignment will feature a multi-lane, three-quarter mile, post-tensioned, curved haunch girder, concrete bridge," explained Raucci. "It's serious construction. We started in January 2016, and we are still about a year from completion. There are a lot of moving pieces, but we're pleased with the orchestration so far. It's a challenge, but we're happy to have it."

Southland took a couple of measures to help improve its dirt-moving operation. The first step was renting a fleet of 14 Komatsu HM400 articulated trucks from Linder Industrial Machinery Company and Sales Rep Nick Georgi.

"We needed those trucks for this project because it's so big, and the trucks have been awesome," said Raucci. "They can really move with a full load on them. We actually had to tell our operators to lighten their loads for maximum fuel efficiency. Our sweet spot is 44,000 pounds, and the trucks can just fly."

"To further improve efficiency, we constructed a temporary clay road for our trucks to use from the borrow pit to project the site," he added. "This way they aren't slogging through loose, granular fills, which saves time and fuel. It also reduces wear and tear on the machines."

In another effort aimed at improvement, Southland installed a laser scanner on each truck to automatically measure the loads. The technology scans each bed after it's filled and provides a differential measurement that is highly accurate.



A Southland Construction operator uses a Komatsu PC490LC excavator to load an HM400 articulated truck.

"We're one of the few companies with a radio-frequency ID setup like this, and it's a valuable system," Raucci offered. "This saves us twice. First, we know exactly how much material we are moving so we can only charge and be invoiced for precisely what we have purchased, eliminating any questions about volumes that tend to plague our industry. Secondly, our operators know the specific sizes of their loads in real time, allowing them to carry the most efficient size and provide for real-time productivity measurements."

Raucci lauds the crew at the site for its dedication and commitment to the interstate bridge work.



Discover more at  
[TheLinderLink.com](http://TheLinderLink.com)

*Continued . . .*



# 'The hydraulics are bulletproof'

... continued

"Project Manager Tom Crittenden is the best there is, and his crew is the reason we've succeeded on this job," noted Raucci. "There is a lot going on, but they are on top of it."

## Getting intelligent

Southland also turns to Linder and Georgi to help build the rest of its fleet, which includes nearly 50 Komatsu dozers, excavators and wheel loaders. Its latest addition was a Komatsu *intelligent* Machine Control D51PXi dozer, and the results have impressed.



Southland Construction Vice President Joe Raucci (left) calls on Linder Sales Rep Nick Georgi. "Linder is our go-to vendor," said Raucci. "We've had a long relationship with Linder and Nick. We walk hand-in-hand; our plan is their plan."

A pair of Southland Construction's Komatsu HM400 articulated trucks wait to be filled by a Komatsu PC490LC excavator at the Central Florida Expressway Authority project. The company will move 2.7 million yards of dirt on this job.



"Within the last two years, we have made a commitment to GPS machine-control Topcon systems on our dozers and excavators," reported Raucci. "The results have been great for us. Because of that, we decided to take the next step and get a D51PXi, and it has been amazing. The operator who runs it is old-school, but he is thrilled with it. He told me never to send a surveyor to his site because he can do it all with the dozer."

Southland also has several standard Komatsu dozers and excavators.

"We love Komatsu machines," shared Raucci. "The dozers have a great footprint and maneuverability, and the visibility is unrivaled. We've moved some serious dirt with them. The excavators have excellent breakout power, and the hydraulics are bulletproof. Dollar-for-dollar, Komatsu machines are the best on the market."

In addition to dependable equipment, Southland appreciates the service and support it receives from Linder and Georgi.

"Linder is our go-to vendor," said Raucci. "They give it to us straight, which we appreciate. We've had a long relationship with Linder and Nick. We walk hand-in-hand; our plan is their plan."

## Eclectic company

Diversification is an important element for Southland Construction. That theme also carries over to the heartbeat of the company, its employees.

