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A publication for and about General Equipment & Supplies, Inc. customers • 2013 No. 1

WEISZ & SONS INC.

Bismarck family business grows to meet booming demand in western North Dakota

See article inside . . .



Brothers Dave (left) and Don Weisz, Vice President and President respectively

EDWARDS GRAVEL & CONSTRUCTION

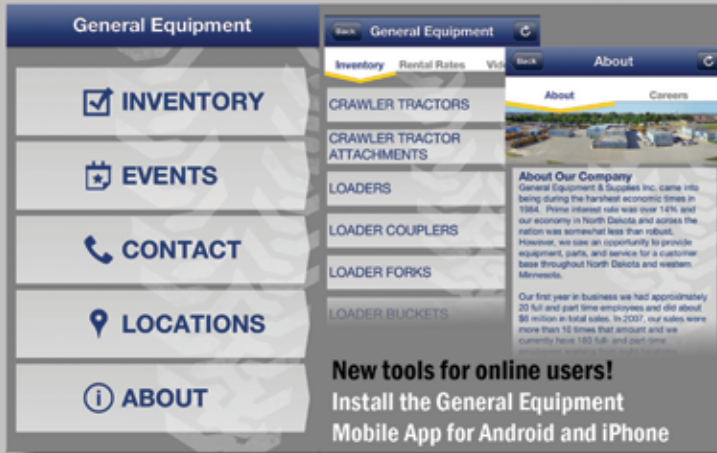
A father's side business turns into a son's passion for crushing and supplying aggregate

See article inside . . .



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Owner Robbie Edwards and his wife, Stephanie



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WEISZ & SONS INC.

Bismarck family business grows to meet booming demand in western North Dakota

Few places in the country are experiencing construction activity as robust as North Dakota. A booming oil industry, especially in the western half of the state, has created needs for new infrastructure, along with commercial, industrial and residential expansion to support not only the industry, but the people involved.

Taking advantage of that construction boom with more than 35 years of experience is Bismarck-based Weisz & Sons. The

family-owned earthwork contractor can handle nearly any of those projects, as well as others unrelated to the oil boom, such as flood-control measures, road work and demolition.

“The ability to work in several markets has helped ensure our success,” said President Don Weisz. “If one segment is down, we can work in another, and vice versa. Fortunately, with the oil boom, and the state taking a very proactive approach to infrastructure and highway work, every market segment has been strong during the past several years.”

That’s fueled considerable growth for Weisz & Sons. In the past five years, it’s gone from a staff of about 30 people to nearly 80 during peak construction season. Don’s brothers Dave and Dwight are Vice Presidents, and his brother Dan is Equipment/Maintenance Manager. Their dad, Bernie, is CEO of the company, which he founded in 1977. Ryan Holen, who joined the company about seven years ago, is Secretary/Treasurer and also handles project management.

“One of the reasons we’ve been successful through the years is that we’re not afraid to get our hands dirty,” said Dave. “Our dad instilled in us a good work ethic, and we demonstrate that with our employees by being hands-on owners and working out in the field right alongside our crews. Not that we don’t trust our guys to get the job done, because we have an excellent staff that’s second-to-none. We would just rather be out where the action is, and our customers seem to really appreciate that too.”

Weisz & Sons’ customers are as diverse as its offerings. As it has been from the beginning, Weisz & Sons’ main focus is excavation and underground projects

(L-R) CEO Bernie Weisz, who founded Weisz & Sons Inc. in 1977, is pictured here with two of his sons, Equipment/Maintenance Manager Dan Weisz and Vice President Dwight Weisz.



Brothers Dave (left) and Don Weisz are Vice President and President of Weisz & Sons respectively.



within about a 100-mile radius of Bismarck. Typically, the company has six or seven projects going at any one time.

Project sizes vary greatly

Recent projects include work on construction of a new 15-acre substation at Garrison Dam, located about 60 miles north of Bismarck, along the Missouri River. Throughout the course of two years, Weisz & Sons will install about 3,000 feet of storm sewer and reroute about 2,000 feet of water line. Plans call for importing 75,000 cubic yards of fill to construct the building pad, as well as another 20,000 yards of granular material on top of the pad.

Further downstream in the city of Bismarck itself, Weisz & Sons has completed several projects related to last year's flooding of the Missouri River. One involved rebuilding about 700 feet of shoreline that had been scoured. The company reshaped the dirt embankment before placing about 2,000 tons of riprap.

Another involved installing a flood-control structure and raising the grade along Tavis Road. The project called for installation of approximately 200 feet of 24-inch reinforced concrete pipe and about 60 yards of concrete.

"The Tavis Road project wasn't that big in terms of material volume, but it was tricky," said Holen. "Because the flood-control structure is part of the river, we had to construct coffer dams and pump the water out in order to get the work done. It also had to be tested for leaks once it was built. Fortunately, we have completed quite a number of these types of projects, so it wasn't anything we weren't able to handle."

An authorized Redi-Rock dealer

During the past several years, Weisz & Sons expanded its services by becoming an authorized dealer of Redi-Rock retaining-wall systems. The company casts the blocks at its yard, installing them as part of its projects and also selling them to outside customers. Dave's son, Shay, oversees the Redi-Rock business of Weisz & Sons.

