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A publication for and about Roland Machinery Co. customers • www.RolandIndustryScoop.com • May 2019

CRIDER BROTHERS LIME CO., INC.



Wayne Crider,
Partner



Lenny Crider,
Partner

WASTE CONNECTIONS, INC. – MIDWAY DIVISION



Lacy Ballard,
Midway Division
District Manager



KOMATSU

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Make safety
your top priority**



Dear Valued Customer:

In the midst of the busy construction season, it's easy to get caught up in the action and overlook some of the basics. First, and foremost, always take time for safety. The few minutes you spend ensuring that your workers are protected will pay important dividends, especially when you consider the potential consequences of an avoidable accident.

Statistics show that trench-related incidents have been above the norm in the past two years. Inside this edition of your Roland Industry Scoop magazine is an article that highlights an OSHA initiative to bring greater awareness to trench safety. It has valuable information and reminders regarding the standards and practices that you must use.

There is also news about the products and services we, and Komatsu, offer. For instance, there is a Q&A with Matt Beinlich, the new leader of Komatsu's Business Solutions Group (BSG) that works with customers to maximize their production, become more efficient and improve their bottom lines.

One new service the BSG offers is helping customers accurately determine average fuel consumption using idle ratio. See the Serving You Better article for a clearer picture of how that data can lead to more informed choices when estimating expenses.

If you are looking for machinery, this issue highlights several models, such as the updated GD655-7 motor grader. It has outstanding new features designed to reduce operator fatigue and increase productivity.

Of course, we believe that maintaining and repairing your machines are best done with OEM parts. Read the article related to Komatsu's General Construction Undercarriage replacement to see how its offerings are the right choices.

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

Sincerely,
ROLAND MACHINERY CO.



Matthew L. Roland
President

Industry Scoop



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A SALUTE TO A CUSTOMER

CRIDER BROTHERS LIME CO., INC.

Eminence, Mo., quarry continues to thrive through three generations



Wayne Crider,
Partner



Lenny Crider,
Partner

Brothers. Partners. Lifers. Each of these words accurately describes Lenny and Wayne Crider. As co-owners of Crider Brothers Lime Co., Inc., the brothers operate the same Eminence, Mo., quarry their grandfather purchased in the 1950s, which was later run by their father.

"Our granddad, Dutch, and his brother, Dallas, started out using sledgehammers," noted Wayne. "Eventually they bought the quarry where they worked from Earl Henry and Ray Vaughn Harrison.

"In 1967, they moved to this location and our dad, Sam, and his cousin, Junior, took over in the 70s. From the time we could work, we showed up and never left," shared Wayne. "In 2006, Lenny and I, along with our sister, Tammy, officially became partners in the company. We still have sledgehammers, although thankfully we don't use them anymore."

For three generations, the quarry – and the Criders – have delivered for customers within a

30-mile radius of their location. The family has been responsible for the pit's evolution from a nondescript hill to the 40-acre basin it is today.

"Grandpa started with a little ag lime operation and got material from a hill near the entrance of the site," said Wayne. "When we took over, there was still a little crusher near that same spot. One of the first things we did was put a jaw crusher down in the hole and worked on really opening it up."

So far, it's been mission accomplished for Crider Brothers.

"In the 12 years we've led the company, we've probably taken out more rock than the previous 40 years combined," estimated Wayne. "In the last four years, we've averaged around 1,000 to 1,200 tons a days. Our main focus is road base for county roads and forest-service conservation, but we do anything from riprap to inch-minus. We have a great relationship with MoDOT, and a big state park is very close. We do a lot of work with those two customers."

The Criders' job descriptions are nearly as long as their lineage with the company. On any given day they take on the role of mechanic, operator, secretary or project estimator.

"We don't like to be inside very much," laughed Lenny. "We do hire help, but we'd rather be on the machines. Plus, it's our name, so it only makes sense for us to do the work."

