

# DOWN TO EARTH

A publication for and about General Equipment & Supplies, Inc. customers • 2014 No. 2

## JMAC RESOURCES

Williston company's material division expanding in an effort to become area's premier aggregate supplier



Brandon Lerbakken,  
Materials/Trucking  
Manager

Cody Evans,  
Superintendent,  
Materials Division



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## IN THIS ISSUE

### JMAC RESOURCES

See how this Williston, N.D., company's material division is expanding in an effort to become the area's premier aggregate supplier.

### INDUSTRY EVENT

Read about the Komatsu event that showcased its *intelligent* Machine Control dozers.

### INNOVATIVE PRODUCT

Learn about the new tight-tail-swing PC228USLC-10, which provides more horsepower and greater stability.

### FORESTRY NEWS

Discover how Komatsu designed its new PC240LL-10 Log Loader for increased production.

### NEW PRODUCT

Check out the new PC210LC-10 Waste Handler with a rugged design to provide maximum uptime in tough applications.

### "BREAKING" NEWS

See how crushing and screening contractors could find greater efficiency and cost savings with an Xcentric® Ripper attachment.

### PRODUCT FOCUS

Take note of the number-one backhoe loader manufacturer, JCB, which is also leading in skid steers and telehandlers.

### A CLOSER LOOK

Read why crushing efficiency is a hallmark of the KPI-JCI and Astec Mobile Screens K200+ cone plant.

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# JMAC RESOURCES

## Williston company's material division expanding in an effort to become area's premier aggregate supplier



▶ VIDEO  
Brandon Lerbakken,  
Materials/Trucking  
Manager



▶ VIDEO  
Cody Evans,  
Superintendent,  
Materials Division

Numbers have a way of being relative. In strict terms of age, JMAC Resources is a fairly young company. In terms of experience, the business is well into adulthood.

JMAC Resources was formed about seven years ago when Owner Jon McCreary purchased a locally owned construction company that provided earthmoving services for the oil and gas industry. JMAC continues to offer services such as building oil locations, pioneering roads to the well sites and reclaiming old sites, but it's also well-diversified with a construction division, trucking division and a materials division.

For the past several years, one of JMAC Resources' main focuses has been building the materials division, which supplies aggregate products.

"JMAC is probably its own biggest customer in terms of aggregate materials, followed by general contractors who use our product mainly for DOT projects," said Cody Evans, Superintendent of the Materials Division. "About 50 percent of our tonnage is used in the oil and gas sector and the other half goes to road projects. By far, our main product is road base."

The company currently operates from 24 pits, located mainly in northwest North Dakota and eastern Montana, and runs 50 trucks. JMAC Resources produces 12 products, ranging from sand to rip rap, and it has a concrete plant in Bismarck. Another ready-mix plant is in the works for Williston.

"Building to our current size during a relatively short period of time involved a great deal of planning that comes with experience," said Brandon Lerbakken, Materials/Trucking Manager. "Cody and I worked together before, and both of us have been in the industry for many years. We've surrounded ourselves with people who are experts in the field, putting together a team that we knew would be successful."

### Challenge can be an asset

That experience has helped the team at JMAC Resources overcome its biggest challenge: finding rock.

"It's difficult," stated Evans. "We have a prospector on staff who goes out and finds areas and talks with landowners. When he thinks he's found enough rock, he'll call us, and we'll check it out by digging potholes. If it's determined to be profitable, we generally strike a deal with the landowner. Currently, about 75 percent of our pits are leased and the other 25 are ones we own."

A JMAC Resources operator feeds raw material into JMAC's crushing spread with a Komatsu PC400LC excavator at the Deming Pit.

▶ VIDEO





JMAC Resources recently added a new crushing spread that includes a KPI-JCI K400 Kodiak Plus cone and a 2650 jaw (inset). “We’re sold on the KPI-JCI products, and we especially like the K400 cone,” said Materials/Trucking Manager Brandon Lerbakken. “It’s high speed and eats material like no other. We’ve had great success with KPI-JCI products throughout the years, and that was a big factor in purchasing the new spread.”

Pit sizes vary from 100,000 tons to more than a million. In total, the company averages about 2 million tons of production per year and serves about a 100-mile radius of Williston.

“This area just doesn’t have the big 5 million to 10 million tons of reserves you find in one spot like other places around the country where we’ve worked,” said Lerbakken. “That’s forced us to seek out several sites, and honestly, that’s been an advantage. It gives us many pits that are strategically located throughout the counties and oil plays that we serve. It works especially well for DOT work; we can supply material from a pit close to the project, reducing trucking costs and making us more competitive.”

### Serious about quality control

JMAC Resources’ biggest project to date was supplying 680,000 tons of Class 5 road base for a DOT project on Highway 85 between Alexander and Watford City. The company also recently supplied several thousand tons of materials to its other divisions during installation of various underground utility lines that serve oil and gas customers.

“We work with our customers to make whatever product specifications they need,” said Evans. “JMAC has its own certified tester who

does quality control, and we also work closely with the DOT to ensure our product meets its specs. Everyone takes quality control seriously, from the operator digging material to our drivers, crusher operators and us.”

Currently, JMAC Resources has about 400 employees, including key personnel such as General Manager Rob Krom, with about 35 employees in the materials division. That division works closely with the trucking division, which has about 50 employees.

