

# DOWN TO EARTH

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## WANZEK CONSTRUCTION

West Fargo, North Dakota,  
company stretches its roots  
to serve various  
markets, customers



Bryce Peterson,  
Director of Equipment Operations

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# WANZEK CONSTRUCTION

## West Fargo, North Dakota, company stretches its roots to serve various markets, customers



### ▶ VIDEO

Bryce Peterson,  
Director of  
Equipment  
Operations

In 1971, Leo and Janet Wanzek founded Wanzek Construction out of their home. The fledgling company started by doing small projects in and around Fargo. In some sense, Wanzek Construction still maintains its hometown roots.

“We proudly provide service to some of the same customers that Leo and Janet worked with almost 45 years ago,” said Bryce Peterson, Director of Equipment Operations. “It’s great to be able to boast of growth and expansion that is grounded by the work ethics and business principals of a smaller company.”

Today, Wanzek Construction is on a whole other level compared to what the Wanzeks started four decades ago. Wanzek Construction provides heavy/industrial construction and specialty services to multiple industries through its Power, Renewable Energy, Oil & Gas, Heavy/Civil and Industrial Agriculture divisions. The company is headquartered in West Fargo, North Dakota, and has an office in

Alexander, North Dakota. Wanzek Construction was acquired by and became a subsidiary of MasTec, Inc., one of the nation’s leading specialty contractors for utilities, energy and communications.

Wanzek Construction maintained its name, and now employs 600 to 1,000-plus people. The majority are split into several crews to cover the 60 to 70 projects the company has going at any one time. Its main territory runs from the Canadian border to the Mexican border in the middle of the country, although the company has completed projects in Puerto Rico, Alaska, Canada and other locations.

“Over the past 15 years, Wanzek has focused heavily on the wind energy market, and more recently oil and gas,” said Peterson. “Those industries are mainly centered in the heartland of the U.S., so that’s where the majority of our projects are done. We work with several of the largest energy producers in the nation. They trust us to deliver projects safely, on time and on budget.”

### Comprehensive service

Wind projects often start with a blank canvas. Wanzek Construction builds roads to a site; digs and pours concrete for foundations; constructs pads; and erects wind towers using cranes. In addition, Wanzek offers follow-up services that include rebuilding roads, handling operations and maintenance while also replacing blades, gear boxes and other components if necessary.

“We’re set up for just about anything when it comes to wind construction, whether it’s a prototype tower, construction of an entire wind farm or maintenance,” said Peterson. “On the oil and gas side, our jobs primarily focus on piping and power plants. We do a lot of site, concrete and mechanical work, and have also put up some

Wanzek Construction uses several pieces of Komatsu equipment, including an *intelligent* Machine Control D61PXi-23 dozer and an HM400 articulated dump truck.





Komatsu equipment appears prominently in Wanzek Construction's fleet, including a PC490LC hydraulic excavator. "Komatsu provides us a good combination of production and efficiency, which helps keep our owning and operating costs down," said Bryce Peterson, Director of Equipment Operations. "Komatsu gives us added value as well with Komatsu CARE and KOMTRAX."

power-peaking stations. We offer service for expansion, shutdown and maintenance."

The list of services Wanzek Construction's other divisions perform is lengthy as well. For example, Heavy/Civil offers site preparation; pile driving; and construction of bridges, pumping stations, wastewater treatment plants, dams and flood-control levees. The Power and Industrial Agriculture divisions provide millwright work; steel erection; mechanical and process piping; and more.

"Customers like that our scope is comprehensive enough to take care of the majority, if not all, of their needs," said Peterson. "They also appreciate that safety is our top priority. Our record is outstanding for a company of this size, and we've won numerous safety awards over the years."

### **Dedicated employees**

Equally as impressive is Wanzek's track record of employee longevity. Many have been with the company a decade or more, including a fair number with 20 to 30 years of service. Wanzek's key team leaders include Executive Vice President Rush Waite, Vice President Arnold Jelinek and CFO Kevin Gourde.

"There's no substitute for experience; it plays a vital role in our success," said Peterson. "No two projects are exactly the same. Fortunately, we have a strong team that has successfully completed a large number of projects under varying site and soil conditions and has the experience and knowledge to approach jobs in the most cost-effective manner for us and our customers."

