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DAVIDSON READY MIX & CONSTRUCTION, INC.

Newfolden, Minnesota,
company celebrates
50 years of diversified
service offerings

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Kevin Davidson,
Vice President



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DAVIDSON READY MIX & CONSTRUCTION, INC.

Newfolden, Minnesota, company celebrates 50 years of diversified service offerings



▶ VIDEO
Kevin Davidson,
Vice President

This year marks two milestones for Davidson Ready Mix & Construction, Inc. It is the Newfolden, Minnesota-based company's 50th anniversary, as well as the 30th anniversary of Vice President Kevin Davidson joining the business full time.

Kevin oversees day-to-day operations of Davidson Ready Mix & Construction, which was founded in 1966 by his father and company President, Ron. However, the family dynamic extends past father and son. Kevin's wife, Patty, handles accounts receivable; his sister Kim Nelson oversees accounts payable and payroll; and Project Manager/Estimator Dustin Holmstrom is his cousin. Ron is still involved, too, as he "checks in occasionally to see how things are going," according to Kevin.

"Like a lot of people in a family business such as this, I worked for the company during the summers, after school and on breaks," said Kevin. "I learned from the ground up – starting out as a laborer, then running equipment and

driving a truck. Eventually, I got into project management and estimating. It was all good preparation for my current role."

There are several aspects to Davidson Ready Mix & Construction. On the construction side, it provides a wide range of services, including grading, base preparation, culvert work and underground utility installation. The company typically works within a 100-mile radius of Newfolden, most often as a general contractor on hard-bid projects for municipalities, counties and the Minnesota Department of Transportation.

"Our work runs from half-day dozer jobs to comprehensive, multimillion-dollar projects, with the preference being general projects because it allows us to better control the scheduling," said Kevin. "We handle everything with the exception of paving, traffic control and turf establishment, which we sub out. We offer complete site packages to other general contractors as well, and we will break out our services to do just grading or pipe work."

Diversity includes supplying concrete, aggregate

Kevin Davidson said the size and scope of projects evolved over the years. Ron founded the company with a handful of employees and mainly dug ponds and ditches.

"I wanted to stay as local, and as busy, as possible," said Kevin. "In order to do that, we had to keep adding and building upon our services. We started doing more road work in the 1980s, and in the '90s, underground utility installation ramped up."

The 1970s saw Ron Davidson add ready mix to the company's resume. Today, Davidson Ready



(L-R) Family members Kim Nelson, Ron Davidson, Kevin Davidson and Patty Davidson work together at Davidson Ready Mix & Construction, Inc.

Mix & Construction has plants in Holt and Thief River Falls, Minnesota, with a fleet of trucks for delivery. In addition to typical and specialty mixes, the company makes products such as concrete blocks and septic tanks.

Aggregate for concrete production comes from several pits the company owns or leases. It also sells materials – including black dirt, mason sand, pea rock, recycled concrete, riprap, roofing rock and screened and washed rock. Customers can get materials at the pits, or the company will deliver.

Staff builds success

Last summer, Davidson Ready Mix & Construction completed a \$1.1 million street reconstruction project in Warren, Minnesota, where the company replaced six blocks of existing pavement. In addition, it removed old utility lines and installed nearly 6,000 feet of new water main, sanitary and storm sewer pipe. A subcontractor laid new asphalt pavement, as well as poured curb and gutter with concrete that Davidson Ready Mix & Construction supplied.

“We typically have four to five projects going at any time, but that number fluctuates depending on size and scope,” said Kevin. “It’s always nice to have bigger jobs that allow us to stay in one place for a long period of time, but that’s not always the case. We run anywhere from three to five crews from a staff of about 65 people company-wide.”

Kevin credits the staff for much of Davidson Ready Mix & Construction’s success.

“Because we have very little turnover, several people have been with the company 20 years or more, which is rare these days,” he noted. “They are dedicated, experienced and hard-working, and that’s vital in getting jobs done on time, on budget and to the customer’s satisfaction. I’m proud of each and every one of them in the field, in the offices, at our aggregate pits and at the ready-mix plants. The business wouldn’t be where it is today without them.”

Komatsu for 30 years

Kevin added that Komatsu equipment has played a vital role as well. About the time he joined the company full time, Davidson Ready



Operator Darwin Klemetson lowers pipe into a ditch with a Komatsu PC390 as part of a street reconstruction project in Warren, Minnesota. “It has good power and stability,” Klemetson said. “I like the rearview camera and the operator comfort. It’s a nice-riding machine.”