Above and beyond

As a small operation located hours from the closest large city in south-central Missouri, reliable dealer support is crucial to the success of Crider Brothers. Roland Machinery and Sales Rep Dan Christensen have made those hurdles obsolete.

Wayne Crider uses a Komatsu WA500 wheel loader – the newest addition to the Crider Brothers Lime Co., Inc., fleet – to move material.





Komatsu excavators, like this PC290LC, are the machines of choice for Crider Brothers Lime Co., Inc. "We've only run Komatsu excavators," said Partner Lenny Crider. "They are fast, handle great and are very durable."

"It feels like some dealers look at our location and size and then bump us down their list of priorities," said Wayne. "We aren't the biggest or easiest to get to, but Roland and Dan treat us like we're their only customer. If we need anything – parts, service or equipment – we know they'll work to get it to us as fast as they can, usually in a few hours. That's amazing service."

Roland's reliability is matched by the Komatsu equipment in the Crider's fleet, which includes a PC290 excavator, WA380 wheel loader and a WA500 wheel loader – the company's newest addition.

"We love Komatsu equipment," said Lenny. "We've only run Komatsu excavators, and the wheel loaders handle great around the quarry and have very quick cycle times. The WA380 is twice as easy to run as any loader we've had. They work great for us."

Lenny and Wayne know that when a Komatsu machine is added to the fleet, it will be there for a long time.

"Komatsu machinery continues to deliver every day," stated Wayne. "We buy used equipment and run it as long as we can. This is a very hard application for equipment, and Komatsu can handle it."

"We bought a PC220 with close to 15,000 hours on it and ran it for another eight years," he continued. "We have so much confidence in Komatsu and Roland that we don't purchase extended warranties because we know the machines will hold up."



Using a Komatsu WA380 wheel loader, Lenny Crider fills a truck with material at the Crider Brothers Lime Co., Inc., quarry in Eminence, Mo.

The next step

With three generations to its credit, Crider Brothers Lime Co. is well-positioned for the future. It recently purchased an adjacent 12-acre plot of land that should cover Wayne and Lenny's tenure.

"We won't see it finished," laughed Lenny. "It does set us up nicely for years to come. While we can't predict exactly what the future holds, we have the land and permits to continue for as long as we want. The State of Missouri passed legislation that keeps new quarries from opening. We were grandfathered in, so our site can carry on and grow as long as the permits are updated. We like to joke about handing it all off and retiring, although we know that retirement life isn't for us."

"We've worked all our lives, so sitting down is never an option," added Wayne. ■

A SALUTE TO A CUSTOMER

WASTE CONNECTIONS, INC. – MIDWAY DIVISION

Safety and efficiency drive Chicago-area landfill



Lacy Ballard,
Midway Division
District Manager

When consumers are finished using an item, it typically ends up on the curb ready for garbage collection. With more than 100 landfills in 43 states, Waste Connections, Inc., is the third largest waste services company in the United States – and an increasingly safe bet as that item's final resting place.

"We've been in business for 20 years," explained Midway Division District Manager Lacy Ballard. "Founder and CEO Ron Mittelstaedt started the company on the West Coast, and now we've spread across the country and throughout Canada."

Through acquisitions of locally owned and operated landfills, Waste Connections has extended its reach. While expansion allows the business to grow, applying best practices from its locations around the country helps it thrive.

"When we come into a market, we purchase well-run companies with a good reputation

and then improve upon their systems," detailed Ballard. "We have 20 years of data from nearly 100 landfills that we implement to help increase the productivity, scale and safety at the new sites to help make them more profitable."

Ballard heads the Midway Division, which began serving the Chicago area three years ago from its 500-acre Winnebago Landfill in Rockford, Ill. With 35 employees, the facility handles 8,000 tons of garbage per day. Coordinating that much traffic requires a level of specialization that few companies can match.

