

DOWN to EARTH

GENERAL
EQUIPMENT & SUPPLIES, INC.



TURNER SAND & GRAVEL, INC.

Family firm supplies high-quality materials to customers for 54 years



(L-R) Margaret, LeRoy, LaDawn and Rodney Turner

CITY OF FARGO SOLID WASTE DEPT.

Urban landfill provides responsible waste disposal for the greater Fargo area



Paul Hanson,
Landfill Supervisor

KOMATSU®

A MESSAGE FROM GENERAL EQUIPMENT



Jon Shilling



Dear Valued Customer:

As General Equipment & Supplies celebrates its 35th anniversary this year, we thank our customers who have made this milestone possible. In this issue, you will meet the team at Turner Sand & Gravel, one of our first customers. This successful family firm has purchased machinery from General Equipment since we opened our doors in 1984, including the recent acquisition of the first WA380-8 wheel loader sold in North Dakota.

You can also read how the City of Fargo Solid Waste Department is managing expansion, while at the same time serving as a responsible neighbor to surrounding businesses and residents. The department relies on Komatsu dozers to keep its operation running smoothly.

Like many of our customers in the Midwest, 39 states added construction jobs between May 2018 and May of this year, according to an analysis from the Associated General Contractors (AGC) of America. AGC officials said this data underscores the need for new investments in career and technical education.

At General Equipment we are excited to be involved in career education through a partnership with North Dakota State College of Science (NDSCS), which offers a diesel-technology program that blends classroom and hands-on learning. The latter component is accomplished through internships at General Equipment branches where students practice their skills with the help of skilled technicians. If you know a young person with an interest in this type of rewarding career, please contact your local branch or NDSCS for more information.

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

Sincerely,

Jon Shilling,
President & CEO

**Make safety
your top priority**



IN THIS ISSUE

TURNER SAND & GRAVEL, INC. pg. 4

Meet the Turner family who believes in going above and beyond to satisfy customers.

CITY OF FARGO SOLID WASTE DEPT. pg. 6

Check out how this landfill works hard to be a good neighbor by providing responsible disposal solutions.

REACHING A MILESTONE pg. 9

Celebrate the 35th anniversary of General Equipment & Supplies with a look back at the company's rich history.

INDUSTRY EXTRAVAGANZA pg. 12

Take a look at the highlights from Aggregate Expo 2019 where participants had an up-close view of the latest equipment.

SAFETY SPOTLIGHT pg. 14

Learn about an OSHA initiative designed to increase awareness regarding trench safety hazards.

DESIGN INNOVATION pg. 17

Explore Komatsu's updated motor grader, the GD655-7, that delivers improved ergonomics and productivity.

CASE STUDY pg. 18

Understand why a suburban-Chicago landfill chose to add a Komatsu D155AX-7 dozer to its fleet.

PRODUCT SPOTLIGHT pg. 21

The redesigned WA900-8 quarry loader boasts features that improve productivity. Uncover the details inside.

Published by Construction Publications, Inc. for



www.genequip.com



FARGO

4300 Main Ave.
Fargo, ND 58103
(701) 282-2662

MINOT

905 20th Ave. S.E.
Minot, ND 58701
(701) 852-0479

BISMARCK

3500 Apple Creek Rd.
Bismarck, ND 58504
(701) 223-9700

WILLISTON

4082 2nd Ave. W.
Williston, ND 58801
(701) 572-0570

Printed in U.S.A © 2019 Construction Publications, Inc.

Jon Shilling
President & CEO

Don Kern
Vice President of
Aggregate Equipment Sales

Matt Kern
Vice President of Rolling Stock Sales

Don Shilling
Chairman of the Board

Jerry Kern
Aggregate Sales Consultant

Mark Johnson
Used Equipment Sales Manager

Aaron Brothen
Sales Representative - Bismarck
(701) 541-3316

Jon Christianson
Sales Representative - Williston
(701) 770-1360

Ryan Hokenson
Sales Representative - Northwest ND
(701) 818-0328

Nick Olson
Sales Representative - Minnesota
(701) 205-2452

Ryan Muehler
Sales Representative - Fargo
(701) 866-3273

Wayne Slinger
Sales Representative - Northeast ND
(701) 541-0516

Dave Broten
Laser Sales
(701) 541-0513

Mitch Strehlow
Smart Construction Business Manager
(701) 850-7958

Travis Brothen
Northeast Product Support &
Sales Representative
(701) 866-8662

Bob Pritchett
Northwest Product Support &
Sales Representative
(701) 391-2166

Dave Grandalen
Southeast Product Support &
Sales Representative
(701) 361-5820

Matt Johnson
Southeast Product Support &
Sales Representative
(701) 541-1280

Theron Lutz
Southwest Product Support &
Sales Representative
(701) 412-5558

KOMATSU®

TURNER SAND & GRAVEL, INC.

Family firm provides high-quality materials to customers for 54 years

When Rodney Turner purchased his first gravel pit in 1965, the price of gas was 25 cents per gallon. Using a primarily homemade barge, he and his wife, Margaret, dredged and pumped gravel out of their water pit for customers. They soon began selling sand as well and aptly named their operation Turner Sand & Gravel, Inc.

“My dad started out dredging the material, then added a dragline and a slackline in the 70s,” noted President LeRoy Turner, of the Wolverton, Minn.,-based business. “Those machines were labor-intensive and hard to operate. We had one employee who ran them for more than 35 years, until we finally replaced the equipment.”

Throughout the last half-century, Turner Sand & Gravel has expanded to operate a dozen pits and is currently led by the founders’ two children, LeRoy, and Office Manager LaDawn Turner. The 14-employee firm provides sand and gravel for counties and townships within a 60-mile radius and handles specific material requests as well.

Members of the Turner family (L-R) Treasurer Margaret, President LeRoy, Office Manager LaDawn and Vice President Rodney Turner display a book cataloging the complete 54-year history of Turner Sand & Gravel.

“Two years ago, we worked with a contractor to provide several thousand tons of concrete rock for one of their projects,” recalled LeRoy. “They needed one-inch minus by three-eighths rock, three-eighths chips and dust. That’s not typical of anything we would normally provide; however, we felt we had enough time and a solid relationship with the customer to handle that.”

Going above what is expected and delivering the best possible service has been an important part of Turner Sand & Gravel’s success. “There are times when I’ve been in the office until 9:00 p.m. and got a call from a customer who needed a quote for a bid the next morning,” shared LaDawn. “Usually we’re able to make it work. We’re always honest and upfront about what we are able to provide; we only promise when we can deliver.”

Reclamation projects

Before Turner Sand & Gravel finishes extracting material from a pit, it begins the reclamation process to restore the area. For LeRoy, this is one of the most important steps in the mining process.

“There are some old pits from the 1930s and 40s that are an eyesore,” said LeRoy “We’re taking action to change the outlook on what people can expect when we’re finished with a pit.”

Part of that process includes making the land better suited for farming than before the pit was opened.

“As we finish taking material out of the Hawley pit, we’ve replaced it with soil from another project and leveled it off,” explained LeRoy. “That will go back into either crops or pasture when we’re done. It will be better land after the gravel is out from under it because it’ll hold moisture better.”





Using a Komatsu WA500 wheel loader from General Equipment & Supplies Co., a Turner Sand & Gravel operator feeds the crushing spread at the company's pit in Vergas, Minn.

35 years with General Equipment

Relationships have played a key role for the business. Turner Sand & Gravel works closely with General Equipment & Supplies and has been a customer since it opened in 1984.