This Davidson Ready Mix & Construction operator backfills and grades with a Komatsu D39PX dozer on a jobsite in Warren, Minnesota.

Mix & Construction bought its first Komatsu pieces – a D65 dozer and a PC220 excavator. Today, it owns about 15 excavators, ranging in size from a tight-tail-swing PC25 to a PC750, including Tier 4 PC360 and PC490 models.

“We dig in a variety of conditions and situations, so having several excavators is essential,” said Kevin. “Across the board, Komatsu is productive, efficient and lasts. We tend to keep machines, especially excavators, a long time. In fact, our larger pieces often have 15,000 to 20,000 hours on them



Dustin Holmstrom,
Project Manager/
Estimator

Continued . . .

GPS technology helps Davidson increase efficiency

... continued

before we get rid of them. Even with that much use, Komatsu's reliability is very high. Other than hoses, oil changes and some minor repairs, we have to do very little to them. Our Komatsu dozers and wheel loaders offer the same great attributes."

General Equipment Sales Representative Wayne Slinger (right) meets with Davidson Ready Mix & Construction Vice President Kevin Davidson (center) and his son Cole. "We have a very solid relationship with Wayne and General because they take excellent care of us," said Kevin. "We appreciate superior service, and Wayne and General always deliver."



Davidson Ready Mix Construction also uses 15 dozers (D39, D51, D61 and D65 models) for grading, as well as several Komatsu wheel loaders for moving pipe and aggregate materials on jobsites and at its quarries. The company tracks the equipment with KOMTRAX, and General Equipment & Supplies performs scheduled maintenance on Tier 4 machines through the Komatsu CARE program for the first 2,000 hours or three years.

"KOMTRAX is a good tool for keeping tabs on maintenance, idle time, fuel usage and location," said Kevin. "I like that Komatsu and General Equipment track our machines. When a code pops up or service is due on our Tier 4 machines, General lets us know and takes care of it. It's added-value and peace of mind for us."

In addition to Komatsu equipment, Davidson has purchased Surestrike, JCB and Gorman-Rupp products from General Equipment & Supplies. He works with Sales Representative Wayne Slinger.

"We have very solid relationships with Wayne and General because they take excellent care of us," said Kevin. "Our parts – such as cutting edges and undercarriage items – come from General, which is great about having those on hand when we need them, or it can get them very quickly if not. We appreciate superior service, and Wayne and General always deliver."

Focus on increased efficiency

Davidson Ready Mix & Construction grew each decade until the last. Kevin said that was by design, and he's happy with where the company stands in 2016.

"About 10 or 15 years ago, I decided that we should focus on maintaining our staff and work volume, and increase our efficiency," said Kevin. "One way we have done that is by integrating GPS technology into our fleet. We're able to do more in less time than ever before. That will probably increase going forward, but the business itself won't.

"There is enough work around here to keep us busy, and with our mix of services, we don't have to travel too far," he added. "For the most part, everyone can be home at night, and that's important to all of us. There's no reason to believe that philosophy can't carry us into the next decade and beyond." ■



Davidson Ready Mix & Construction uses a blend of older and newer Komatsu excavators, including PC220 and PC490 models. "We dig in a variety of conditions and situations, so having several excavators is essential," said Vice President Kevin Davidson. "Across the board, Komatsu is productive, efficient and lasts."

Operator Jamie Peterson uses a WA470 to load a truck at a Davidson Ready Mix & Construction quarry near Middle River, Minnesota.

▶ VIDEO





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TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term, stopgap-funding measures. The only multi-year

deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

"Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions," said Mike Acott, President of the National Asphalt Pavement Association. "This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability."

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will award all projects, and Congress will have 60 days to reject them by joint resolution.

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.





The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President

and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

Continued . . .

Creative funding key to FAST Act

... continued

Ruane, please see the Guest Opinion article in this magazine.)

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cent-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for existing federal interstates. Three states

already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



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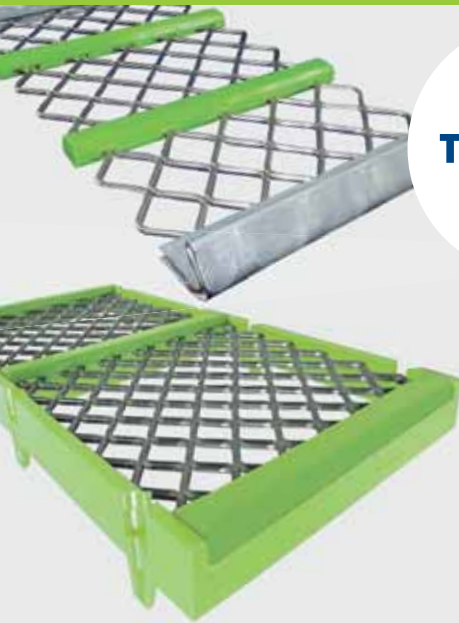