"What sets us apart from the competition is our safety record," noted Ballard. "We have to protect our employees, in addition to the public at large. Seventy percent of our business is trucking-based, so we go to great lengths to make sure that our safety protocols are implemented properly – parking, dumping, communication – all need to be coordinated clearly. We focus on safety over productivity; that's our culture."

Providing 'significant value'

With 16 million pounds of solid waste arriving at the landfill daily, having reliable equipment that can perform every day is paramount to the success of the Midway Division. In an effort to improve efficiency, Ballard took inventory of his fleet and decided it was time to make a change. In late 2017, he turned to Komatsu and Roland Machinery Company 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 having some component failures with our dozers, so we looked to Komatsu,"

(L-R) Waste Connections, Inc. – Midway Division District Manager Lacy Ballard and Project Manager Bob Lichty meet quarterly with Scott Ruderman and Jenkins Davis of Komatsu as well as Roland Territory Manager Jeff Lovgren for Joi-Ful (Joint Follow-Up Log) meetings to discuss issues and share ideas.





At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "The D155 has great power, and the fuel consumption is better than competitive dozers," said Project Manager Bob Lichty. "It does the job well, and does it with very little effort."



recalled Ballard. "I was very impressed with the D155AX. Right away, from a financial standpoint, we were able to purchase a brand new dozer with amazing warranties for less than what we were quoted for a competitive brand's used dozer with 3,000 hours. Even before putting it to work, the D155 provided significant value for us."

That worth continued to increase once the dozer got into action. "The D155 doesn't have to work nearly as hard to push the garbage; we haven't had 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."

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

"The experience is second-to-none," shared Ballard. "Each quarter we have Joi-Ful (Joint Follow-Up Log) meetings with Komatsu and Roland representatives. Those sessions are extremely beneficial in helping us address concerns, receive training and be proactive. For example, we had an issue with the design of the radiator because debris was getting into it. Komatsu came and retrofitted a fix and plans to incorporate it into the design of future D155 models. The attention we receive with just one

machine speaks a lot about how Komatsu and Roland treat their customers."

Good neighbors, bright future

While the Midway Division is still in its infancy, it has been thinking long-term since it commenced operations. In early 2019, that planning will come to fruition when the Winnebago Landfill will open its East Expansion Unit. This 225-acre section is expected to have a 15- to 20-year lifespan.

"We've worked on the East Expansion since we took over," said Ballard. "It will be a great addition to our facility, and one that will ensure that this is the site where we will dispose of waste for quite some time."

The expansion also makes certain that Waste Connections and Rockford will be linked for the foreseeable future, a union for which the company has a deep appreciation.

"Having a landfill in town isn't something that people typically celebrate," noted Ballard. "However, we aim to be the best neighbor we can be. We canvas the roadways weekly to pick up debris, grass our slopes and try to make the landfills as presentable as possible. We are also highly involved in local philanthropy. We work closely with the fire department, run an annual bike drive and invest in the community. We are proud to be here, and we want the community to be proud to have us." ■



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BREAKING THE GLASS CEILING

Today's society needs to encourage, promote engineering careers to women



Lucia Pía Torres

Lucia Pía Torres is Program Manager for engineering at SINERGEIA-ESCO, specializing in energy efficiency and renewable energies. She has experience in project management, production, operation and maintenance in various industries and international companies.

Modern society – and its ability to manage technological changes, while also combining classic thought with modernity and coexistence with advancement – leaves no alternative but to build on a foundation of gender, social and culture diversity. In a globalized world, every profession or occupation is interconnected with technology; it is clear that we need more engineers, scientists and technologists. In order to achieve our goals and develop these professions, we need to be more inclusive and strongly involve women. That is our challenge.

While society has progressed from the days when a woman like Marie Curie, an innovator in her field, was considered exceptional, there is still a long way to go in the engineering profession. I believe that we still need more

female role models to inspire new generations to follow a technical professional path; it remains difficult to publicly identify successful female engineers or scientists.