### **Effective equipment from General**

Cost-effectiveness, uptime and reliability are major considerations in Wanzek Construction's equipment-buying, according to Peterson – who oversees the company's fleet of about 250 machines. Wanzek relies heavily on Komatsu dozers and hydraulic excavators purchased from General Equipment & Supplies with the help of Sales Representative John Gromatka. Wanzek recently added an *intelligent* Machine Control D61PXi-23 dozer.

"We have aftermarket grade-control on some of our other machines, including a new D155 dozer, and that works well as the operator gets close to final grade," said Peterson. "With the D61i, the dozer automatically does it from start to finish with the optimum blade load, so it takes away a lot of the guesswork. It saves time and money."

*Continued . . .*

# Market diversification leads to growth for Wanzek

... continued

The D61i and D155, along with the PC360LC and PC490LC hydraulic excavators Wanzek Construction owns, are covered by the Komatsu CARE program.

“General Equipment tracks them through KOMTRAX and alerts us when they are due for scheduled maintenance,” said Peterson. “It’s peace of mind to know that the services are done on time and at no charge to us by General’s technicians. It helps keep our O&O costs down. KOMTRAX is another great feature. We implement lean quality initiatives throughout the company. KOMTRAX allows me to see idle time,

fuel usage, hours and other valuable information that helps me be proactive in addressing items that could lead to efficiency and potentially save us significant dollars.”

Wanzek Construction also turns to General Equipment for its Link-Belt cranes, which include the 275-ton ATC 3275 all-terrain, 110-ton TCC 1100 telescopic, 100-ton HTC 86100 and 90-ton HTC 8690 hydraulic truck models.

“We believe Link-Belt is at the forefront of crane technology, in every size and category. Link-Belt cranes have the ability to make any pick we have without an issue, including the larger cranes that are lifting large loads high in the air during wind turbine assembly,” said Peterson. “Link-Belt is great about ensuring customers have a solid understanding of the machines and how those machines work, with a comprehensive training program, and General Equipment provides great support.

“We’re very happy with our relationship with John and General Equipment,” Peterson added. “They take care of us from all standpoints, and that’s why we have continued to buy and rent other equipment, such as JCB forklifts, from General Equipment.”

## Continuing the tradition

Peterson said there has been a slow-down, or leveling-off, in some of the markets Wanzek Construction serves. He notes, that’s not necessarily a bad thing.

“When you’re as busy as we have been in markets such as oil and gas, a chance to catch your breath and reassess where you are as a company can be beneficial,” Peterson emphasized. “Because that sector was so heavy, even a modest decrease in production means we’re still very busy. On the wind side, things have stayed fairly steady for quite some time. It looks like that will remain the case. Other markets project to be good too.”