"In 1987, we purchased the first Komatsu WA500 wheel loader that General Equipment sold," noted LaDawn. "I use it to load farm trucks when all the other equipment is in use. It's been a good machine and is still reliable."

In total, Turner Sand & Gravel has purchased 33 pieces of machinery from General Equipment, including nine wheel loaders, three dozers, four excavators, six crushers, seven conveyors and four lowboys. Today, the Turners call on General Equipment Sales Rep Nick Olson for all of their equipment needs. To kick off 2019, the company added the first WA480-8 wheel loader sold in North Dakota to their fleet.

"The state and counties where we operate recently changed their laws to increase the weight per truck, which allows us to haul bigger loads," explained LeRoy. "The increased bucket capacity of the 480 allows us to load a truck faster and meet the new weight standard in three cycles."

Much like the loaders, Komatsu D155 dozers have also become a mainstay in Turner Sand & Gravel's fleet. "We switched to the D155 years ago, and it doubled our production," recalled LeRoy. "It used to take a full day to move the material taken out by the slack line. When we added the D155, we could move it away in three hours."



A Turner Sand & Gravel operator uses a Komatsu D155AX dozer to create a stockpile of sand for a future order.

Turner Sand & Gravel also appreciates Komatsu CARE, a complimentary, routine maintenance service for the first three years or 2,000 machine hours for Tier 4 equipment.

"The service from General Equipment, including the Komatsu CARE program, has been excellent over the years and an important part of why we continue to count on them," shared LaDawn. "Beyond prices, General Equipment takes care of its customers."

The strength of Turner Sand & Gravel has been finding and developing its niche throughout the last 54 years. Maintaining steady business remains the goal for the future.

"We've tried to slow down in the past, but we're not very good at that," joked LaDawn. "We're always changing and are anticipating a big year with some fairly large projects that will keep us busy. We have a lot of customers who rely on us, and we plan to continue to meet their needs." ■

CITY OF FARGO SOLID WASTE DEPT.

Urban landfill provides responsible waste disposal for the greater Fargo area



Paul Hanson,
Landfill Supervisor

On the northern edge of Fargo, sits the largest landfill in the state. Four hundred trucks from Cass, Barnes and Becker counties deliver material daily to the City of Fargo Solid Waste Department's (SWD) 154-acre facility. Landfill Supervisor Paul Hanson oversees operations and the 15 employees who work there.

"The site accepts municipal solid waste, construction debris, asbestos, a little bit of ash and occasionally, some industrial waste," offered Hanson. "During the winter, it's a little slower and we'll take around 700 tons a day. In the summertime we are up to nearly 1,200 tons."

Hanson has more than 45 years of experience in the waste industry, from running the facility's scale house to driving a garbage truck. He remembers taking waste to the original landfill, which is undergoing work in order to begin accepting material again in the next few years. It's across the street from the present-day operation.

"We've been at our current location since the mid '80s and have approximately four years left

until capping it off," explained Hanson. "We're actually removing waste from the old landfill, bringing it over here, then digging that side deeper and adding new regulatory linings. We'll be able to accept more trash and get another 25 years out of the first site."

Hanson notes that an important part of keeping both operations running smoothly is dedicated and experienced employees.

"Our people are multi-talented," said Hanson. "They have great attitudes and when they see things that need to be done, they take care of them without being asked."

Being neighborly

One of the main challenges for any landfill is dealing with the weather conditions. As the city has grown around the facility, the SWD has taken several steps to limit the impact of Mother Nature's tendency to disperse trash into the surrounding area.

"The landfill used to be out of the town; however, as the city has grown we've become an urban landfill with lots of traffic," shared Hanson. "To be good to our neighbors who have built around us, we've added portable fences in the unloading area to contain blowing paper, dust and any lighter materials.

"We have permanent secondary fences and a primary fence around the landfill. We also erected our main building with space to bale and handle material indoors, if the weather is too bad," continued Hanson. "We want to keep the neighborhood looking good and minimize our impact."

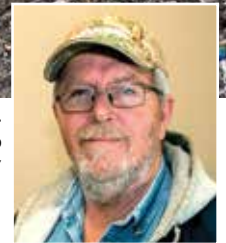
The facility utilizes a leachate system to collect any runoff water before it reaches local waterways. "Five holding ponds collect the

The City of Fargo Solid Waste Department processes as much as 1,200 tons of material daily in the summer months at its 154-acre landfill in Fargo.





Operator Norman Gustafson uses a Komatsu *intelligent* Machine Control D65PXi to grade a slope at the Fargo landfill. "The D65 is a good machine and easy to run," noted Gustafson. "We're operating it 22 hours a day. Compared to competitive brands, it doesn't slip in the snow or on frozen ground and has been an asset."



water and pump it directly into the sanitary sewer," explained Hanson. "We take the necessary steps to have a positive impact on the environment and community."

In winter months, the landfill is a repository for snow from across the city.

"More than 35 trucks deliver snow that's removed from roads and parking lots overnight," said Hanson. "Our equipment runs 22 hours a day between grooming the mound and normal facility operations."

General Equipment, Komatsu right fit

"When everything melts in the spring, the main building can be repurposed for sandbagging to help with any flooding in the region," noted Hanson. "Certainly, we hope it doesn't come to that, although we're glad to help when it's necessary."

During the sandbagging process, SWD has turned to General Equipment & Supplies and Sales Rep Ryan Muehler to rent machines, and their relationship recently expanded. In November 2018, the department purchased a Komatsu D65PXi dozer with integrated *intelligent* Machine Control technology. Hanson says that machine's positive results may also

lead to the addition of a Komatsu D155AX-8 dozer later this year.

"The D65 is a good machine and easy to use," said Operator Norman Gustafson. "It has great power, visibility and fuel-efficiency. We can run it for two days without filling it up, compared to competitive brands that we have to fill every day."

Gustafson said he noticed an immediate improvement in operating efficiency when using the *intelligent* Machine Control dozer.

"Instead of riding a roller coaster all day, I can put everything at a nice, smooth slope," explained Gustafson. "It takes the guesswork out of grading because stakes are unnecessary. The end result is better compaction and more garbage in the right spot."

The D65PXi, a Tier 4 machine, comes standard with Komatsu CARE, a complimentary maintenance program for the first three years or 2,000 operating hours. Hanson also utilizes Komatsu's KOMTRAX remote monitoring system to track fuel consumption, idle time and maintenance.

"Working with General Equipment has been positive," stated Hanson. "The service has been good, and they check in to make sure everything is running well." ■

KOMATSU®

WORKS FOR ME™



“BUILDING FOR THE FUTURE.”

THREE GENERATIONS.

“At Selge Construction, we’re a family business. My son-in-law and even grandson are involved and interested in this great occupation. I’ve built a good name in our marketplace with a reputation for quality work and integrity in the way we do business. And I choose Komatsu because they match my values. Their excavators help my crews and family carry on our goals: to provide the best job for an honest price. It’s these and many other reasons why Komatsu works for us!”

Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



CELEBRATING 35 YEARS

General Equipment & Supplies, Inc.'s history provides foundation for continued dedication to customers

General Equipment & Supplies, Inc. was founded in 1984 and has since delivered elite service and equipment to its customers. Based in Fargo, the company has locations in North Dakota, South Dakota, Minnesota and Iowa as well as the Saskatchewan and Manitoba provinces in Canada. As the company continues to grow, second-generation President and CEO Jon Shilling notes that reaching 35 years in business is an important milestone.

