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Ozark Mountain Excavation

Read why continued
growth is testament
to Dixon, Mo.,
company's success



Also featured inside:
Poblocki Paving Corp.

Greg Kastenholz,
President



Owners Bud (left)
and Newt York

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Passing
knowledge
through
technology**



Dear Valued Customer:

Charles Dickens once wrote, "It was the best of times, it was the worst of times." Although that may be a bit of an exaggeration in relation to the current state of construction, it does seem somewhat fitting. During the past several years, the industry has enjoyed significant gains across nearly every market sector, and unemployment is low.

On the flip side is the continuing struggle to find construction workers, specifically equipment operators. Industry groups have taken steps to recruit and retain new people to fill the numerous open positions. As people retire or otherwise leave the industry, they take a wealth of knowledge with them.

Komatsu is committed to making new dozer operators as productive as possible, as quickly as possible with its new Proactive Dozer Control logic that interprets data and makes decisions that mirror seasoned operators. Read more about how this intuitive technology can deliver productivity gains within 6 percent of an experienced operator on select Komatsu dozers.

Speaking of dozers, if you are in need of a large, low-ground-pressure machine, Komatsu's new D155AX-8 LGP is a great fit. It's especially good for applications such as energy and pipeline work. Find out more inside.

There are a couple of interesting case studies in this issue of your Roland Industry Scoop magazine. One focuses on how a contractor gets jobs done faster and more efficiently with an *intelligent* Machine Control dozer. The second, takes a look at a governmental entity that's seeing similar results with a Komatsu GD655 motor grader.

Finally, I encourage you to check out the CONEXPO-CON/AGG preview that provides some insight into what you will find at the triennial event that will be held in Las Vegas in March. We've included a location map to help you find your way around. I hope you can make it to the "World's Largest Heavy Metal Show" in 2020.

As always, if there is anything we can do for you, please call or stop by one of our branch locations, or contact your Roland sales representative.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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A SALUTE TO A CUSTOMER

OZARK MOUNTAIN EXCAVATION

Continued growth through four decades is testament to Dixon, Mo., company's success



Bud York,
Owner



Newt York,
Foreman, Co-owner

Ozark Mountain
Excavation Owner
Bud York moves wires
and other debris with
his Komatsu WA270
wheel loader.

When Bud York graduated in 1978 he had a plan. He married his high school sweetheart, Susie, and the two started a foundation business, the aptly named Susie's Construction. It's a plan that has evolved through four decades, but it has worked.

"We started with residential concrete foundations, but we got tired of waiting for people to do our digging," said Bud. "We got some skid steers and backhoes and began handling it ourselves. We had to keep our new equipment busy, so we started to install utilities."

The Dixon, Mo.-based business shifted away from concrete and eventually changed its name to Ozark Mountain Excavation in 2010. With 15 employees – including Bud's son, Newt, who is a Foreman and Co-owner – the company completes small commercial site work, utility installation and demolition projects in and around Dixon.

"We learned a lot as we went; I guess you could say we studied at the school of hard knocks," laughed Bud. "We've been lucky

to be able to grow and build some solid relationships with larger contractors, which allows us to work in a small area."

Big-time demo

The years of experience have led to increasingly complex and visible projects. That was the case this summer as Ozark Mountain worked on its largest assignment to date, a 100,000-square-foot demolition for the Waynesville R-VI School District.

"It was different from a typical demo because we tore down part of the existing two-story building while keeping the gym that it was attached to intact," explained Bud. "We couldn't just go in machines blazing, we needed a clear strategy for the job."

That plan included saw-cutting the roof, floor and crawl space of the existing building that was attached to the gym. Bud and his crew then used three excavators to simultaneously tear down the wall. After that, any debris that remained attached was removed by hand.

"This was a big challenge since everything was connected," said Bud. "We took our time and were very careful. We didn't want to pay for a new gym."

Once the building was down, Ozark Mountain took on the challenge of clearing the area and performing site development for the new building.

"Part of the structure was two stories, so that meant more to remove," noted Bud. "A lot of the material was shipped to another site for clean fill, and the metal went to St. Louis for recycling. Other than some of the roofing, none of it went to a landfill."





An Ozark Mountain crew uses Komatsu PC228USLC, PC210LC and PC360LC excavators to remove debris from a 100,000-square-foot demolition project in Waynesville, Mo. "We work in some dirty and rugged applications, and the Komatsus hold up," said Owner Bud York.