### Sold on KPI-JCI, Komatsu, General

JMAC Resources’ material division recently added a fifth crushing spread. The company worked with General Equipment & Supplies Sales Representative Jon Christianson to purchase a KPI-JCI 2650 jaw crusher, a 6-foot-by-20-foot 6203 screen and a K400 Kodiak Plus cone crusher. It also added stacking and conveying equipment, and General helped build the generator trailer for the spread.

Raw material first goes through the jaw crusher and is sized to 6-inch minus before going through the screen. It’s then processed through the K400 cone for final sizing – JMAC makes up to four products at once.

*Continued . . .*



Go online or scan this QR code using an app on your smart phone to watch video.

# JMAC's diversified services are key to rapid growth

... continued

"We have a similar spread, minus the jaw, that we purchased from General about three years ago," noted Lerbakken. "We're sold on the KPI-JCI products, and we especially like the K400 cone. It's high-speed and eats material like no other. We've had great success with KPI-JCI products throughout the years, and that was a big factor in purchasing the new spread."



(L-R) General Equipment & Supplies Sales Representative Jon Christianson meets with JMAC Resources Materials/Trucking Manager Brandon Lerbakken and Superintendent, Materials Division Cody Evans. "One of the biggest factors in our equipment-buying decisions is dealer service," said Lerbakken. "There are a lot of dealers out there, but none give us the service that Jon and General do. They stand behind their products and have parts on hand when we need them."

JMAC Resources uses several KPI-JCI products, including this screen at the Lang Pit near Sterling.

▶ VIDEO



In addition to KPI-JCI products, JMAC Resources purchased an Eagle Iron Works coarse-material washer from General, as well as Gorman-Rupp pumps, Cedarapids crushing equipment, Komatsu WA500 wheel loaders and a Komatsu PC400 excavator.

"The company I worked for before JMAC ran Komatsu WA500s, so I was familiar with them before coming here," said Evans. "They're bulletproof as far as I'm concerned. We don't worry about breakdowns, the fuel economy is phenomenal, and operator usability is great. They handle an eight-and-a-half-yard oversize bucket with no problem, which allows us to two-pass a truck, and send it down the road."

"The PC400 gives us a lot of versatility," added Lerbakken. "We use it to prospect pits, dig settling ponds, unload equipment and do cone replacements. It's a universal machine that, like the wheel loaders, is reliable."

Lerbakken and Evans say they appreciate the reliability of General Equipment & Supplies and Christianson. "One of the biggest factors in our equipment-buying decision is dealer service," said Lerbakken. "There are a lot of dealers out there, but none give us the service that Jon and General do. They stand behind their products and have parts on hand when we need them. We appreciate that we can turn to them for one-stop shopping for our equipment needs. They treat us like family, not like a customer."

## Expects growth to continue

JMAC Resources is well on its way to achieving the goals Lerbakken and Evans have for the materials division.

"We want to be the premier aggregate supplier in this area," said Evans. "We believe we have the expertise and have developed the infrastructure to do that, whether it's oil field or DOT customers. JMAC is here to serve their needs."

Lerbakken added that he expects growth to continue. "It will be more calculated and controlled than what it's been the last few years. We've built with diversification in mind, and growth exploded. We're more than just an oil field service company now, so all our eggs aren't in one basket. The future looks good." ■

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## FIRSTHAND EXPERIENCE

### Komatsu event showcases new dozers that feature *intelligent Machine Control* technology



Peter Robson,  
Director of Intelligent  
Machine Control

Komatsu recently expanded its *intelligent Machine Control* (iMC) dozer lineup, and customers and distributor personnel got a chance to see and operate several dozers during an iMC event at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Attendees learned about the innovative technology behind the iMC lineup that includes D61i-23 and D39i-23 models, as

well as the D51i-22 dozer. The dozers feature factory-integrated 3D machine control that functions without the blade-mounted masts and cables associated with conventional aftermarket systems. The technology provides fully automatic blade control from rough-cut to finish grade with maximum blade load.

“The feedback we get from users is phenomenal,” said Peter Robson, Director of Intelligent Machine Control. “They see both time and money savings, and with automatic blade control, they get to final grade faster and more efficiently. Additionally, there are no masts or cables to get damaged and replaced, and no one has to climb on the machine to install and detach them. We’re glad so many came to this event and saw the benefits of *intelligent Machine Control*.”

Komatsu also highlighted the latest Topcon technology for productivity reporting and remote machine monitoring. Attendees could see the software that’s designed to work with GPS systems to track production in real time. ■



Komatsu showcased its *intelligent Machine Control* dozers, including D61PXi-23 and D39PXi-23 models, during an iMC experience at its Training & Demonstration Center in Cartersville, Ga.

Komatsu recently added to its *intelligent Machine Control* dozer lineup with the addition of new models, including the D51PXi-22.



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## INNOVATIVE PRODUCT

# INCREASED LIFT CAPACITY

## New tight-tail-swing PC228USLC-10 provides more horsepower, greater stability

Having one machine that works equally well in open and confined spaces is a distinct advantage for contractors who perform work in a variety of applications. Komatsu's new tight-tail-swing PC228USLC-10 excavator offers that with upgrades that increase horsepower, lift capacity and stability.