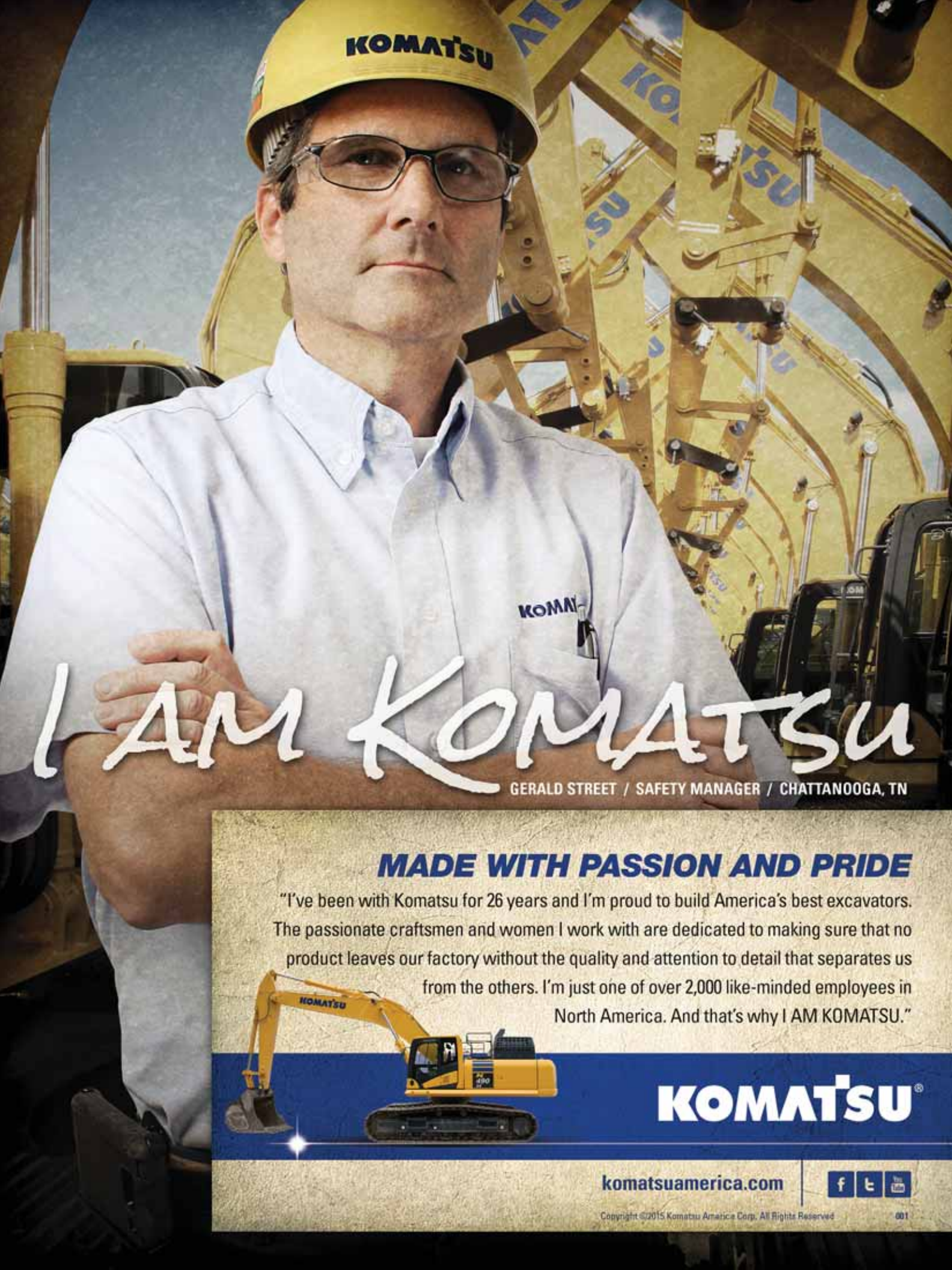
Working in a variety of markets has been a boon to Wanzek Construction’s long-term success. “It allows us to adapt; if one market is down, we can ramp up somewhere else and just keep on going,” said Peterson. “We’re always on the lookout for other avenues to pursue. That’s helped Wanzek grow for forty-plus years, we want to continue that tradition.” ■

Wanzek Construction Director of Equipment Operations Bryce Peterson (right) stops by General Equipment & Supplies to visit with Sales Representative John Gromatka. Wanzek purchases Komatsu construction equipment and Link-Belt cranes. “John and General Equipment take care of us from all standpoints, and that’s why we have continued to buy and rent other equipment from General Equipment,” said Peterson.



Wanzek Construction recently added a new Tier 4 D155AX-8 dozer. “It gives us great production and is very fuel-efficient,” said Bryce Peterson, Director of Equipment Operations. “With the SIGMADOZER blade, it pushes and carries a sizeable load over a long distance, which increases production and lowers per-yard costs.”





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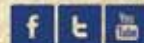
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## KOMATSU DEMO DAYS

### Events give customers a chance to “test drive” a variety of equipment

Komatsu recently held Demo Days events at its Training & Demonstration Center in Cartersville, Georgia, giving attendees a chance to see and operate several products and learn how Komatsu uses technology to create real productivity increases and jobsite savings. Komatsu provided new dozers, a motor grader and the world’s first *intelligent* Machine Control hydraulic excavator, the PC210LCi-10, for demonstration.

Customers also learned how to optimize production through efficient machine operation, how to more effectively use KOMTRAX and the benefits of Komatsu’s No Idling campaign. Tours of Komatsu’s Chattanooga Manufacturing Operations were available as well. ■



Wes Kroh, Owner and Foreman at Force Enterprises drove the PC210LCi for the first time. “I like the intelligent system. I think it would help prevent overdigging, which would save us time and money.”



Jeremy Merrell, Waste Management Project Manager and Civil Manager, says, “The PC210LCi has awesome potential to eliminate line strikes and to more quickly complete final grade of tank battery pads on well sites.”



Jerome Haycraft, Foreman and Operator for Asplin Excavating in Fargo, North Dakota, attended Demo Days to test drive the PC210LCi. “I’m impressed with the intelligent machines. They will be great for training new operators.”



