



(L-R) President/Project Manager Scott Kerzman, CEO/Project Manager Bart Anderson and General Superintendent Rory Paggen

U.S. SITEWORK

Years of combined experience helps young Elk River, Minn., company get off to a fast start



KOMATSU®

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**Komatsu adds
value while
meeting
regulations**



Dear Valued Customer:

When new emissions regulations were introduced several years ago, Komatsu decided to provide more for its customers than simply machines that lowered emissions. Yes, it met the standards to reduce NO_x and soot, but it went a step further by producing machines that offer greater efficiency, while maintaining or improving production.

Komatsu has already introduced a significant number of new products this year, and we anticipate even more throughout the year. Some are Tier 4 Final and some are *intelligent* Machine Control products. Komatsu built all of them on the solid foundation of the Tier 1 machines it introduced 20 years ago. Several of these new machines are featured in this issue of your RMS Road Signs magazine.

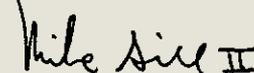
Komatsu's value goes far beyond the machines themselves. A decade ago, it introduced its first version of KOMTRAX, the remote machine-monitoring system that allows users to track their equipment. Throughout the years, Komatsu bolstered the information available in an effort to give customers additional vital statistics. For more information on KOMTRAX, read the featured article and see what customers have to say about it.

Komatsu added additional value once again by providing complimentary scheduled maintenance on its Tier 4 and iMC machines through the Komatsu CARE program. For the first three years or 2,000 hours, our technicians perform the services at your convenience, and at the same time, we perform a 50-point inspection at no charge.

You expect maximum uptime. Komatsu CARE, KOMTRAX and what we believe are the best construction, forestry, specialty and mining machines in the industry, help meet your expectations. We'd love to show you Komatsu's value, as well as how the other outstanding manufacturing lines we carry can meet your unique and specific needs.

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

Sincerely,
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II
President and CEO



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See how years of combined experience is helping this young Elk River, Minn., company get off to a fast start.

WORK INTELLIGENT, WORK SAFE

Here's a recap of a Road Machinery & Supplies Demo Day event, which focused on Komatsu's iMC dozers and excavator.

PRODUCT SPOTLIGHT

Study the enhancements Komatsu made to its PC360LC-11 and PC390LC-11 excavators to increase performance and lower per-ton costs.

INNOVATIVE PRODUCT

Komatsu introduced a new *intelligent* Machine Control, Tier 4 Final version of its popular D65 dozer. Read about it inside.

NEW PRODUCT

Take a look at Komatsu's new D85-18 dozer, which features a SIGMADOZER blade that ups production by as much as 15 percent.

PRODUCT IMPROVEMENT

Discover Komatsu's new GD655-6 motor grader that provides superior grading performance with a class-leading wheelbase.

FORESTRY NEWS

Check out Komatsu's XT-3 Series of track feller bunchers and harvesters, built to improve operator comfort, ease of operation, productivity and reliability.

INDUSTRY NEWS

Read about the plan one DOT official is proposing in order to get long-term infrastructure funding.



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U.S. SITEWORK

Years of combined experience helps young Elk River, Minn., company get off to a fast start

The list of projects U.S. SiteWork has completed includes several large, complex and comprehensive jobs throughout the Midwest. While that may not be unusual for a large, well-established contractor, it's very impressive considering Elk River, Minn.-based U.S. SiteWork is only a couple of years old.

"Just like any new company, we had to find that first job and prove ourselves," said CEO/Project Manager Bart Anderson. "Once we did, and the customer saw what we could offer, things started to fall into place. Our initial job involved a soil correction for a new tank-basin site in North Dakota, moving about 38,000 yards of dirt and hauling in 37,000 tons of sand. With some other work added on, it came to just over \$1 million. A second project followed right after, and we've been fairly steady ever since, with a strong emphasis toward work in the energy sector."

(L-R) President/Project Manager Scott Kerzman, CEO/Project Manager Bart Anderson and General Superintendent Rory Paggen are the owners of Elk River, Minn.-based U.S. SiteWork. The two-year-old company offers a comprehensive list of services that include excavation, earthwork, utility installation, full site packages and more.



Despite being a relatively new company, U.S. SiteWork has decades of experience on staff, led by a management team that, in addition to Anderson, includes President/Project Manager Scott Kerzman and General Superintendent Rory Paggen.

"We all worked for other companies, and in some cases for more than 20 years, before we started U.S. SiteWork," said Anderson. "Each of us brought our own strengths to the table, such as bidding certain types of projects, management or running jobs. Scott and I work on finding and bidding work, and Rory concentrates on overseeing projects. We knew going in that it seemed like a good mix, and we've learned during the past two years that it's a great mix."

"Why call anyone else?"

U.S. SiteWork covers several markets, including industrial, environmental, commercial, agricultural and energy. It specializes in earthwork, which includes common excavation as well as soil correction and stabilization; water main, storm and sanitary sewer utility installation; excavation, such as trenching and footings; demolition; deep foundations; and construction management.

"U.S. SiteWork is a full-service company with the experience and resources to take care of a wide range of customer needs, including value engineering," said Kerzman. "We can break out our services, or provide a comprehensive turnkey site package that involves everything from clearing to curb and gutter and paving, which gives our customers one point of contact to get their projects done. Our goal is outstanding customer service. When we finish a project, we want our customers to think, 'Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly?'"



U.S. SiteWork recently added a new Komatsu PC210LCi-10, the world's first *intelligent* Machine Control hydraulic excavator, to its equipment fleet. "We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly," said General Superintendent Rory Paggen. "We definitely see the benefits of less time to reach final elevation and lower material costs associated with overexcavation."

Customers for life

The company's experience goes well beyond its management team. Much of its staff of about 50 people during the peak season have as many years in the construction industry as the owners, some of whom worked with them before going to work for U.S. SiteWork. Key personnel include Project Manager Dan Mularoni, Estimator/Project Manager Blake Smith, Project Coordinator/Office Manager Denise Christiansen, Safety Director Rolf Peterson, Project Manager/Estimator Nick Sterner, Controller Jennifer Dhein and Project Manager/Estimator Tyler Erickson.

"From laborers to foremen, we have an excellent group of people who work here, and they deserve a good deal of credit for our fast start," said Anderson. "Their ability to take care of customers has generated a lot of repeat clients for us. Even though we're the new kid on the block, there's little we can't do thanks to their efforts and dedication. We tend to take the view that when we work with new clients, they will be customers for life, and our guys also buy into that philosophy. Through time, that builds a solid book of business."

Projects they've helped complete include demolition of an existing concrete water tower

foundation; soil correction and site prep for a new 400,000-gallon tower with water-main installation in Missouri; and several other comprehensive jobs in Ohio, Minnesota, North Dakota, Iowa, Nebraska, Montana, Wisconsin and Wyoming.

Intelligent equipment

Unlike many businesses just starting out, U.S. SiteWork opted to buy new equipment from the start. It turned to Road Machinery & Supplies and Territory Manager Phil Major, who worked with them to purchase Komatsu D51PXi-22 and D61PXi-23 *intelligent* Machine Control (iMC) dozers, as well as a D65PX-17 with an add-on Topcon GPS grading system and a WA380-7 wheel loader.

"Not having a mechanic on staff meant we needed reliable equipment that we could count on for uptime, which meant new machinery was right for us," said Paggen. "My experience included using Komatsu equipment, and I knew it was reliable, as well as productive and fuel efficient. What I didn't know was how much those attributes are enhanced with the intelligent dozers. We're proponents of GPS grading, and aftermarket systems are good, but the integrated technology in the Komatsus is simply head-and-shoulders better. The fact that we can use it from start to



Discover more

Continued . . .

U.S. SiteWork delivers quality projects

... continued

finish with automated blade control makes every operator better, and it lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don't have any masts or cables to install and remove or get damaged."

U.S. SiteWork recently added a new Komatsu PC210LCi-10, the world's first *intelligent* Machine Control hydraulic excavator, which can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once it reaches the target elevation, no matter how hard

an operator tries to move the joystick to lower the boom, the excavator won't allow it.