"The dirt was another story," he continued. "We had to remove 1,500 cubic yards of unsuitable soil because it was bad, and then we brought in 7,500 cubic yards of suitable soil to replace that so the construction could continue."

Always Komatsu

Most equipment owners have a process for building their fleet. Bud's is simple, he calls Roland Machinery Territory Manager Jerry Hess.

"Jerry and Roland are great to work with and are always good with service," he shared. "Since I bought my first piece of equipment from Jerry, it's been a great relationship."

Headlining the Ozark Mountain fleet are a number of Komatsu excavators, including a PC228USLC, a PC210LC and a PC360LC, in addition to a WA270 wheel loader.

"We've purchased only Komatsu excavators for years," said Bud. "We're all Komatsu when it comes to excavators."

The mainline machine for Ozark Mountain is the PC228USLC tight-tail-swing excavator. Bud says that the compact design allows it to fit into many confined areas while still delivering the power necessary to complete jobs.

In addition to reliable service from Roland, the durability of Komatsu equipment is a key factor in Bud's loyalty to Komatsu. "We work in some dirty and rugged applications, and the Komatsus hold up," he said. "We fill the fuel tank, change the fluids and oil and they keep on running. We know what we can expect."



Looking ahead

Bud has a lot of plans for his future, they just don't include his involvement with Ozark Mountain Excavation.

"I want to retire," he laughed. "That's my future. I'm ready to let Newt take the reins. He's been in equipment since he could crawl; he's ready."

Fortunately, Newt is up for the task and looks forward to continuing the family legacy.

"We've got a good thing here, and I'm excited for the chance to take over," he said. "I don't envision changes. Everyone wants to expand, but I like where we're at and what we do. I just want to focus on getting better at that and see what opportunities come our way." ■



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

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A SALUTE TO A CUSTOMER

POBLOCKI PAVING CORP.

Following tried-and-true method delivers results for this Milwaukee firm

For companies with 50-plus years of history like Wisconsin's Poblocki Paving Corp., examples of employees rising through the ranks to management positions are a reflection of a strong organizational culture. Greg Kastenholz is one of those stories; he started at the firm before he was technically an employee.

"I lived down the street from (founder) John Poblocki, and I began mowing his grass when I was in high school," recalled Kastenholz. "I just kept doing that until he finally hired me at his company."

Almost 40 years later, Kastenholz helped navigate the business into a new era. "In 2017, Poblocki Paving became employee-owned. We bought the company from John, and I took over as President. It's been great to have a gradual transition."

The main objective for this new chapter is to conduct business as usual, a reflection of the type of company Poblocki built.

"John was looking for a plan to retire and take care of the people who helped build this place," explained Kastenholz. "Our goal was to keep everything the same. We didn't want someone to come in and change things, and neither did John. We've done business a certain way for a long time, and we wanted to make sure that would remain the case."

Today, the company has more than 160 employees and is headquartered in Milwaukee with a satellite office in Madison.

Asphalt rehab artists

Poblocki Paving has found its niche in asphalt rehabilitation, typically on parking lots. In an average week, the company

completes between 20 and 30 projects of varying sizes.

"Some days, there just aren't enough shopping malls, so we'll do six or seven driveways," he said. "If someone needs us, we'll be there, whether it's a big or small job. We're a full-service operation. We mill, prep and pave lots – and even handle snow removal in the winter, if a customer wants that. We're a one-stop shop. We do everything except make our own asphalt. Instead, we purchase from local producers, which gives us flexibility to work in any area because we aren't dependent on our own plant."

Poblocki sets itself apart from the competition with the ability to ramp up production and complete large projects in tight windows.

Continued . . .



Greg Kastenholz,
President



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Using a Wirtgen W 200 Hi cold milling machine, Poblocki Paving Milling Foreman Adam Kurlowski removes pavement from a parking lot in Madison, Wis. "It's a nice machine," said Kurlowski. "It hammers through the pavement very easily, and the LEVEL PRO system works great."



High level of consistency is key

... continued

"Our philosophy is to have the right equipment and personnel to get in and out to minimize interruptions for the customer," detailed Kastenholz. "That's our forte. We'll show up to a large site that requires two or three mills going at the same time to finish in one day. Most other companies can't say that. We're able to do it fast and do it well."

It's an aggressive plan that Poblocki Paving has accomplished repeatedly. On a recent job in Wauwatosa, Wis., crews milled and paved a

290,000-square-foot parking lot in a single day, proving some of its skeptics wrong.

"When people heard about our plan, no one thought we would be able to pull it off," said Kastenholz. "But we did."