More compact than a conventional excavator, the PC228USLC-10 is ideal for working in confined areas, such as road, bridge and urban projects among others. The boom foot position and raising angle is higher than on the Dash-8 model it replaces, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within

the same swing radius as the counterweight, further enhancing versatility in tight working conditions.

"The PC228USLC-10 provides excellent production on congested jobsites where operators may be close to a building or other obstruction, or on a road project that involves working in a lane of traffic," said Product

*Continued . . .*



**Rob Orłowski,**  
Product Manager,  
Excavators

### Quick Specs on the Komatsu PC228USLC-10

Model	Horsepower	Operating Weight	Digging depth
PC228USLC-10	158 hp	54,123-55,336 lbs.	21 ft., 9 in.



Komatsu's new tight-tail-swing PC228USLC-10 excavator's boom foot position and raising angle is higher than on the model it replaces, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within the same swing radius as the counterweight.

# Compact PC228USLC-10 ideal for confined areas

... continued

Manager, Excavators Rob Orłowski. "Because it has good power and efficiency, it can also be a good choice for moving dirt in open areas."

Komatsu increased counterweight mass by an additional 2,865 pounds, giving the new PC228USLC-10 improved lift capacity over the front and side of the machine. Additionally, it provides better stability during heavy lifting.

## Built for durability, reliability

Durability and reliability are built-in with boom and arms that are highly resistant to bending and torsional stress due to large cross-sectional structures, high-tensile strength steel, interior partition walls and large one-piece castings.

Komatsu's exclusively designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions. The DT-type electronic connectors are sealed against dirt and moisture and metal guard rings protect hydraulic cylinders. Hoses are equipped with O-ring seals to help prevent leaks. Long replacement intervals for hydraulic oil, engine oil and filters keep the machine up and running for increased production hours.

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. The new engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model.

## Added horsepower

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. It uses an advanced electronic control system to manage airflow rate, fuel injection, combustion parameters and after-treatment functions to optimize engine performance, reduce emissions and provide diagnostic capabilities.

New engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model. All major components are exclusively designed by Komatsu to work in harmony and optimize performance.

## Six working modes

Operators can also optimize performance and productivity with six working modes and a Power Max control that matches engine speed, pump flow and system pressure to specific application requirements. Improved attachment flow control allows greater flexibility for attachment adjustments. In hard digging, the one-touch Power Max function increases digging force by 7 percent for 8.5 seconds.

Setting modes is done through the large multi-color monitor in the enhanced cab that features a standard high-back operator seat that provides excellent support and comfort for reduced fatigue and increased productivity. The cab is pressurized to minimize dust, offers wide visibility and the cab damper mounts reduce noise and vibration.

"Our previous model really set the standard for tight-tail-swing excavators in the 50,000-pound category, and the PC228USLC-10 builds upon that with improvements that make it one of the most productive, efficient and versatile machines in the industry," said Orłowski. "As with all our Tier 4 models, Komatsu backs the PC228USLC-10 with Komatsu CARE, which provides scheduled factory maintenance for the first 2,000 hours or three years and includes a 50-point inspection with each service." ■



# DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, 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 engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# GREATER LOGGING CAPACITY

## Komatsu introduces new PC240LL-10 Log Loader designed for increased production



Steve Yolitz,  
Manager,  
Marketing Forestry

When it comes to forestry work, you want machinery and attachments that stand up to the rigors of such a tough application. Komatsu provides that with specialty products, including its new PC240LL-10 Log Loader, which features heavy-duty components for better reliability, durability and performance in shovel logging, loading trucks, sorting in a mill yard, processing logs or road building. The PC240LL-10 is the newest member of Komatsu’s Dash-10 log loader family, and it shares many design principles, features and benefits of the well-received PC390LL-10.

Typically, Komatsu uses some components from the next-size-larger excavator in its log loaders, such as the swing system and undercarriage,” said Steve Yolitz, Manager, Marketing Forestry. “We also upgraded the revolving frame and final drives, as well as redesigned the forestry cab with

stronger doors, windows and guarding. The live heel logging boom is redesigned too. Everything except for the grapple is engineered and manufactured by Komatsu to meet its Komatsu Engineering Standards and can be serviced through our distributors as opposed to some items handled by third-party entities.”

Customers can now get factory-installed grapples, according to Yolitz. “Komatsu offers a turn-key solution in a powerful machine that meets Tier 4 Interim engine standards with special regeneration logic that notifies the operator that a regen is needed. That gives them the flexibility to select the optimum time and place to do it. The engine has 5-percent greater horsepower and up to 10-percent better fuel efficiency compared to the PC220LL-8 it replaces. In addition, the machine is covered by the Komatsu CARE complimentary scheduled maintenance program for the first three years or 2,000 hours. This is the same program offered on the Komatsu PC390LL-10 Log Loader and all other Komatsu Tier 4 machines.”

### Quick Specs on the Komatsu PC240LL-10 Log Loader

Model	Operating Weight	Net Horsepower	Reach
PC240LL-10	83,895 lbs.	177 hp	38 ft.

Komatsu’s new PC240LL-10 Log Loader is built with heavy-duty components and a redesigned cab for greater durability, reliability and performance.