Customers could demonstrate several of Komatsu’s *intelligent* Machine Control and traditional dozers, including new, Tier 4 Final models.

New wheel loaders were among the many machines available for attendees to test drive.

Komatsu Demo Days attendees could operate several pieces of equipment, including the world’s first *intelligent* Machine Control hydraulic excavator, the PC210LCi-10.



# STAY ALERT

## AGC urges motorists to proceed with caution in highway work zones

*This article is based on a press release from Associated General Contractors of America (AGC).*

Forty-six percent of highway contractors reported that motor vehicles had crashed into their construction work zones during the past year, according to the results of a new highway work-zone study conducted by the Associated General Contractors of America (AGC). Association officials urged summer-travel motorists to stay alert while driving through work zones, noting that drivers and passengers are more likely than highway workers to be hurt or killed in work-zone accidents.

“If the thought of saving someone else’s life isn’t enough to get you to slow down, just remember that you and your passengers are more likely to suffer in a highway work-zone crash than anyone else,” said Tom Foss, President of Brea, California,-based Griffith Company and the Chairman of AGC’s Highway and Transportation Division. “In most work zones, there just isn’t enough margin for error for anyone to speed through or lose focus.”

Forty-six percent of contractors reported that motor vehicles crashed into their construction work zones during the past year. AGC is urging motorists to stay alert and obey posted signs.



Foss said that 41 percent of contractors reported that motor vehicle operators or passengers were injured during work-zone crashes this past year, and 16 percent of those crashes involved a driver or passenger fatality. Highway work-zone crashes also pose a significant risk for construction workers, Foss noted. He said 16 percent of work-zone crashes injure construction workers, and 9 percent of those crashes kill them.

Work-zone crashes also have a pronounced impact on construction schedules and costs, Foss said. He noted that 26 percent of contractors reported that work-zone crashes during the past year have forced them to temporarily shut down construction activity. Those delays were often lengthy, as 48 percent of those project shutdowns lasted two or more days.

### **Tougher penalties would help**

Association officials said that 69 percent of contractors nationwide feel that tougher laws, fines and legal penalties for moving violations in work zones would reduce injuries and fatalities. In addition, 80 percent of contractors said that an increased use of concrete barriers will help reduce injuries and fatalities. Additionally, 70 percent of contractors nationwide agree that more frequent safety training for workers could help. They added that many firms and associations have crafted these types of highway safety programs.

Foss suggested that the best way to improve safety is for motorists to be more careful while driving through highway work zones. “Our message to every motorist is this: When you see construction signs and orange barrels, take your foot off the gas, put the phone down and keep your eyes on the road.” ■

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# FUNDING ASSESSMENT

## DOT auditing state-highway spending amid push to pass new legislation

The Department of Transportation recently announced it is launching an audit of state-highway spending. The agency's inspector general said the review is intended to make sure federal funding that's allocated to states is being properly used, noting that the Federal Highway Administration's (FHWA) State Transportation Improvement Program (STIP) provides more than \$37 billion annually for road and bridge construction.

"The objective of this audit is to assess FHWA policies and procedures and to ensure STIPs receive comprehensive, consistent reviews and meet federal requirements, including coordination with the Federal Transit Administration," according to officials with the inspector general's office.

Auditing the states comes at a time when many are pushing to renew and increase transportation funding. The previous highway bill expired nearly a year ago, and Congress has passed short-term patches since. Even with bills in place, funding has fallen short of meeting needs. The current gas tax has not been raised in more than 20 years, and more fuel-efficient cars have led to decreased revenues.

### Groups push for solutions

The funding shortfall has put many of the country's roads and bridges in serious disrepair. An American Road & Transportation Builders Association (ARTBA) review of the 2014 U.S. Department of Transportation National Bridge Inventory database showed that more than 61,000 bridges are classified as structurally deficient. Those bridges are crossed 215 million times per day, and data shows a current backlog of more than \$115 billion in bridge and \$755 billion in highway work.

"State and local governments are doing the best they can to address these significant challenges, given limited resources," said ARTBA Chief Economist Dr. Alison Premo Black. "Many of the most heavily traveled bridges are nearly 50 years old. Elected officials can't just sprinkle fairy dust on America's bridge problem and wish it away. It will take a committed investment by legislators at all levels of government."

An Associated General Contractors of America (AGC) campaign known as #DriveBetterRoads highlights the benefits of fixing transportation infrastructure, such as reduced commute times.

