



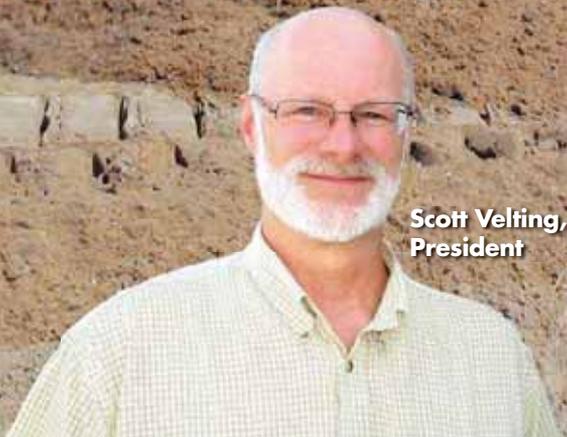
# ON TRACK



A publication for and about our valued Michigan customers • [www.CECONTrack.com](http://www.CECONTrack.com) • April 2016

## VELTING CONTRACTORS, INC.

95-year-old Grand Rapids  
site-development firm  
restructured in order to  
survive and prosper



Scott Velting,  
President

**KOMATSU**®

# A MESSAGE FROM THE PRESIDENT



Will Leistikow,  
President

**Good news  
on the  
transportation  
front**



Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your CEC On Track magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers two KDPF exchange filters on eligible equipment in the first five years, at suggested intervals of 4,500 and 9,000 hours. It also provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A certified CEC technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,  
Continental Equipment Company

A handwritten signature in black ink that reads 'Will Leistikow'. The signature is written in a cursive, flowing style.

Will Leistikow,  
President



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Do you know the proper way to regenerate your Komatsu Tier 4 equipment? Read the article inside to find out.

### KOMATSU & YOU

Meet Ken Calvert, Director of Komatsu's new Business Solutions Group, and see how "tiny solutions" can solve big problems.

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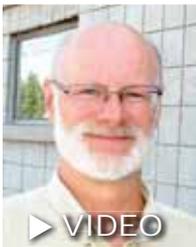
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# KOMATSU®



# VELTING CONTRACTORS, INC.

## 95-year-old Grand Rapids site-development firm restructured in order to survive and prosper



▶ VIDEO  
Scott Velting,  
President

Keeping a family business going for a century is quite an achievement. Velting Contractors, one of Grand Rapids' leading site-development firms, isn't quite there – but it's close. From its founding in 1921, the company is now in its third generation of leadership, and the fourth generation is already involved in the business. It has experienced many ups and downs, including some downs that a lot of competitors didn't survive. Now in its 95th year, Velting Contractors, Inc. is coming back strong from one of its toughest times yet.

"The Great Recession hit us very hard," said President Scott Velting. "We were one of the largest site-prep companies in western Michigan. As late as 2008, we had 75 employees and had a great year financially. Then the recession hit, work dried up, and frankly, we didn't react fast enough to the downturn. For the next few years, our volume topped out at about 80 percent of what we were doing before."

From its office in Grand Rapids, Velting Contractors works throughout western Michigan.



In 2011, Velting Contractors was down to just a small handful of employees and had a decision to make – close the doors or restructure and basically start over.

"At that time, we had three family members and three or four other people – key foremen and operators," Scott recalled. "We were in dire straits, so we laid out the situation for everybody. The salaried workers would take pay cuts, and there would be no guaranteed hours for employees. All we could promise was that we'd do our best to get back on our feet as soon as possible. It was sink or swim, and we all had to be on the same page or we almost certainly would have sunk. Fortunately, we stayed together as a team, and today, we're on pretty firm ground."

Velting Contractors' road to recovery has been steady.

"In 2013, we were able to double production from our lowest point during the recession, and we've grown by about 25 percent each year since – so pretty solid growth," Scott noted. "We're up to about 20 employees, and we've been blessed to be able to bring back some key people and hire a number of new, highly qualified individuals as well."

### Turnkey commercial sites

Since its restructuring, Velting Contractors has focused primarily on turnkey commercial site packages in and around Grand Rapids. The company clears, grades and digs footings; installs storm, sewer and water pipe; and builds roads. It works for many of the leading general contractors in the region, including The Christman Company, OAK, Rockford, Triangle, Pioneer and Rohde.