"That part of the business has taken off considerably since we started offering



▶ VIDEO

Vice President Dave Weisz places riprap along the bank of the Missouri River in Bismarck, using a Komatsu PC350 excavator. "What we appreciate most about Komatsu is its dependability," said Weisz. "They're also very productive and fuel-efficient, so we believe we're getting the best bang for our buck with Komatsu."



▶ VIDEO

A Weisz & Sons operator uses a Komatsu WA320 wheel loader to place material on the Tavis Road project, where the company built a flood-control structure. "One great feature is the hydrostatic transmission because it reduces the need for braking, so those components last longer and reduce our cost," Vice President Dave Weisz said of the loader.

Redi-Rock," said Dave. "We've installed several retaining walls, either as a stand-alone job or as part of a larger project. Being diversified has always been a key component of our business philosophy, and Redi-Rock plays right into that."

"Dollarwise, our projects range in size from a few hundred dollars to between \$2 million and \$3 million," said Don. "We have the capabilities to self-perform a great deal of work, so depending on the scope of a project, we'll either be a general contractor or a sub."

Komatsu, General prove dependable

With project sizes varying greatly, Weisz & Sons has built a fleet of equipment to match

Continued ...



Go online or scan this QR code using an app on your smart phone to watch video of Weisz & Sons Inc. machines at work.

Diverse services meet growing customer needs

... continued



Ryan Holen,
Secretary/Treasurer

its needs. Its main production machines are Komatsu excavators, ranging from a compact, tight-tail-swing PC88 to a 90,000-plus-pound PC400. It also recently purchased a Tier 4 Interim PC360LC-10.

"What we appreciate most about Komatsu is its dependability," said Dave. "We work them hard during the season, which generally runs from March to mid-December, and we've never had a major issue. We bought our first Komatsu excavator, a PC300, based on its reputation for reliability. They're also very productive and

fuel-efficient, so we believe we're getting the best bang for our buck with Komatsu."

In addition to excavators, Weisz & Sons owns two Komatsu WA320-6 wheel loaders. "Several features make them stand out, including good stability and comfort compared to some older competitive models we have," listed Dave. "One great feature is the hydrostatic transmission because it reduces the need for braking, so those components last longer and reduce our costs. The operators love them."

For sales, rentals, service support and parts, the Weiszs turn to General Equipment & Supplies' Bismarck branch. "We've developed a strong relationship with General," confirmed Don. "Dealer support is a critical factor in our equipment decisions, and General has always served us well. Our Sales Rep Aaron Brothen is great about meeting our equipment needs, and Alex Klein in the shop bends over backward to help us."

Own subdivision

Although the residential market has made up only a small part of Weisz & Sons' work, it's an area in which the family is currently taking a strong interest. They're teaming up with some other investors to build a new 180-lot subdivision known as Seven Winds, located along Highway 1806, just north of Mandan.

"All the markets are going strong right now, and we're seeing a great need for residential construction," said Dave. "We were fortunate to be able to find the land and make an investment in that area. We'll handle the site work ourselves, including installing utilities and grading the lots."

The Weiszs point out that work on Seven Winds won't take them away from other market segments that continue to be strong. "We've already grown quite considerably in a relatively short amount of time because the market really dictated that," said Dave. "We believe we're at the point where we can still take care of our customers by meeting their schedules and budgets. If we grow any more, we risk jeopardizing that, and we're not willing to do that." ■



(L-R) General Equipment & Supplies Sales Representative Aaron Brothen works with Dave and Don Weisz on their equipment needs. "Dealer support is a critical factor in our equipment decisions, and General has always served us well," said Don.

Weisz & Sons is an authorized dealer for Redi-Rock and also installs the retaining wall system. Using a Komatsu PC88, a crew lifts and places blocks on a commercial project in Bismarck.



▶ VIDEO

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EDWARDS GRAVEL & CONSTRUCTION

A father's side business turns into a son's passion for crushing and supplying aggregate

In the early 1960s, James Edwards saw an opportunity and took it, leading to the founding of what's now known as Edwards Gravel & Construction. A farmer and rancher in the Minot area, James used a portion of his land and opened up a gravel pit from which he supplied and hauled materials for area counties and townships.

"He did quite a bit of contract hauling, and much of the material he hauled went into the construction of 'missile' roads for the U.S. Air Force," explained his son Robbie Edwards, who now owns and operates Edwards Gravel & Construction. His wife, Stephanie, works in the company's office in Minot. "He basically did it as a side business to the farm, pulling the end gate out of a two-ton truck in order to haul the materials. I tried to get him to buy something with a gravel box, but going to a larger truck and hauling more material really wasn't his deal. Eventually, he decided to stop trucking altogether."

Robbie Edwards owns and operates Edwards Gravel & Construction, along with his wife, Stephanie, who works in the company's office in Minot. This year marks the 20th anniversary of Robbie taking over the business full time.

But moving material certainly was Robbie's deal. "I often tagged along with my dad when he hauled, and I really enjoyed it. Most kids on the farm have toy farm machines in their sandbox. I had blades and dump trucks and I'd build roads and structures, so I guess at an early age I was already setting myself up to eventually run a gravel and construction business full time."