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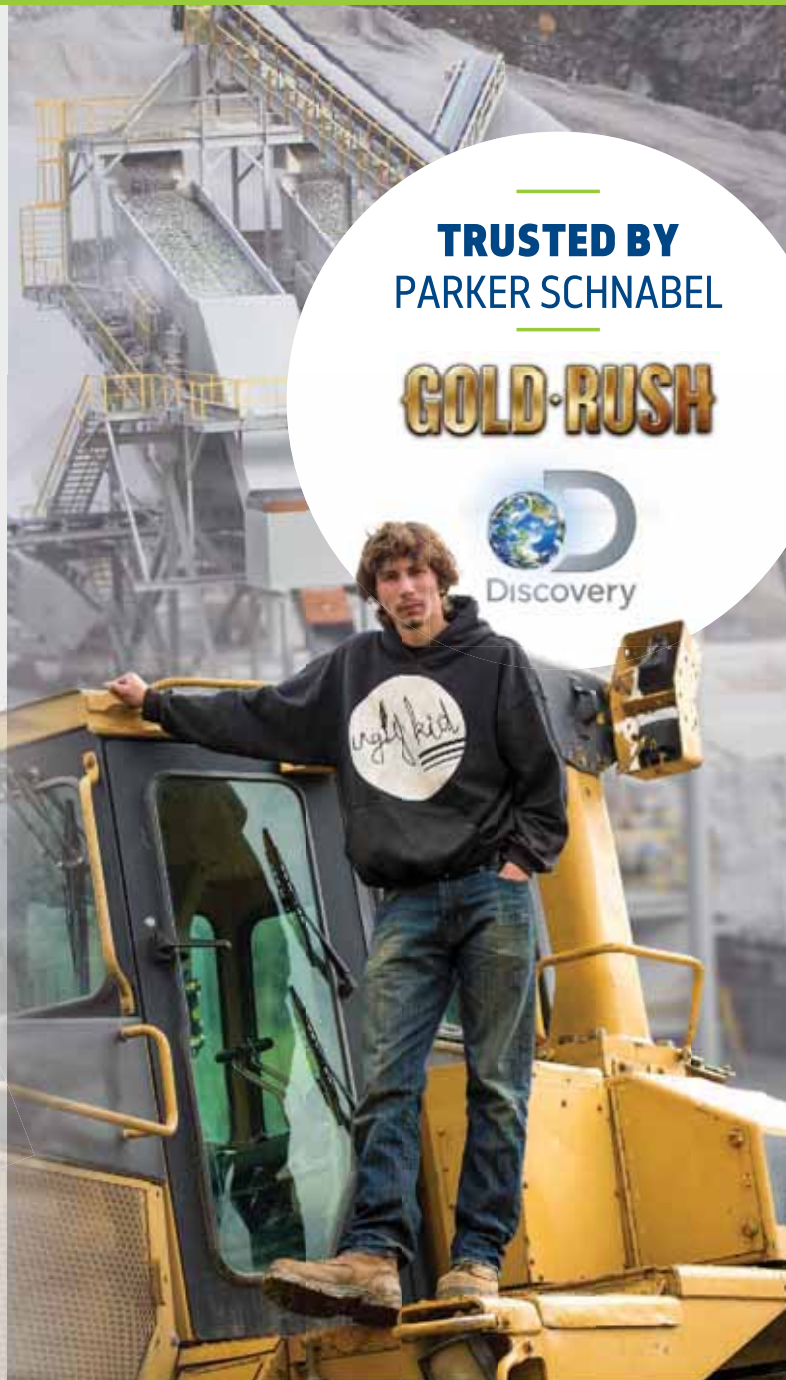
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MIXED REACTION

ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation’s capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■



Pete Ruane,
President and CEO,
ARTBA

Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.



American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.



Discover more

KOMATSU DEMO DAYS

Event provides customers an opportunity to operate latest equipment



Bob Post,
Director of Marketing
Communications

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine



▶ VIDEO

Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.



The Training & Demonstration Center's "job trailer" allowed customers to see real-time information about machines working on a jobsite with Topcon's Sitelink3D.

Among the recently introduced machines available for demonstration were WA380-8 and WA470-8 wheel loaders.



Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

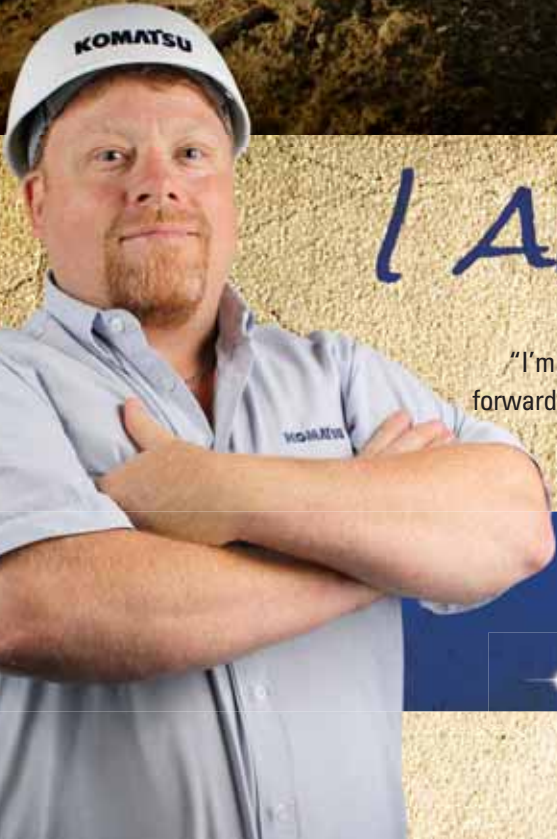
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WA380-8



WA470-8

MORE EFFICIENT MATERIAL MOVEMENT

New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.

Continued . . .



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



Advancements make Dash-8s powerful and efficient

... continued

“With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks,” said Craig McGinnis, Komatsu Product Marketing Manager. “It’s ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling.”

SmartLoader Logic

Both new wheel loaders feature Komatsu’s SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines’ Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu’s new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.



Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

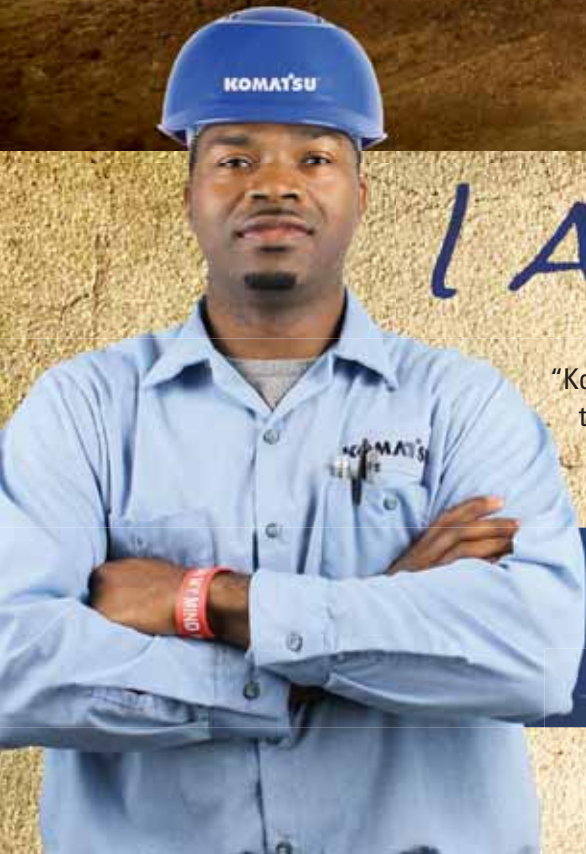
The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

“With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability,” said McGinnis. “We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves.” ■

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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006



PRODUCTION NUMBERS IMPROVED

New WA600-8 features larger standard bucket and increased fuel efficiency



Rob McMahon,
Komatsu Product
Marketing Manager

How do you measure enhanced performance? Komatsu’s new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu’s SmartLoader Logic with an enhanced lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

Komatsu’s new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

Quick Specs on Komatsu’s WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

* Load-and-carry configuration with additional counterweight

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

“With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications,” said Rob McMahon, Komatsu Product Marketing Manager. “Owners and operators consistently tell us they are impressed with the machine’s productivity and stability.”

Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat’s cast frame members increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

“Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections,” said McMahon. “Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8.” ■

▶ VIDEO



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LIMITING OVEREXCAVATION

Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

“We’re a full-service company with the experience and resources to take care of a wide range of customers,” said President/Project Manager Scott Kerzman. “We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer’s thought is, ‘Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.’”

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. “We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world’s first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it.