"We've done jobs at the Gerald Ford Museum, Grand Valley State University, Steelcase and many others," said Scott. "We also often do site



▶ VIDEO

Velting Contractors uses a Komatsu *intelligent* Machine Control D61PXi dozer (top) and a WA320 wheel loader (right) to help develop a campground near Upper Silver Lake, close to Hart, Michigan. “I love the D61PXi,” said Vice President Kyle Velting. “It’s smooth, powerful, and with the integrated GPS, it’s much faster than stake grading.”



work for projects such as office buildings, retail stores and doctors’ offices. We prefer challenging jobs that require some creativity to complete on time and on budget. Because of our talented and experienced workforce, we excel on those projects.”

In addition to Scott, the Velting workforce includes his son Kyle, who serves as Vice President, and his brother Kevin, Secretary/Treasurer. Non-family members in key positions are General Superintendent Mike Charles and Vice President of Estimating Brad Waayenberg.

“As a company, we have a long history and an excellent reputation, and our employees are a major reason for that,” said Scott. “Throughout our recovery over the last few years, we believe the Lord has really brought us some top-notch people. Some returned to us, and some are new, but they all share our work ethic and values. As an owner, it’s truly a joy when I hear how happy our customers are with the way our employees work and conduct themselves.”

### Komatsu innovation with CEC/AIS support

Much of the turnaround-success Velting Contractors has experienced is a result of the

company’s decision to significantly change and upgrade its equipment fleet.

“We had some really old dozers and excavators that didn’t fit our needs anymore – and some other pieces, like scrapers, that weren’t particularly useful in this day and age,” said Scott. “We sold them all and used the proceeds to buy some brand new, smaller and more versatile machines that would better fit our new company and give us better uptime. I think it also helped give us a new, more positive attitude.”

Scott says CEC/AIS was instrumental in helping Velting Contractors transform itself.

“Beyond the quality of the equipment, CEC and Sales Rep Dick Doyle demonstrated they really wanted to work with us to make the venture a success. Dealer support is crucial, and I can’t say enough about how they’ve been there for us. Their service department is incredibly responsive. We’re not a huge account, but we get treated as though we are. I appreciate that about CEC/AIS.”

Velting Contractors owns three Komatsu dozers, including two *intelligent* Machine Control units (D39PXi and D61PXi); three Komatsu wheel loaders (WA380, WA320 and WA270); and three Komatsu excavators (PC360, PC228 and PC138).



Kevin Velting,  
Secretary/Treasurer

Continued . . .

# Customer satisfaction is key for Velting Contractors

... continued

“We were sold on Komatsu and CEC/AIS once we demo’d their machines,” said Scott. “For example, all of our small dozers were another brand, and everybody liked them – but then we tried the Komatsu D39. Every one of our operators agreed that it was the best grading dozer they’d ever been on. They thought the cab-forward design that enabled them to actually see the blade during operation was the greatest dozer innovation ever. They also loved the smoothness of the hydraulics.

“When we first considered the D61PXi, we thought it was too big for us at 40,000 pounds,” he added. “After we demo’d it, we found it to be incredibly nimble, and we were able to use it in places where we didn’t think we could. Our older D65s were just pushing dozers, but with this new D61i, we could push and do finish-grade dozing. It’s like two dozers in one, which makes us faster and more efficient. And of course, we love the integrated GPS. I don’t think we’ll ever have another dozer that doesn’t have integrated GPS. That type of innovation is what I like about Komatsu. Nobody else is coming up with this stuff.”

## Service and maintenance contracts

In addition to purchasing the Komatsu machines, Velting Contractors also purchased service and maintenance contracts from CEC/AIS.

“With new Komatsu machines, we knew there wouldn’t be many repairs,” said Scott. “Since the equipment is so technologically advanced, we felt we would probably need dealer-trained service technicians to work on it if we did have any

issues. From a maintenance standpoint, CEC/AIS tracks everything through KOMTRAX, Komatsu’s remote monitoring system. Service always gets done at the right time, and they do it after hours so they don’t interfere with production.”

Scott says the biggest advantage of having new equipment with service and maintenance contracts is that he now has a very accurate reading on his equipment owning and operating costs.