This year marks the 20th anniversary of when Robbie took over the business and set about transforming it. Before that, he worked for a construction company, where he ran a crusher.

"The material that came out of the farm pit went straight from the bank to the road, with no crushing involved," recalled Edwards. "I spent a lot of time out on the county and township roads picking up the large rocks and throwing them back into the truck. Working for a construction company was good experience because it taught me how to go about crushing to make different materials and specs."

Quality fuels growth

Edwards Gravel & Construction still pulls material out of that original farm pit, plus leases five others and does custom and mobile crushing in about a 50-mile radius of Minot. The company produces nine base products, ranging from sand to two-inch gravel, with two road-base materials making up the bulk of more than 1 million tons of material it makes each year. Customers can pick up materials with their own trucks at Edwards Gravel & Construction's pits, or the company delivers with its fleet of more than 20 trucks.

"Twenty years ago, we were well below 100,000 tons, and at the time I made a conscious effort to increase that," compared Edwards. "Factors in us being able to do that include a focus on quality, both from product and customer-service



standpoints. To ensure our materials meet our customers' exacting standards, we test every day. Our customers appreciate that attention to detail, and to be honest, it's one of the reasons I wanted to start crushing our own materials as opposed to having others come in and crush for us. They didn't always test on a consistent basis, and that was unacceptable to me.

"I've never shied away from looking for potential clients," he added. "For example, when the oil boom started, I made many phone calls to the companies coming into the area. The first rig to be put in around here was about eight miles from our house. I contacted the company about supplying them gravel. They called me back for one load of rock. It was the middle of winter and about 30 below, but I fired up the equipment and took care of them. Like many of the businesses we deal with, they're now a repeat customer.

"Another reason we've been able to grow is good employees," Edwards continued. "The staff includes more than 40 of the best people you'll ever meet, and they take the same approach to customer service and quality products that I do."

Expansion includes additional services

While the bulk of the company's work is related to crushing and supplying gravel, Edwards Gravel & Construction also offers related services, such as the 114 miles of roads it maintains for Mountrail County and townships. It also offers snow removal.

"We do some earthwork, and one of our main areas of emphasis has been rehabilitation of old oil sites," noted Edwards. "We come in and take out the rock and other materials that have been left behind, then haul in black dirt and put the area back to its original contours. Through the years, we've become very good at it, and we're very particular with the dirt we haul in. We want the area to be as good as or better than it was before the oil site was there, and landowners really appreciate that.

"In addition, we help out with installing water and septic systems, and we've built small pads, mainly for agricultural buildings, such as grain bins and tanks," he added. "Basement digs and small demolition projects are on our list as well."



Edwards Gravel & Construction uses a Komatsu D155AX dozer to push up and maintain stockpiles. "There are times when we've crushed 24 hours a day, and the D155 has no problem keeping up," said Owner Robbie Edwards. "Its production and fuel efficiency lowered our per-ton costs."



▶ VIDEO

An Edwards Gravel & Construction operator uses a Komatsu PC120 excavator to pile large rocks at one of the company's leased pits. It also uses the machine for digging basements and trenches and for demolition work.

Efficient equipment

During the past few years, Edwards Gravel & Construction's equipment fleet has grown, including several pieces of Komatsu and Cedarapids machinery rented and purchased from General Equipment & Supplies. With the help of Minot Sales Representative/Branch Manager Dave Solper, Edwards recently added two Cedarapids/Fabtec 1313 -style, closed-circuit crushing and screening plants that have MVP380 and MVP380X roller-cone crushers and six-foot by 20-foot, three-deck screens.

"The Cedarapids crushers give us excellent production, which is what crushing is all about," said Edwards. "We average between 750 and



Go online or scan this QR code using an app on your smart phone to watch video of Edwards Gravel & Construction machines at work.

www.GeneralDownToEarth.com

Continued . . .

Commitment to customers drives growth

... continued

800 tons per hour consistently during our peak production time. Those crushers have no problem producing that volume, and doing it more efficiently, compared to the units they replaced.”

Edwards Gravel & Construction’s Komatsu equipment includes two dozers (D155, D65) and a PC160LC excavator. It uses the D155 to push up and maintain stockpiles and the D65 as for grading and supplementing the D155 at the gravel pits, as needed. The PC120 excavator, which is equipped with a thumb, performs a variety of tasks, including digging test holes and moving larger rocks at gravel pits, excavating basements and demolition.

Owner Robbie Edwards (left) works with General Equipment & Supplies Minot Sales Representative/Branch Manager Dave Solper to rent and purchase equipment. “We’re very happy with the equipment, but we’re even more impressed with the service that Dave and General provide,” said Edwards.



In addition to Cedarapids crushers, Edwards Gravel & Construction uses stacking and conveying equipment, including these Superior stackers from General Equipment & Supplies.



“Equipment uptime is critical in order to maintain production,” Edwards pointed out. “There are times when we’ve crushed 24 hours a day, and the D155 has no problem keeping up. Its production and fuel efficiency lowered our per-ton costs. The D65 is a great support piece to the D155 when we need it in the pits, and it works very well when we use it for earthwork projects. I like the versatility it gives us. It has excellent pushing power for dozing large loads, while also being good for finer grading applications.