"Few companies stay in business as long as we have," noted Shilling. "It's given me the opportunity to work with my father throughout the last decade and a half, and not many people can say that. Much of our success is due to a dedication to our core values – to do the right thing. We empower our employees to make their own decisions and take care of the customer first."

That philosophy includes going above and beyond to find the right solution for customers every time.

"The first step is to ask the right questions," offered Shilling. "Understanding our customers' wants and needs better equips us to provide the best solution, rather than simply trying to sell a piece of equipment or a part. Our goal is to make sure that the customer's experience is enjoyable and that they'll come back and do business with us again."

Introducing new product lines

To better serve its customers, General Equipment continues to add product lines to its aggregate and construction equipment divisions. The company is also placing an emphasis on enlarging its footprint throughout the Upper Midwest.

"We recently opened a new office in Urbana, Iowa, and picked up those same aggregate and construction lines in Nebraska," said Shilling. "We plan to increase our presence in western South Dakota and northern Minnesota as well. Overall, we're growing and expanding business across the board."

While the company currently employs more than 250 people, Shilling emphasizes that the family environment and accessibility of management will continue to play a key role in the future.

"We think of ourselves as a growing family. We want our customers to know they have full access to the ownership, and that we'll do anything we can for them," stated Shilling. "Our customers are the reason we've been in business this long, and we look forward to continuing to build that relationship." ■



Jon Shilling,
President & CEO

(L-R) Chairman of the Board Don Shilling and members of General Equipment & Supplies, Inc. executive team: VP of Parts Steve Berdan; VP of Rolling Stock Sales Matt Kern; VP of Customer Relations Sara Frith; President & CEO Jon Shilling; VP of Finance Tanya Groft; VP of Service Steve Stafki; and VP of Aggregate Sales Don Kern.





CONVEY IT

Pound for pound, no other contender matches up to the size and strength of Superior conveyors. But all that beef isn't just for show. Every square inch of steel and each Superior brand conveyor component is designed to give more stability, carry more load, reduce costly maintenance and operate for decades.



PORTABLE RADIAL STACKERS



BULK MATERIAL TRANSLOADING



www.genequip.com

CRUSHING

SCREENING

WASHING

CONVEYING



COMPONENTS

PLANTS

TURNKEY

AFTERMARKET



superior-ind.com



CUSTOM OR PRE-ENGINEERED OVERLAND CONVEYORS



TRACKED STACKING CONVEYOR

Performance matters.



Kodiak® Cone Crushers

When performance matters, our industry-leading Kodiak® cone crushers offer up to 50% reduced operating costs through precision roller bearing design. They are ideal when uptime and product quality are critical to your operation. Kodiak® cone crushers are available in models from 200 to 500 hp.

Crushing and Screening available through General Equipment & Supplies, Inc.



Scan to watch
YouTube video



AGGREGATE EXPO 2019

Event provides opportunity to learn, network and operate all things in aggregate industry

Every three years, General Equipment & Supplies and General Aggregate Equipment Sales host the Aggregate Expo in Fargo. The two-day event, held in March, provided a unique opportunity for people to attend a variety of informational sessions, talk with vendors and get an up-close view of the latest in aggregate equipment.

“I came to learn some tips and techniques about the industry and to take in as much as possible,” noted RV Enterprises Operator Tanner Volson. “I went to some classes about jaw crushers and drones that were helpful for learning how they’re becoming an important part of the industry. The event has been a great way to meet people, make new friends and generate business.”

Informational sessions were open to all attendees throughout the event. A large conference space provided an area for people to network with other attendees and pose questions to vendors. The outdoor equipment yard was the centerpiece of the Expo and showcased more than 50 different machines.

Up close and personal

“The equipment yard is a great setup,” said Wm. D. Scepaniak, Inc. Project Manager John Scepaniak. “It’s nice to walk around and check out the new technology on the machines and meet with people who can provide further insight.”

“Most who are interested in the equipment in the yard would only get to see it if somebody gave them a brochure or they took a trip somewhere,” added Morris Inc. Plant Manager Calvin Frederick. “Bringing the machines here makes it convenient. It’s easy to see a variety of things at one time.”

General Equipment continues to increase the number of machines available and provide more informative and interactive sessions with each Expo. First-time attendees often return to subsequent shows and invite other employees from their companies to come with them.

“Our boss has been to a couple of the previous Expos and thought it would be good to bring us along,” offered Bill Bentley, Pit Boss for Badlands Aggregate. “He wanted us to take some of the classes and learn about better practices and maintenance for our machines.”

“What General Equipment puts on is second-to-none when it comes to the North Dakota, South Dakota and Minnesota area,” added Concrete Materials Aggregate Division Manager Billy Pollema. “It’s a great opportunity for us to meet and greet everybody in our industry, and we plan to return for the next expo.” ■



Discover more at
GeneralDowntoEarth.com

Customers talk with a General Equipment representative about the aggregate machines in the equipment yard at the Aggregate Expo in Fargo. The event showcased more 50 different machines.

▶ VIDEO



REDUCING FATALITIES, INJURIES

OSHA initiative aims to increase awareness of safety hazards during operations

*Editor's note:
Information for this
article was supplied
by the Occupational
Safety & Health
Administration.*

Trench safety involves several factors, including proper excavations and having a means of access and egress from the trench, such as ladders.

Anyone who works in the excavation business agrees that one injury or death from trench-related incidents is too many. However, each year there are still multiple fatalities. Data from the Bureau of Labor Statistics showed that there were 37 trench-related fatalities in 2016. That was nearly double the average number throughout the previous five years. The most recent information available showed fatalities in 2017 at 23, a significant reduction from the previous year, but still above the norm.

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists of two components:

OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop outreach programs supporting compliance assistance within their jurisdictions.

“We are promoting stronger industry awareness about the seriousness of trenching hazards and the means available to address them,” an OSHA spokesperson reported. “In collaboration with industry stakeholders, the agency has developed new compliance assistance resources.”

OSHA’s updated Trenching and Excavation website (www.osha.gov/SLTC/trenchingexcavation) provides the following:

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.
- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.
- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

Following trenching standards is best prevention

OSHA says compliance with existing trenching standards would prevent most, if





OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock.

not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock, and a competent person has examined the ground and found no indication of a potential cave-in.

A competent person is any individual, selected by the employer, who is capable of identifying existing and predictable hazards or working conditions that are hazardous, unsanitary or dangerous to workers; can determine soil types and required protective systems; and is authorized to take prompt corrective measures. OSHA requires that a competent person conduct daily inspection of a trench before workers enter.

Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper. They must be located within 25 feet of all workers.

Other general rules include keeping heavy equipment away from trench edges; keeping soil and other materials at least 2 feet from the edges; knowing where underground utilities are located before digging; testing for atmospheric hazards; and ensuring that workers wear high-visibility or other suitable clothing.

“The goal of this NEP is to reduce or eliminate workplace hazards,” OSHA stated. “As part of it,



Know your protective systems

Here are OSHA’s definitions of the protective systems. When designing one, you must consider factors such as soil classification, depth of cut, water content of soil, changes caused by weather or climate, surcharge loads and other operations in the vicinity.

Benching: A method of protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels. Benching cannot be done in Type C soil.

Sloping: Involves cutting back the trench wall at an angle inclined away from the excavation.

Shoring: Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins.

Shielding: Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins.