### Forestry versatility

Although the LL in the model name stands for “log loader,” the PC240LL-10’s overall rugged design and high and wide undercarriage makes it an ideal platform for other demanding forestry applications such as head processing and road building, according to Yolitz. “For forestry contractors seeking a tracked harvester, the PC240LL-10 can be equipped with a HD boom, HD arm and a processing head. The machine can also be used for forestry road building applications by equipping it with an HD excavator boom, one of several excavator arms and a variety of Komatsu buckets. With the combined versatility of the PC240LL-10 and the larger PC390LL-10, our distributors can now meet a broader range of their forestry customers’ needs.” ■

## NEW PRODUCT

# UP TO THE CHALLENGE

## Rugged design of PC210LC-10 Waste Handler provides maximum uptime in tough applications

Waste handling presents unique challenges, such as highly varied material and airborne debris. These conditions are hard on engines and other critical systems, but Komatsu designed the new PC210LC-10 Waste Handler to handle these tough applications with maximum uptime.

“Transfer stations, demolition, scrap handling and recycling require severe-duty machines, and the PC210LC-10 Waste Handler’s features minimize the impact these applications present,” said Rob Orłowski, Product Manager, Excavators. “It allows users to focus on the work and not on whether the machine needs attention because it’s overheating or accumulating excessive airborne debris.”

Several features reduce debris accumulation and improve airflow, including a high-capacity Sy-Klone® engine precleaner, a remote-mounted A/C condenser, an engine door and hood corrugated screening package, an auto-reversing fan and radiator clean-out covers to keep air flowing through the coolers and make cleaning easier. Engine and hydraulic-compartment gap seals prevent debris from entering the radiator-cooling air stream. A wide core cooling package with wide fin spacing keeps air flowing through the radiator, hydraulic oil and charge air coolers.

The standard auto-reversing fan changes airflow direction to clean screens and coolers at regular intervals. Operators can adjust the intervals to match conditions, and they can manually reverse the fan at any time with the flip of a switch.

### Built for severe duty

Komatsu engineered the PC210LC-10 Waste Handler with a severe-duty revolving-frame undercover that has thicker steel for greater

protection of internal components. Operators are also well protected from falling debris with standard cab-top guarding. Additional falling-object protection and front window guards are also available.

The heavy-duty boom and arm are made with high-tensile-strength steel and have large cross-sectional areas and one-piece castings in the boom foot and boom and arm tips. The design provides excellent strength and durability.

“With six working modes, operators can match the machine to the working conditions, including everything from high production in tough tasks to better fuel efficiency in light material applications,” said Orłowski. “It’s purpose-built to stand up to practically any waste-handling situation.” ■

### Quick Specs on the Komatsu PC210LC-10 Waste Handler

Model	Net HP	Operating Weight
PC210LC-10 Waste Handler	158 hp	50,741 lbs.

Komatsu designed the PC210LC-10 Waste Handler for maximum uptime in severe-duty applications, such as transfer stations, demolition, material handling and recycling.



# WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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# ROCKIN’ A HARD PLACE

## Crushing and screening contractor sees greater efficiency, cost savings with Xcentric® Ripper attachment

Thousands of years ago, a vast sea covered West Texas’ Permian Basin. When it eventually dried up, it left behind a thick deposit of rock that presents challenges to companies such as Mobile Crushing & Screening, which supplies limestone and caliche to a variety of customers in the area.

For years, companies have used the typical methods of blasting and hammering to break up the hard rock material. Recently, Mobile Crushing & Screening decided to try an XR50 Xcentric® Ripper attachment to sheer rock off its quarry walls. Owners Blake and John Frerich said the results speak volumes.

“Our production rate is relatively the same as it was before, but we’re finding greater efficiency and savings with the Xcentric Ripper,” said Blake. “It’s more efficient than hammering and pulling down the material. The biggest advantage is it eliminates our need to blast. Using the XR50 has cut our per-ton cost in half compared to blasting, so we’re seeing significant savings.”

Komatsu’s subsidiary Hensley Industries, Inc., recently became the distributor for Xcentric Ripper attachments in 82 countries throughout the world. There are nine models available that fit seven- to 150-ton excavators. The attachments have Xcentric’s patented Impact Energy Accumulation Technology, which features amplified eccentric gears and enables efficient rock breaking. The unique design uses high-frequency impact force, different than traditional hydraulic breakers. Impact frequency varies by model and ranges from 900 to 1,500 beats per minute to help increase production.

“We’re getting more useable material because it virtually eliminates fines associated with blasting,” said John. “We were getting about 30 to 35 percent after blasting. Using the attachment, we’re up to 85 to 95 percent.”

### Less maintenance

Xcentric Ripper attachments are made with wear-resistant steel for long life and durability and have a simple structure for ease of maintenance. Unlike traditional hammers, which have to be greased every few hours, Xcentric Rippers require no daily lubrication. The attachments only need greasing every 1,000 hours and use an easily replaceable tooth instead of a blunt bit.

“Less maintenance equates to greater production and lower costs,” said Blake. “That’s a big advantage.” ■



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▶ VIDEO

Blake (left) and John Frerich use an XR50 Xcentric® Ripper to sheer walls at their quarry. “We’re getting more useable material because it virtually eliminates fines associated with blasting,” said John. “We were getting about 30 to 35 percent after blasting. Using the attachment, we’re up to 85 to 95 percent.”