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

Road Machinery & Supplies covers routine services on the iMC and other Tier 4 machines for the first 2,000 hours or three years through the Komatsu CARE program. U.S. SiteWork recently added a mechanic to service other equipment but continues to rely on RMS for parts and occasionally other mechanical help.

"Phil, RMS and Komatsu are fantastic to work with," said Kerzman. "They detailed the benefits of all the machinery and ensured that we had the right pieces to meet our needs. Komatsu offers us attractive financing options. Even though we are a startup company, they showed they would take a chance and stand behind our business plan so that we could get equipment, and we appreciate that. We also appreciate that they stand behind their equipment with value-added programs such as Komatsu CARE. It lets us concentrate on our work with the peace of mind that the services will be done on-schedule and at times that minimize downtime."

Smart growth

Anderson noted that U.S. SiteWork tripled in size after its first year and experienced substantial growth in its second. Expansion is likely to continue, however, at a more moderate pace going forward.

"We'll grow as fast as we can find the right people to bid and run jobs," said Kerzman. "I would say in the next five years our size may expand by 40 to 50 percent, but there are a lot of factors involved in whether that happens. Smart growth and getting bigger just to say we are, is not in the plans. We have a reputation for delivering quality projects right the first time, and we won't sacrifice that." ■



(L-R) U.S. SiteWork President/Project Manager Scott Kerzman, CEO/Project Manager Bart Anderson and General Superintendent Rory Paggen work with Road Machinery & Supplies Territory Manager Phil Major. "Phil, RMS and Komatsu have been exceptional to work with from all standpoints: sales, financing, service and parts," said Paggen. "We value our relationship, and it's why we have a good number of Komatsu units in our fleet."

A U.S. SiteWork operator uses the company's Komatsu D61PXi-23 *intelligent* Machine Control dozer at a recent jobsite. "We're proponents of GPS grading, and aftermarket systems are good, but the integrated technology in the Komatsus is simply head-and-shoulders better," said General Superintendent Rory Paggen.





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WE WOULDN'T LISTEN, EITHER.

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WORK INTELLIGENT, WORK SAFE

Road Machinery & Supplies hosts Demo Day event focused on Komatsu's iMC dozers, excavator



▶ VIDEO

Andy Schwandt,
Sales Manager

Road Machinery & Supplies' customers learned about and demonstrated Komatsu *intelligent* Machine Control (iMC) products during a Demo Day held in April at the Moon Valley Operation pit of Terry Bros., Inc., near Chanhassen, Minn. More than 50 people attended the event, which allowed owners and operators to "test drive" new iMC dozers, such as the recently introduced D65PXi-18 and the world's first intelligent excavator, the PC210LCi-10.

"Komatsu's iMC machines offer world-leading technology, and it's the only manufacturer with fully integrated machine control in both dozers and an excavator,"

said Sales Manager Andy Schwandt. "The integrated machine control is highly productive, accurate, reduces costs and increases safety, compared to traditional aftermarket systems that require masts and cables."

Komatsu introduced the first *intelligent* Machine Control dozer, the D61i-23, a couple of years ago, and it received great reviews. It has subsequently brought additional dozers into the iMC family, including D37, D39, D51, D65 and D155 models. All have Tier 4 engines except the D51 (Tier 3), and all except the D155AXi-8 are available in longer track-on-ground standard EX and low-ground-pressure PX versions. Demo Day attendees could demonstrate a D61PXi-23 during the event and learn about the technology in iMC machines from Road Machinery & Supplies and Komatsu personnel.

Komatsu iMC dozers feature fully automated blade control from rough-cut to finish grade. As they travel around the jobsite, the dozers measure actual elevations, which provide highly accurate surface data. Unlike traditional GPS systems, Komatsu's iMC dozers' machine-control system is factory-integrated, which eliminates the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with a monitor and a controller mounted inside the cab.

"No masts and cables means no one has to climb on the machine or blade to install or remove them, so safety is greatly increased," said Chris Potter, Road Machinery & Supplies Technology Solutions Expert. "It also eliminates the time needed to perform those tasks, which can now be spent in production. Additionally,



Chris Potter,
Technology Solutions
Expert

Attendees could operate D61PXi-23 and D65PXi-18 dozers on both level ground and a slope.



▶ VIDEO



users don't have to worry about masts and cables being stolen or damaged, so there is potentially even more cost savings."

Potter works with companies using iMC machines and calibrates them before they are put in the field. "Once they use the integrated system with automatic blade control, operators and businesses rave about it. They like that even unskilled operators can effectively move dirt."

PC210LCi-10 virtually eliminates overdigging

Exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface makes the PC210LCi-10 a revolutionary excavator. From rough-cut to finish grading, it improves efficiency and accuracy, in comparison to traditional methods.

Once it reaches its target elevation, no matter how hard the operator tries to move the joystick to lower the boom, the excavator won't allow it. That saves time and costs associated with placing and compacting new, expensive material to replace what was overexcavated.

Advanced functions, such as Auto Grade Assist, allow the PC210LCi-10 to effectively reach target elevation without removing excess material. As the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. Another advanced function is Auto Stop Control. During boom or bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface.

"Aftermarket systems are indicate only, which still allow operators to overdig," said Schwandt. "The PC210LCi-10 is the only excavator with machine control, so operators can put it on grade the first time, every time. This is the kind of next-level technology that increases production, improves safety and reduces costs. We wanted customers to experience it for themselves, which is why we hosted a Demo Day. We appreciate them coming to check it out and thank Terry Brothers for hosting the event." ■



▶ VIDEO

The PC210LCi-10 is the world's first *intelligent* Machine Control excavator, which semi-automatically limits overexcavation.

Impressions of iMC Machines



Tyson Voss

Tyson Voss, Survey Technician, Peterson Companies on the D65PXi-18

"My first impression was that I liked it. I don't do much equipment operation, and it was simple to get. I think this would be a little easier because you can go start to finish with the machine control."



Bill Rosenau

Bill Rosenau, Assistant Street Superintendent, City of Owatonna on the D61PXi-23

"I'm really impressed. It makes an inexperienced operator really look like he knows what he's doing."



Jordan Moser

Jordan Moser, Foreman, Ulland Bros. on the PC210LCi-10

"It's nice. I can definitely see where it would be beneficial for digging basements and pipework. I see a lot of time and labor savings."



Everett Garlisch

Everett Garlisch, President, Eiden Farm Drainage

"These machines are much better than what we had 40 years ago. The technology is better, there's a lot less physical effort and more comfortable cabs. They're more efficient. I can see 30- to 40-percent savings once you learn how to run them."



PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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JASON ANETSBERGER / KOMATSU ENGINEER

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005



IMPROVED PERFORMANCE

Enhancements give PC360LC-11, PC390LC-11 increased performance and lower per-ton costs

Building on the success of the previous models, Komatsu has designed its new PC360LC-11 and PC390LC-11 excavators to increase production. These Tier 4 Final versions have 257-horsepower, environmentally friendly engines that provide high levels of performance, while reducing operating costs and improving fuel efficiency.

Komatsu enhanced the new excavators' Power mode with improved hydraulic-control logic, resulting in better performance, according to Kurt Moncini, Komatsu Product Manager, Excavators. Power is one of six working modes that allow operators to match the machine performance to the application.

"The enhanced Power mode combines flow from both pumps and has an improved engine

power match to the hydraulics when digging," said Moncini. "That creates better cycle times and digging performance and lowers per-ton costs. During testing, we saw up to 4-percent improved performance, although, it would not surprise us to see even greater performance with experienced operators."

Additional new features include an Operator Identification System, which reports key information for different operators, applications or job locations, and the Auto Idle Shutdown function that helps reduce idle time, as well as operating costs. Both features can be tracked through the latest KOMTRAX technology,



Kurt Moncini,
Komatsu Product
Manager,
Excavators

Continued . . .

Quick Specs on the PC360LC-11 and PC390LC-11

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LC-11	257 hp	78,645-80,547 lbs.	.82-2.56 cu. yds.
PC390LC-11	257 hp	87,388-89,248 lbs.	.89-2.91 cu. yds.

▶ VIDEO



Komatsu's new excavators feature an enhanced Power mode with improved hydraulic-control logic, resulting in better performance.