Compliance Safety and Health Officers will initiate inspections whenever they observe an open trench or excavation, regardless of whether or not a violation is readily observed. These observations may occur during the course of their normal workday travel or while engaged in programmed or unprogrammed inspections. Operations will also be assigned for inspection as a result of incidents, referrals and complaints. We want to prevent all trench collapses and save lives.” ■



Designed to Perform with the support to back it up!

The road to success starts with the right partners! Don't let downtime keep you from getting the job done. Partner with a company who will work as hard as you do, getting you the parts you need within 24-hours*. **Guaranteed.**

*Guarantee applies to breakdown orders placed according to the 24 Hour Parts Guarantee terms and conditions.

Visit dynapac.us/partsguarantee for details.



Follow Dynapac North America

[LinkedIn](#)
[f](#)
[YouTube](#)
[@](#)

dynapac.us

Your Partner on the Road Ahead



UPDATED MOTOR GRADER

New features in GD655-7 deliver better ergonomics to lessen operator fatigue, boost productivity

If asked to describe the ease of use with typical motor graders, most operators would steer clear of calling it a low-effort task. However, today's updated models provide a host of features designed to significantly reduce operator fatigue and increase productivity.

"The GD655-7 provides an all new, ultra-ergonomic working environment, and the new spacious cab allows more room during long working days," said Komatsu Senior Product Manager Bruce Boebel. "Operators will appreciate the low-effort operation and steering levers, new transmission controls as well as the articulation stop-at-center function that simplifies use."

New performance features include a transmission shift lever with finger-operated forward-neutral-reverse switch that reduces required hand movement. That's in addition to the already standard Komatsu power-shift transmission that was designed and specifically built for Komatsu graders and delivers on-the-go, full-power shifting.

Greater speed, less fuel

The GD655-7 offers inching capability and automatic shifting in higher ranges. An industry exclusive, dual-mode transmission with eight forward and four reverse speeds, allows higher travel speeds and reduces fuel consumption of a direct drive. It also delivers increased tractive effort and the control of a torque converter.

"It is grade-control ready, with no aftermarket valve required," Boebel noted. "Additionally, the GD655-7 has two standard, five-section hydraulic control valves that enable the addition of attachments and are strategically located to improve forward visibility."

New cab enhancements include a slightly smaller but "right-sized" steering wheel that provides more visibility and room and is convenient for long "blade-up and roading" trips. A steering lever allows operators to keep hands on the low-effort equipment levers and make small steering adjustments while at work, without the need to turn the steering wheel. Highly adjustable arm rests and consoles have power raise and lower functions and mechanical fore/aft adjustments to precisely fit user preferences.

"Operators can select Power or Economy mode to match conditions and optimize fuel savings," said Boebel. "This is a highly productive machine, and a solid choice for anyone who uses a motor grader for construction, road building, snow clearing or other applications."

Boebel points out that the new GD655-7 is among the leaders in the 20-ton range, and it will be sold concurrently with the Dash-6 model to offer customers an additional choice to meet their needs. ■



Bruce Boebel,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's GD655-7 Motor Grader

Model
GD655-7

Net Horsepower
218 hp

Operating Weight
38,140 lb

Blade Length
14 ft

Komatsu added new features to its GD655-7 motor grader. "It provides an all new, ultra-ergonomic working environment," said Komatsu Senior Product Manager Bruce Boebel.





Discover more at
GeneralDowntoEarth.com

'THE TOTAL PACKAGE'

Better warranty, lower price prompt landfill to add Komatsu D155AX-7 dozer to fleet



Lacy Ballard,
Waste Connections
Midway Division
District Manager

The Midway Division of Waste Connections, Inc. serves the Chicago area through its Winnebago Landfill in Rockford, Ill. The 500-acre facility accepts 16 million pounds of solid waste daily, so having reliable equipment is paramount to the success of the operation.

When his dozer fleet began experiencing earlier-than-anticipated component failures, Midway Division District Manager Lacy Ballard decided it was time to make a change. In 2017, he turned to Komatsu and his local distributor to add a D155AX-7 dozer with a waste package, which offers enhanced features, such as striker bars and additional gap sealing, to protect the machine's vital components.

"We were able to purchase a brand new D155 with amazing warranties for less than what we

were quoted for a used, competitive dozer with 3,000 hours," said Ballard. "Even before putting it to work, the D155 provided significant value."

That worth continued to increase once the dozer got into action clearing tipplers, which are tractor-trailer loads of garbage.

"The D155 doesn't work nearly as hard to push the garbage; we haven't experienced any overheating issues with the torque converters," said Ballard. "The regeneration process is the best of any Tier 4 machine we've owned, the tracks are easy to clean and the visibility from inside the cab is amazing. It's the total package."

Stamp of approval

To top off the acquisition, Ballard says that the service and attention he receives from Komatsu is above-and-beyond.

"The experience is second-to-none," shared Ballard. "Komatsu has been extremely beneficial in helping us address concerns, provide training and be proactive. For example, we had an issue with debris getting into the radiator, so Komatsu came to retrofit a fix and will incorporate it into the design of future D155 models. The attention we receive with just one machine speaks a lot about how Komatsu treats its customers."

While this was the first Waste Connections facility to utilize a Komatsu dozer, it's possible that additional D155AX dozers will be put to work at the organization's other landfills across North America.

"I gave a presentation on the dozer at our annual corporate meeting, and I recommended it to our district managers," stated Ballard. "I'm very happy with the decision to go with the D155 and Komatsu." ■

At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "It's the total package," said Waste Connections Midway Division District Manager Lacy Ballard. "I'm very happy with the decision to go with the D155 and Komatsu."

▶ VIDEO



KOMATSU®

WORKS FOR ME™

**"WE PUSH EVERYTHING
TO THE LIMITS."**

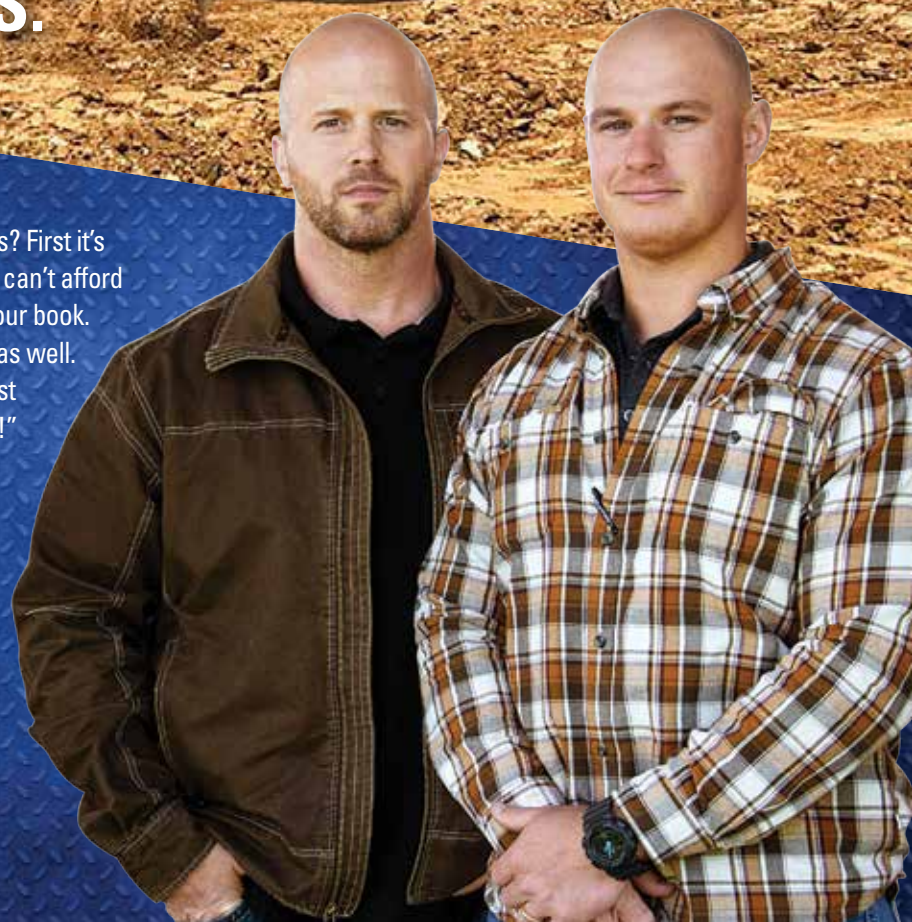
MORE RELIABLE.