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# JCB COMPACT EQUIPMENT

## Number-one backhoe loader manufacturer is also leading in skid steers and telehandlers

In some parts of the world, JCB is synonymous with backhoe loader, like Kleenex is to tissues. There's a good reason for that. JCB pioneered the backhoe loader concept in 1953 and today is the world's number-one backhoe loader manufacturer. As would be expected with that background, the company is also a very strong manufacturer of other compact machines, such as skid steer loaders, compact track loaders and telescopic handlers.

JCB introduced the telescopic handler in 1977 and is the world's number-one telehandler manufacturer. JCB telescopic handlers offer three different steer modes and are designed for ultimate maneuverability. JCB displayed many of its products at

CONEXPO 2014, including the new 525-60 Loadall, which delivers 5,500 pounds of lift capacity with a 20-foot lift height.

The 525-60 comes with a 74-horsepower, Tier 4 Final JCB Diesel by Kohler engine that does not require a DPF or any form of after treatment, which keeps owning and operating costs to a minimum. The machine features a hydrostatic transmission with two ranges (hi/lo) giving it a top speed of about 15 mph. The transmission gives the operator the ability to finely control the machine in confined areas, which is where it often works.

The hydraulic circuit delivers 21 gallons per minute, and the boom controls are

*Continued . . .*



Joe Eddleston,  
Product Manager



Ashby Graham,  
Product Specialist



A new "auto idle" feature further improves the industry-leading fuel efficiency of JCB skid steer loaders and compact track loaders.

# JCB shows off its compact machines at CONEXPO 2014

... continued

operated by a single-lever joystick with proportional control of the boom extend/retract and auxiliary service function. The single-lever joystick also allows the operator to program a required flow rate for the front attachment, making it ideal for operating hydraulic-powered rotary brooms, for example. All cab glazing is flat, so it is less costly to replace. The machines also come with semi solid tires that are puncture-resistant. "We have telehandlers to meet a wide range of construction and agricultural applications," said Joe Eddleston, JCB Product Manager for Compact Telehandlers. "The 525-60 is a true compact unit that measures 5 feet, 10 inches wide and 6 feet, 3 inches high. It's ideal for parking lots, basements and any job where small size is an asset. It features excellent visibility, even to the right-hand rear wheels, which is a blind spot on many telehandlers. Additionally, we offer a skid steer carriage, which means basically any skid steer attachment will fit."

## Skid steers and compact track loaders

JCB produces 17 skid steer and compact track loader models that are now Tier 4 Final machines. The JCB by Kohler engine used on small platforms uses a maintenance-free diesel oxidation catalyst, which meets emissions regulations without the use of a diesel particulate filter (DPF).

"We've also redesigned the cooling system for our Tier 4 machines,"

said Ashby Graham, JCB Product Specialist for Skid Steers and Compact Track Loaders. "The machine now draws cool air from the top and blows it out through the back. It increases cooling capacity and gives operators an option to simply reverse the fan for cleaning."

JCB skid steers and compact track loaders also have an auto-idle feature where a machine that's at high throttle will idle down after five seconds of inactivity.

"The auto-idle feature can be disengaged, but most operators find it helpful as it can deliver additional fuel savings. JCB prides itself on providing the most efficient machines to its customers and developed a Tier 4 Final solution skid steer and compact track loader that delivers up to 10 percent additional fuel savings over our Tier 3 model, which was already 16 percent more fuel efficient than competitive units. These types of fuel savings allow us to brand the machine with an 'ECO' logo," added Graham.

The number one application for JCB skid steers is agriculture. For compact track loaders, the most common application is general construction. ■

JCB is the world's number-one telehandler manufacturer. The company displayed many of its products at CONEXPO, including the new, compact 525-60 Loadall, which delivers 5,500 pounds of lift capacity with a 20-foot lift height.





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## A CLOSER LOOK

# K200+ CONE PLANT

## Crushing efficiency is a hallmark of the KPI-JCI and Astec Mobile Screens cone plant

When it comes to crushers, only two things really matter – how quickly does it get material to size and is it cost efficient? The KPI-JCI and Astec Mobile Screens K200+ closed-circuit cone plant passes both tests with flying colors.

The K200+ is the smallest of four Kodiak Plus series cone plants from KPI-JCI and Astec Mobile Screens, which are designed to provide the most efficient crushing performance in the industry. At 200 horsepower, the K200+ is typically a secondary or tertiary crusher, although in the right setting, it can also serve as a primary crusher. When used with a 6' x 20' three-deck horizontal screen on a portable chassis, it is the ideal plant for a contractor who crushes at multiple locations, or to augment a stationary plant.

“For a crushing contractor, the biggest advantage of the K200+ is its overall efficiency,” said Terry Cummings, Regional Sales Manager for KPI-JCI and Astec Mobile Screens. “It does a great job of sizing material properly on the first pass. For example, when set at 1-inch, we’ll typically get about 80 percent of the material sized properly the first time through. Few competitors can consistently match that number. As a result, we get more product into the pay pile sooner and with less wear and tear on the crusher.”

One of the keys to the K200+’s performance is its roller bearing design, whereas most other manufacturers use a bushing compressor.

“Our roller bearing design uses horsepower more efficiently, which significantly reduces overall operating expenses when compared to bushing-style crushers,” said Cummings. “It also makes the K200+ more tolerant of climate and temperature fluctuations, which can be

very beneficial when it gets hot in the summer and cold in the winter.”