Operator comforts and technology upgrades built into cab

... continued

which provides essential data, such as fuel and diesel-exhaust fluid levels, operating hours, location, cautions and maintenance alerts.

“Snappy response”

The excavators maintain the horsepower of their predecessors, with a less-than-1-percent increase in operating weight. The PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.

“The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators,” said Moncini. “It’s great for site development, trenching, pipeline and general construction applications. It’s easy to transport and provides high performance.

“When a company needs extra lift capacity, that’s where the PC390LC-11 comes in,” he added. “Even though we didn’t change the

horsepower, we’re seeing a better response from this model. During testing, users described it as ‘snappy’ and were extremely pleased with the increased production they were getting.”

Large, comfortable cab

Both models feature a large, comfortable cab specifically designed for hydraulic excavators. It is both ROPS and OPG Level 1 certified and gains strength from a reinforced box-structure framework. The cab is mounted on viscous isolation dampers, which provide low vibration levels. A standard, heated, air-suspension high-back seat with fully adjustable armrests provides improved comfort. In addition to a standard AM/FM stereo, an auxiliary input for connecting external devices is provided to play music through the cab’s speakers. Additionally, both models feature two 12-volt power ports, and optional joysticks are available with proportional controls for attachment operation.

For global support, the high-resolution, 7-inch LCD color monitor has enhanced capabilities and displays information in 33 languages. The monitor panel provides information on DEF level, eco guidance, operational records, fuel-consumption history and utilization. A new display interface combines vehicle information with a wide landscape view from the standard rearview camera, so the operator can easily view the working area directly behind the machine.

The new excavators are equipped with the exclusive Komatsu EMMS (Equipment Management Monitoring System). The system has diagnostic features to give operators and technicians greater monitoring and troubleshooting capabilities for preventive maintenance, which minimizes diagnostic and repair time.

“Komatsu covers routine scheduled service complimentary through our Komatsu CARE program for the first three years or 2,000 hours,” said Moncini. “The PC360LC and PC390LC have been among our most popular models for many years due to their productivity and efficiency, and these new models build on the foundation of their predecessors.” ■

The new PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.

▶ VIDEO





GERALD STREET / SAFETY MANAGER / CHATTANOOGA, TN

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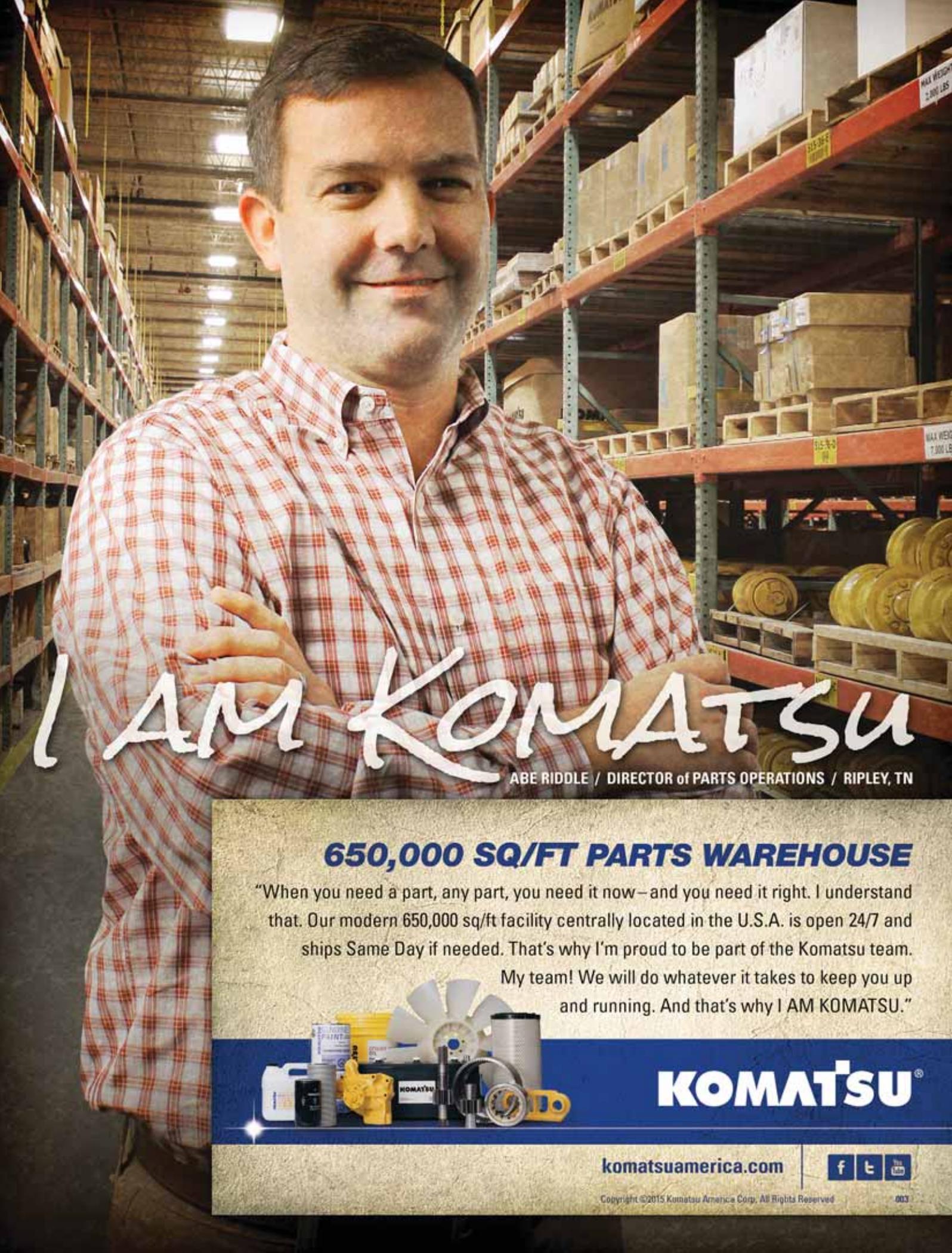
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003



STRONG CHOICES

Komatsu introduces new *intelligent* Machine Control, Tier 4 Final version of popular D65 dozer

Komatsu continues to lead by example in dozer automation and integration with its new D65PXi-18. Like the other members of the integrated machine-control family, the new dozer offers automatic blade control from rough-cut to finish grade.

The D65PXi-18 is an *intelligent* Machine Control (iMC) dozer with factory-integrated machine-control system components, which eliminate the need for traditional blade-mounted masts and cables. A Global Navigation Satellite System antenna is

mounted on top of the cab. Additional components include robust, stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit and a touch-screen display mounted inside the cab.

A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on a cross-slope, whether the blade is angled or not. The dozers are significantly more efficient compared to

Continued . . .



Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control



Chuck Murawski, Komatsu Product Manager, Dozers

Quick Specs on the Komatsu D65i-18 and D65-18 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D65EXi-18	217 hp	45,780 lbs.	7.3 cu. yds.*
D65PXi-18	217 hp	50,420 lbs.	5.8 cu. yds.**
D65EX-18	217 hp	45,628 lbs.	7.34 cu. yds.*
D65WX-18	217 hp	48,760 lbs.	7.72 cu. yds.*
D65PX-18	217 hp	51,960 lbs.	5.78 cu. yds.**

* With standard SIGMADOZER blade

** With standard PAT blade



Komatsu's new D65PXi-18 *intelligent* Machine Control dozer features automatic blade control from rough-cut to finish grade. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

The new D65s reduce fuel consumption, increase productivity

... continued

conventional aftermarket machine-control systems, depending on operation and conditions.

“The system senses excess blade load during rough-cut and automatically raises the blade to minimize track slip, as needed, and to maintain momentum,” said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. “It also automatically lowers the blade to push as much material as possible until the grade is reached, thereby maximizing production in all situations.”

Selectable dozing modes

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

“As with all of our *intelligent* Machine Control dozers, the D65PXi-18 produces results that lower owning and operating costs associated with traditional blade-mounted sensors and makes the next generation of machine operators more productive and efficient,” said Anetsberger.