"How does Komatsu work for our construction business? First it's their reliable, quality designed and built equipment. We can't afford downtime, and Komatsu's products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

KOMATSU®
THAT'S WHY I AM KOMATSU

komatsuamerica.com



ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalers, compactor/drivers, and material processors.



Please contact your local General Equipment & Supplies Branch

- Fargo, ND • (701) 282-2662
- Minot, ND • (701) 852-0479
- Bismarck, ND • (701) 223-9700
- Williston, ND • (701) 572-0570

www.genequip.com
GENERAL
EQUIPMENT & SUPPLIES, INC.



Visit us on the web at
www.npkce.com



Discover more at
GeneralDowntoEarth.com

REDESIGNED QUARRY LOADER

Added features improve productivity, fuel consumption of new WA900-8

Can a productive large wheel loader also be highly efficient? The answer is yes, according to Komatsu Product Marketing Manager Robert Hussey, who points to the new Tier 4 Final WA900-8 as a perfect example.

“We added several new elements that contribute to improved productivity, while lowering fuel consumption by up to 10 percent,” said Hussey. “Among them is the introduction of a modulation clutch system, which allows for smooth approaches when loading trucks in v-cycle applications. Also, a throttle lock allows the operator to set engine speed, and auto-deceleration helps save fuel.”

Additional productivity and efficiency features include:

- The introduction of Komatsu SmartLoader Logic, an engine-control system that optimizes engine output for all applications to minimize fuel consumption. It works automatically and does not interfere with production.
- A closed-center load-sensing hydraulic system that delivers the right hydraulic flow required for the job. This allows for fast work equipment speeds, keeps hydraulic oil cool and reduces fuel consumption.
- An automatic digging system that actuates the bucket tilt and lifting operations by sensing the pressure applied to the work equipment, thereby optimizing bucket load.

Operator-friendly design

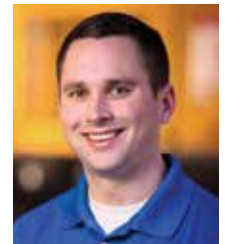
“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without

touching the equipment levers, which reduces fatigue. Operators will also like the redesigned cab with improved visibility and rearview camera.”

Hussey noted that optional add-ons include KomVision with radar, a six-camera system that provides a bird’s-eye view of the machine and its surroundings on a dedicated, in-cab monitor for greater situational awareness. The radar alerts operators when objects enter the machine’s working area.

“This quarry loader is purpose-built to match with 70- to 100-ton trucks,” Hussey said. “We also offer a high-lift configuration to pair with 150-ton trucks. Our customers said they were looking for a loader with these features and benefits, and we designed the new WA900-8 to meet those needs.” ■

The new WA900-8 offers a modulation clutch system, Komatsu SmartLoader Logic and a closed-center load-sensing hydraulic system, all of which contribute to improved productivity and reduced fuel consumption.



Robert Hussey,
Komatsu Product
Marketing Manager

▶ VIDEO

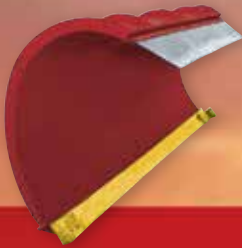


WEIR

ESCO®
A Weir Group Division

ESCO®
Attachments

BRINGING QUALITY, INNOVATION & SUPPORT TOGETHER



Bucyrus Blades™
Snow Plow Edges



Bucyrus Blades™
Cutting Edges



OPTIMIZE MACHINE PERFORMANCE WITH ESCO AND GENERAL EQUIPMENT & SUPPLIES, INC.

For more production and superior dependability, choose ESCO construction and aggregate products. General Equipment & Supplies is your ESCO products expert.

Ultralok® Tooth System



ESCO® Manganese
Crusher Wear Parts



GENERAL
EQUIPMENT & SUPPLIES, INC.

www.genequip.com



Fargo, ND 701-282-2662

Bismarck, ND 701-223-9700

Minot, ND 701-852-0479

Williston, ND 701-572-0570

Shakopee, MN 952-224-1500



Discover more at
GeneralDowntoEarth.com

NEW MINING EXCAVATOR

Powerful model increases performance in quarry and mining applications

Typically, large machinery is used for high-volume digging when the top priority is moving mass amounts of material quickly. Another reason is completing the job in the most efficient and cost-effective manner. Komatsu Senior Product Manager, Mining Support Equipment Joe Sollitt said companies can better achieve both objectives with the new 200-ton-class PC2000-11 excavator that delivers increased horsepower, compared to the Dash-8 model it replaces.

“Customers told us they want better multifunction performance and productivity than the previous model and the competition,” Sollitt said. “With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift.”

The upgraded excavator has four working modes to tailor machine performance to operating conditions and maximize production and/or efficiency. Among them is an all-new Power Plus (P+) mode that increases productivity up to 12 percent while moving more material per gallon of fuel burned.

Greater reliability, durability

Sollitt emphasized that Komatsu designed the PC2000-11 for greater reliability and durability. It has thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and the excavator has larger diameter carrier rollers for extended service life.

“No stone was left unturned when designing this new model. The work equipment and

superstructure were engineered to withstand the most demanding applications, and service life of the undercarriage components has been extended. A ground-level service center is standard,” said Sollitt. “The PC2000-11 maintains the power module design that service technicians have grown to love. It provides low noise levels in the cabin, excellent accessibility to major components and reduced labor hours when it comes time for planned overhaul.” ■



Joe Sollitt,
Komatsu Senior
Product Manager,
Mining Support
Equipment

Brief Specs on Komatsu’s PC2000-11 Excavator

| Model | Net Horsepower | Operating Weight | Bucket Capacity |
|-----------|----------------|--------------------|-----------------|
| PC2000-11 | 1,046 hp | 445,179-456,926 lb | 15.7-17.9 cu yd |

Komatsu’s new PC2000-11 excavator delivers increased horsepower compared to its predecessor and four selectable working modes for better performance in multiple applications and site conditions. Thicker, stronger boom plates and castings are among several new features that improve reliability and dependability.