“The PC120 is a solid general-purpose machine,” added Edwards, who buys parts from General Equipment & Supplies and calls on them for service as needed. “We’re very happy with the equipment, but we’re even more impressed with the service that Dave and General provide. Anything we’ve needed, they’ve quickly stepped up to take care of us.”

Considering the next steps

Early last year, Edwards Gravel & Construction did its largest crushing job to date as it made about 400,000 tons of road material for Mountrail County to be used for Palermo Road. Edwards said the capacity to do such jobs wasn’t there 20 years ago.

“We’ve slowly built to the point where we can do a project like that without sacrificing our quality and integrity,” said Edwards. “Those are things I refuse to give up. When I say I’m going to take on a project, I stand by my word of delivering the right material, on time and at the price we determined. I also stand by the fact that I’ll work with any customer, large or small. A private homeowner who needs a five-gallon bucket of gravel receives the same commitment as our largest customers who are buying multiple loads of rock.”

Edwards aims to keep that commitment as he ponders the next steps in Edward Gravel & Construction’s future. He’s considering importing materials for sale.

“Bringing in decorative stone and mulch is something I’ve looked into, as long as doesn’t interfere with our ability to take care of the customer. I’ve never believed in growth for growth’s sake. Our customers have always determined and driven how fast we grow, and I expect that to continue to be the case.” ■

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A CLOSER LOOK

DEMO DAYS

Komatsu displays new equipment, technology at most recent customer event

Customers who attend Komatsu Demo Days appreciate the chance to get a close look at and operate equipment. Komatsu enhanced the experience at its most recent event by offering educational opportunities and highlighting technology designed to make equipment users more efficient.

“First, and foremost, customers want a chance to test drive Komatsu equipment, so to speak,” said Bob Post, Director of Marketing. “But we also want them to see how we’re working to maximize their productivity and save them time and money by using technology, such as GPS systems.”

Educational opportunities included seminars on maximizing efficiency using technology such as Komatsu’s Eco Guidance and KOMTRAX, a remote machine-monitoring system that gives users valuable information, including idle time and fuel usage. While demonstrating machines, attendees could try out Topcon’s 3D-MC² GPS systems, which were mounted to new Tier 4 Interim D61-23 dozers and a PC360LC-10 excavator.

“Those GPS systems have proven benefits that allow operators to get to finished grade with less wasted movement and fewer materials,” said Post. “Several of our new Tier 4 Interim machines come plug-and-play ready to accept GPS systems.”

Other featured Tier 4 Interim dozers included D65-17 and D155AX-7 models. The HB215LC-1 Hybrid excavator, new PC210LC-10, PC290LC-10 and PC490LC-10 excavators, along with WA380-7, WA470-7 and WA500-7 wheel loaders, were available for operation, as well as an HM400-3

articulated truck. They were part of more than 20 machines on hand during Demo Days at Komatsu’s Training & Demonstration Center in Cartersville, Ga.

Attendees also had the option of touring Komatsu’s Chattanooga Manufacturing Operations, where Komatsu manufactures excavators and forestry products. ■



Bob Post,
Director of Marketing



(L-R) General Equipment Sales Rep Wayne Slinger is with Fargo Rentall Inc.’s Nick Johnson and General Equipment Customer Finance Coordinator Tom Hamm.

Demo Days attendees operated equipment, including the new Tier 4 Interim D61PX-23 dozer equipped with a Topcon 3D-MC² GPS grading system (foreground) and D65-17 dozers.



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AED certification courses help General personnel better understand how to meet customers' needs

When you turn to a distributor for parts and service, you expect its team to be knowledgeable and professional in meeting your needs. One way dealers ensure professionalism is through involvement with industry organizations, such as the Associated Equipment Distributors (AED).

"AED is more than a collective group of machinery dealers," emphasized General Equipment & Supplies President Don Shilling. "It advocates for the construction industry, including working toward legislation that improves roads, bridges and other infrastructure. Another way it promotes the industry is by offering members' employees professional development opportunities that lead to management certification in areas such as parts, service, rental and branch operations."

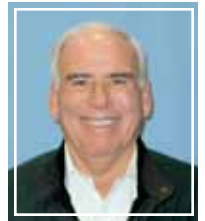
Shilling knows first-hand the benefits of being part of AED. He served as Chairman of the AED Foundation's Board and currently is Senior Vice President of the organization itself. Next year he'll be Vice Chair and in 2015, Chairman of the Board. During his leadership tenure with AED, Shilling has worked to promote General Equipment & Supplies' involvement in management certification.

"We have a corporate goal of self improvement, and part of that is giving each employee at least 40 annual hours of specific industry training," said Shilling. "AED offers quality training, so we encourage our team to pursue AED certification as part of their pathway to improvement and career goals. General has had 11 employees complete certification, and we continue to challenge other employees to partake in the courses."