"We're a motley group of people, and we wouldn't have it any other way," shared Raucci. "We have men and women from all over the world in positions throughout our company. Although we come from different backgrounds, somehow we make it all fit."

Keeping employees busy and happy has been a key to success for Southland Construction, and Raucci says that the company takes steps to ensure that it stays that way.

"Without our employees, we wouldn't be where we are. We certainly appreciate all they do, and we try to give back to them. We offer great benefits and a safe workplace. We do things like safety bingo where people can win money for being safe. It isn't a lot, but little things like that can go a long way. I think our future is strong, and our employees are the main reason why." ■



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# CELRIVER SERVICES

## Latest technology is the only way to go for this South Carolina company



Mark Mather,  
President and  
Owner

Many companies promote the capability to handle a project in-house with all of the services they offer. However, few are able to do it from conception to completion the same way that Mark Mather and his South Carolina company, Riverwalk, can.

Mather got his start in heavy industrial construction growing up in Cincinnati. There, he spent 30 years working in civil construction, heavy environmental landfill and dredge operations. He used this diverse background to open Riverwalk in 2005 and has helped the company find footing on a large and unique undertaking in Rock Hill, S.C.

Mather's Assured Group, of which he is also the Owner, purchased an obsolete textile-manufacturing facility in Rock Hill and embarked on building a master-planned community on the 1,000-acre site.

"We worked with both city and state administrators to come up with a design for the Riverwalk community," recalled Mather. "In our planned, 3 million square-foot industrial park we have developed roughly 2.1 million

square feet and intend to break ground on another 500,000 square-foot building this spring.

"Riverwalk, at completion, will have a residential community of 1,000 single-family houses, 700 multi-family units and nearly one-million square feet of office and retail space, in addition to several recreational trails and complexes within the development," he added.

To take the site from textile factory to a booming suburban community Riverwalk needed a construction company that it could depend on, so Mather started Celriver Services, and got to work. Twelve years later, it is still on the job.

"We've done everything: completing demolition and environmental waste rehabilitation of the original site; planning the community; grading; excavating; as well as constructing the houses and buildings," said Mather. "All told, it's been close to a \$600-million project."

### Houses, restaurants and bikes

Although Celriver Services has technically been employed on just one project in its history, to consider the firm a one-trick pony would be incorrect. One of the challenges in constructing a community from scratch is that handling every assignment requires careful attention.

"We handle the infrastructure; build roads; and install the storm, sanitary, and domestic water lines, which is common for a construction company, but we tackled some other cool features as well," explained Project Manager Jim Kilpatrick. "This development has a fitness theme, particularly geared toward biking. We've built a velodrome track, a world-class BMX course, a criterium track and a three-mile walking trail, plus installed miles of bike lanes on the streets.

The Riverwalk community that Celriver Services is constructing has a fitness theme. It includes the Rock Hill Fitness Center, with a 250-meter Giordana Velodrome track.





A Celriver Services crew uses a Komatsu *intelligent Machine Control* PC210LCi-10 excavator to lower a piece of pipe into place.

"The development borders the Catawba River, and we've created a kayak launch and other areas so that people can take advantage of the water," he added. "We've done a little bit of everything here."

Those diverse ventures are just a small example of the many jobs Celriver Services has completed at the Riverwalk community. Since 2013, Celriver has also partnered in the construction of 160 homes, five apartment complexes and a mixed-use building. Future plans include sites for an assisted-living facility, grocery store, a large office complex, a retail center and several restaurants.

"This was a highly ambitious project," admitted Mather. "We had some big plans, and the first few years were slowed by the recession, but now it's progressing at a better rate. We still have a ways to go though."

### **The *intelligent Machine Control* and Linder advantage**

Mather realized he needed a serious fleet of equipment to see his vision through, so he did his due diligence and tested machines from numerous manufacturers. When the dust settled,

the clear winner was Komatsu's *intelligent Machine Control* equipment from Linder Industrial Machinery and Sales Rep Bill Cross.