Other key selling points of the K200+ are:

- Uptime. A 360-degree hydraulic-locking ring requires less maintenance than cylinders.
- Durability. Kodiak Plus crushers are the heaviest in their respective classes.
- Ease of use. A tramp iron relief system eliminates accumulator-related maintenance costs.

Cummings says ideal applications for the K200+ closed-circuit cone plant include sizing base material to 1½ inches or less and making aggregate product for an asphalt plant. ■



Terry Cummings,  
Regional Sales Manager  
for KPI-JCI and Astec  
Mobile Screens

*For more information on the K200+, or any of the Kodiak Plus series of cone plants, contact your sales representative or visit your nearest branch location.*

### Brief Specs on the KPI-JCI and Astec Mobile Screens K200+ Cone Plant

Model	Head Diameter	Operating Range	Horsepower	Total Weight
K200+	40 in.	800-950 rpm	200 hp	34,000 lbs.



The KPI-JCI and Astec Mobile Screens K200+ closed-circuit cone plant features a roller bearing design, which improves crushing efficiency. For example, set at 1-inch, it typically achieves about 80 percent of sizing on the first pass, which means more material in the pay pile sooner and less wear and tear on the crusher.



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## KOMATSU TOTAL SOLUTIONS

### New KAC President says finding better ways to meet customers' needs is Komatsu's goal

**QUESTION:** Komatsu has been very innovative through the years in integrating technology such as KOMTRAX and intelligent Machine Control into equipment. What's next?

**ANSWER:** Regarding intelligent Machine Control (iMC), we started with the D61i dozer, then expanded it to smaller finish-grade dozers, the D51i, D39i and D37i. We intend to launch our first iMC excavator in the United States in the near future.

Building good, high-tech machines, such as our iMC products with industry-leading specs and features, is just the first step. That's the minimum any top manufacturer must do. At Komatsu, our goal is to also provide great service and, ultimately, offer "total solutions" to help customers overcome the challenges they face.

**QUESTION:** Can you give examples of such Komatsu "total solutions"?

**ANSWER:** Let's stay with iMC dozers. The product itself, with factory-integrated blade-control technology, is significant, and to my knowledge, it's unique in the industry. But in and of itself, it's not a total solution. However, when you factor in KOMTRAX, Komatsu CARE (complimentary maintenance for the first three years or 2,000 hours), and the fact that nearly all of our dealers have a Technology Solutions Expert on staff – those are service solutions that I believe are a step ahead of other manufacturers. Finally, to encompass the full iMC solution to the customer, three-dimensional modeling, as well as daily productivity, will become part of the portfolio.

*Continued . . .*



**Masayuki "Max" Moriyama, President and COO, Komatsu America Corp.**

*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.*

Masayuki "Max" Moriyama became President and Chief Operating Officer of Komatsu America Corp. (KAC) in April 2014. Born in the ancient city of Nara, Japan, Max grew up and was educated in the Tokyo suburb of Kawasaki City, then attended Keio University in Tokyo. In 1980, he graduated with a degree in Mechanical Engineering, and started his Komatsu career shortly thereafter.

Max began as a design engineer for small dump trucks. In 1988, he was awarded a Komatsu scholarship to study abroad and spent two years earning a Master's Degree in Mechanical Engineering from Cornell University in Ithaca, N.Y. Upon returning to Japan, he worked on excavator research and development at the Technical Center in Osaka from 1990-2000, then was transferred back to the United States to be senior design engineer at the Chattanooga Manufacturing Operations in Tennessee.

In 2003, Moriyama went back to Tokyo where he became worldwide product manager for construction-size excavators, overseeing the Tier 3 Dash-8 model introduction. In 2006, he went back to Osaka to oversee design of all track machines, then in 2010, he was elected Executive Officer of the Tech Center – a position he held until he was named KAC President a few months ago.

"This is my third time in America with Komatsu, but my fourth time living here," said Max, whose wife, Kozue, will join him in Chicago in the near future. "From first through third grade, I attended a public elementary school in Queens, N.Y., while my father, who worked for a Japanese trading company, was based there. I really enjoy the United States, in large part because the people are energetic and open-minded. I look forward to working with our KAC personnel, distributors and customers during the next few years, and I fully intend to visit every distributorship and every state during my presidency."

# KAC president plans to visit every state

... continued

Our Autonomous mining truck is another example. It's not just that we make a driverless truck that's already operational in mines. The total solution is everything that goes along with it, such as a dispatch system and fleet-management services.

Those are the types of total solutions we're working toward. Are we all the way



Komatsu is known for its cutting-edge technological innovations, such as iMC dozers and KOMTRAX. But, KAC President Max Moriyama says that providing "total solutions," such as iMC set-up and a Komatsu team to monitor KOMTRAX (above) and report to customers – that's what really sets Komatsu apart.



there yet? No. But we're working with our distributors and customers, so they understand the direction and can see how we intend to differentiate ourselves from the competition.

**QUESTION: You mention customers, where do they fit in?**

**ANSWER:** At the very top. They are why we do what we do. My background is in design engineering, and I'm hands-on when it comes to equipment. I like to see it at work on the job. That's why it's my intention to visit every state and talk to our distributors and also to their customers. I want to know what they like and what they need. Most of all, I want to get facts and see for myself what's happening on construction sites so I'll know firsthand what we need to do to improve our customers' experiences.