'The right equipment'

For Kastenholz, having the correct machines is better than simply having a lot of them. That's why he turns to Roland Machinery and Territory Manager Aaron Strade for Wirtgen Group products, including Wirtgen cold milling machines, Vögele pavers and Hamm rollers.

"For our strategy to succeed, we need the right equipment, and that's Wirtgen," explained Kastenholz. "The mills are bigger and faster, and the pavers are easy to use. They continue to prove themselves, and our employees prefer to run them. In addition, Roland stands behind everything, and the service has been wonderful."

The stars of Poblocki Paving's fleet are the Wirtgen W 200 Hi cold milling machines with LEVEL PRO integrated levelling technology and Vögele Super 1700-3i pavers.

"The W 200 Hi is a nice machine," said Paving Foreman Adam Kurlowski. "It hammers through the pavement very easily, and the LEVEL PRO system works great. There are consoles on both sides, which eliminates a blindside."

The Super 1700-3i pavers earned their standing among Poblocki crews with excellent production.

"You need to have good finished mats to stay in business," said Kastenholz. "The 1700s do that for us. It helps us produce and earn more projects."

Consistently consistent

Poblocki Paving has a proven method with a history of delivering results. It's a formula that the company is pleased to continue.

"If you concentrate on what you do well, you will be around for a while," stated Kastenholz. "We like doing parking lots and driveway rehabs. We're going to focus on delivering a high level of consistency in our product." ■



A Poblocki Paving operator uses a Hamm HD 10 C roller to smooth out the surface on a parking area in Milwaukee.

Crew members with Poblocki Paving use a Vögele Super 1700-3i asphalt paver to complete a parking lot project at a Milwaukee hotel.



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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not

be disappointed," said Mary Erholtz, CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics, "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT); and the impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

"The main goals of the Tech Experience are to drive awareness and adoption of new

North America's largest trade show, CONEXPO-CON/AGG will feature the latest in equipment and innovation from every key construction-related sector. It is slated for March 10-14, 2020, in Las Vegas.





technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader,” said Cevero. “Our plan is to demonstrate how the three areas will transform the contractor’s business of the future.”

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■



Be sure to visit with our manufacturers at CONEXPO-CON/AGG in March.

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WHAT IS THE COST OF SAFETY?

Investing in workers' well-being is good for the bottom line, your company's standing in the industry

It may seem callous to look at worker safety from the standpoint of profit versus cost. Let's face it, there are those who don't see the value in making the necessary investment in jobsite safety. They may espouse "safety first" and have signage reflecting this message across their jobsites. Yet, when it comes to application, the message falls short, and they end up playing Russian roulette with their workers' well-being.

Hopefully you aren't one of those who subscribe to this perspective on safety. Even those who make a concerted effort to maximize safety on their sites need occasional reinforcement as to why this investment pays off. As for those who don't, here's a breakdown of the costs of worker injuries and fatalities in hard terms that might just prompt them to reassess their current approach.

By the numbers

According to National Safety Council estimates, the cost of work injuries per worker in 2017 was \$1,100 (this is not the average). The cost per injury requiring medical consultation/attention was \$39,000, while the cost per fatality was a whopping \$1.15 million. These figures include estimates of wage losses, medical bills, administrative expenses and employer costs, but not property damage, except that to vehicles.

Now, add the potential expenses of fines should an employer be found negligent in the incident. As of January 2019, the maximum penalty amount per willful or repeat violation was set at \$132,598 per violation. Keep in mind that most accidents on construction jobsites typically result in multiple violations. Such estimates are based on the direct costs of workplace injuries and illnesses. There are indirect costs that must be factored in as well.

Perhaps a better way to view safety is not as a cost but as a long-term investment in your company's profitability. One way safety has a direct impact on the bottom line is in workers' compensation insurance costs. A company with a good safety record will typically pay far less in premiums per year than one with a higher experience modification rating.

To delve even further into the benefits, Dodge Data & Analytics began conducting studies on safety management practices in the construction industry in 2012. Conducted every three years, the study results consistently show that contractors experience a payback from their safety investments, including a positive impact on their budgets and ability to find new work, a reduction in reportable injuries and better staff retention, among other outcomes. Implementing safe practices is well worth the investment. ■

Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared on the For Construction Pros website. To read the article in its entirety, visit www.ForConstructionPros.com/21081057.



Becky Schultz,
Editor,
Equipment Today

Becky Schultz says a commitment to safety has a direct impact on a company's bottom line and its reputation, making implementation of safe practices well worth the investment.