Shilling notes that the AED Foundation lays out the complete training plan to accomplish

certification. Employees work at their own pace, using materials and means, such as electronic media and online technology. Those who complete required formal training and achieve a minimum score of 80 percent on the certification exam are considered certified, according to the Foundation. Each area of concentration requires completion of six to eight courses before the exam.

Parts & Service Operations Manager Steve Stafki is certified in branch management and is working toward certification in both parts and service management. "The programs are tailored to the individual, strengthening those areas that need improvement," he explained. "The classes are a good starting point for new managers and can be an excellent refresher for existing managers who are not certified, yet want to be. What I like best are the insights on how to provide quality customer service. The focus is not only on the distributor employee's self improvement, but ultimately, it gives customers someone who better understands and addresses their needs." ■



Don Shilling,
General Equipment
& Supplies President,
AED Senior Vice
President



Steve Stafki,
Parts & Service
Operations Manager



Several employees at General Equipment & Supplies have AED certification. "The focus is not only on the distributor employee's self improvement, but ultimately, it gives customers someone who better understands and addresses their needs," said General Parts & Service Operations Manager Steve Stafki.

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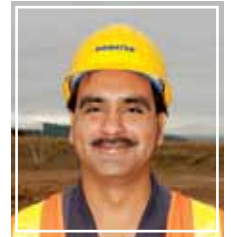
VERSATILE NEW WHEEL LOADERS

With standard parallel linkage, WA270-7 and WA320-7 provide benefits of two machines in one

Having one machine that offers the capacity and capabilities of two is a distinct advantage on construction sites. Komatsu's new WA270-7 and WA320-7 wheel loaders provide that, along with improved fuel efficiency compared to their predecessors.

"The Parallel Z-bar linkage of the previous PZ models is now standard on the new WA270-7 and WA320-7, so they replace both the previous Dash-6 models," explained Product Manager Armando Najera. "The

linkage provides an increase of up to 10-percent lift force compared to the older PZ models. Combined with that increased lift force is a significant increase in bucket breakout force, which greatly improves digging performance. The new loaders have all the advantages of the previous models in a more efficient package that meets Tier 4 Interim requirements."



Armando Najera,
Product Manager

Continued . . .

Brief Specs on the Komatsu WA270-7 and WA320-7

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-7	149 hp	28,836 lbs.	2.5-3.5 cu. yds.
WA320-7	165 hp	33,731-33,984 lbs.	3.7-4.2 cu. yds.

The new Komatsu WA270-7 and WA320-7 (shown here) wheel loaders feature Komatsu's SmartLoader Logic, which provides optimal engine torque in all applications, as well as hydrostatic transmissions and automatic traction-control that virtually eliminate brake and tire wear.



New features maximize productivity

... continued

Smart features reduce brake, tire wear

Like other Tier 4 Interim loaders, the new wheel loaders have Komatsu's SmartLoader Logic, which functions automatically, providing optimal engine torque in all applications. SmartLoader Logic decreases engine torque when the loader isn't working hard, providing greater fuel savings.

"The WA270-7 and WA320-7 have hydrostatic transmissions (HST)," said Najera. "The HST drivetrain delivers dynamic braking, meaning it slows the loader down when the accelerator is released, so brake wear is virtually eliminated. That makes them ideal in start-and-stop types of work, such as material transport in sewer and water and construction jobsites, as well as for pallet loading."

Additional improvements include an automatic traction-control setting, which adjusts

traction to ground conditions, virtually eliminating slipping in slick conditions, saving tire wear and making it simpler for the operator. An S-mode setting is also available for very slippery conditions, such as snow removal.

Improved cabs

Komatsu improved the operator platforms with lower front glass and a redesigned dashboard for better visibility, and added a standard, rearview camera for increased awareness. Machine features with function-mode settings can be set from the comfort of the operator's seat through the large monitor panel.

"Operators can also adjust third-spool hydraulic flow to attachments through the LCD monitor panel," said Najera. "Because these machines replace previous standard and PZ models, running a variety of attachments, such as different buckets, lift and hay forks, sweepers and many others, will be commonplace. The biggest difference between the two new models is really in terms of the lifting capacity needed, as well as how much space the user has at the jobsite.

"Komatsu designed these loaders with features to maximize productivity," he added. "Another way we do that in our Tier 4 Interim machines is by backing them with Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours by trained distributor technicians.

We encourage anyone who's considering good all-around loaders, to test the WA270-7 and WA320-7. We believe users will find them the most productive and efficient in their size classes." ■



Komatsu's new WA270-7 loader and its big brother, the WA320-7, do the work of two machines in one, using standard parallel linkage that makes them ideal for a variety of applications.



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GENERATION NEXT

Komatsu introduces new PC390LL-10 log loader that makes a tough business a little easier



Kurt Moncini,
Komatsu Forest
Marketing Director

Logging is a tough business. It's tough on equipment and can be tough on an operator. So loggers are always looking for something that can make the job a little easier. That's where the new Komatsu PC390LL-10 log loader comes into play.

"Whether shovel logging, loading trucks, processing logs or sorting them on a mill yard, operators want a comfortable and productive machine," said Komatsu Forest Marketing Director Kurt Moncini. "That's what they get with the new PC390LL-10."