**QUESTION: What's the equipment market like right now and what are you anticipating for the rest of this year and beyond?**

**ANSWER:** It's a mix. A few years ago, mining was very strong. This year, it isn't. That's especially true for new-equipment sales. We still have good parts and service sales at mines that are still operating, but we would like to see the mining side of our business improve. It's especially important to Komatsu America because we have the Komatsu "mother plant" for large, electric dump trucks right here in Peoria, Ill.

Demand for construction equipment, on the other hand, is good, and we're projecting a strong market for the remainder of the year and into the future. The total number of units sold continues to increase, and at Komatsu, we're improving market share. We believe that's a result of innovations such as iMC machines, Komatsu CARE, KOMTRAX and hybrid excavators. As long as we keep innovating and giving customers tools to do their jobs better, Komatsu will continue to be a major force in the heavy-equipment industry and can become indispensable to customers. ■

## NEWS & NOTES

### Study: Crashes in nearly half of highway work zones

A study from the Associated General Contractors shows that vehicles crashed into 45 percent of highway work zones during the past year. AGC Chairman Tom Case said 20 percent of crashes injure workers and 6 percent of those crashes are fatal. The study also found that 43 percent of contractors reported that drivers and passengers sustained injuries in work-zone crashes and 16 percent died.

Additionally, the survey showed that 67 percent of contractors believe tougher laws, fines and legal penalties for work-zone violations would reduce injuries and fatalities, and 74 percent of those surveyed said an increase in work-zone concrete barriers would have a similar impact. ■

### CONEXPO sets dates for next show

CONEXPO-CON/AGG announced that its next exhibition at the Las Vegas Convention Center will be held on March 7-11, 2017. The triennial show is the Western Hemisphere's

premiere event for the construction and construction-materials industry. This year's CONEXPO drew nearly 130,000 attendees from across the globe. ■

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AT YOUR SERVICE

# PREPARING FOR REPAIRS

## Programs such as Firm Future Order help customers plan for needed work well in advance

You know a proactive approach to equipment maintenance is essential to its continued performance, production and efficiency. That's why planning ahead for repairs makes sense, and to help you do that, Komatsu distributors, such as General, have programs designed to fit your needs and your budget.

"Komatsu believes long-term planning for major repairs, such as component rebuilds and engine replacements, is vital," said Glenn Schindelar, Senior Marketing Manager. "It allows equipment owners to build those repairs into their budgets and know when a machine is going to be down and for how long. Our distributors have a number of excellent programs backed by Komatsu that provide assistance in planning to make those repairs cost effectively and with minimal downtime."

The Firm Future Order program fits nicely into that long-term planning, according to Paul Moore, Senior Marketing Manager. "Generally, a distributor's personnel and the customer will plan for the repair in a six-month window, so it allows for work to be done during the off-season or slower times. With Firm Future Order, once the customer makes the commitment to have the repairs or other work done, the parts pricing and delivery are locked-in to suit the customer's overhaul schedule. That allows them to better budget for the repair, minimize downtime and ensure their equipment is ready to go when it's needed the most."

### Used in conjunction

Customers can use Firm Future Order in conjunction with other programs, such as the

Remanufactured Quality Assurance Program, the Komatsu Undercarriage Assurance Program for Replacement Undercarriage, and the Komatsu Rebuilds Program.

"Our distributors provide several options that are competitively priced, and in many cases, repairs can be financed at zero percent for up to 15 months through other programs such as the Parts and Service Note Financing," said Schindelar. "It's possible that a customer could take advantage of three, four or more programs at once, and we encourage them to contact their distributor to find out how." ■

Distributor programs backed by Komatsu allow equipment owners to better plan and budget for upcoming repairs. For information on the programs and how to take advantage of them, contact your product support representative or your nearest General branch.



Glenn Schindelar,  
Senior Marketing  
Manager



Paul Moore,  
Senior Marketing  
Manager



# TRAINING NEW TECHNICIANS

## Komatsu, distributors and NDSCS design Diesel Technology-Komatsu program



Don Shilling,  
President



Damon Johnson,  
Service Technician

Komatsu, General Equipment & Supplies, Road Machinery & Supplies and North Dakota State College of Science (NDSCS) have teamed up to provide Komatsu-specific training and increase the number of service technicians at the dealerships. The college and the Komatsu distributors announced the new program – Diesel Technology-Komatsu – in May, and the first wave of students began classes at NDSCS’s Wahpeton, N.D., campus this fall.

The two-year Diesel Technology-Komatsu program combines classroom and hands-on laboratory instruction, as well as internships at the dealerships. Through the program, students receive state-of-the-art technical training on Komatsu equipment, including classes on engines and fuel systems, powertrains and undercarriage, electrical/electronics and hydraulics. NDSCS is an AED (Associated Equipment Distributors) accredited college.

“NDSCS already has a premiere diesel technology program, and General Equipment & Supplies has been fortunate to have hired numerous technicians that have graduated from that program,” said General Equipment & Supplies President Don Shilling, who’s also

highly involved with AED and visits many diesel-technology programs around the country. “Diesel Technology-Komatsu provides students with experience working directly with Komatsu equipment and its distributors. That means they become very familiar with the equipment, so when they start working at General or another Komatsu dealership, they have a head start compared to someone who goes through a traditional program.”