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PROACTIVE DOZING CONTROL

New intuitive technology uses real-time data collection to mimic actions of experienced operators

Construction companies continue to face a growing shortage of operators. Whether they retire or leave for other opportunities, firms often struggle to find new personnel with the skills and knowledge to replace them.

Komatsu aims to help bring newer operators up to speed faster with the intuitive technology of its Proactive Dozing Control logic. The GPS-grading system is designed to collect and interpret data and make decisions that mimic those of seasoned professionals. The system is available on four dozers: D51EXi-24, D51PXi-24, D61EXi-24 and D61PXi-24.

“Like an experienced operator, Proactive Dozing Control logic understands what the terrain around the machine looks like and decides on the appropriate action such as

whether to cut and carry material, spread or fill that material or whether it should be finish grading,” explained Derek Morris, Product Marketing Manager, *intelligent Machine Control*. “The system provides the real-time position of the dozer on the jobsite to create a highly accurate elevation for it to drive the blade to the precise grade needed.”

Improving productivity

Proactive Dozing Control logic can be used from first pass to last to perform auto-stripping, auto-spreading, high production dozing and finish grading. Morris stated that it gives operators the ability to use dozers to their full capacity, leading to increased utilization, better return on investment and greater production.

Continued . . .



Derek Morris,
Product Marketing
Manager,
*intelligent Machine
Control*



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Proactive Dozing Control logic understands what the terrain around the machine looks like and decides whether to cut and carry material, spread or fill with it or whether it should finish grade, just like an experienced operator. The integrated GPS grade control system works from first pass to last to perform everything from auto-stripping to final grading.

'Entirely new level of efficiency'

... continued

Morris added that owning and operating costs are also lowered because wear and tear on the machine is reduced with automated operation, including minimized track slippage during operation, which lengthens undercarriage life.

"Proactive Dozing Control logic opens up a world of application possibilities for machine control technology," said Morris. "Traditionally, GPS machine control focused on finish grading, which meant that operators only used the technology approximately 10 to 20 percent of the time. Proactive Dozing Control logic is a game-changer because the

integrated system now lets operators use automation any time."

A difference in data

Morris emphasized that Proactive Dozing Control logic collects real-time data from the tracks, a significant difference from traditional blade-mounted aftermarket systems.

"Conventional systems only understand the position of the blade and capture data at the cutting edge, so when an operator backs up and raises the blade, he or she could potentially be capturing false data," said Morris. "Because our data is collected at the tracks, that's not an issue.

"We took the data that was always naturally available and provided it directly to the machine, making it highly intelligent and giving the dozer awareness of the terrain around it," Morris continued. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

"By using the tracks, we have created machine control that is far more advanced, offering an entirely new level of efficiency," he added. "Whether you are an experienced operator or someone new to the job, Proactive Dozing Control logic enables precision work every time, making operation easier and more productive." ■

With Proactive Dozing Control logic, data is collected at the tracks and provided to the machine, making it highly intelligent and giving the dozer awareness of the surrounding terrain.

"The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator," said Derek Morris, Product Marketing Manager, *intelligent Machine Control*.



NEW SPECIALTY DOZER

Machine minimizes ground disturbance while providing high production on sensitive jobsites

Equipment users often balance the need to minimize ground disturbance while maintaining high production. That can be especially challenging for larger tracked equipment. Komatsu's new D155AX-8 LGP (low ground pressure) dozer strikes the right balance.

"The D155AX-8 LGP's newly designed eight-roller undercarriage distributes weight and provides optimum balance and traction while reducing ground pressure," said Komatsu Product Manager Chuck Murawski. "Previously, there were few machines with those attributes in this size class. Now, the D155AX-8 LGP is ideal for mining and reclamation operations, especially mine-site applications such as leach-pond cleanup, tailing, settling and drainage-pond work, as well as liner installations."

Murawski illustrated that despite a heavier operating weight than a standard model, the D155AX-8 LGP's longer and wider tracks maintain the lowest-in-class ground pressure of 7.7 psi. The ground contact area is increased by 72 percent, improving flotation in soft conditions and reducing ground pressure by up to 47 percent. The D155AX-8 LGP has a 12-percent wider track gauge and 9-percent longer track on ground than a standard D155AX-8.

Fewer passes to move more

"The D155AX-8 LGP is excellent for applications that require low ground pressure and can be especially useful for energy and pipeline work, as well as mining," said Murawski. "When equipped with 38-inch extreme service shoes, angle blade and towing winch, it has a higher operating weight compared to competitors. That increases usable drawbar pull when using a powerful towing winch."