“Number one; we know our machines are going to work or we’ll have a replacement, so downtime is no longer a concern. Number two; our maintenance and repair costs are already in the budget, so there are no surprises. Beyond that, Komatsu and CEC/AIS use KOMTRAX to help us budget for fuel consumption and replacement of wear items such as tracks, teeth and cutting edges. This allows us to come up with a very accurate estimate. If we don’t win a bid, we don’t beat ourselves up over it because we know, at that price, we wouldn’t have made money on it anyway.”

## A second century?

Since restructuring, Velting Contractors has exceeded Scott’s expectations.

“What I like most about having this business is that we’re often able to help others. I’m thrilled to be back on our feet and able to hire people again. We’re very careful about who we hire. A key for us is having employees who share our faith and values. I believe God has blessed us with the right people, the right equipment, the right partners and the right opportunities. It’s been a perfect mix, and something I don’t think we could have done without His hand in it. I feel as though the Lord has blessed us.”

Scott says it’s not his goal to try to get Velting Contractors back to the size it once was, or to see how big they can become.

“As a family business, we’re proud of our history, our reputation and our work – but we’re not trying to be a huge company, and we definitely don’t want to get too big, too fast. We want to manage our growth, make sure we bring on the right people and do a great job for the owners and general contractors who hire us. As long as we do that consistently, I’m confident that Velting Contractors will be around to start a second century and for many years after.” ■

(L-R) Brothers Scott and Kevin Velting, and VP of Estimating Brad Waayenberg of Velting Contractors, Inc. work closely with CEC/AIS Sales Rep Dick Doyle on equipment matters. “Dealer support is crucial, and I can’t say enough about how CEC and Dick have been there for us,” said President Scott Velting. “We’re not a huge account, but we get treated as though we are.”