The PC390LL-10 is the first in a new, upgraded line of Tier 4 Interim Komatsu log loaders.

Komatsu started with a PC390LC-10 excavator base that features higher horsepower yet lower fuel consumption compared to its Dash-8 counterpart. As with all Dash-10s, it comes standard with KOMTRAX and is covered by the industry-leading Komatsu CARE package of complimentary scheduled maintenance services for three years or 2,000 hours.

"On top of those standard Dash-10 machine features, we've also made a number of forestry-specific modifications to the PC390LL," noted Moncini. "They include a swing system and undercarriage components from the next-size larger excavator, a PC490, as well as an upgraded revolving frame and final drive.

"Another big change loggers are noticing is our new Komatsu-designed forestry cab," he added. "It's quieter and more comfortable, thanks to the standard Komatsu cab fit-and-finish, but with stronger doors, windows and guarding for maximum durability."

The new unit is available with a Komatsu-designed, live-heel forestry boom with Komatsu cylinders. These features are designed to improve machine durability and performance.

"We had this machine out on a demo with two different logging companies in two separate states recently, and received extraordinarily positive feedback on it," Moncini reported. "We heard many strong comments regarding the cab, controllability and smoothness, the track power and slope performance, and, of course, the fuel efficiency. In fact, one of the loggers demo'ing it liked it so much, he is considering purchasing it. That kind of response makes us very excited to get the machine out to other logging operations so they can see the Komatsu Forest difference for themselves." ■

Brief Specs on the Komatsu PC390LL-10

Model	Operating weight	Net Hp	Reach
PC390LL-10	107,000 pounds	257 hp	42 feet

The new PC390LL-10 from Komatsu Forest is the first in a line of upgraded Tier 4 Interim log loaders. It offers higher horsepower, lower fuel consumption and a host of operator safety and comfort features.



PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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D65-17

From Komatsu – The Dozer Experts



Komatsu has once again made a great machine even better. The new D65-17 increases productivity and operator comfort while lowering operating costs. All designed to improve your bottom line.

- Efficient Komatsu Tier 4 Interim engine and automatic shift transmission with lockup torque converter maximize productivity while saving fuel.
- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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ADDED-VALUE MACHINE TECHNOLOGY

VP: Komatsu's "intelligent" machines are about to get even smarter

QUESTION: During the past few years, Tier 4 Interim standards were implemented across the lineup of construction and mining machinery Komatsu offers. What are the results?

ANSWER: Our Tier 4 Interim implementation has been highly successful, with improved quality across the board. Komatsu made a conscious effort to go beyond just meeting the mandated emissions-reduction standards. Through customer input and our own research and development, we built upon the already-proven and productive features of our previous Tier 3 equipment. Our extensive engineering and field testing helped us design and manufacture Tier 4 Interim machines that not only lower emissions, but significantly reduce fuel consumption. According to the millions of accumulated hours and the resulting data, we are confident these new models carry on Komatsu's tradition of durability and reliability.

Part of ensuring a machine continues to be productive and reliable throughout its life cycle is taking a proactive approach to service. With Tier 4 Interim, we introduced our Komatsu CARE complimentary maintenance program, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, as well as two Komatsu Diesel Particulate Filter (KDPF) exchanges. Factory-certified distributor technicians do all the work, using genuine Komatsu parts and fluids. Distributors track machines through our innovative KOMTRAX system, and as services come due, they contact the customer to set up a convenient time to perform the work.

QUESTION: What's the next step?

ANSWER: As we did with Tier 4 Interim machines, we're building from already-proven

Continued . . .



Erik Wilde,
Vice President ICT
Business Division and
Product Marketing

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

Erik Wilde's responsibilities range from planning and marketing of new products and technologies to developing the necessary training and support materials to ensure their successful launch. That includes new technology built into Komatsu machinery, including Intelligent Machine Control (iMC), such as 3-D machine-control systems. Last year, Komatsu formed an iMC team that provides customer support for machine technology and supports the training and development of Komatsu distributor capabilities in this field.

Wilde has been involved in the transformation to more intelligent and productive machinery during his 16 years with Komatsu. He started in 1997 in the service side of the business, directly supporting customers in positions such as area service manager for Komatsu Mining Systems. After several years in service, he moved into a position as an excavator product manager and, in 2004, he became Director of Product Marketing, which has since evolved to his current role.

"Komatsu's proven yet cutting-edge technologies save customers time and money by making them more efficient and productive, resulting in better profitability," said Wilde. "Innovations like these add value for our customers and, when bundled with excellent support by our distributors, I believe this value-proposition truly sets us apart."

New technology improves owner's bottom line

... continued



platforms in telematics with added machine intelligence. We're really excited about expanding on our Intelligent Machine Control solutions or iMC. Several years ago, we started developing integrated control systems for construction products, or as they're sometimes known, 3-D grade-control systems, offered by companies such as Topcon. Currently we provide factory-fitted Topcon "plug-and-play" systems on the D51 through D155 and have local options for Trimble-compatible systems. With the full system installed, people recognize these dozers by the mast that's mounted on the blade and the wires that run from the chassis to the blade-mounted mast.