Merit, rather than gender

For modern women, technical and complementary training, including leadership skills, management and teamwork, are becoming more attractive areas. The possibility of growing and developing within the profession is a very valuable asset. Often it is perceived that there is an unbreakable glass ceiling, and that the positions of middle and upper management are almost inaccessible for women. These jobs must be based on merit, technical abilities and leadership skills, not dependent on gender.

The word engineer has its origin in the Latin word *ingenium*, which refers to machines or artifacts as well as an innate and natural disposition to invent, create and design. So, any person with the vocation to innovative, create, design or shape a vision to solve common and everyday problems, can be an engineer.

Women are able to perform any task regardless of the traditional stereotypes and stigmas; it is up to us, as a current society, to eliminate them. If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation. ■

Society should encourage women to pursue engineering, says author Lucia Pía Torres. "If we train, accompany and encourage women, who want to continue to increase their knowledge and enhance their skills, promoting and recognizing their development, we will be able to fulfill our main objective: a diverse, balanced and equitable world, sustainable for the next generation."



Editor's note: This article is an excerpted version of an original that first appeared on worldcement.com. You can read the full version there.

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REDUCING FATALITIES, INJURIES

OSHA initiative aims to increase awareness of safety hazards during operations

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.

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

Continued . . .



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.

Free, educational resources available

... continued

- 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 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, 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.” ■

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.

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





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ALTERNATIVE FUNDING STUDIES

Seven states earn grants to explore innovative ways to pay for infrastructure investment

The Federal Highway Administration (FHWA) recently committed \$10.2 million for testing new ways to finance highway and bridge construction projects. It announced that seven states will receive "Surface Transportation System Funding Alternative" grants.

The primary goal is to allow states to test user-based alternatives to support the federal Highway Trust Fund. It currently relies primarily on the federal gas tax, which has remained at 18.4 cents per gallon since 1993. Inflation and more fuel-efficient cars have had negative impacts on the tax's ability to sufficiently fund road construction and repairs.

"These grants provide states with the opportunity to explore innovative ways to help pay for infrastructure improvements and maintenance," said FHWA Deputy Administrator Brandye L. Hendrickson.

The Federal Highway Administration (FHWA) announced grants for seven states to study alternative funding to support the Highway Trust Fund. The primary goal is to explore innovative ways to help pay for infrastructure improvements and maintenance, according to FHWA Deputy Administrator Brandye L. Hendrickson.

Searching for new solutions

According to the FHWA, the seven projects will investigate and evaluate various mileage-based and road-user charges, including those for trucks and automated vehicles, and the implementation and operation of the technologies at a regional level. FHWA officials selected proposals from California, Delaware, Minnesota, Missouri, New Hampshire, Oregon and Utah.

The grants were announced soon after President Trump urged Congress to act on infrastructure in his annual State of the Union speech. He has called for as much as \$1.5 trillion in federal spending on new roads, bridges and other critical needs in the past.

"Both parties should be able to unite for a great rebuilding of America's crumbling infrastructure," said Trump during his speech. "I know that Congress is eager to pass an infrastructure bill – and I am eager to work with you on legislation to deliver new and important infrastructure investment, including investments in the cutting-edge industries of the future. This is not an option, this is a necessity."

Construction industry groups praised Trump's push for infrastructure improvement. "The President encouraged Congress to set aside their politics and unite to repair bridges, roads and all of the America's outdated, overburdened and crumbling infrastructure," said National Stone, Sand and Gravel Association President Michael W. Johnson, IOM. "A collective commitment and bipartisan compromise are essential to finally making the much overdue and badly needed investment required if the U.S. is going to continue to be the strongest economy and most secure nation in the world." ■



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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.



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

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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



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

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PRODUCT INTRODUCTION

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.



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Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

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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." ■



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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.



BUSINESS SOLUTIONS GROUP 2.0

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



**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.

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 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.



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.

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



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.



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. ■

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.