New Tier 4 Final D65-18 dozers have more powerful engines, and the D65EXi-18, D65EX-18 and D65WX-18 dozers are equipped with a patented Komatsu SIGMADOZER blade that provides large-capacity dozing of 7.3, 7.34 and 7.72 cubic yards, respectively.

▶ VIDEO



New, more powerful engine

The iMC dozers were one of many machines to receive an upgrade. All Komatsu D65PXi-18 dozers, whether iMC or not, feature a stronger, 217-horsepower engine that delivers high performance and low fuel usage and operating costs.

The all-new D65-18 also has an automatic transmission with lockup torque converter, which lowers fuel consumption and raises powertrain efficiency. The lockup mechanics of the torque converter automatically transfer engine power directly to the transmission, reducing fuel consumption by as much as 10 percent. Operators can easily choose from two gearshift modes, Automatic and Manual, to fit the appropriate application: Auto for general dozing and Manual for dozing and ripping in rough ground.

Patented SIGMADOZER blade

The D65-18 SIGMADOZER blade increases soil capture and limits spillage by rolling material to the center of the blade. It also reduces digging resistance, producing smoother material flow; more dozed soil with less power; and up to 15-percent-more productivity, compared to conventional Semi-U blades.

“The D65-18s are great, all-around machines,” said Chuck Murawski, Komatsu Product Manager, Dozers. “They remain among the most popular in their size class because they offer excellent production for large dozing jobs but are small enough for finish grading on most jobsites. They manage to burn less fuel, while being more productive than their predecessors.”

The D65-18 dozers come standard with Komatsu’s new Operator Identification System, which reports key information for multiple operators, and the new Auto Idle Shutdown function that helps reduce idle time and operating costs. The new dozers have the latest version of KOMTRAX, providing data on fuel and DEF levels, operating hours, locations, cautions and other vital information. The machines are also covered by the pioneering Komatsu CARE maintenance and service program. ■



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INCREASED DOZING CAPACITY

New D85-18 features SIGMADOZER blade that ups production by as much as 15 percent

If you use large construction and/or small mining dozers, chances are high that production is your main goal. Komatsu's new Tier 4 Final D85-18 dozers provide that, with the added advantages of greater efficiency and lower fuel consumption, even though operating weight increased by nearly 10 percent, compared to the previous, Dash-15 models.

The D85-18 is now equipped with a 9.4-cubic-yard, high-capacity Komatsu SIGMADOZER blade with power pitch. This improves performance and increases productivity by up to 15 percent, compared to a conventional Semi-U blade. The SIGMADOZER blade's unique frontal design rolls material to the center of the blade and increases soil-holding capacity. Digging resistance is reduced for a smoother flow of material, so larger amounts of soil can be dozed with less power.

"The protruding edge of the SIGMADOZER resembles a spade-nose shovel, whereas the straight cutting edge of a conventional Semi-U blade resembles a flat shovel," explained Chuck Murawski, Komatsu Product Manager, Dozers. "The SIGMADOZER works similar to a spade-nose shovel, because it is easier to push through the soil and requires less energy."

The Dash-18 D85 features a new automatic transmission that reduces fuel consumption by up to 5 percent, compared to previous models, and offers greater power-train efficiency. Two gearshift modes – Automatic and Manual – can be easily selected to fit the application: Automatic for all general dozing and Manual for dozing and ripping rough ground. For added efficiency, operators can choose E mode for all general dozing, leveling and spreading. E mode provides adequate speed and power, while saving up to 10-percent fuel usage.

Large, quiet ROPS cab

The large, quiet cab is more comfortable, allowing operators to concentrate on the work at

hand for increased productivity. It has a high-capacity, air-suspension seat with standard heat, and its mounts reduce shock and vibration, even in adverse conditions. A new, 7-inch, high-resolution color monitor has pull-down menus that enable quick operational adjustments and enhanced service diagnostics capabilities. A new rearview monitoring system can be set to synchronize with reverse operation, and the integrated ROPS cab improves visibility.

"Of course, as with all Tier 4 models, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through our Komatsu CARE program," said Murawski. "We believe this is the most efficient and productive dozer in its class size, and we're sure that users will feel the same. It will push mass quantities of material, and we encourage anyone needing a large construction/small mining dozer to try one and see the advantages for themselves." ■

**D85EX-18 with SIGMADOZER blade, D85PX-18 with straight-tilt blade*

Quick Specs on the Komatsu D85-18 dozer			
Model	Horsepower	Operating Weight	Blade Capacity*
D85EX-18	264 hp	68,165 lbs.	9.4 cu. yds.
D85PX-18	264 hp	63,800 lbs.	7.7 cu. yds.

Komatsu's new D85-18 dozer features an automatic transmission that provides greater power-train efficiency and lowers fuel consumption. It also has Komatsu's patented SIGMADOZER blade, which will carry up to 15-percent-more material than an equivalent-size Semi-U blade.



Chuck Murawski, Komatsu Product Manager, Dozers



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*Fuel savings comparisons derived from DEM data for excavator fuel consumption

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MOTOR GRADER IMPROVED

New Komatsu GD655-6 provides superior grading performance with class-leading wheelbase

Komatsu's new GD655-6 motor grader delivers both excellent production and increased efficiency by combining the strengths of previous models with a new, Tier 4 Final engine. In addition, improvements to the front frame, as well as to the circle and draw bar, increase structural strength and durability.

"The GD655-6 provides superior grading performance, in part because it has the longest wheelbase in its class, at 21 feet 4 inches, and maintains its tight-turning radius of 24 feet 3 inches, so it's extremely maneuverable and productive during tight road work," said Komatsu Product Marketing Manager Joe Sollitt. "At the same time, it's even more efficient than the previous Dash-5 model. In Power mode, users can expect to burn 5-percent-less fuel and 15-percent-less fuel in Economy mode."

Sollitt said the dual-mode transmission is what sets the GD655-6 apart from the competition. It was designed and built specifically for Komatsu graders and incorporates a powershift transmission with eight forward speeds and four reverse speeds. It is coupled with the engine by both a torque converter and a direct-drive lock-up clutch. This design gives operators high travel speeds, low fuel usage, increased tractive effort and fine control at lower speeds. Engine stall prevention is controlled electronically and automatically by disengaging the lock-up clutch when handling heavy loads.

Ten control valves

Direct-acting control valves provide outstanding operator "feel" and predictable system response. The new motor grader has

10 control valves, including two valves with linkage for additional attachments. Standard features include independent blade lift float, a Turbo II precleaner, front-mounted work lights and a lockable toolbox. It also has provisions for ripper and grade-control installations.

"We maintained the large, low-profile cab with excellent visibility, as well as the tilting, center console, and added a new high-resolution monitor with enhanced capabilities and a new rearview camera," said Sollitt. "We believe the GD655-6 sets a new standard for motor graders, and we encourage anyone who uses graders to test it and see the difference." ■



Joe Sollitt,
Komatsu Product
Marketing
Manager

Komatsu's new Tier 4 Final GD655-6 motor grader provides excellent production with increased efficiency. It has 10 control valves, including two valves with linkage for additional attachments.

Quick Specs on the Komatsu GD655-6 Motor Grader

Model	Horsepower	Operating Weight	Blade Length
GD655-6	218 hp	37,346 lbs.	14 ft.





NEW FORESTRY MODELS

Komatsu's XT-3 Series improves operator comfort, ease of operation, productivity and reliability



Steve Yolitz,
Manager,
Marketing Forestry,
for Komatsu
America Corp.

Productivity and reliability are essential in logging. Komatsu's new XT-3 Series track feller bunchers and harvesters improve both, as well as operator comfort and ease of operation. Four models are available, and each provides superior maneuverability, multi-function capability and high production, even in the most demanding forest environments.

New cab features "First in the Forest" technology

Komatsu focused on the operators with a completely redesigned, more spacious cab that has a sloped roofline, which increases headroom above and in front of the seat and reduces debris buildup. The floor-to-ceiling front window is 10-percent larger than in previous models, and larger side windows and skylight window further increase visibility. It's quieter; pressurized with fresh, filtered air for the new automatic heating, cooling and defrosting system; and has an ergonomic seat with easy-to-reach instrumentation.