Soon, customers will see Komatsu machines with integrated 3-D control that doesn't require

Erik Wilde, Komatsu Vice President ICT Business Division and Product Marketing, said extensive field testing and research and development of Komatsu's Tier 4 Interim machines helped Komatsu build machines that met emissions standards while increasing productivity and efficiency and lowering fuel consumption. He expects similar results when Tier 4 Final machines begin rolling out soon.



Construction companies are used to seeing machines with GPS grading systems that have masts attached to the blade and external wiring. Komatsu will soon introduce D61EXi-23 and D61PXi-23 dozers that eliminate those items, with control built into the machine.



those external items. Komatsu is introducing D61EXi-23 and D61PXi-23 dozers that have integrated sensors in the cylinders and a rooftop antenna. Inside the cab is an easy-to-use operator interface that not only brings up the design files but interacts with the machine's system controls, including blade control and tractive-effort management. As with the Tier 4 Interim machines, we have extensive customer field testing that shows improved productivity and efficiency, which reduce owning and operating costs and add value. The feedback has been phenomenal.

QUESTION: Are you working on other new technology?

ANSWER: We're always looking to innovate. Like Komatsu, our customers are on the cutting edge when it comes to technology. They're more mobile than ever before, and with that in mind, we'll soon release a KOMTRAX app for smart phones and tablets that lets customers access critical machine data without having to carry a computer. In addition, quick links to their distributor will automatically connect users to their KOMTRAX coordinator, sales, parts and service representatives, simply by clicking on icons.

It's just part of KOMTRAX's continued evolution. In its earliest days, KOMTRAX offered basic information, such as hours and machine location. Through the years, it's become an even more valuable fleet-management tool that provides comprehensive information, including how a machine is being used, its productive hours versus idle time, fuel consumption, eco guidance that provides operators tips for reducing fuel, and a host of other offerings.

QUESTION: What's on the horizon for Komatsu?

ANSWER: Tier 4 Final regulations, which further reduce emissions, actually begin this year with compact equipment and will start to be implemented on 175- to 750-horsepower machines in 2014. In 2015, machines in the 76- to 174-horsepower range will need to transition. Komatsu's Tier 4 Final platform will be based on our proven Tier 4 Interim solutions and will deliver on our commitment to quality and reliability. By 2018, we will have completely refreshed our fleet. ■

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Go online or scan this QR code using an app on your smart phone to watch video of Pruss Excavation machines at work.

Pruss Excavation is a third-generation family business that does all types of site work, grading and land leveling, including building and capping landfills. Much of its work also centers around water and how to control it.

“My dad started the business in 1968, and I came on-board in 1972,” Jim Pruss recalled. “At the time, we did mostly ag-related work, basically making land more farmable through improved drainage and soil-conservation practices. We continue to do farm work, but through the years we’ve branched out considerably.”

“Today, we still perform many drainage-type jobs, building lagoons, wetlands, and dams,” said his son, Matt, who

Pruss Excavation uses Topcon GPS grading equipment and Komatsu dozers as part of its levee rebuilding projects. “We’re longtime proponents of Topcon GPS grading because it’s proven to us to be the best technology in the marketplace,” said Vice President Matt Pruss. “On these levee jobs, it’s probably saved us weeks, if not months of time.”

joined his dad full time in 2001. “Recently, we’ve done a substantial amount of levee work for the Corps of Engineers.”

Recent Corps projects to rebuild and strengthen the levee system along the Missouri River following flood damage in 2011 have been the company’s main focus during the past two years. Pruss Excavation completed a three-mile section earlier this year and is currently building two one-mile-long stretches, moving about 1 million yards of material in the process.

To complete the levee projects, Pruss Excavation added manpower and equipment. Pruss turned to its local Komatsu distributor to augment its fleet with several rented Komatsu machines and Topcon 3D-MC² GPS units, including Tier 4 Interim D65PX-17 and D65WX-17 dozers, which come plug-and-play ready for GPS grading technology.

“We’re longtime proponents of Topcon GPS grading, because it’s proven to us to be the best technology in the marketplace,” said Matt Pruss, noting that Pruss Excavation uses a twin antenna system with its Topcon grading units. “We’ve used GPS grading for more than a decade, starting with another brand before switching to Topcon several years ago. It’s very user-friendly and a time and money saver. In most cases it cuts finish-grading time in half. On these levee jobs, it’s probably saved us weeks, if not months of time.”

“It’s excellent,” stated Operator Tavis Trujillo. “I’ve been grading with Topcon for about five years, and it’s very easy to use. I like that I can quickly manipulate the model in the field, if necessary. Topcon certainly makes a difference when it comes to speed and accuracy.” ■

▶ VIDEO



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INDUSTRY NEWS

Government Accountability Office recommends VMT pilot program

The Government Accountability Office released a report examining vehicle-miles-traveled (VMT) fees as an equitable and efficient alternative for long-term highway revenues. The report, "Pilot Program Could Help Determine the Viability of Mileage Fees for Certain Vehicles," examined mileage-fee initiatives, the consumer effect of the rates needed to adequately fund the Highway Trust Fund and state departments of transportation projections for future revenue.