Murawski added that the dozer can be equipped with either a 12.9-yard semi-u blade or a 9.6-yard angle blade. Optional rear attachments include a counterweight with rigid drawbar, hydraulic winch, long drawbar and a multi-shank variable pitch ripper.

"The D155AX-8 LGP can move large amounts of material, while the wider cutting edge reduces the number of passes needed when grading," said Murawski. "For applications that don't require an angle blade, the higher-capacity semi-u with dual tilt and pitch hydraulics is a great choice. For sandy soil applications, an abrasion-resistant spec with rotating bushing undercarriage is available." ■



Chuck Murawski,
Komatsu Product
Manager



Discover more

Brief Specs for Komatsu's D155AX-8 LGP Dozer

Model	Net Horsepower	Operating Weight	Ground Pressure
D155AX-8 LGP	354 hp	92,800-100,000 lb	7.7 psi

The new D155AX-8 LGP's eight-roller undercarriage provides excellent traction and optimum balance while reducing ground pressure, said Komatsu Product Manager Chuck Murawski.



HEAVY-DUTY DIRT MOVER

D65PXi-18 dozer checks all the right boxes, boosts productivity



Jeff Peterson,
President



Tim Peterson,
Vice President



James Peterson Sons, Inc., Operator Jay 'Snarf' Kleist uses a Komatsu *intelligent* Machine Control D65PXi-18 dozer to grade a jobsite. "The GPS is an amazing tool that works great," said Kleist. "The D65PXi is pretty smooth."

James Peterson Sons, Inc., wanted to boost its productivity for a recent 200-acre site development project. To accomplish that, it required a dozer that could handle the varying job tasks while also moving serious quantities of dirt.

"We needed a machine that could push; cut and fill; place topsoil; shape slopes on ponds; and move a lot of dirt," said President Jeff Peterson. "The D65PXi checked those boxes."

When Roland Machinery delivered the dozer in late 2018, it was the first Komatsu D65PXi-18 sold in the state of Wisconsin.

"We wanted a model that could do some heavy-duty pushing, and the D65PXi has delivered," said Vice President Tim Peterson. "We can move about 6,000 yards of material per day with it."

To hit those high production numbers, James Peterson Sons required every bit of the D65PXi's 220-horsepower Tier 4 Final engine and 24.4-ton operating weight. More importantly, it needed that muscle in the correct package. That's why the company selected the PX model, which features wider tracks and a six-way blade.

"We're in soft ground all of the time, so the float is very important," explained Operator Jay 'Snarf' Kleist. "Being able to get 36-inch grousers on a dozer with a six-way blade wasn't an option with the competition. That was a deal-breaker."

Added value

In addition to the size of the D65PXi-18, James Peterson Sons desired the added production that Komatsu's *intelligent* Machine Control technology offered.

"We replaced a competitive machine with the D65PXi, and we've seen production gains," Jeff said. "It's balanced, powerful, saves on fuel, the GPS system works great and the operators love running it."

The D65PXi-18 also delivers productivity beyond the traditional measures of material moved, gas and time.

"There are so many benefits," said Jeff. "We no longer need a person dedicated to checking grade. The machine keeps track of where we are. We can download information and know what volumes are being moved. It also allows us to change grades easily. Customers expect this technology on their jobsites. We couldn't do grading on this scale without a GPS dozer." ■

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PRODUCTIVITY IMPROVEMENT

Motor graders enable Texas county to finish jobs faster at lower costs



Wesley Link,
Crew Foreman



Jay Clement,
Operator



Discover more at
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If a road is located within Montague County, Texas, it's likely maintained by county employees. For nearly 220 miles of roadway, they handle everything from grading to ditch cleaning. About 10 percent of that roadway is pavement; the rest is gravel, which takes nearly constant maintenance to keep them in good condition.

Montague County Precinct 2 began using two Komatsu GD655-6 motor graders in 2018 to spread rock on roads and shoulders as well as to clean ditches. The GD655 has the longest wheel base in its size class for fine grading. Additionally, it has a 25-degree articulation to allow the grader to maintain a tight turning radius of 24 feet, 3 inches.

"The visibility is better than the competitive graders that we replaced," said Crew Foreman Wesley Link. "You have a full view of the blade when feathering rock or cutting into ditches, so we're more productive. You can get the job done in fewer passes."