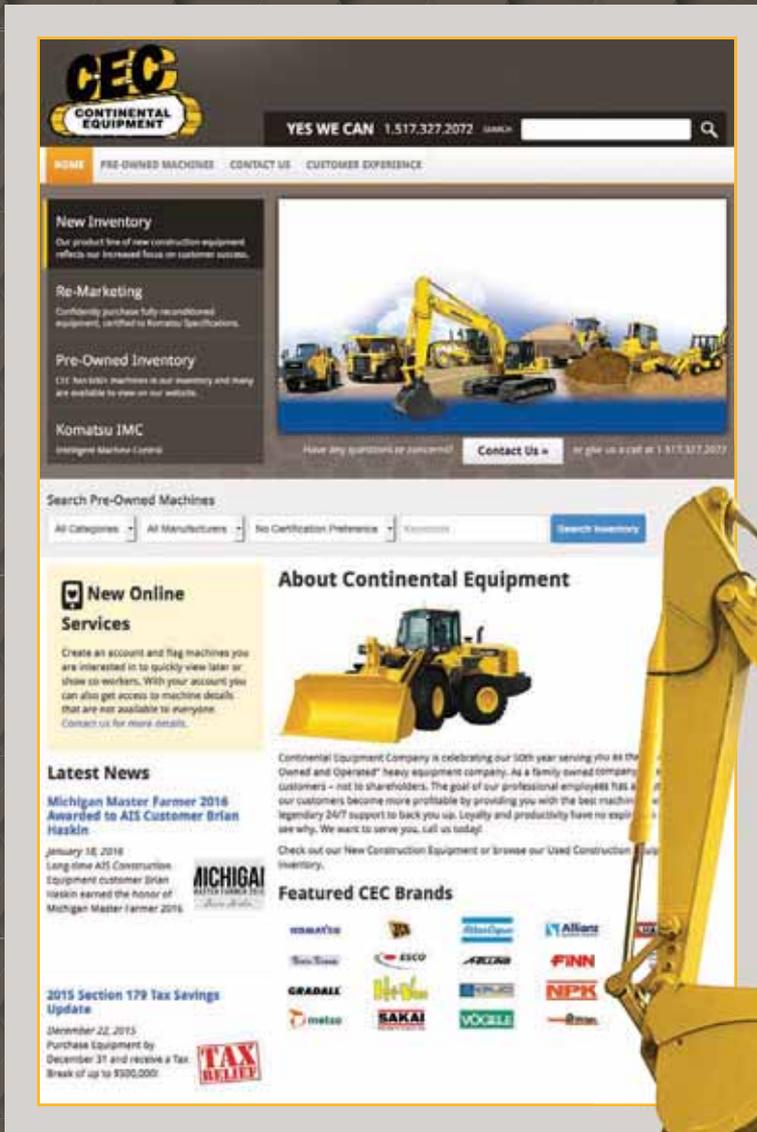


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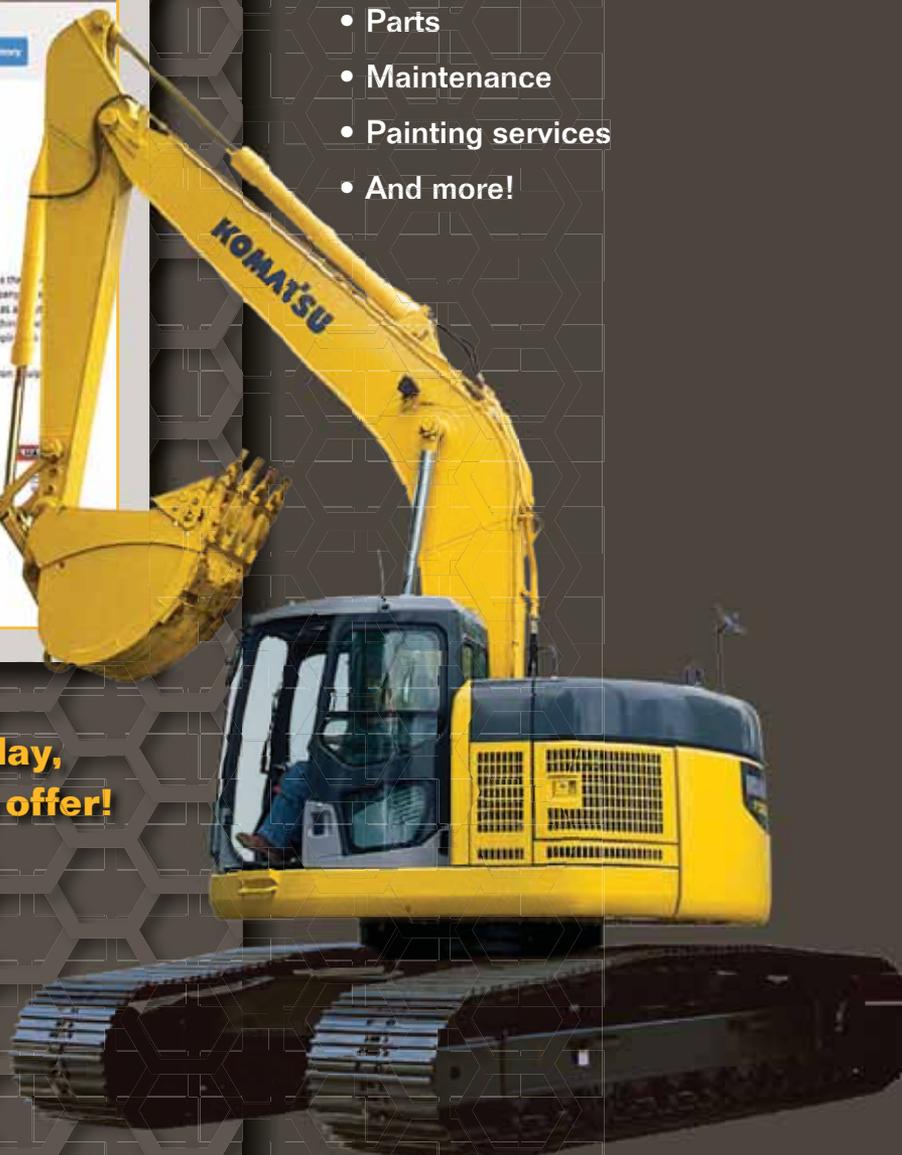
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## KOMATSU DEMO DAYS

### Event provides customers an opportunity to operate latest equipment



Bob Post,  
Director of Marketing  
Communications

Job Site Services President Derek Marranca (left) talks with CEC Sales Rep Matt Rinkey. “The PC210LCi is like nothing I’ve ever seen before,” said Marranca. “I think it would definitely allow our younger employees to operate machinery sooner.”

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



nearly the entire family of *intelligent* Machine Control (iMC) dozers, as well as the world’s first iMC excavator, the PC210LCi-10.

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

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



Job Site Services Project Manager Rich James attended Demo Days to demo the *intelligent* Machine Control (iMC) equipment.