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

Integrated technology

As with Komatsu’s *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

“We’re proponents of GPS grading, and aftermarket systems are good, but Komatsu’s integrated technology is simply head-and-shoulders better,” said Paggen. “The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don’t have masts or cables to install and remove or get damaged.” ■



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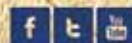
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PUTTING THE 'PLUS' IN DOZING

Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.



TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits



Ken Calvert,
Director,
Business Solutions Group

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.

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."

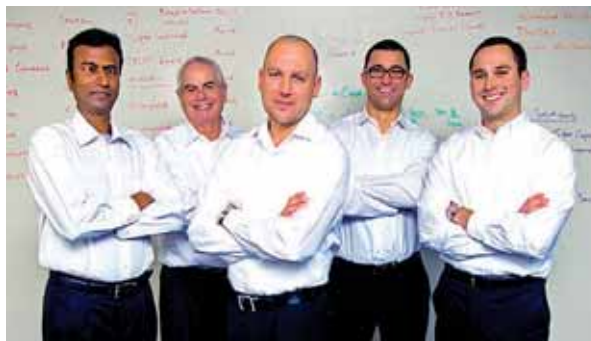
it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4 engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to



(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."

be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■



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ENSURE PROPER GREASING

Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhurst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



Scott Ruderman,
Komatsu Marketing
Engineer



Gabe Elmhurst,
Global Market
Specialist, Graco
Lubrication
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.

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'REGENERATE' THE RIGHT WAY

Following proper procedures is imperative for Tier 4 equipment – here's how to do it

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

"Regeneration falls into two categories – active and manual – and each involves specific actions that should be taken by the operator," said Matt Beinlich, Deputy Director of Komatsu's Business Solutions Group, Products and Services Division. "Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual."

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it's imperative to park the machine in a safe location and initialize the proper idle procedure.

Idle correctly

"If for some reason the operator can't work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative," said Beinlich. "There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration."

Proper idle includes:

- In tracked machines: All lock levers must be in the "lock" position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■



Matt Beinlich,
Deputy Director,
Business Solutions
Group, Products and
Services Division



Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.



OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.



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NEWS & NOTES

Four Komatsu machines make Construction Equipment's Top 100 list

Komatsu placed four machines on Construction Equipment's Top 100 for 2015, including the *intelligent* Machine Control (iMC) PC210LCi-10, the world's first

excavator to feature integrated GPS technology. The iMC D155AXi-8 dozer made the list as well. Also in the Top 100 were Komatsu's new D85-18 dozer and GD655-6 motor grader. ■

DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at www.rita.dot.gov/bts. ■



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Expansion complete at General Equipment & Supplies' Sioux Falls location

General Equipment & Supplies, Inc. recently completed a 6,000-square-foot expansion of its Sioux Falls branch that included additional shop space, overhead cranes and parts warehousing.

"Our Sioux Falls location has more than doubled in size since opening in 2009, thanks to the many loyal customers we serve," said President Don Shilling. "This expansion

reflects that, as well as our commitment to ensuring that we continue to have the capabilities to meet their needs."

The South Dakota branch is the authorized sales, rental, parts and service dealer for KPI aggregate products, Superior conveying equipment and construction-related machinery such as Kobelco excavators and Kawasaki wheel loaders. ■



General Equipment & Supplies added more than 6,000 square feet to its Sioux Falls branch, including additional shop space with overhead cranes.

Largest share of TIGER grants goes to rural projects

Rural projects accounted for the largest share of grants awarded under the Department of Transportation's Transportation Investment Generating Economic Recovery (TIGER) program. Nearly 40 projects across 34 states will split \$500 million in funds, about 30 percent of which goes to road construction. Transit projects receive 29 percent, followed by

passenger rail at 14 percent, freight rail at 10 percent and infrastructure at 7 percent.

"TIGER is increasingly becoming the escape valve for projects that are looking for dollars," said DOT Secretary Anthony Foxx during a conference call with reporters.

"That's why I think you see so much interest in the TIGER program." ■

Joplin study leads to new building codes

The International Code Council approved building code changes based on recommendations from the National Institute of Standards and Technology's investigation of the EF5 tornado that hit Joplin, Missouri, in 2011. Codes will apply to the nation's most tornado-prone region – the area located between northern Texas and

central Minnesota, and western Oklahoma and western Pennsylvania. Changes are intended to protect schools and other high-occupancy buildings from severe tornadoes. The new codes mandate buildings to provide storm shelters that protect occupants from storms with wind speeds of up to 250 miles per hour. ■

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