Eliminating stall outs

Link added that the GD655's dual-mode transmission makes a significant difference too,

because it delivers high ground speeds and tractive effort, while providing superior control at low speed, with the anti-stall features of a torque-converter transmission.

"Even at lower RPMs, you get the full functionality and quickness of the hydraulic system," explained Link. "That gives us better fuel economy and when working at lower speeds, the grader keeps moving without stalling. With the competitive brand, we had to throttle up to get the hydraulics to work, and at idle the motor would, or almost would, stall out."

Operator Jay Clement shared that he values the relatively high road speeds of the 218-horsepower graders, which allow him to move from the maintenance yard to the project site faster. The GD655 has eight forward and four reverse gears and a top speed of 28 miles per hour.

"We drive them to and from wherever we are working, so having a machine that can get there faster means we can get to the job and finish it quicker than before," said Clement. "They are also comfortable with plenty of room in the cab." ■

Montague County Precinct 2 maintains gravel roads with its Komatsu GD655-6 motor graders. "Even at lower RPMs you get the full functionality and quickness of the hydraulic system," said Crew Foreman Wesley Link.



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IMPROVING YOUR PRODUCTIVITY

Director of Parts Marketing Chris Wasik shares programs for minimizing downtime, operating costs

QUESTION: What does Komatsu offer beyond Komatsu CARE, which covers routine scheduled maintenance?

ANSWER: To help maintain peak performance and minimize downtime, we recently introduced Genuine Care to extend the benefits of Komatsu CARE, where services are completed by certified technicians using Komatsu genuine parts, filters and fluids. Customers can sign up with their distributors for customized solutions that best match their needs. That may be performing services on the same schedule as Komatsu CARE, or perhaps they prefer to have major services done every 1,000 hours. Options are definitely available. Genuine Care gives customers peace of mind knowing that services are done on time and on location with the right parts.

QUESTION: What other new programs can assist customers?

ANSWER: Recently, we launched the MyKomatsu website application that ties together machine telematics, manuals and online parts ordering. Customers can access information about their machines from any computer or mobile device. The web app allows owners to monitor their fleets and find the items necessary to maintain them. Parts can be selected from the parts book and dropped into a shopping cart. The order is then sent to a Komatsu distributor for quick fulfillment. MyKomatsu brings together initiatives such as KOMTRAX and eParts into a single location.

QUESTION: Does Komatsu still maintain its other support initiatives?

ANSWER: Absolutely. Many remain popular because they have been proven to save



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.

Chris Wasik,
 Komatsu Director of
 Parts Marketing

Earlier this year, Chris Wasik received a 20-year service award from Komatsu and shared why he has stayed with the company so long.

"It's the people I work with," explained Wasik. "We genuinely want each other to succeed. We all know, too, that our success is directly tied to our customers' success, so we are working toward a common goal to deliver the best equipment and support in the industry."

The northern Illinois native said he noticed this culture from the minute he joined Komatsu in 1999 to work on the initiative that eventually led to Komatsu's KOMTRAX telematics system.

In 2015, Wasik became Director of Parts Marketing, where he oversees programs to promote undercarriage, filters, batteries, reman products, kitting and more.

Wasik married his wife, Denise, the same year he joined Komatsu. The couple has a 14-year-old son, and Wasik enjoys coaching his son's baseball team and camping.

Continued . . .

Most parts can be delivered within 24 hours

... continued

customers time as well as keep down their owning and operating costs. For instance, overhaul programs for older machines offer scaled discounts, depending on how many components are rebuilt or replaced. That can be tied in with our Firm Future Order program, which enables machine owners to order major components several months in advance of their planned replacement. This

locks in pricing at the time of the order and guarantees that genuine Komatsu parts are on-hand when the customer is ready to have the work completed.

QUESTION: There are many aftermarket sources for parts. Why should owners choose genuine Komatsu parts?

ANSWER: Machines today are built to more exacting standards and operate under higher pressures and temperatures than ever before. Using parts that are not specifically engineered for a machine could result in performance loss, early wear and premature failure. In the end, it will cost more to use cheaper aftermarket parts.

Komatsu genuine parts come with a minimum 12-month warranty, which is exceptional in our industry. Customers are also getting the support of Komatsu and its distributor network. If a part fails, no matter where the customer is located, we have trained personnel who can repair it quickly. And, with nine regional parts depots and a master parts distribution center that is located close to a major FedEx hub, most parts can be delivered within 24 hours to any region of the United States or Canada.