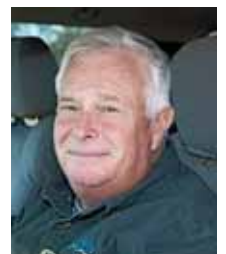
"The most important thing to us when looking at machines was quality control, and with the ability to hit and track grade using the *intelligent Machine Control* pieces, Komatsu was the clear choice," explained Mather. "Today, seven of the 11 Komatsus in our fleet are iMC machines."

Mather wanted to ensure that Celriver was getting the most out of its *intelligent Machine Control* pieces, so Linder and Technology Solutions Expert Tracy Skipper worked with the company to install a centralized base station at the Riverwalk development.

"Tracy and Linder went above and beyond to set us up and offered some simple solutions to problems that we thought would be major issues," detailed Kilpatrick. "They installed a base station at our headquarters and ensured that it reached the entire site for full coverage. If we need anything, Tracy is a call away. We had an issue once while he was out of town, and he solved it over the phone. That level of dedication means a lot to us."



**Jim Kilpatrick,**  
Project Manager



**Mike Knott,**  
General  
Superintendent

*Continued . . .*



# The PC210LCi-10 is a workhorse

... continued



Tracy Skipper, Linder Technology Solutions Expert, works with Celriver Services to ensure the company is getting the most out of its *intelligent* Machine Control equipment.

Utilizing a “smart” fleet has provided a major advantage to Celriver.

“Our goal is to move 6,000 to 8,000 yards of dirt per day with two excavators,” noted Kilpatrick. “We typically hit that goal, and we don’t use any stakes. That’s a major advantage, and it’s all because of *intelligent* Machine Control.”

“Embracing the latest innovations has resulted in serious time and material savings,” added Mather. “I am a huge fan of technology, and *intelligent* Machine Control from Komatsu is amazing.”

## Komatsu handles it

In addition to the technological advantages, Celriver selected Komatsu because of the performance of its machines in the field. The firm’s most popular units are its three Komatsu PC210LCi-10 excavators with automated control.

“The PC210LCi is a workhorse,” explained Kilpatrick. “We handle nearly all of our pipe jobs with it. They are quick and can handle a lot of work. We had a competitive machine on rent, and it couldn’t lift our trench boxes, but the PC210LCi handled it with no problem. It’s a tough machine, and the GPS keeps it on grade automatically. We love it.”

Another popular excavator for the company is its PC88MR. Kilpatrick says it is Celriver’s most used machine as it handles water and sanitary services, in addition to sidewalk grading. Its compact size and Roadliner tracks make it a versatile machine at the development.

Celriver also deploys a pair of Komatsu *intelligent* Machine Control D61PXi-23 dozers for rough grading.

“Having the machine control on for rough grading certainly speeds up the process,” shared Kilpatrick. “We don’t need stakes, and the tracks are constantly measuring elevation. We use the GPS from first to last pass. The dozers do a great job of getting the site ready for our excavators to come in and install utilities.”

## More work remains

Twelve years into the project, Mather estimates that the Riverwalk development has six years remaining until completion. He hopes to have the majority of the civil work wrapped up in two years and then focus on finishing nearly 600 lots for homes, as well as major connector roadways to neighboring highways by 2023.

As for the future of Celriver Services, Mather says that it will remain busy until the end of this project, but wants it to have a lasting impact long after completion of the development.

“We’ve fully embraced technology, and I think more people in our industry should as well,” said Mather. “I hope the result is educated people in the seats of these machines and more becoming interested in this field, that’s our goal. This is the way to get more people to fall in love with civil work and reshape our workforce.” ■

Celriver Services Owner and President Mark Mather (left) turns to Linder and Sales Rep Bill Cross for Komatsu *intelligent* Machine Control equipment. “I am a huge fan of technology, and *intelligent* Machine Control from Komatsu is amazing,” said Mather.