The XT-3 Series cab features the new "First in the Forest" IQAN-MD4 programmable digital control system, one of the most advanced systems on the market, and highly intuitive Komatsu programming makes it very easy to use. All former analog gauges and warning lights are now prominently displayed on the highly visible and durable 7-inch LED color touchscreen monitor. It accommodates individual preference settings for multiple operators, records harvest data and provides advanced diagnostic reports.

"From the start of the Komatsu XT-3 family project, the primary objective was to improve operator productivity through 'attention to the details' from the operator's perspective," stated Steve Yolitz, Manager, Marketing Forestry, for Komatsu America Corp. "The most visible result of this is the totally new, state-of-the-art forestry cab. Everything from the cab layout to cab-feature content was designed to improve operator comfort, ease of operation and productivity."

Quick Specs on the Komatsu XT-3 Series

Model	Operating Weight	Peak Horsepower	Swing Torque
XT430-3 (non-leveling)	62,240 lbs.	300 hp	58,400 lb.-ft.
XT430L-3	64,460 lbs.	300 hp	58,400 lb.-ft.
XT445L-3	68,180 lbs.	300 hp	58,400 lb.-ft.
XT460L-3	74,320 lbs.	300 hp	58,400 lb.-ft.

Komatsu's new XT-3 Series of track feller bunchers and harvesters provides significant improvements in production and reliability compared to previous models.



Upgrades to the hydraulics and undercarriage deliver greater productivity, reliability and durability. The XT460L-3 has a 37-percent-greater lift capacity at full reach compared to the XT450L-2 model. The undercarriages feature a new chain-guide design, which uses stronger materials for increased service life.

The XT-3 Series can be equipped to meet a wide range of customer applications. Komatsu offers as many as nine hydraulic system arrangements, two heavy-duty booms and four heavy-duty arm options that accept a broad range of cutting attachments, including a disc saw, bar saw and processing head. Advanced, parallel-boom geometry allows fast boom movement and smooth control, which increases operator productivity and reduces fatigue. ■

MEETING, EXCEEDING EXPECTATIONS

General Manager Bruce Nelson says Komatsu's CMO is dedicated to high-quality products delivered quickly

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: We currently produce six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11. These models are primarily sold in North America, but we also export one model to Latin America and South America. In addition, we produce three sizes of forestry excavators, from a PC210LL-10 to a PC390LL-10, and four sizes of forestry tracked harvesters and tracked feller bunchers, from the XT430-3 to the XT460-3. We are the only Komatsu plant in the world that builds specialized forestry track machines, and we ship them all over the globe.

QUESTION: Why should a customer buy a machine produced at CMO?

ANSWER: The hydraulic excavators we build at CMO are also built in several other Komatsu factories around the world, in order to better serve local markets. Each factory uses the same parts, designs and quality standards, so users should not be able to tell the difference between an excavator built in a plant in Japan or the United Kingdom versus one built at CMO. In addition to high quality, CMO's mission is quick delivery with whatever options a customer may need. Our staff works regularly with distributors and customers to ensure we meet or exceed their expectations. Being a part of the North American market means we can offer options on our machines that are not normally found in other parts of the world. For example, we offer pipeline spec hydraulic excavators with single grouser tracks and severe-duty revolving-frame undercovers.

QUESTION: How do you prepare for new models, such as the Tier 4 Final products?

ANSWER: We start planning almost a year before our first build date, determining equipment

Continued ...



Bruce Nelson,
General Manager, Chattanooga
Manufacturing Operation

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.

Bruce Nelson started with Komatsu in 1993 as a welding engineer at the Chattanooga Manufacturing Operation. Nearly 20 years later, he became General Manager at CMO, where he oversees production of hydraulic excavators and forestry machines. During his tenure, Nelson served as Fabrication Manager, Y2K Project Manager, Operation Manager, SAP Project Manager and nine years as Senior Manager of Administration.

Nelson helped create Komatsu's Supply Chain Division in 2009 and was General Manager of that division until moving into the General Manager role at CMO in 2012, upon the retirement of Dennis Riddell.

A year prior to joining Komatsu, he graduated from Auburn University with a degree in Industrial Engineering and worked for a small manufacturing company. Nelson is a Certified Supply Chain Professional and is Certified in Production and Inventory Management.

Bruce enjoys vacationing in central Florida and taking cruises. He likes to spend time with his wife and two daughters, who enjoy being anywhere it's warm.

Supply Chain Division focused on quality, delivery, cost

... continued

General Manager Bruce Nelson says CMO has worked hard to reduce lead times to customers. In 2009, that was two months. Now, he says it averages three to five days to get a machine ready to ship after receiving a distributor order.



requirements and laying out a detailed schedule of events. For all model changes, we work closely with the engineering and manufacturing groups to understand the fabrication and assembly differences. We have weekly meetings with all departments involved to understand the status of everyone's activities and ensure we are all on schedule. We invite a staff member from the hydraulic excavator design group to stay at our plant during our first builds, so we have immediate feedback if we have any questions during the assembly process. After completing the first machine, we send it to our Cartersville Demonstration Center for operation and final evaluation. Once everything is complete, the product is released for sale to customers.

QUESTION: What are the markets (construction, utility) like now, and how do you adjust to ensure machines are available?

ANSWER: The construction-equipment market in North America has been growing throughout the last five years. Our plant works closely with Komatsu America's Supply Chain Division to make sure our production plans are in sync with market requirements. We use KOMTRAX to see usage trends by model, which helps us predict and verify marketing forecasts. We have worked hard during the last several years to reduce our lead times to our customers. The time from receiving a distributor order to making the machine ready to ship was two months in 2009. Now, it's three to five days, on average.

QUESTION: Do you encourage customers to visit CMO, and why or why not?

ANSWER: CMO always welcomes customer visits. We have customers at the plant on a weekly basis. A tour can be as small as one contractor with his wife and children passing through the Chattanooga area to as large as 75 people a day as part of Demo Days activities held just down the road at Cartersville. We love to show off our facility and allow people to see how the Komatsu machines, which we consider to be the best, are manufactured. Customers can see for themselves that we strive to keep the plant safe and clean for our workforce. They can also see how we build quality into each step of the process as frames are welded or as machines move down the assembly line. ■



Four sizes of forestry tracked harvesters and tracked feller bunchers are produced at Komatsu's CMO, among them are new Dash-3 models, including the XT460.

Komatsu's Chattanooga Manufacturing Operation produces six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11.