"Drivers don't have to settle for bad roads, lousy traffic and unsafe bridges," said AGC member Dale Stubblefield during an organization event to announce the initiative. "As long as drivers speak up, we can all 'drive better roads.'" ■

The Department of Transportation says it is auditing state-highway spending. The agency's inspector general said the review is intended to make sure federal funding that's allocated to states is being properly used. Industry groups are calling for more surface transportation funding.





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\*Compared to previous Komatsu model.

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## IMPROVED EXCAVATION

### New PC210LC-11 features better lift capacity, increased fuel efficiency

More and less. Both words fit when describing Komatsu's new Tier 4 Final PC210LC-11 excavator. More describes horsepower and operating weight. The PC210LC-11 provides up to an additional seven horsepower compared to its predecessor. It also has an increased operating weight thanks in part to a standard heavy counterweight that provides improved lift capacity. Those features contribute to the PC210LC-11's ability to maintain or improve performance and productivity, depending on application.

Less comes in the form of fuel, noise and time. The PC210LC-11 uses up to 6-percent-less fuel than the previous model. Noise levels are lower thanks to a new viscous fan clutch that also improves cooling system efficiency. The wide, spacious ROPS and OPG Level 1-certified cab has design upgrades that reduce noise by two decibels, making the cab one of the quietest in its class. Three travel speeds also help eliminate time lost moving around the jobsite.

"If you need a machine capable of doing many things well – for example, going from loading trucks, to excavating trenches, to placing pipe and back again – this is the excavator for you," said Kurt Moncini, Komatsu Product Manager, Excavators. "For versatility and long-term value, the PC210LC-11 is tough to beat."

#### Added features, improvements

The PC210LC-11 features six work modes to match engine speed and pump flow to various attachments, as well as Komatsu's Closed-Center Load Sensing System that provides quick response and smooth operation to maximize productivity. Also standard is KOMTRAX Level 5 technology. This feature gives the operator machine data such as fuel and diesel exhaust fluid (DEF) levels, Komatsu

Diesel Particulate Filter (KDPF) regeneration status, location, cautions and maintenance information, all on an updated 7-inch LCD monitor. A split-display mode provides information as well as a rear-camera view. Other upgrades include a standard pattern-change valve, to easily switch joystick patterns to accommodate specific operator preferences, and centralized engine checkpoints that provide easy access to engine oil, filters and drain valves.

"As with other Tier 4 Final construction-size machines that are purchased, leased or rented, it's covered by Komatsu CARE for the first three years or 2,000 hours. It also covers two KDPF exchanges and DEF tank flushes in the first five years," said Moncini. "We encourage individuals looking for a new 50,000-pound-category machine to contact their distributor to find out more about how the PC210LC-11 can be a great addition to their fleet." ■

#### Quick Specs on Komatsu's PC210LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LC-11	165 hp	51,397-53,882 lbs	0.66-1.57 cu yds



Komatsu's new PC210LC-11 features up to an additional seven horsepower and increased operating weight compared to its predecessor. It also has increased fuel efficiency and additional features that reduce noise and help increase productivity.

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# STRONG CHOICES

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

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

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

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

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

Continued . . .



Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control



Chuck Murawski, Komatsu Product Manager, Dozers

### Quick Specs on Komatsu's D65i-18 and D65-18 Dozers

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

\* With standard SIGMADOZER blade

\*\* With standard PAT blade



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

# The new D65s reduce fuel consumption, increase productivity

... continued

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

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

## Selectable dozing modes

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

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

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

## ▶ VIDEO



## New, more powerful engine

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

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

## Patented SIGMADOZER blade

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

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

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

# GREATER INTELLIGENCE

## Komatsu introduces its first *intelligent* Machine Control construction/quarry dozer

Komatsu's *intelligent* Machine Control (iMC) jumped into a new class when it introduced the D155AXi-8, the first construction/quarry dozer that features automated operation from heavy dozing to fine grading. Similar to other iMC dozers, the D155AXi-8 senses and controls blade load to optimize the start of a cut and minimize track slip, resulting in up to 8-percent-greater efficiency compared to typical aftermarket systems.

"When Komatsu introduced iMC dozers, the focus was on mid-size and smaller dozers often used on residential and commercial projects," said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. "The automated and integrated system has proven to make operators of all skill levels more productive and efficient, leading to a better bottom line. Contributing to the cost savings is eliminating the process of installing and removing masts and cables, so that time can be better spent in moving more material."