▶ VIDEO



VEI**SMART LOADER SCALES****33 years of experience
at your fingertips**

- Prevent trucks overload
- Easy-to-use
- Cloud download available
- 3 years warranty on parts



LASERTRONIK

OPTICAL LASER BELT SCALE

The **MOST DURABLE** scale for
PORTABLE UNITS

- Quick to install
- Proven technology
- Automatic production printing
- Text messaging reports available



CALL GENERAL EQUIPMENT & SUPPLIES TODAY

GENERAL
EQUIPMENT & SUPPLIES, INC.
www.genequip.com

35
YEARS

▲ **Fargo, ND**
800-437-2924

▲ **Minot, ND**
800-825-0479

▲ **Bismarck, ND**
800-279-4437

▲ **Williston, ND**
701-572-0570

▲ **Shakopee, MN**
800-966-1455

▲ **Sioux Falls, SD**
605-336-9000

▲ **Urbana, IA**
319-214-4084



Discover more at
GeneralDowntoEarth.com

SUPER-SIZED DEMO

Komatsu opens Arizona Proving Grounds to mining and quarry customers

Komatsu welcomed customers for the first time to its 660-acre Arizona Proving Grounds in Sahuarita, Ariz., for Quarry Days this spring. Attendees had the opportunity to run some of the largest machines in Komatsu's fleet, like the new 450,000-pound PC2000-11 excavator and 899-horsepower WA900-8 wheel loader.

"It was a unique opportunity to host Quarry Days at our Arizona Proving Grounds, and it generated a lot of anticipation and excitement," said Komatsu Senior Product Manager for Mining Support Equipment Joe Sollitt. "We specifically tailored the event to quarry and mining customers by displaying and demonstrating larger, mechanical-drive products in an application that is representative of our customers' jobsites. We also aligned Quarry Days with the launch of two of our newest Komatsu products, the WA900-8 wheel loader and PC2000-11 mining excavator.

"The facility was also a major draw for the event," he added. "We were able to showcase the ongoing research and development activity that occurs right here in Arizona."

Through the course of six days that featured eight sections, more than 200 customers and distributor representatives attended information sessions, toured the facility and operated several machines including the D375A-8 dozer, WA600-8 wheel loader, HD605-8 mechanical truck in addition to the PC2000 and WA900.

Up close and personal

"We purposely designed the demo with smaller groups and fewer machines," explained Sollitt. "It was a far more personalized event. This gave customers more time to check out machines specific to their application needs and

have additional one-on-one opportunities with our product experts."

The event was a hit with those who attended.

"It was very impressive to see all of these huge machines," said William Paul of Tilcon New York. "The event was well-organized, all of my questions were answered and I got to run some awesome equipment."

"This was a great opportunity to get out and play on the equipment," commented Dallas Archibald of J.R. Simplot. "Usually at other manufacturer events, that isn't the case. Getting a chance to get in the machine and see how it responds makes a huge difference, compared to just walking around it." ■

A group of attendees at Komatsu's first Quarry Days at the Arizona Proving Grounds in Sahuarita, Ariz., check out the latest Komatsu machines that are specific to their operations.



KOMATSU®

WORKS FOR ME™

**“FAILURE IS NOT
AN OPTION IN THE
JUNGLE.”**

THE MOST RELIABLE.

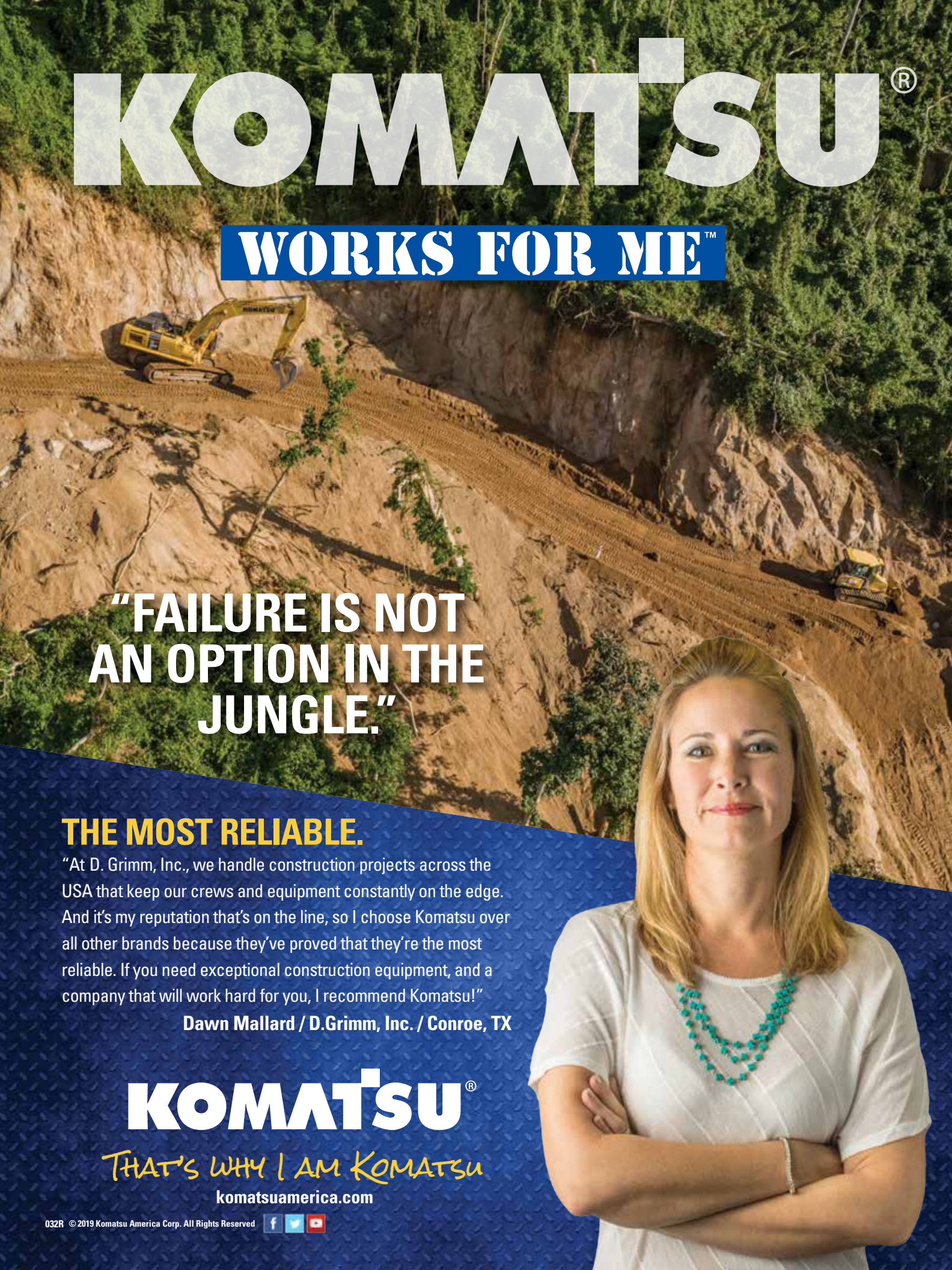
“At D. Grimm, Inc., we handle construction projects across the USA that keep our crews and equipment constantly on the edge. And it’s my reputation that’s on the line, so I choose Komatsu over all other brands because they’ve proved that they’re the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!”

Dawn Mallard / D.Grimm, Inc. / Conroe, TX

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



BUSINESS SOLUTIONS GROUP 2.0

New leader continues the focus on finding money-saving efficiencies in customers' operations

QUESTION: Is it fair to say that Komatsu's Business Solutions Group (BSG) is entering its second generation?

ANSWER: Yes, it is. The group started from scratch in 2015, based on a conversation with Vice President, Products and Services Rich Smith, who had some ideas he wanted to bring from Mining into the Construction Division. That first discussion wasn't much more than Rich talking through three slides describing his vision, but they turned out to be quite prescient.