(L-R) Chris Thompson and Brent Wolffis of Thompson Brothers Excavation & Site Development are with CEC Sales Rep Dick Doyle. “The D155i dozer is an amazing machine,” said Wolffis. “It will increase an operator’s production.”

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

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

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

▶ VIDEO



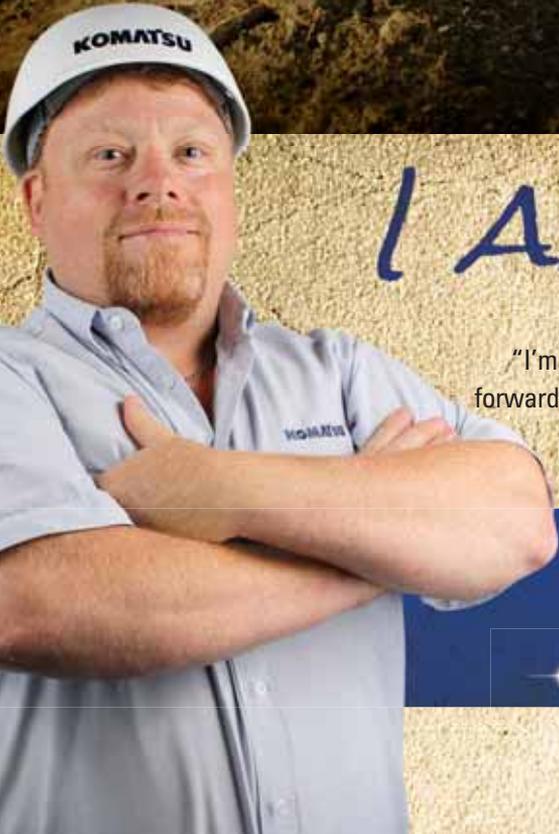
Talk to your distributor to find out when the next Komatsu Demo Days will be held.

# D61PXi-23



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009

# TRANSPORTATION BILL APPROVED

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

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

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

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

stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

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

### New initiatives

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

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

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

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





award all projects, and Congress will have 60 days to reject them by joint resolution.

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

### Mixed reviews

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

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

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

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

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would

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

*Continued . . .*

# Creative funding key to FAST Act

... continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water." (For more from Ruane, please see the Guest Opinion article in this magazine.)

## No gas tax increase

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

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

Future funding could also come from increased tolling. Congress lifted the ban

imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

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

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

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

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



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# MIXED REACTION

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



Pete Ruane,  
President and CEO,  
ARTBA

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

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

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

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

### The flip side

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

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

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

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



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# PRODUCTION NUMBERS IMPROVED

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



Rob McMahon,  
Komatsu Product  
Marketing Manager

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

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

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

### Quick Specs on Komatsu’s WA600-8 Wheel Loaders

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

\* Load-and-carry configuration with additional counterweight

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

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

### Increased cab comfort

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

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

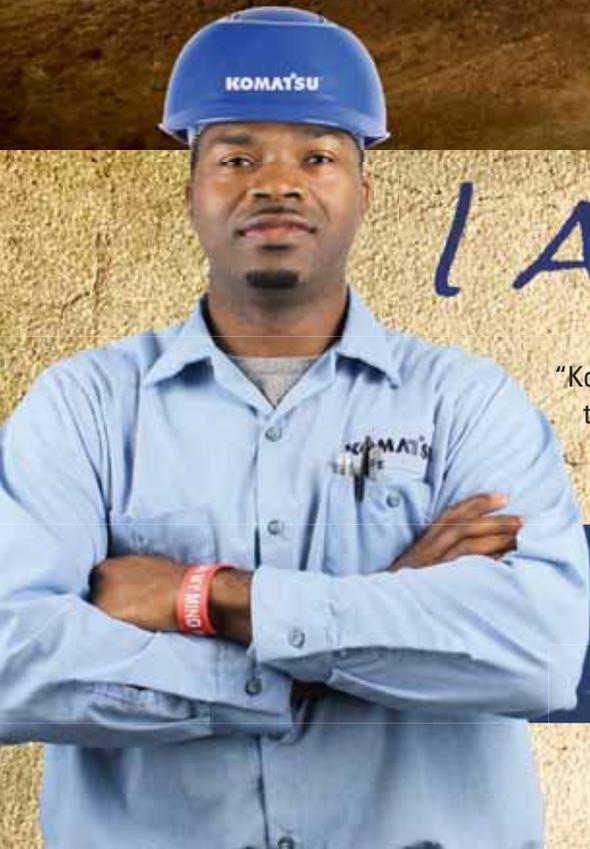
▶ VIDEO



# WA470-8

## INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

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



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OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

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006



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## INCREASED EFFICIENCY

### If not for Komatsu iMC machines, Robcor Contracting 'wouldn't be doing dirt projects'



Rob Forman,  
Vice President

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."