It found that privacy continues to be a concern and that collection costs associated with such fees would likely be greater than those for fuel taxes. The agency contends that a VMT system for commercial trucks and electric vehicles would be a more manageable system, especially because a majority of state DOTs already support such an initiative. The GAO recommends that Congress establish a national pilot program to test the viability of such fees for commercial trucks and electric vehicles. ■

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AN EASY WAY TO SAVE MONEY

For a better bottom line, Komatsu says shut your machine off rather than idle it

Have you ever heard an operator say, “It costs more to shut my machine down and restart it than it does to just keep it running.”? It’s a common misconception that actually costs machine owners in terms of fuel and excessive machine wear.

“Idling is often a habit that’s been part of the equipment user’s culture for years,” said Ken Calvert, Komatsu Director of Product Support Systems. “Komatsu wants to change that culture, so for nearly two years we’ve worked to raise awareness of the costs and consequences associated with excessive idling. In nearly every case, it would be better to shut the machine down when it’s not in production.”

Here’s an example. Studies show the industry average idle time is almost 40 percent. That means if a machine is traded in at 10,000 hours, the owner really only got 6,000 hours of actual production from that unit. If the machine hadn’t idled those other 4,000 hours away, the owner could have continued to use it for another two years or so, or could have gotten a much better trade-in price at 6,000 hours rather than 10,000.

To counteract that waste, Komatsu launched a wide-ranging “No Idle Initiative” in 2012, working with about 1,200 Komatsu users to show them tangible ways to lower idle time.

“Much of the program was geared toward operators, because they are on the front lines when it comes to how much a machine idles,” said Bob Post, Director of Marketing. “We wanted to raise their awareness so they understand excessive idling can be detrimental in several ways. It puts unnecessary hours on a machine, which means faster service intervals, increased wear and tear, and warranty hours that expire faster. Excess idling can ultimately lower resale

value because a machine may have hundreds even thousands of extra hours on it.”

Aiming for 20-percent reduction

The main goal of the No Idle Initiative was a 20-percent reduction compared to participants’ previously measured idle times. Each participant received promotional materials, such as hats and key-chain tags, to raise awareness of the campaign.

Continued . . .

To help equipment users save money and get more from their equipment, Komatsu launched a “No Idle Initiative” that encouraged equipment users to shut their machines off when they’re not producing.



KOMTRAX tracks machine idle time and more

... continued

Using KOMTRAX remote machine-monitoring technology on Tier 3 and Tier 4 Interim machines, Komatsu tracked overall hours and idle time. Monthly reports showed participants' progress during the four-month campaign.

"KOMTRAX provides a host of valuable information, such as fuel consumption, machine location and functions," said Calvert. "Those are all very good tools to help customers track their equipment, but one indicator that's often underutilized is productive versus nonproductive hours. KOMTRAX shows equipment owners their machine hours and the percentage of those hours at idle. Owners can use that information to train operators in practices that will lower unproductive hours."

Komatsu recognized 284 of the 1,200 participants as "Most Improved" for showing a 20-percent or more reduction from their

baseline idling rate for at least two months. Of those, Komatsu named a "Top 20" for showing the highest percentage reduction in idling. In another category, 69 participants achieved "Best of the Best" by reducing their overall idle time to 15 percent or less. Winners in the Top 20 and Best of the Best were invited to a special Demo Days event at Komatsu's Training & Demonstration Center in Cartersville, Ga. They were honored during a special ceremony and invited to be part of a panel discussion about their experiences and success in reducing idle time.

"We consider this 'socially responsible marketing,'" said Post. "What that means is showing customers ways they can save money and put more dollars in their pockets. At the same time, it raises a level of awareness when it comes to the environment. Less idle time means less fuel used, resulting in lower emissions."

Calvert added, "The reaction to and result of the No Idle Initiative exceeded our expectations. We experienced success from an awareness standpoint, but more important, most participants saw tangible results. It was really a story of empowerment and economic benefit for equipment users. They took control of reducing idle time, and greatly helped their bottom lines."

A goal of less than 10 percent

Like the participants in the No Idle Initiative, other Komatsu users with Tier 3 and Tier 4 Interim machines can receive a complimentary, detailed, monthly report with easy-to-read charts and graphs. Included are key items, such as how a machine's idle time compares with the average of all machines Komatsu tracks.

"A simple graph shows owners if their machines are above, below or average, compared to the national average," said Calvert. "Zero idle time is probably unrealistic, because there are situations, such as cold-weather work and machine start-up, that require it. But, even those times can be drastically cut. Ultimately, we want users to have less than 10-percent idle time. A proactive approach and vigilance in tracking machines using technology such as KOMTRAX can easily achieve that goal." ■

No Idle Initiative "Most Improved" Award Winners

- Edward H Schwartz Construction
- Elliot Excavating
- Falkirk Mining Co.
- Junkman & Sons Inc.
- Mon-Dak Water & Septic Services
- Sellin Brothers
- Summit Energy Services LLC
- Westcon Industries Inc.

According to Komatsu, the industry average machine idle time is almost 40 percent. Cutting idling time can extend the productive life of a machine by eliminating unnecessary hours and reducing wear and tear. Fuel savings and lower emissions are other benefits.



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