The lack of blade-mounted sensors also means there's no need for an operator to climb on the blade to install or remove antennas, no coiled cables to snag and no electrical connections to worry about at the start and end of every shift.

### Reduced fuel consumption

The D155AXi-8 has an automatic gearshift transmission and lock-up torque converter that work together to select the optimal gear range, depending on jobsite conditions and load, and are designed to maximize operational efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower

loss and cutting fuel consumption by up to 10 percent.

It features Komatsu's patented SIGMADOZER blade, which is designed to dig and roll more soil at the blade's center, hold more material, reduce digging resistance and doze up to 15-percent-more material while using less power compared to a typical Semi-U blade.

"The D155AXi-8 is ideal for highway construction and large residential or commercial site-prep projects," said Anetsberger. "It shares many of the same great features of our standard and popular D155, with the added iMC technology. If you're looking for something that accurately and efficiently moves massive amounts of material, look no further." ■



Jason Anetsberger,  
Komatsu Product  
Manager,  
Intelligent  
Machine Control

Komatsu's D155AXi-8 dozer brings *intelligent* Machine Control to its construction/quarry size machines. It is ideal for highway construction and large residential or commercial site-prep projects.

### Quick Specs on Komatsu's D155AXi-8 Construction/Quarry Dozer

Model	Net Horsepower	Operating Weight	Bucket Capacity
D155AXi-8	354 hp	90,610 lbs	12.3 cu yds



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## MOTOR GRADER IMPROVED

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

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

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

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

#### Ten control valves

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

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

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



Joe Sollitt,  
Komatsu Product  
Marketing  
Manager

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

#### Quick Specs on Komatsu's GD655-6 Motor Grader

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





Discover more

# NEW FORESTRY MODELS

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



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

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

### New cab features "First in the Forest" technology

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

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

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

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

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

### Quick Specs on Komatsu's XT-3 Series

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

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





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## MEETING, EXCEEDING EXPECTATIONS

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



**Bruce Nelson,**  
General Manager, Chattanooga  
Manufacturing Operation

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

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

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

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

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

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

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

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

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

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

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



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

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

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

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

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



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



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



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



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003



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## A DECADE OF KOMTRAX

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

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

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

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

*Continued . . .*



Ken Calvert,  
Komatsu Director,  
KOMTRAX



Rizwan Mirza,  
Komatsu Manager,  
KOMTRAX



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

# KOMTRAX improves to benefit customers' bottom lines

... continued

## What users are saying about KOMTRAX

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

*Jerry Morgan,  
President,  
Kart Construction*

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

*Steve McNew,  
Vice President,  
DKM Enterprises*

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

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

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

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

## Several means of accessing info

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



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

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

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

## Proven to work

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

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

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



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# SPECIAL RECOGNITION

## General Equipment named Major Wire's #1 Worldwide Dealer

General Equipment & Supplies, Inc. garnered the #1 Worldwide Dealer Award for 2014 from manufacturer Major Wire. The award was given in recognition of outstanding sales performance.

Major Wire is a leading manufacturer of screen media throughout North America, and has built a solid reputation as a pioneering and premium quality provider of screen media that serves the aggregate, mining, recycling and asphalt markets. Major Wire products are available at all eight General Equipment/General Aggregate locations in the U.S. and Canada.

"Major Wire is one of the most innovative companies in the marketplace, and its products can be used in conjunction with practically any crushing and screening machinery," said Steve Berdan, Vice President of Parts for General Equipment. "We have carried Major Wire for

about nine years, and our customers have had excellent success with it's products."

Major Wire's top products include the self-cleaning Flex-Mat 3® High-Performance Screen Media; the durable OptimumWire® Woven Wire; and its latest product, Flex-Thane. General Equipment & Supplies also custom-builds Major Wire orders at its Cut and Hook facilities in Shakopee, Minnesota, and Winnipeg, Manitoba.