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

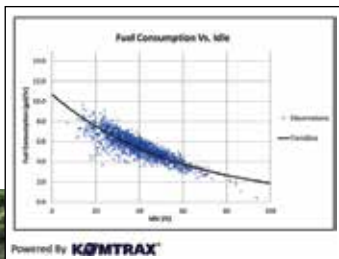
Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

"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.



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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. ■

MORE INDUSTRY NEWS

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. ■

Lawyer warns of hacking risks to firms preparing bids

Construction companies preparing bids for high-profile projects should be on the lookout for cyberattacks, advised Ian Birdsey, a Partner at Pinsent Masons LLP, in a recent Construction Week article. Hackers may want to steal intellectual property, commit invoice fraud or obtain valuable information and pass it on to a rival, he said.

Beardsley told Construction Week that if a hack is identified, compliance with the law is critical. "You need to understand and comply

with all regulatory notification obligations. For example, (the company) might be regulated by a state regulator, and so it may have a statutory or regulatory notification obligation. It might have contractual notification obligations.

"What we see is that the legal issues are at the core of the breach responses; so, it's really important to have legal at the heart of the response to deal with all the kinds of issues that arise out of a data breach or security incident," he added. ■

Komatsu purchases TimberPro forestry equipment

Komatsu America Corp. announced that it has entered into a definitive agreement to acquire Wisconsin-based forestry machine manufacturer TimberPro, Inc.

TimberPro was established in 2002 and is a manufacturer of purpose-built forest machines and attachments. Its product offerings include tracked feller

bunchers and harvesters, forwarders, wheeled harvesters and felling heads.

"Acquiring TimberPro will strengthen the company's position in the full-tree-length market and enable us to offer a highly competitive range of products for professional logging," said Rod Schrader, CEO, Komatsu America Corp.

The acquisition is expected to be complete in 2019. ■

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STK# KM17394, 5,065 HRS, EAU CLAIRE, WI



2011 WIRTGEN W2100 \$194,500
STK# WG18040, 4,459 HRS, SPRINGFIELD, IL



2015 KOMATSU WA320-7 \$129,500
STK# KM18300, 3,466 HRS, SLINGER, WI



2016 KOMATSU PC228USLC-10 \$169,500
STK# KM18585, 1,605 HRS, BRIDGETON, MO



2013 KOMATSU D61PXI-23 \$169,500
STK# KM18201, 6,698 HRS, DEPERE, WI



2016 KOMATSU D65PX-18 \$256,500
STK# KM18437, 1,644 HRS, SPRINGFIELD, IL



2012 KOMATSU D65PX-17 \$159,500
STK# KM17647, 3,137 HRS, PALMYRA, MO



2007 KOMATSU D155AX-6 \$174,500
STK# KM17366, 6,556 HRS, SPRINGFIELD, IL



2004 LIEBHERR A934B \$39,500
STK# ZZ17333, 57,410 HRS, EAU CLAIRE, WI



2013 CAT 963D \$189,500
STK# CT17009, 4,890 HRS, BOLINGBROOK, IL



2015 KOMATSU PC390LC-11 \$189,500
STK# KM19033, 3,590 HRS, SPRINGFIELD, IL



2014 KOMATSU 931.1 \$349,000
STK# VT18004, 5,756 HRS, ESCANABA, MI



2007 KOMATSU D65EX-15E0 \$84,500
STK# KM13437, 4,776 HRS, PALMYRA, MO



2012 KOMATSU PC490LC-10 \$184,500
STK# KM18462, 6,433 HRS, SPRINGFIELD, IL



2013 KOMATSU PC360LC-10 \$199,500
STK# KM17096, 3,352 HRS, BOLINGBROOK, IL



2012 KOMATSU PC228USLC-8 \$89,500
STK# KM18558, 5,687 HRS, BRIDGETON, MO

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VÖGELE



HAMM

LeeBoy

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DOOSAN

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