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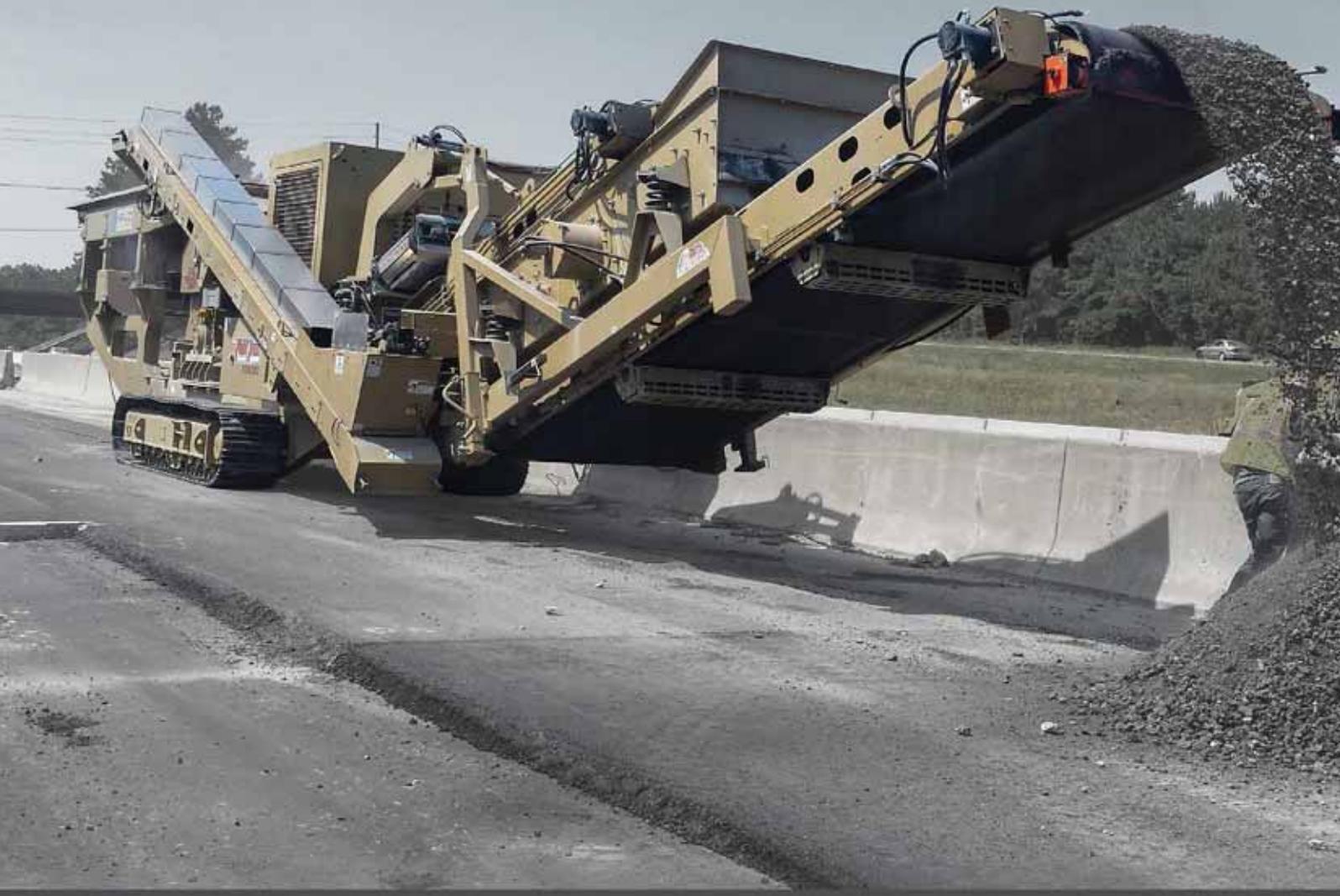
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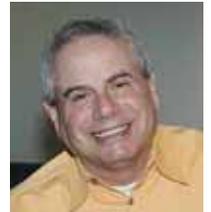
Komatsu's remote monitoring system evolves into useful tool for lowering O&O costs

The past decade saw huge advancements in machine technology. One prominent area is remote machine monitoring, and Komatsu led the way with its KOMTRAX system, which was designed for users to track equipment performance and plan for maintenance needs. It is also used as a teaching tool to make operators more productive and efficient.

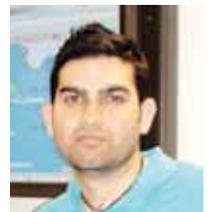
"The initiative behind KOMTRAX was driven by Komatsu's senior management, and many give the company's legendary former CEO Masahiro "Shank" Sakane credit for the vision," said Ken Calvert, Komatsu

Director, KOMTRAX. "KOMTRAX fits with the 'Komatsu Way,' which is our philosophy of core values that feature seven guiding principles. For instance, one is commitment to quality and reliability. Our design and quality engineers all use KOMTRAX to make sure that Komatsu equipment works well and performs as intended. Another principle is to be customer oriented. KOMTRAX helps customers improve their operations through jobsite efficiencies and lower owning and operating costs."

Continued . . .



Ken Calvert,
Komatsu Director,
KOMTRAX



Rizwan Mirza,
Komatsu Manager,
KOMTRAX



KOMTRAX on Tier 4 machines includes information such as diesel particulate filter levels, idle time and other pertinent information to help reduce owning and operating costs.

KOMTRAX improves to benefit customers' bottom lines

... continued

What users are saying about KOMTRAX

"It allows us to locate a piece of equipment from the office and see vital information, such as hours and idle time. It's a valuable tool."

*Jerry Morgan,
President,
Kart Construction*

"We often work in remote locations, so I can't always be on site. KOMTRAX allows me to see a machine's location, hours, idle time and other necessary information. It helps me be a better manager. I wouldn't have a machine without it."

*Steve McNew,
Vice President,
DKM Enterprises*

"It's a great tool that allows me to see fuel usage and if someone is idling excessively. I also like that Komatsu tracks the machines and alerts me to error codes."

*Andy Fornea,
Owner, A.S. Fornea
Construction*

Komatsu first introduced KOMTRAX as an option that buyers could have installed on their Komatsu equipment. The first generation provided three basic pieces of information – machine location, service meter readings and daily hours of operation.

Within a short time, Komatsu made KOMTRAX standard on almost all new machines, and added even more valuable information, such as cautions; error codes; load frequencies; maintenance notifications; average hourly fuel consumption; fuel level and water temperature readings; geofencing; engine lock for theft prevention; and monthly and annual reports.

Several means of accessing info

Calvert said that the technology used to meet emissions regulations led to even further changes. Tier 4 Interim machines allowed users to monitor the diesel particulate filter's performance. With Tier 4 Final, KOMTRAX provided information on diesel exhaust fluid consumption. The latest iteration, KOMTRAX 5.0, allows users to track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times.



Customers can now access information from smart phones and other mobile devices, which was not available in earlier versions. In its latest iteration, KOMTRAX 5.0, users can track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times. The KOMTRAX team continues to look for improvements to benefit its customers' bottom lines.

Users can access information in a variety of ways from a secure website. Office and home computers, tablets and smartphones can all be used to view specific, detailed information.

"Construction has always been a highly mobile field, and the KOMTRAX Mobile app plays right into that," said Rizwan Mirza, Komatsu Manager, KOMTRAX. "Similar to traditional KOMTRAX, users can find information through the app that helps them make decisions to potentially reduce their owning and operating costs, without being tied to an office or a laptop. Many equipment users now carry a mobile device, so we evolved KOMTRAX to the mobile world."

Proven to work

As always, the evolution will continue. Today's KOMTRAX is much more comprehensive than its first version, and Calvert and the KOMTRAX team continually look for improvements that will benefit their customers' bottom lines. The system is on hundreds of thousands of machines worldwide, all of which Komatsu can track for critical information to help companies see trends, plan inventories, contact customers with information, such as error codes, and more.

"KOMTRAX remains popular because it has proven that it works," said Calvert. "The system is robust, accurate and provides valuable information. It drives decisions and business practices, especially after the Great Recession, when everyone started looking more closely at their operations and balance sheets. A system such as KOMTRAX offers greater information on utilization and proper machine deployment, and it helps owners identify training and coaching opportunities for maintenance staff and operators.

"All forward-thinking business leaders realize that leveraging information from systems such as KOMTRAX will be key to remaining competitive, whether it's an equipment manufacturer using KOMTRAX to track machines for maintenance issues or machine owners who know KOMTRAX will help them get their work done on time, on spec and under cost." ■

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A ROAD MAP FOR THE LONG HAUL

DOT official says long-term infrastructure funding needed – then lays out plans to get it

U.S. Department of Transportation (DOT) Deputy Secretary Victor Mendez emphasized the need to focus on rebuilding the nation's infrastructure during an address at the Associated Equipment Distributors annual Summit. The speech touched on proposals put forth by the Obama administration to increase funding for areas such as surface transportation.

Mendez outlined the administration's GROW AMERICA Act, which would increase surface-transportation infrastructure funding during the next six years, with an investment of nearly a half-trillion dollars. It would be a significant boost compared to the current highway bill, help create jobs and provide significant economic benefits, according to Mendez.

"Maintaining current levels is not good enough," said Mendez. "We will fall further behind in our infrastructure deficit. The GROW AMERICA Act provides a strong investment for aging highways and bridges across the nation and ensures that they are safe, reliable and well-maintained."

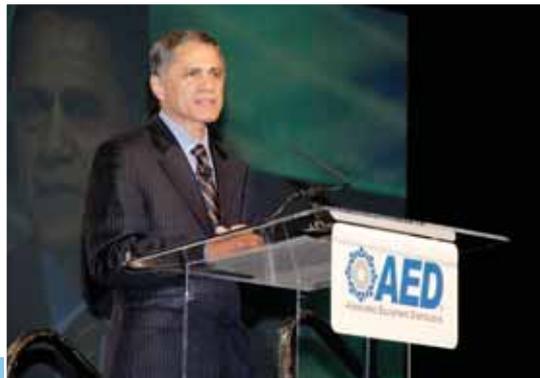
30-year framework

Mendez also spoke about the department's initiative, Beyond Traffic: U.S. DOT's 30-Year Framework for the Future. Beyond Traffic is an invitation to the American public – including users, developers, owners and operators of the

transportation network and the policy officials who shape it – to have a frank conversation about the shape, size and condition of that system and how it will meet the needs and goals of our nation for decades to come, according to the DOT's website.