"We have 16 knowledgeable customer sales and service representatives that can provide complete screen plant audits to help a customers increase production and efficiency," said Berdan. "We encourage anyone in the crushing and screening business to contact one of our representatives and schedule a visit. Our contact information can be found at [www.genequip.com](http://www.genequip.com)." ■



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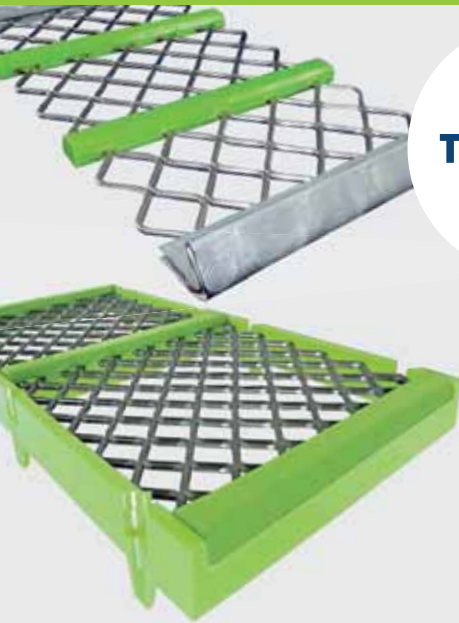


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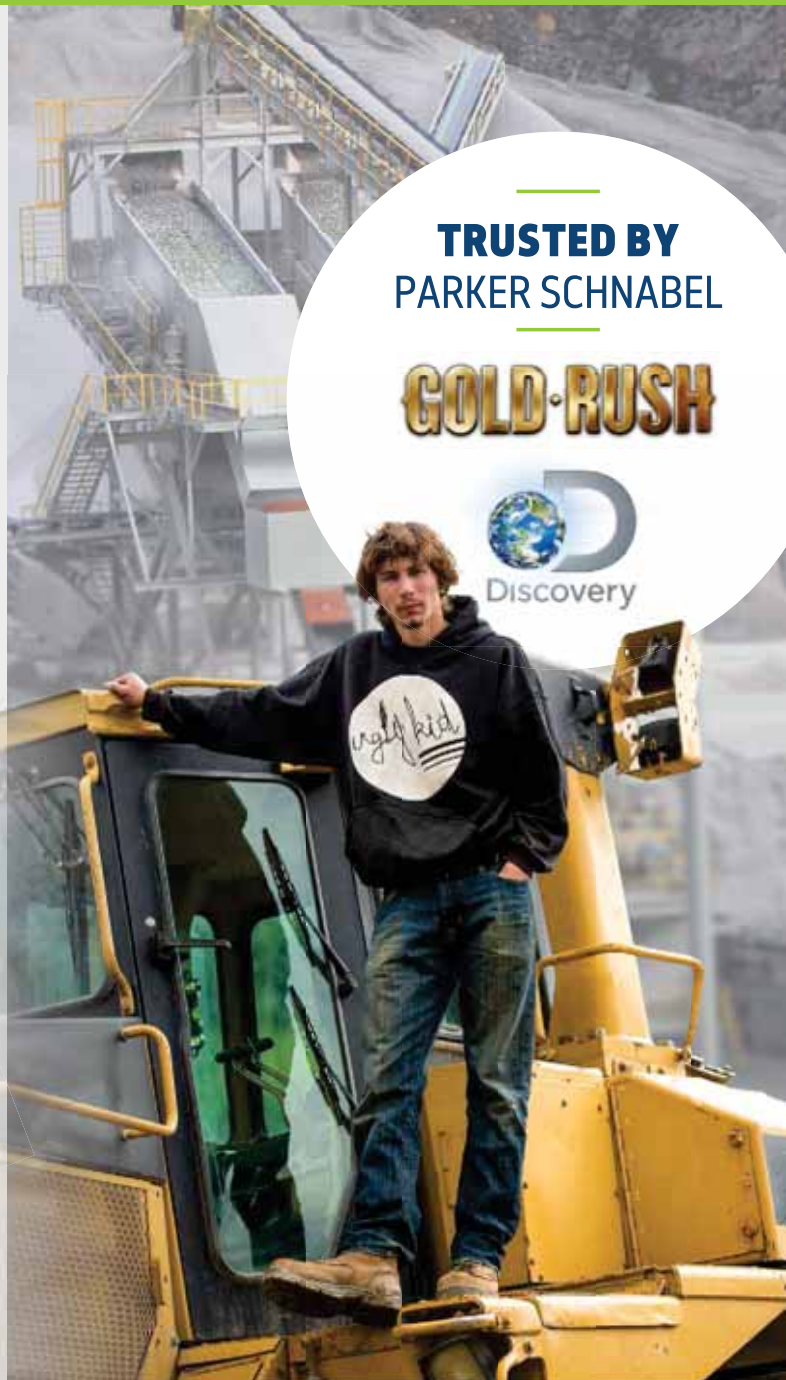
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