A Celriver Services operator uses a Komatsu *intelligent* Machine Control D61PXi-23 dozer for rough grading at the Riverwalk development. “Having the machine control on for rough grading certainly speeds up the process,” said Project Manager Jim Kilpatrick. “We don’t need stakes, and the tracks are constantly measuring elevation. We use the GPS from first to last pass.





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# A GLIMPSE INTO THE FUTURE

## CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry



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TheLinderLink.com

(L-R) Tracy Skipper of Linder Industrial Machinery Company answers questions about Komatsu's latest technology from Richard Hershberger, Robbie Home and Keith Gregory all of Palmetto Grading & Drainage, Inc.



Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.

Attendees of CONEXPO-CON/AGG may have gone to the show "Imagining What's Next," but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features factory-integrated GPS technology that works



from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like," said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

### **Latest Tier 4 machinery, Certified CARE excavator**

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the

*Continued . . .*

## **Komatsu machines earn accolades for highest retained value**



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■



# Attendees see latest technology at CONEXPO

... continued

(L-R) Bill Jacobi of Komatsu, Nick Georgi of Linder Industrial Machinery and Ian Gianetti of Hubbard Construction Group discuss the features of Komatsu's PC650LC-11 excavator during CONEXPO.



PC170LC-11 excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

A Komatsu CARE Certified PC170LC-11 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

"CONEXPO is a great opportunity to see the latest in equipment and technology that's advancing the construction industry," said Komatsu's Rich Smith, Vice President, Product and Services Division. "It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it." ■

*The next CONEXPO-CON/AGG is set for March 10-14, 2020.*



Rodney Burbage (left) of Dorchester Logistics and John Coughlin, President of Linder Industrial Machinery Company, learn more about Komatsu's SMARTCONSTRUCTION services.



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.

Komatsu's outdoor booth focused attention on *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION, Komatsu's integrated support and solutions for operator training, 3-D data, aerial mapping with drones, and a cloud-based service that helps monitor production and progress on the jobsite.





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Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11, feature a revolutionary, factory integrated, machine control system. The exclusive *intelligent* Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

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020



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OWNER / CARLTON, INC / ALPINE, UT

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019



# NEW COMPACT EXCAVATOR

## Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

“The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs,” said Kurt Moncini, Komatsu Senior Product Manager. “It’s easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it’s compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too.”

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

“If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction,” said Moncini. “That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building.”

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

### Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that’s always available on the screen.

“Ground-level access to service points are all located on one side, including fuel, engine oil and air filters,” said Moncini. “That saves time, which can be better spent in production. It’s a terrific all-around machine that’s built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet.” ■



Kurt Moncini,  
Komatsu Senior  
Product Manager



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[TheLinderLink.com](http://TheLinderLink.com)

### Quick Specs on Komatsu's PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu's new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.

### ▶ VIDEO





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# VERSATILE WHEEL LOADER

## The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

### From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,  
Komatsu Product  
Specialist



Discover more at  
[TheLinderLink.com](http://TheLinderLink.com)

### Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

### ▶ VIDEO



# MARRIAGE OF TECHNOLOGIES

## New radio-control dozer combines remote operation and *intelligent Machine Control*



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent Machine Control*.

"The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity," said Sebastian Witkowski, Komatsu Product Marketing Manager. "This dozer meets customer demands in those applications, while utilizing Komatsu's proven, automated, rough-cut-to-finish-grade technology."

Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine's response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent Machine Control* that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent Machine Control* dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

"The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall," Witkowski explained. "Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent Machine Control* products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies." ■

### Quick Specs on Komatsu's D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd

Komatsu's new D155AXi-8 RC dozer combines radio-control grading with *intelligent Machine Control*. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.





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RT9



RT14



RT14R





# SPECIALTY CRAWLER CARRIER

## Full 360-degree rotation of Terramac's RT14R allows dumping at any position

Want the ability to dump in any direction from one position or when on the move? You can have it with Terramac's RT14R, which features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material from any position, even while moving.