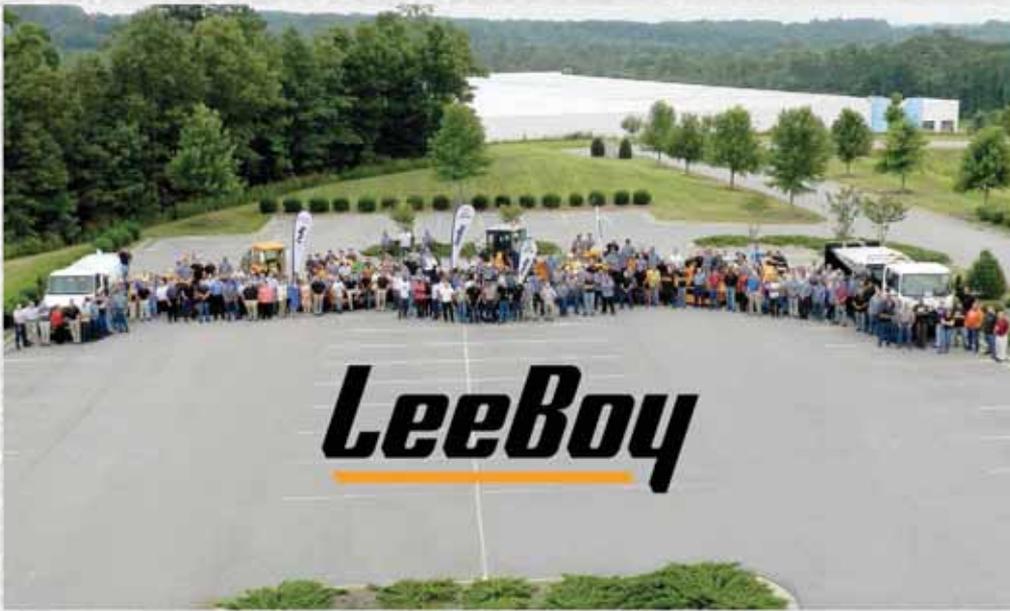
It's a draft framework for the future; it's not prescriptive, the site says. It does not advocate for specific policy solutions. Rather it underscores critical decision points facing the country, by means of data-driven analysis, research, expert opinions and public engagement.

"We must look at all components as part of a larger whole," said Mendez. "We don't want to lose sight of the challenges of today. We haven't invested like we should have. There are a backlog of projects. We have to look ahead too. We need a long-term plan." ■



The United States Department of Transportation Deputy Secretary Victor Mendez (right) said long-term infrastructure funding, including surface transportation through a new highway bill, is critical.





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INVESTING IN THE FUTURE

The ROI of partnering with education could be significant for our industry

The U.S. Chamber of Commerce's Institute for a Competitive Workforce states, "The business community is the number one consumer of the public education system and therefore must be an involved and engaged stakeholder in the education of America's children."

It is not unusual to hear employers talk about partnerships with education as having no real return on investment (ROI). I have personally heard the following statements from employers:

- "I attended three career fairs and saw no results."
- "I'm just trying to run a business and do not have the resources to engage with schools."
- "I wish education would just do its job and prepare students to become part of the workforce."

For years, some contractors focused on competing with those in their own industry for workers. Today, with the shifts in population and an aging workforce, contractors must realize that they are competing with a vast array of industries for workers. Technology, service, energy and manufacturing all face serious shortages.

If the purpose of education is to prepare students for the future, be that college or a career, what role does industry play in making that a reality? Why should contractors focus on career and technical education? The answer is because failing to do so will place our industry in jeopardy. A construction project's success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional.

Great craft professionals are not born in a classroom listening to a lecture; they are

cultivated, motivated and mentored. They are inspired by interacting with professionals within the industry. We ignite a passion by participating in hands-on experiences in which a future craft professional uses tools, completes a project and begins to understand the relationship between education and a future career.

In the business world, we look for the ROI in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line. An investment of our time, talent and resources to partner with education means that our industry is willing to invest in our own future. ■

This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Katrina Kersch is Senior Director and Chief Operations Officer of the National Center for Construction Education and Research (NCCER) and oversees product development, program services, credentialing and compliance services.

NCCER Senior Director and Chief Operations Officer Katrina Kersch says contractors need to focus on career and technical education. "A construction project's success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional," said Kersch.



Katrina Kersch,
Senior Director and
COO, National Center
for Construction
Education and
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THE PEOPLE INSIDE

BRIAN AND JOHN SCHWENDIG

Savage service technicians have a passion for car restoration, minimizing customer downtime

After servicing heavy equipment all week, one might forgive Brian and John Schwendig if they didn't want to turn wrenches during their spare time. But that's exactly what the twin brothers do on the weekends in pursuit of their passion for restoring cars.

The Schwendigs took an interest in cars at a young age when a neighbor started taking them to local auto shows around the Farmington-Hampton area, just south of the Twin Cities, where they grew up on a farm. Throughout high school, they tinkered with John's first car, a '72 Plymouth Cuda, and a '69 Camaro that their older brother rarely used and Brian often drove.

"It's a hobby that got a little out of control," John joked. "We love doing it, and through the years, we've restored several cars, including John's Cuda, which was our first restoration, and we still have it. All of our work is strictly for cars

that we buy. We don't do any outside repairs. We generally have three cars in various stages of restoration at any one time."

Restoration is done in a 48-foot-by-88-foot shop that the Schwendigs built on the farm where they grew up and where their mother still lives.

Continued . . .



Twin brothers Brian (left) and John Schwendig joined Road Machinery & Supplies' Savage service shop 17 years ago. "When a customer brings a machine into the shop, they need it back as quickly as possible," said John. "Our goal is to perform the service or repair right and minimize their downtime."

At their shop, Brian (left) and John Schwendig stand between two cars they have restored, including a Go Mango-colored 1970 Dodge Challenger and a 1972 Plymouth Cuda. The Super Blue-colored Cuda was John's first car and one of the original restorations the two did.



Brothers are passionate about cars, heavy equipment

... continued

They meticulously planned it so they would have everything they need, including a paint booth and a storage area to store cars that are waiting for restoration. The brothers even designed their own "rotisserie" for the paint booth that allows them to turn a car body on its side to easily spray the bottom of the frame.

"When we first started, having someone else paint wasn't an option because we couldn't afford it," said Brian. "We had to learn to do it ourselves, as well as how to do a lot of other aspects of restoration. We send certain items

out, such as chroming and engine machine work, but we do the body work on our own schedule. If it takes years to complete a full restoration, so be it. In fact, we still see my original Cuda as a work in progress."

In addition to the Super Blue Cuda, the Schwendigs have finished a Go Mango-colored 1970 Dodge Challenger with a 418 engine, one of four Challengers they own, including two more of the same model year, a 1970 TA and a 1970 440 Six Pack, and a 1973 340. In addition to the original Cuda, they own two 1970 models, a 1970 AAR and a 1970 340, as well as two 1957 Chrysler 300Cs, a 1969 Road Runner and a 1969 Chevelle.

Keeping updated on equipment

The brothers were working on cars even as they attended Dakota County Technical College's heavy construction repair program. The two also worked as truck technicians while going to school. After graduating from Dakota County, they worked in a fabrication shop during the day and went through the St. Paul College welding program at night.

After four years at the fab shop, the Schwendigs joined Road Machinery & Supplies, working nights in its Savage service shop. Seventeen years later, they are on days and continue to work on everything from the largest Komatsu dozers and excavators to Genesis and NPK attachments.

"Working on heavy equipment is quite a bit different than working on cars because everything is bigger and bulkier," said John. "It's also faster-paced, because when a customer brings a machine into the shop, they need it back as quickly as possible. Our goal is to perform the service or repair right and minimize downtime. We're as passionate about that as we are about our cars."