We also collaborate with our distributors on inventory management. This ensures that the right parts (based on machine population in their territory and other factors) are available when customers need them. ■



Komatsu works with its distributors on inventory management (based on machine population and other factors) to ensure that parts are available when needed.

Chris Wasik, Komatsu Director of Parts Marketing, says genuine Komatsu parts should always be the first choice for service and repairs.

"Using parts that are not specifically engineered for a machine could result in performance loss, early wear and premature failure. In the end, it will cost more to use the cheaper aftermarket part."



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EQUIPMENT BUYING MADE EASIER

Here's what Komatsu's Sourcewell certification means to purchasers

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest government cooperative agencies in North America, Sourcewell (formerly the National Joint Powers Alliance) represents more than 50,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

Ready-to-use contracts

Following an extensive evaluation, Sourcewell recently awarded Komatsu America a four-year contract to provide

members with access to more than 50 heavy-construction-equipment products, as well as Komatsu's technology, service and solutions. Komatsu's distribution network, which includes 34 dealers with collectively more than 200 branches across North America, will provide support to Sourcewell members.

"It stands to reason that if a well-respected agency, such as Sourcewell, thoroughly vets a manufacturer and selects it as a trusted heavy-equipment provider for governmental entities, then it meets the criteria for high-quality machines and world-class service," said Doug Morris, Director, Sales and Marketing, Komatsu America. "That should that give members and nonmembers alike confidence to source equipment solutions from a Komatsu distributor."

To learn more about Komatsu's contract with Sourcewell, visit komatsuamerica.com/sourcewell-cooperative-purchasing. ■



Doug Morris,
 Director, Sales
 and Marketing,
 Komatsu America



Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu America a four-year national cooperative contract for heavy-construction equipment and related accessories, attachments and supplies.

ASCE earns commendation for including stormwater in next report card

The American Society of Civil Engineers (ASCE) and the Environmental & Water Resources Institute added a stormwater chapter to its 2021 Infrastructure Report Card. This is the first time that drainage structures and facilities will be graded by the organization, which issues the report every four years. In its most recent report in 2017, the United States' overall infrastructure condition earned a grade of D+.

Adding stormwater to the report drew praise from the Water Environment Federation (WEF), which conducted an analysis earlier

this year that showed an estimated annual funding gap of \$7.5 billion in that sector.

"The inclusion of stormwater to ASCE's report card will provide a much-deserved boost in visibility for infrastructure that is vital to communities across the country," said WEF Executive Director Eileen O'Neill in a recent Concrete News article. "We hope that adding stormwater to the report card will result in more resources and focus directed to this essential part of our infrastructure and subsequent improvements in water quality." ■

OSHA's overall inspections down with fatality investigations increasing

The number of overall OSHA inspections conducted in its fiscal year (FY) 2018 decreased from the previous year, dropping by 1.2 percent to 32,023. At the same time, it recorded the highest number of fatality/catastrophe investigations in more than a decade, 941 from October 1, 2017, to September 30, 2018, a 12.4-percent increase from FY 2017.

Further reporting from OSHA showed that the number of agency inspectors had decreased to a record low of 875. The Department of Labor hired 76 inspectors, also known as compliance safety and health officers (CSHOs), in FY 2018 and has committed to hiring an additional 26 CSHOs for the upcoming fiscal year. ■

Senate committee advances potential highway bill with VMT fee

A new five-year highway bill in the Senate would invest \$287 billion and may include a new funding mechanism if passed. Recently advanced by the Environment and Public Works Committee, the measure proposes examining a vehicle-miles-traveled (VMT) fee to fund road and maintenance projects.

According to the legislation, the Transportation Secretary would be tasked with testing the design, acceptance, equity and implementation of user-based alternative revenue mechanisms, including those which

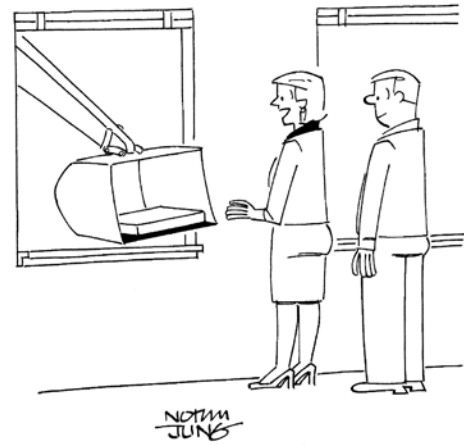
vary by income and population. It also calls for public education to increase awareness of the need for road-use fees or other alternative funding proposals.