This unique rotational functionality allows the 320-horsepower RT14R to offload faster than with a standard straight frame because its tracks don't need to be counter-rotated to drive in another direction. The RT14R's ability to dump in any direction without damaging the surrounding ground also minimizes environmental damage and land-restoration costs.

Low ground pressure and rotating functionality make the RT14R ideal for work in confined spaces and environmentally sensitive areas such as railroad track right-of-way access, rivers and levees, general earthmoving, site prep, mining and utility jobs. It delivers a carrying capacity of 28,000 pounds.

The innovative machine enhances safety by eliminating the time an operator spends traveling in reverse. Downtime is reduced with easy access to maintenance checks, and track wear is significantly less as the unit can spin, resulting in lower repair expenses.

### Excellent flotation with rubber tracks

Like other Terramac crawler carriers, the RT14R incorporates rubber-track technology that exerts minimal ground pressure while fully loaded, making it a good choice for loose and wet ground conditions where heavy, wheeled- or steel-track machines are likely to get stuck. Flotation from the tracks leaves a minimal footprint and less soil disturbance while providing reduced slippage to conquer adverse

conditions, climb faster on rugged terrain and reach remote areas.

The carrier has a multi-function joystick with dump controls for user-friendly operation and a two-speed hydraulic transmission for increased power. It is manufactured in North America, built entirely of premium components. The carrier is ergonomically designed with features such as a wide-access door, windows on all sides and a large rearview mirror for excellent visibility. A tilt hood for engine access and a dog house for fluid/filter checks are also provided for hassle-free maintenance. ■

Terramac's RT14R features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material at any position, even while moving, enabling faster offloading than with a standard straight frame.



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# BETTER BUCKETS

## ESCO introduces general purpose wheel loader models that reduce spillage, provide long life

Wheel loaders are general purpose machines that provide great versatility. In one application you may load gravel and in another mulch or other lighter materials. Getting by with one bucket may not be the most productive or efficient choice.

Fortunately, ESCO now offers a competitive line of general-purpose (GP) buckets for WL20 to WL80 class loaders, ranging from 2.0 to 9.0 cubic yards of capacity.

The buckets feature curved, side-reinforcement plates to reduce spillage and AR400 wear protection in high-wear areas. All ESCO GP loader buckets come standard with a spill guard, bolt-on skid shoes and a replaceable bolt-on edge. They are available with direct-pin or quick-coupler connections.

ESCO GP buckets are precision-manufactured with premium materials for long, reliable service, which reduces maintenance requirements for greater jobsite safety. They were developed to provide more production than conventional loader bucket designs.

### Extreme-duty excavator bucket

For excavators, ESCO offers its SXP (Super Extreme Duty Plate) Lip Bucket, which is designed for the most severe-duty, high-wear applications. It includes all of the ESCO XDP bucket features plus an extreme-duty wear package providing more cast-wear protection than any other ESCO construction-excavator bucket.

This bucket has ESCO's Ultralok® Chisel Points for penetration and strength, two cast

shrouds on each wing, cast-corner wear shoes (heel bands), cast weld-on lip shrouds, AR400 horizontal-wear kit and vertical-wear pads. The Ultralok® system has an integrated hammerless lock that offers safer and easier tooth replacement.

The standard SXP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards. ■

Super Extreme Duty Plate (SXP) Lip Bucket features ESCO's Ultralok® Chisel Points for penetration and strength. The SXP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards.



ESCO's general-purpose wheel loader buckets reduce spillage and provide high-wear protection for loaders in the WL20 to WL80 classes. They range from 2.0 to 9.0 cubic yards.



# BUILT FOR THE LONG HAUL

## Dan Funcannon says mining truck design and quality manufacturing ensure durability and dependability



**Dan Funcannon, Vice President  
and General Manager of the  
Mining Division**

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

In his role as Vice President and General Manager of the Mining Division, Dan Funcannon is responsible for the sales and support of Komatsu mining products in North America, as well as its 200-ton and larger mining trucks globally. He moved into the position last fall. Funcannon joined Komatsu in 1994 as a design engineer and has held roles of increasing responsibility within research and development.