▶ VIDEO



Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run.

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

#### No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■



# PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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JASON ANETSBERGER / KOMATSU ENGINEER

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005



Discover More

## PUTTING THE 'PLUS' IN DOZING

### Komatsu expands innovative undercarriage design to its D85-18 models



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

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

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

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



life and are built to withstand diverse ground conditions.

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

#### Free-to-rotate bushing

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

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

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

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# PC490LC-11

**BIG PERFORMANCE FOR YOUR BIG JOBS**

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- Increase hydraulic flow Power Mode
- Up to 13% productivity increase
- Variable track gauge option



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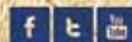
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002



Discover more

# ENSURE PROPER GREASING

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

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

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

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

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

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

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

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



Scott Ruderman,  
Komatsu Marketing  
Engineer



Gabe Elmhorst,  
Global Market  
Specialist, Graco  
Lubrication  
Equipment



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



## 'REGENERATE' THE RIGHT WAY

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

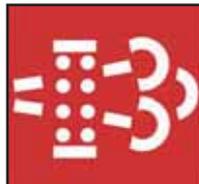


Matt Beinlich,  
Deputy Director,  
Business Solutions  
Group, Products and  
Services Division

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

“Regeneration falls into two categories – active and manual – and each involves

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



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

specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

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

#### Idle correctly

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

Proper idle includes:

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



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## TEAM EFFORT

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

**QUESTION:** What is the Business Solutions Group?

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

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

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

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

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

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use

*Continued ...*



**Ken Calvert,**  
Director,  
Business Solutions Group

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

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

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

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

# A resource for customers, manufacturers and distributors

... continued

a 30-ton machine 5 percent of the time. We would use this information to let the owner know that it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4

engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

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



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

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

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



**ANSWER:** Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

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



# OSHA FINES ON THE RISE

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

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

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

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

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

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

### Groups call for education focus

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

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

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



# ROLLING ALONG



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## A TRUE WORKHORSE

### Sakai SA33L2-R trench roller features industry-leading compaction performance

A well-built, durable, workhorse product that requires little maintenance – what more could you ask for in your fleet? Sakai America’s 24.6-horsepower SA33L2-R trench roller offers all of that, along with industry-leading compaction performance and a solid frame capable of surviving hurricanes. The SA33L2-R’s tight turning radius also cuts time in half when compacting around manholes.

“The SA33L2-R works great in both deep and shallow trenches,” said Josh Steele, Marketing

Manager for Sakai America. “Its size makes it ideal for compacting in confined spaces where a large roller is not feasible, such as heavy lifts of material near or around walls.”

The SA33L2-R compacts with centrifugal forces exceeding 19,000 pounds. It has split-style drums with a removable outer ring that enables easy conversion from 24 to 33 inches, eliminating the need for an expensive set of extra drums.

“Ring removal is done by removing four bolts,” said Steele, noting that the bolts are flush-mounted for a dovetail fit designed to carry the load on the circumference of the ring, rather than the bolts. “The process is the quickest in the industry, it only takes about 15 minutes.”

The trench roller comes standard with an infrared remote-control system for safe operation and ease of use. It also has manual controls.

Sakai’s SA33L2-R compacts with centrifugal forces exceeding 19,000 pounds and has split-style drums with a removable outer ring that enables conversion from 24 to 33 inches.



#### Simple layout for easy maintenance

The heavy-duty roller’s engine compartment is laid out simply, making maintenance and service convenient. Sakai made longevity a priority by using marine-grade wiring, accessible sectional hydraulic hoses and a metal engine compartment hood. The SA33L2-R has a molded polyurethane battery that is mounted with cast dynamic shock absorbers for added stability.

“The SA33L2-R is the heaviest-framed, hardest-hitting and highest-horsepower unit in its size class,” said Steele. “It can climb, turn and vibrate simultaneously without lugging or slowing down. It’s also the easiest roller on the market to work on and maintain.” ■



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