### **‘A great deal’**

Graduates earn an Associate in Applied Science degree, and through scholarship assistance, they may be reimbursed up to 90 percent of the costs associated with the program, which include tuition, fees and supplies. Students are sponsored by dealers such as General Equipment & Supplies and spend part of their summer breaks, as well as two additional eight-week periods during the school year, doing internships.

Service Technician Damon Johnson has been with General Equipment & Supplies for two years. He came to work for the company after graduating from another program. He said the experience of going through the Diesel Technology-Komatsu program would be very valuable.

“I got a great education where I went to school, but we didn’t touch on Komatsu equipment, so there was a lot to learn when I started at General,” said Johnson. “The advantage of this program is you come into the field with more experience and an advanced knowledge of Komatsu systems. It’s a great deal.”

Prospective students can learn more about the Diesel Technology-Komatsu program by visiting [www.ndscs.edu/komatsu](http://www.ndscs.edu/komatsu) or calling Enrollment Services in Wahpeton at 1-800-342-4325. ■

The Diesel Technology-Komatsu program provides classroom, lab and internship experience geared directly toward Komatsu equipment. Students graduate from the two-year program with an Associates in Applied Science degree and are sponsored by dealerships such as General Equipment & Supplies.



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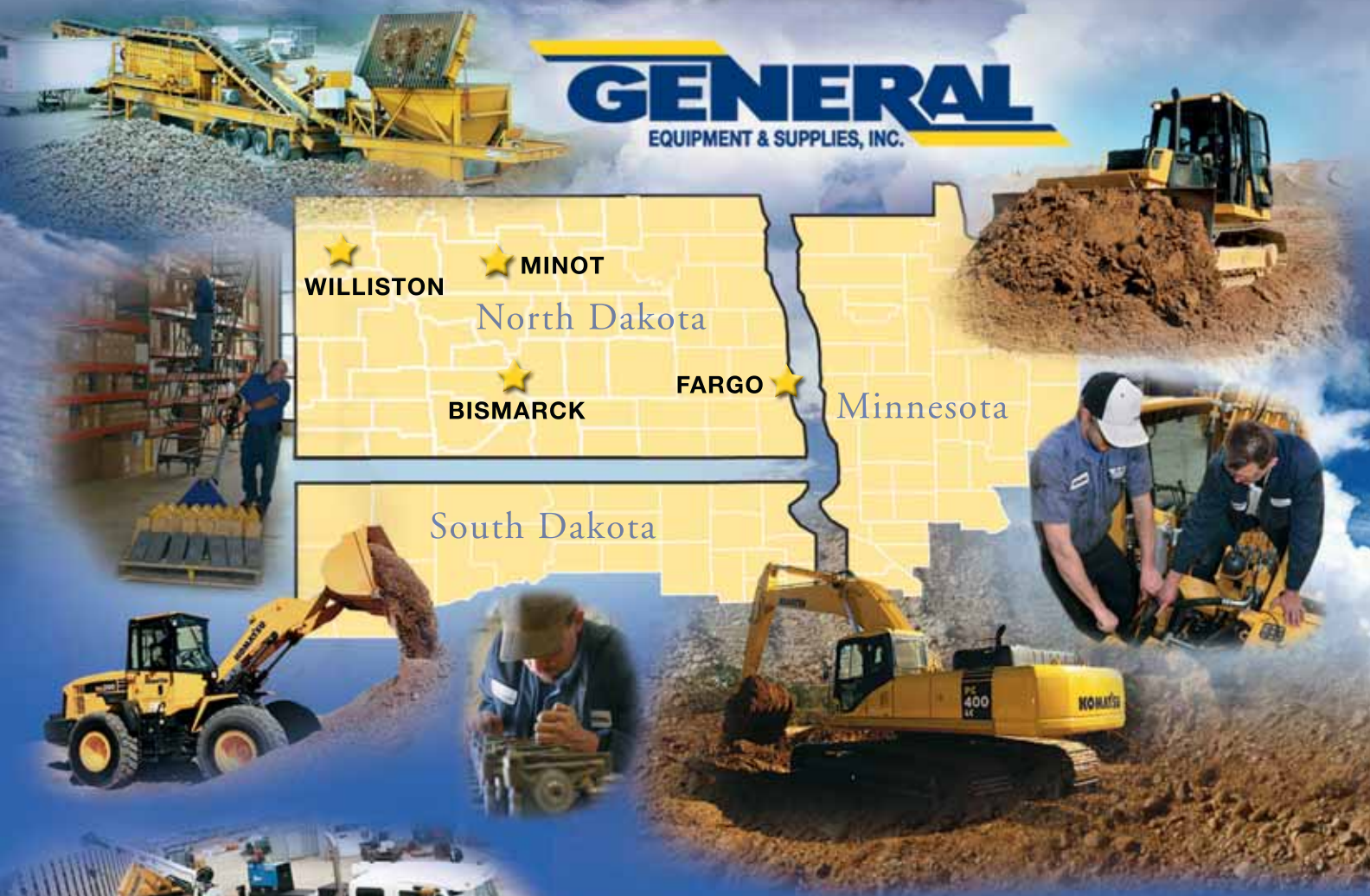
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