Currently, national fuel taxes fund the Highway Trust Fund. They were set in 1993 at 18.4 cents per gallon for gas and 24.4 cents for diesel. That's created a shortfall in funding because taxes have not kept up with inflation and more efficient vehicles. Senate committee members hope a VMT fee would address the issue. ■

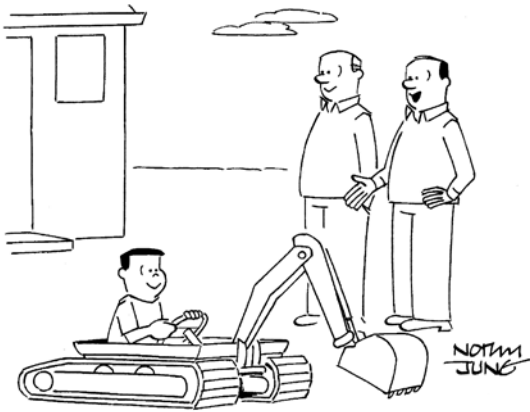
On the light side



"All right! Who was supposed to tell the city about rerouting that parade?"



"It's the high-rise pizza delivery guy!"



"Junior wants to follow in his father's track prints."

Did you know?

- A hippo can run nearly 19 miles per hour on land despite weighing approximately 3,000 pounds.
- Fall colors are caused by the amount of sugar in leaves.
- Potato chips are Americans' favorite snack food and are devoured at a rate of 1.8 billion pounds a year.
- Natural gas has no odor; the smell is added so that leaks can be detected.
- The United States government keeps most of its silver supply at the U.S. Mint in West Point, N.Y.
- Baseball's home plate is 17 inches wide.
- Alan Shepard hit the first golf ball on the moon on February 6, 1971.
- Until about the year 1500, autumn was called "harvest." The full moon closest to the autumn equinox is known as a harvest moon.
- California's Frank Epperson invented the Popsicle in 1905 when he was 11 years old.
- Nearly half of all bank robberies take place on a Friday.
- Ants don't sleep.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RolandIndustryScoop.com

1. TOLUSONI _ _ _ L _ _ _ _ _
2. MARECA _ _ _ M _ _ _
3. VEROR _ _ _ V _ _ _
4. LSOTO _ _ _ O _ _ _
5. EDMO _ _ _ D _ _

ABOVE AVERAGE WAGES

Amid growing labor shortage, construction earnings continue to rise



Stephen E. Sandherr,
AGC Chief
Executive Officer

Average hourly earnings in construction recently hit \$30.73 per hour, surpassing other private-sector industries by 10 percent, according to an analysis of governmental data by the Associated General Contractors of America (AGC). According to AGC, the figure reflects a 3.2-percent year-over-year increase and is a measure of all wages and salaries.

The organization announced the data in July after figures showed a jump in construction employment of 21,000 jobs, compared to the previous month, and by 224,000 during the prior 12 months. Association officials noted that companies are increasing pay to attract new hires in an ever-tighter labor market.

“Construction firms continue to go to great lengths to recruit and retain workers during one of the tightest labor markets many of

them have ever experienced,” said Stephen E. Sandherr, AGC’s Chief Executive Officer.

“Making matters worse, relatively few school districts offer the kind of career and technical education programs that encourage students to explore careers in high-paying fields like construction.”

Little to no experience required

Sandherr noted that the unemployment rate for jobseekers who last worked in construction declined to 4 percent from 4.7 percent in June 2018, and the number of such workers decreased in the last year from 466,000 to 390,000. Additional government data showed the number of job openings in construction, last reported for May, totaled 360,000, the highest May total in the 10-year history of that category.

Association officials pointed out that in addition to rising pay and other benefits, many firms have increased their investments in training as they recruit workers with little or no prior experience in construction. According to AGC, federal officials could help attract more people into high-paying construction careers by boosting funding for career and technical education programs in schools and enacting immigration reform that allows more people with construction skills to legally enter the country.

“The nation’s education system continues to produce too many over-qualified baristas and not enough qualified bricklayers and other craft, construction professionals,” said Sandherr. “As a result of these educational imbalances, too many young adults are struggling to pay off college debts while many construction firms are struggling to fill job positions that pay well and don’t require costly degrees.” ■

Average construction earnings recently topped \$30 per hour, surpassing other private-sector industries by 10 percent, according to an analysis by the Associated General Contractors of America. Organization officials noted that firms continue to increase pay as they attract new hires in an ever-tighter labor market.



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