Ken Calvert was the team's leader, with me as his deputy. We hired the initial team members and built from the ground up. We spent the first 18 months trying to make a name for the group and telling customers what we could offer. Eventually, we found our groove and reached the point where people were asking us to do things for them.

This year we've experienced a lot of changes, beginning with Ken's retirement. Additionally, we "graduated" that first team and welcomed several new faces, as was always the plan. The idea isn't to make a career in the BSG; we think that rotating in new people creates fresh ideas and perspectives. This is like a second version; however, now we have the benefit of a clear direction and established reputation. It's a very exciting time.

QUESTION: What are some of the group's successful initiatives to date?

ANSWER: Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a

Continued...



**Matt Beinlich, Director,
Komatsu 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.

Matt Beinlich started at Komatsu as an intern while working toward an engineering degree at the University of Illinois Urbana-Champaign. When he graduated in 2002, he returned to Komatsu as a full-time employee.

"I began as a Service Development Associate, and I had the opportunity to work in both the Mining and Construction Divisions," said Beinlich. "It was a good introduction to the differences and similarities between these two worlds."

From there, Beinlich was involved with the North American introduction of VMHS, a remote machine-monitoring system for large mining equipment – today known as KOMTRAX Plus.

Beinlich then moved into technical support and worked to centralize the process of communication between engineers and distributors regarding machines in need of repair. After a successful stint there, he was tabbed as Deputy Director, Business Solutions Group and helped create the team.

"Being a part of the Business Solutions Group has been an amazing experience," said Beinlich. "I love that we are problem-solvers and forward-thinking."

In early 2019, Beinlich was named Director, Business Solutions Group, taking over for his mentor, Ken Calvert, who retired earlier this year. "Ken was a great teacher, and I am very excited to take the baton from him."

Away from the office, Beinlich enjoys spending time with his wife Melanie and their twin boys, enjoying nature and traveling.

'We're known as problem solvers'

... continued

fleet that will help them operate in the most efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.

Matt Beinlich says that the defining trait of the Business Solutions Group is the resolve to find the data and information needed to solve customers' problems.



The Business Solutions Group is focusing on creating synergy with other Komatsu teams to help deliver better results for customers. "By working together, we can blend services and continue to streamline the process and increase efficiency," said Matt Beinlich.

Helping customers build an efficient fleet through right-sizing is a common task for the Business Solutions Group. "We evaluate the customer's operation and applications and then make fleet recommendations, which typically saves money while boosting production," said Director, Business Solutions Group Matt Beinlich.



The Total Cost Assurance idea adapts what the mining industry refers to as RAMPs or repair and maintenance plans. However, there are some key differences between the economics of mining and construction machines. For example, construction machines run fewer hours per year and are rarely overhauled. We worked with one of our distributors, Power Motive Corporation, to understand how they made this concept successful in their territory. We have shared these best practices across the rest of North America. Sometimes, BSG acts more like a proliferator of good ideas, rather than the originator, and we're just fine with that.

QUESTION: What new areas will the BSG focus on in the future?

ANSWER: As we've grown, we've noticed some overlap with other groups inside Komatsu. Building upon that synergy is a key goal this year.

For example, when one of Komatsu's operator trainers meets with an end-user, the trainer coaches the customer on how to use a machine most efficiently. When we visit, we advise them on how to best use that machine within the entire jobsite's operation. We are doing similar things, although on different levels. By working together, we can blend services and continue to streamline the process and increase efficiency.

QUESTION: What legacy do you hope to establish for the group?

ANSWER: Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we should finish what we started. It's really easy to encounter a challenge and give up because there isn't enough information. When we come to that point, we do the research to find the answer.

That's been our defining trait so far, and I think that's why we're successful. We're known as problem solvers. Now that our first round of employees is moving into other divisions, I am excited to see how our reputation grows and in what other areas we can help. ■

KOMATSU®

WORKS FOR ME™

**“WE’RE NOT A BIG COMPANY,
BUT KOMATSU TREATS US
LIKE WE ARE.”**

BETTER SUPPORT.

“My cousin Thomas and I started our construction company on a wing and a prayer. We couldn’t have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That’s why Komatsu works for us!”

Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

KOMATSU®

THAT’S WHY I AM KOMATSU

komatsuamerica.com



A CLEARER PICTURE

New tool helps equipment owners calculate fuel consumption more accurately

In order to operate profitably, equipment owners need to make well-informed estimates when setting a budget, placing a bid or purchasing a new machine. Correctly anticipating the amount of fuel a machine will consume during a given time can provide significant value to an owner's bottom line – and Komatsu makes that process a lot easier.

For more information about this tool, contact your local Komatsu distributor.

“Typically, equipment owners forecast annual fuel consumption by categorizing the type of work the machine will do into three categories: light, average or heavy,” explained Matt Beinlich, Komatsu Director, Business Solutions Group. “Those are pretty subjective terms, and guessing wrong could be costly. We want to give owners a more precise prediction.”

To accomplish this, Beinlich and Komatsu's Business Solutions Group developed a chart based on the relationship between fuel burn

and idle time. Using KOMTRAX, the team can compare like-model machines to more accurately determine the average fuel consumption.

“We use idle ratio because it's the biggest driver of fuel consumption; and it is measurable data that we can get from KOMTRAX. It gives us the clearest idea of how a machine is really being used,” noted Beinlich. “A heavy-use machine will idle less than a light-use machine. This allows us to better define light, average and heavy work for the equipment owner.”

Better definition of average

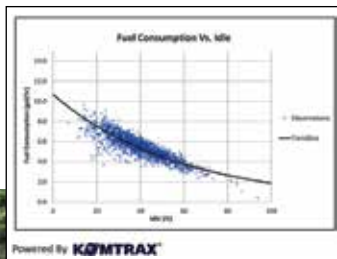
Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

“This helps us determine a best-fit line that covers all possible scenarios. If the average idle rate for a specific model is 40 percent, and a company knows its idle time will be closer to 30 percent, it can classify its machine usage as heavy,” said Beinlich. “The company can then use the chart to determine how many gallons per hour they should expect to burn in a heavy-use environment for that machine.”

The information can help customers make clearer, more informed choices when purchasing equipment as well as assist in setting operating budgets and calculating bids.

“With this approach, it's realistic that a customer's annual fuel budget for a single machine might swing \$2,000 per year in either direction when compared to simply using the national averages. Think about how that adds up across an entire fleet,” said Beinlich. ■

To give customers a more precise estimate on the amount of fuel a machine will use annually, the Business Solutions Group uses KOMTRAX to show the relationship of idle time to fuel consumption. By sampling as many as 2,000 like-model machines, owners can use their idle rates and follow the black trend line to calculate their expected fuel burn.





HIGH MAINTENANCE IS SO NOT HIS TYPE.

IT'S NOT OURS EITHER.

GORMAN-RUPP CONSTRUCTION PUMPS
ARE BUILT TO OUTLAST AND OUTPERFORM
THE COMPETITION. *JUST LIKE HE IS.*

He accepts that some jobsite problems are out of his control. And he deals with those. But when he invests in equipment, he expects it to work—without constant maintenance or repairs. So he chooses Gorman-Rupp construction pumps. These tough pumps move water even in the harshest conditions. And they require only minimal, simple maintenance that can be completed in the field with common hand tools. Even when everything else at work is an issue, his pumps just keep getting their job done.