Most recently he was Director of Engineering, overseeing all engineering activities related to large mining trucks. Funcannon directed new product research and development projects, including AC-drive haul trucks; autonomous technology adoption into large mining trucks; and innovations to improve safety, quality, reliability and productivity.

"I started my career with a third-party company that Komatsu used for contract engineers," Funcannon recalled. "Then, I was hired directly by Komatsu and began working in the structural engineering group, which is responsible for all major structural components of our mining trucks – the frame, axle housing and bodies – referred to as the backbone. I was involved with design, testing and quality confirmation for the structural components."

Funcannon is a native of Peoria, Illinois, where Komatsu manufactures mining truck products and houses the Research and Development Group behind the design of electric dump trucks that are 200 tons and larger. He graduated from Bradley University in Peoria with a Bachelor of Science degree in mechanical engineering.

"In the past few years Komatsu has shifted its focus to a customer-centered approach instead of simply serving as an equipment manufacturer," said Funcannon. "That means we communicate more with customers at their sites, listen to their needs and input and then implement their recommendations into the design and manufacture of new products as well as strong support systems. It has strengthened relationships and helps us better meet customers' needs."

**QUESTION:** As head of the Mining Division you oversee operations at the Peoria Manufacturing Operation (PMO). What products does that facility produce?

**ANSWER:** PMO produces one mechanical truck, the HD1500, for the North American market. We are also responsible for six electric-drive models globally, ranging from the 200-ton-capacity 730E-8 to the recently introduced 980E-4. At 400-ton-capacity, the latter is now our largest truck ever.

In some cases, we manufacture more than one version of a product. For example, our 830E and 930E trucks have both standard and autonomous (driverless) models, and our 860E and 960E products have trolley versions, which operate using overhead electrical lines.

In Komatsu terminology, PMO is a mother plant, which means it also houses the Research and Development Group for the products manufactured there. That group is responsible for developing Komatsu's electric dump trucks.

**QUESTION:** Why should a mine consider using Komatsu trucks?

**ANSWER:** Bottom line, we make high-quality and reliable trucks that are built to last and meet customers' total cost of ownership goals. We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability. In fact, when customers talk to us about purchasing new units, we are frequently asked to guarantee that their availability will be at or above 90 percent throughout the life of the trucks. We're confident in providing that guarantee because of our robust designs, quality manufacturing process and world-class support through our distributor network.





Komatsu's Peoria Manufacturing Operation designs and builds 100-ton to 400-ton trucks, including the popular 930E.

**QUESTION: Where does each product fit?**

**ANSWER:** That's dependent on customer need. Many of our Ultra-Class products, which are 300-ton-capacity or larger, are put to work in copper or coal mines. Smaller-sized trucks are heavily used in iron, but some of those mines may go to a larger size, depending on several factors.

**QUESTION: How does Komatsu help determine what trucks a mine needs?**

**ANSWER:** We have an Applications Engineering Group that works closely with customers to evaluate their mines and production requirements, and then makes recommendations. The group looks at loading areas and equipment, haul roads, distance to a crusher or stockpile, material and a whole host of other determining factors.

We go beyond simply recommending machinery. We also have a Mining Optimization Group that helps identify ways to maximize production and do it more efficiently and cost effectively. The ultimate goal is to help our mining customers keep their per-ton costs as low as possible.

**QUESTION: The mining industry has experienced a downward trend in the past few years. What do present and future conditions look like?**

**ANSWER:** There are some signs that the markets have bottomed out, and hopefully that is the case. Commodity prices have risen a little. I think there is cautious optimism that things might pick up in 2017 and that there will be incremental improvement. ■



Dan Funcannon says Komatsu products are manufactured with superior quality and robust designs, "We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability."