"Another difference is that equipment is constantly changing and evolving with new technology, where the cars we work on are from an era that was simpler and easier to work on," added Brian. "That's not a bad thing in terms of the equipment because those changes have made it more efficient and productive for the customer. It just means we have to stay up-to-date so we understand how to most effectively diagnose and fix issues. It's the nature of the business, and we take it very seriously." ■

Currently, the Schwendigs are in the process of painting a 1970 Challenger 440 Six Pack in the paint booth at their shop.



Painting and assembly is largely done by the Schwendigs, including on their 1972 Plymouth Cuda, which has a 340 engine with a four-barrel carburetor.



Another project includes restoring a 1957 Chrysler 300C.



MORE INDUSTRY NEWS

CBO report shows feds spent \$96 billion on infrastructure

A Congressional Budget Office (CBO) report says the federal government's infrastructure spending was less than a third of what state and local governments put toward road and water system improvements in 2014. States spent \$320 billion, while the federal government's total was \$96 billion.

Of the federal spending, 57 percent went to maintaining existing infrastructure and operating expenses, while 43 percent was put into new construction. The report said

the impact of infrastructure spending was negatively affected by rising construction costs.

"Nominal public spending on infrastructure increased by 44 percent between 2003 and 2014, but because prices of materials and other inputs rose more quickly than nominal spending, real (inflation-adjusted) public purchases decreased, falling by 9 percent from their peak in 2003 to their level in 2014," said the CBO. ■

Group calls for gas tax increase

The American Road & Transportation Builders Association (ARTBA) called for an increase in the federal gas tax of 15 cents per gallon to help pay for infrastructure. It would

raise about \$400 billion, according to the group, and President Pete Ruane said the increase would be more viable than other proposals to fund a transportation shortfall. ■



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2007 KOMATSU D85EX-15E0,
7,217 hrs., s/n 11190



\$93,500

2007 KOMATSU PC300HD-7E0,
10,100 hrs., s/n A86053

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
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HYDRAULIC EXCAVATORS



2009	CASE CX210B	2,500	DAC21K5N7SAH1290	\$96,000
2008	DEERE 240D LC	5,839	605840	\$110,000
2005	DEERE 330C LC	6,804	804226	\$129,500
2008	HYUNDAI ROBEX 250 LC-7	2,028	N70410143	\$164,000
2011	KOMATSU PC160 LC-8	3,801	25198	\$115,000
2012	KOMATSU PC160 LC-8	2,328	25424	\$123,500
2005	KOMATSU PC160-7	5,500	10405	\$60,000
1998	KOMATSU PC200 LC-6	10,100	A83817	\$45,000
2007	KOMATSU PC200 LC-8	6,088	C60859	\$194,800
2007	KOMATSU PC200 LC-8	4,065	A88389	\$119,800
2013	KOMATSU PC210 LC-10	1,435	A10055	\$147,000
2005	KOMATSU PC228US LC-3N	2,313	31530	\$79,000
2012	KOMATSU PC240 LC-10	898	A20023	\$192,500
2007	KOMATSU PC300 HD-7E0	10,100	A86053	\$93,500
2006	KOMATSU PC300 LC-7E0	5,287	A88112	\$155,000
2008	KOMATSU PC300 LC-8	8,500	A90629	\$120,000
2003	KOMATSU PC308US LC-3	12,883	20010	\$59,900
2013	KOMATSU PC360 LC-10	1,647	A32874	\$249,000
2013	KOMATSU PC360 LC-10	1,743	A32923	\$239,000
2000	KOMATSU PC400 LC-6LK	17,686	A84007	\$63,750
2002	KOMATSU PC400 LC-6LM	12,816	A85153	\$65,000
2006	KOMATSU PC400 LC-7E0	9,995	A87070	\$99,890

CRAWLER DOZERS



2006	CATERPILLAR D6R	8,087	WRG00470	\$125,500
2009	KOMATSU D51PX-22	1,095	B11370	\$144,000
2012	KOMATSU D61EX-15E0	860	B46761	\$189,000
2007	KOMATSU D61PX-15E0	4,249	B45059	\$129,500
2011	KOMATSU D65EX-16	8,794	26860365	\$125,500
2014	KOMATSU D65PX-17	870	2259	\$280,000
2012	KOMATSU D65WX-17	2,741	1137	\$205,000
2007	KOMATSU D85EX-15E0	7,217	11190	\$175,500

FORK LIFTS & BOOM LIFTS

2001	INGERSOLL-RAND VR1056 telescopic fork lift	10,038	167984	\$33,500
2008	SKY TRAK 10054 telescopic fork lift	3,000	160034184	\$82,500
2009	JLG 600AJ boom lift	643	300133061	\$94,500
2008	JLG 600S boom lift	1,937	300122865	\$69,500
2008	JLG 800S boom lift	1,391	300120550	\$87,500
2001	SNORKEL TB60 boom lift	2,860	JA01095	\$19,500

AGGREGATE EQUIPMENT

2008	KOMATSU BR580JG-1 crusher	4,500	1012	\$305,000
2001	SVEDALA 1312 crusher	4,700	121383	\$399,000
2009	KPI FT3620CC screen	4,571	93101	\$179,000

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**2012 KOMATSU D65WX-17,
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\$239,000

**2013 KOMATSU PC360LC-10,
1,743 hrs., s/n A32923**



\$179,000

**2009 KPI FT3620CC screen,
4,571 hrs., s/n 93101**

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
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COMPACTORS/PAVERS



2013	BLAW-KNOX RW100B	25	RW100B-85137	\$267,400
2012	BLAW-KNOX RW35A	127	RW35A-88330	\$64,500
1999	GILCREST PROPAVER 413	608	26162	\$3,950
1980	GOMACO GP2500		MC11186-25	\$35,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000
2010	VOLVO MW500	550	22949	\$119,900
2006	DYNAPAC CA121PDB padfoot	1,005	60311412	\$57,500
1997	HAMM HD13 smooth-drum	2,066	40297	\$7,899
2006	INGERSOLL-RAND DD1 12HF smooth-drum	1,555	188950	\$59,500
2010	VOLVO DD138HF smooth drum	1,476	275235	\$99,500
2008	VOLVO SD25D smooth drum	260	196927	\$35,000
2005	WACKER NEUSON RT82SC walk/tow behind	352	5539278	\$13,950

CRANES



2013	SANY SCC8100 crawler / dragline	1,118	12CC01030210	\$641,500
1991	GROVE RT990 rough terrain	705	75818	\$189,500
1994	LORAIN LRT230E rough terrain	6,935	80324	\$61,500
2013	SANY SRC840 rough terrain	2,043	13RC00351276	\$219,500
2013	SANY SRC885 rough terrain	452		

LIGHT TOWERS

2008	WACKER LTC4L	5,618	5786887	\$5,250
2008	WACKER LTC4L	3,580	5810333	\$6,250
2008	WACKER LTC4L	1,931	5810334	\$6,250
2013	WACKER LTN6L	2,493	20206189	\$10,300
2013	WACKER LTN6L	887	20206195	\$10,300

SWEEPERS/BROOM EQUIPMENT

2011	BROCE MK I	164	500118	\$97,000
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SCRAP PROCESSING/DEMOLITION

2005	DEERE 330C LC	6,804	804226	\$129,000
2007	KOMATSU PC200 LC-8	6,088	C60859	\$194,800
2001	KOMATSU PC300 LC-6	20,021	A84652	\$29,500
2008	SENNEBOGEN 830M	13,800	1159	\$199,000

WHEEL LOADERS



2006	HYUNDAI HL740-7	5,000	LF0110660	\$77,550
2003	KOMATSU WA180PT-3MC	11,458	A88123	\$44,900
2005	KOMATSU WA320-5	4,595	A32421	\$88,900
2009	KOMATSU WA500-6	8,200	A92651	\$210,000
2008	WACKER NEUSON 850	2,941	346040264	\$39,500

MISCELLANEOUS

2013	BARBCO BD80-15SC horizontal drill	1	BD80SCHP051304	\$473,500
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