GR
GORMAN-RUPP
PUMPS

GENERAL
EQUIPMENT & SUPPLIES, INC.
www.genequip.com

35
YEARS

FARGO
4300 Main Ave.
Fargo, ND 58103
(701) 282-2662

MINOT
905 20th Ave. S.E.
Minot, ND 58701
(701) 852-0479

BISMARCK
3500 Apple Creek Rd.
Bismarck, ND 58501
(701) 223-9700

WILLISTON
4082 2nd Ave. West
Williston, ND 58801
(701) 572-0570

NEW PRODUCT FOR DOZERS

First General Construction Undercarriage installed on dozers; end-users laud new Komatsu Genuine option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

In January 2019, Komatsu introduced an expansion to the General Construction (GC) product offering with the addition of conventional track link assemblies for all D51, D61 and D65 dozers. Jim Funk, Senior Product Manager – Undercarriage, said the first customers to install the GC link assemblies have shared positive feedback.

“We are very excited about the initial success of this product and are happy to hear it’s fitting in exactly where we hoped it would,” said Funk. “To have the very first dozers in the world with this product here in North America, makes us very proud. The quality of the GC product proved itself with the excavator offering through the past four years, so we are thrilled about adding dozer

products to this category. In line with our goal from the start, the GC products are filling a void in our offerings.”

Funk said Komatsu’s intention was to design a product for those customers who prefer Komatsu Genuine Undercarriage products and the support of its distribution network, and are looking at their replacement options due to the status of their machines. He emphasized that Komatsu is always working to provide effective and reliable undercarriage products that meet customer needs.

First-hand reviews

The first D51 to have General Construction link assemblies installed belongs to Gleason Clay Company in Gleason, Tenn. Its D51PX-22 works in a clay mining application and is used to clear paths for its excavators, as well as to remove overburden to reach clay seams. Gleason Clay Company Mine Supervisor Kurt Lehmkuhl said that in the past the company considered using will-fit undercarriage replacements for their less used dozers; however, the Komatsu GC proved to be a much better choice this time. Additionally, the Komatsu Genuine Assurance coverage that the GC product carries helped Gleason Clay make the decision over other options.

“It really hit right in the price point I was looking for. With Komatsu’s history, and the relationship that we have (with our local distributor), I felt like it was the way for us to go,” said Lehmkuhl. “The warranty (assurance) is there, so everything looks good.”

J.S. Paris Excavating in North Jackson, Ohio, was the first business to have the new GC link assemblies installed on a D61. The company performs a wide variety of earthwork services

Komatsu Senior Product Manager – Undercarriage Jim Funk (left) along with Komatsu District Parts Sales Manager Josue Tuche (right) check in with a team member from Gleason Clay Company in Gleason, Tenn., and a local distributor representative. Gleason Clay was the first to install a Komatsu GC Undercarriage replacement on a D51.





(L-R) Komatsu Senior Product Manager – Undercarriage Jim Funk and Komatsu District Parts Sales Manager Ken Torian meet with staff members from Houston Products Processing (HPP) in Baytown, Texas. HPP was the first company to have a new Komatsu General Construction track link assembly installed on a D65.

across several market sectors, including residential, commercial and energy.

“We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of their performance,” said J.S. Paris Operations Manager John Haifley. “The price difference is minimal, and that makes it an obvious choice.”

Komatsu distributor Product Support Sales Rep Rob Rivera, who supports J.S. Paris, is excited to have a new option with Komatsu Genuine Undercarriage. “This new product line gives customers another OEM option to consider when replacing their factory installed undercarriage. With the longest assurance in the industry, I can easily share my confidence in the product,” said Rivera.

One of the very first D65 machines to have the new GC link assemblies installed was at Houston Products Processing (HPP) located in Baytown, Texas. “With the price of this link assembly, and the assurance we can offer, there was no reason to look at other options,” said Komatsu distributor Product Support Sales Rep Tres Forester, who supports HPP.

Funk suggested that anyone looking to learn more about the General Construction offering can contact their local Komatsu distributor.



J.S. Paris Excavating in North Jackson, Ohio, boasts the first D61 dozer to have a General Construction track link assembly installed. “We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of (their) performance,” said Operations Manager John Haifley (third from left) during a visit from Komatsu representatives and his local distributor.

“Our distributors carry a wide range of options, serving as a complete source for undercarriage needs. Our GC offerings have added to that and will continue to do so as they expand in the coming years,” he said. ■

Court rules general contractors can be cited for subcontractors' safety violations

The U.S. Court of Appeals for the Fifth Circuit in New Orleans ruled that the Occupational Health and Safety Administration (OSHA) may cite general contractors for subcontractors' safety violations. The ruling receded from a 1981 precedent by an administrative law judge that said OSHA could only cite controlling employers – a legal term indicating the general contractor – for the safety of its own employees.

The opinion stems from a 2015 case in Texas where a general contractor directed

a subcontractor to work in what was deemed unsafe conditions. Both were cited for willful violation of an OSHA regulation regarding exposure of employees to a cave-in hazard.

An administrative judge for the Denver Occupational Safety and Health Commission previously ruled the general contractor could not be cited for the safety hazards created by a subcontractor. The Fifth Circuit said recent rulings in similar cases render the 1981 decision obsolete. ■



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CUIS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com



CONNECT WITH US ON-THE-GO!

Download our mobile app today.



View our ENTIRE inventory online!
www.genequip.com

- ▲ Crawler Tractors
- ▲ Wheel Loaders
- ▲ Excavators
- ▲ and much more!

FARGO, ND
800-437-2924

BISMARCK, ND
800-279-4437

MINOT, ND
800-825-0479

WILLISTON, ND
701-572-0570

SHAKOPEE, MN
800-966-1455

OUR MOBILE APP IS FREE!

Search “General Equipment” in the Google Play Store for Android devices and the iTunes App Store for Apple devices. Take us with you anywhere, and:

- ▲ Get real-time access to equipment inventory
- ▲ Search sales reps and PSSRs by zip code
- ▲ Send photos of parts and service issues easily and get answers quickly
- ▲ Find out about upcoming events and more



USED EQUIPMENT

Descriptions, photos and full machine details can be found online at www.genequip.com or view on our mobile app!



C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Presorted Standard
US Postage Paid
C.P.I.

19-01

www.genequip.com

GENERAL

EQUIPMENT & SUPPLIES, INC.

Sales ▲ Rental ▲ Parts ▲ Service



Your Full-Service Aggregate and Heavy Construction Equipment Dealer

- ▲ Factory trained mobile field service technicians
- ▲ Large parts inventory
- ▲ Rental fleet availability
- ▲ Financial expertise
- ▲ Extraordinary product support

35
YEARS

Fargo, ND ▲ **Bismarck, ND** ▲ **Minot, ND** ▲ **Williston, ND**
(701) 282-2662 (701) 223-9700 (701) 852-0479 (701) 572-0570

ESCO
A Weir Group Division

GR
GOMAN-RUP
PUMPS

JCB

J:B
BY PALADIN

KOBELCO

KOMATSU

KPI-JCI
ASTEC COMPANIES

ASTEC
MOBILE SCREENS

Link-Belt
CRANES

NPK

SUPERIOR
INDUSTRIES

LIPPMANN

MAJOR

SURESTRIKE

TEREX | CEDARAPIDS

TRAIL KING
INDUSTRIES

Trimble

VEL
VEHICLE EQUIPMENT

SPECTRA
POLYMER

EIW
EAGLE IRON WORKS