Vice President and General Manager of Komatsu's Mining Division Dan Funcannon says, "We make high quality and reliable trucks that are built to last and meet customers' total cost of ownership goals."

# TECHNOLOGY DRIVES SERVICE

## With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,  
Komatsu Director of  
Product Marketing



Discover more

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

"As technology continues to move forward, so do our service offerings," said Komatsu Director of Product Marketing Doug Morris. "Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes."

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

"We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program," noted Morris. "When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that."

### Data sophistication

Komatsu's telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

"With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage," explained Morris. "However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage.

"As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them," said Morris. "The more data we are able to offer our customers, the more efficient they can become, and that's our goal." ■





# Outlook foresees construction growth throughout 2017

Dodge Data & Analytics' 2017 Construction Outlook report points to positive signs for the year, with nearly all sectors growing or remaining level, with the exception of the electric-power and gas sectors. The report predicts a 5-percent increase in total construction spending, led by single-family housing, which is expected to rise by 12 percent.

Institutional buildings may increase as much as 10 percent, followed by manufacturing and commercial buildings, as well as public works, all of which may rise 6 percent, according to the report. Multifamily housing will remain flat, while construction related to electric utilities and gas plants could plunge by nearly 30 percent.

"On balance, there are a number of positive factors which suggest the construction expansion has room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest-rate hikes will be gradual and few, and a new U.S. president is in place." ■



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# NEW FUEL RULES

## EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first

coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO<sub>2</sub> emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO<sub>2</sub> emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.







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2012 VÖGELE 5203-2, Stock # E00038347,  
S/N 07750116, 3,984 hrs. .... \$125,000



2012 KOMATSU PC240LC-10, Stock # E00039781,  
S/N A20181, 3,574 hrs. .... \$199,500

Year/Make/Model	Description	Stock No.	S/N	Hours	Price
<b>WHEEL LOADERS</b>					
2015 KOMATSU WA380-7	 cab, A/C, 124" 6.0-cu-yd pin-on bkt, aux hyd, radio, 23.525 Michelin tires	E00040883	10295	1,489	\$189,000
2016 KOMATSU WA270-7	 std spec [2-spool valve, Michelin tires], 20.5R25 XHA Michelin tires, 20.5" rims, std broom, 2-spool mono-lever hyd control valve, std bkt cylinder, std engine air intake, 3-cu-yd coupler bkt for WA270, hyd coupler for WA270	E00040641	81117	844	\$145,000
<b>DOZERS</b>					
2014 KOMATSU D51PXi-22	<i>intelligent</i> Machine Control, cab, A/C, PAT blade, 28" shoes, TOPCON UHF antenna	E00040011	B13733	3,068	\$187,000
2014 KOMATSU D61PXi-23	 <i>intelligent</i> Machine Control, cab, A/C, 34" tracks, PAT blade, drawbar, TOPCON UHF antenna	E00040755	30664	2,935	\$215,000
<b>EXCAVATORS</b>					
2015 KOMATSU PC210LG-10	 cab, A/C, 31.5" TG shoes, 9' 7" arm, 48" bkt, TOPCON 915SS antenna, premier warranty through 8/18/17 or 3,000 hrs.	E00040757	452792	1,247	\$215,000
2012 KOMATSU PC240LC-10	 cab, A/C, 31.5" shoes, aux hyd, Genesis GXP 400R rotating shear with new blades	E00039781	A20181	3,574	\$199,500
2008 KOMATSU PC600LC-8		E00036378	55168	10,073	Call
<b>GRADER</b>					
2010 KOMATSU GD655-3	cab, A/C, 14' moldboard, front-mounted scarifier, Accumulators 14.00X24 tires	E00040321	51723	3,579	\$136,000
<b>PAVER</b>					
2012 VÖGELE 5203-2	20 AB/VF600-2V screed, rubber-tired	E00038347	07750116	3,984	\$125,000

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For additional information, please contact your local sales representative.

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