



ON TRACK



A publication for and about our valued Michigan customers • www.CECONTrack.com • January 2016

STANTE B&V CONSTRUCTION

This Detroit-area site development/utility firm specializes in tough jobs with challenging schedules



KOMATSU



Antonello "Nello" Stante,
President

A MESSAGE FROM THE PRESIDENT



Will Leistikow,
President

**Determined to
keep your
expenses low**



Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO/CON-AGG in early 2014. Since then, it has unveiled several new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their class sizes. You can read about these in this issue of your CEC On Track magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at CEC, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We would also be happy to service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your equipment – new or old – remains productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

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, appearing to read 'Will Leistikow'.

Will Leistikow,
President



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Published by Construction Publications, Inc. for



A DIVISION OF AIS CONSTRUCTION EQUIPMENT

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STANTE B&V CONSTRUCTION

This Detroit-area site development/utility firm specializes in tough jobs with challenging schedules



Antonello "Nello"
Stante, President

If you think back to 2009, you'll recall it was a difficult year. It was the depths of the Great Recession, and for construction companies, there wasn't a lot of work. For two longtime Detroit-area contracting firms, Stante Excavating and B&V Construction, it was a time to re-examine their positions and perhaps find a better way to deliver projects to their customers.

"We didn't merge but we did, more or less, combine forces," said Antonello "Nello" Stante, President of the Wixom, Michigan-based firm, which retained the official name Stante Excavating but does business as Stante B&V Construction. "It made a lot of sense because B&V was a grading/earthmoving company whereas Stante Excavating's expertise was underground utility work. We frequently worked together on projects anyway with one

of us as the general contractor and the other as a sub. By joining forces, we've been able to partner up and package a more cost-effective bid that encompasses both aspects of the job."

In addition to Nello, other partners in Stante B&V are his brother Mario Stante, their cousin Dan Naurato, and Sam Nardicchio. Nardicchio came from B&V and runs the earthwork division while the Stantes and Naurato run the underground. The company does a wide range of work that includes commercial sites, residential subdivisions, roads, landfills, golf courses, levees, wetland mitigation, erosion control and overburden removal.

"Basically anything having to do with earthwork and/or underground, we do it," said Nello. "Our strength in the market is our ability to get a job done right and get it done fast. We have knowledgeable, talented and dedicated employees. The slogan on our trucks is, 'It's not when you start, it's when you finish.' We take a lot of pride in our ability to get results.

"Bad ground, wetlands, deep sewer work – stuff that many companies don't even want to try – that's our forte," he added. "Not to toot our own horn, but if you go to any municipality in the region and ask them who they want on the job when they've got to get a difficult project done in a short time frame, I'm confident our name will come up nine times out of 10."

Among the more challenging jobs Stante B&V recently completed were three miles of sanitary sewer through an ITC high voltage corridor in Canton, Michigan; two miles of dyke relocation for the Erie Marsh Hunt Club in very difficult material near Lake Erie; and a fast-track subdivision in bad ground and bad weather for a large national homebuilder in Macomb Township last fall.

Operator Trevor Dalton runs this Komatsu D51PXi dozer at a job in Plymouth, Michigan. It's one of two new Komatsu intelligent Machine Control dozers Stante B&V owns. "The integrated GPS is great for grading," said Dalton. "As a dozer, it has good power and excellent visibility to the tracks."

▶ VIDEO





▶ VIDEO

Operator Chris Kirby has been on Stante B&V's *intelligent* Machine Control Komatsu D39PXi dozer since the company acquired it. Here, he's fine-grading a subdivision in Canton, Michigan. "I've run lots of dozers and this is the best I've been on," said Kirby. "With the integrated GPS, I can grade without stakes and I never have to go back and redo it. It's right the first time."

"Because of our experience and overhead, our bid is often going to be higher than another company's," said Nello. "If you have a simple, straightforward job that anybody can do, we're probably not the company you're looking for. But if you have a tough job that has to get done, especially if there's a hard-and-fast time frame, you're going to want to talk to us. On jobs like that, some contractors over-estimate their abilities and promise more than they can deliver. At Stante B&V, we know what it takes to do those jobs and we make sure they get done."

Komatsu cab-forward dozers

Stante B&V recently purchased two Komatsu *intelligent* Machine Control (iMC) dozers, a D51PXi and a D39PXi, from Continental Equipment Company (CEC is a division of AIS Equipment) and Sales Rep Greg Doyal. Nello says he had his eye on Komatsu dozers for a long time.

"I first saw the cab-forward Komatsu dozers with the slant nose at CONEXPO in 2011," he recalled. "It was a revolutionary design. I got on the machine and the visibility to the blade just blew me away. I knew immediately it would make any dozer operator better. At the time, we were still reeling from the recession and were in no position to buy anything, but I knew, when the time was right, this would be a dozer to consider."

Fast forward to last winter – the economy had improved to the point where Stante B&V was

in the market for a couple of new dozers. Nello remembered the Komatsu design and learned that the dozers he liked could now also be ordered with GPS grade control integrated into the machine.

"We've had aftermarket GPS systems on our dozers for many years, but the Komatsu D51PXi and D39PXi, with no external mast or cables to mount and remove every day, was another big step forward," he said. "We checked out the other brands and nothing came close. For our purposes, these are the best dozers out there."

"When you sit on the machine, the benefit of the cab-forward design becomes crystal clear – it's an astronomical improvement," said Superintendent Tom Hahn. "A key side benefit is that with the radiator in the back, it's not getting full of dust and dirt all the time. With a conventional dozer, you're blowing out the radiator nonstop in the summer to prevent overheating. Production improves when you don't have to do that so much."

The iMC advantage: no stake grading

Sam Nardicchio says the integrated GPS on the Komatsu iMC dozers makes a real difference for Stante B&V's grading and site development.

"We grade millions and millions of square feet annually, so if there's a better way to do it, we want to have it. We've found Komatsu iMC dozers are definitely a better way to grade. The

Continued . . .

Stante B&V Construction: 'tough job' specialists

... continued

big key is that, with the integrated GPS, we're able to grade without stakes, so we never have to sit and wait for surveyors. As soon as our underground crews have the pipe in the ground, we can be out there grading. I've actually graded an entire site with our Komatsu iMC dozers – streets, lots and everything – without a single stake in the ground, and finished within 2/100ths of an inch. That was the proof-in-the-pudding for me. The system works as advertised."

"I can program everything the operator needs into the dozer so there's no waiting for surveyors – or a foreman," added Project Manager and GPS Specialist Drew Snarski. "We gain at least a half-hour more work every day since there are no masts and cables to install and remove, and safety is enhanced because no one has to climb on the blade to do the installation of the aftermarket systems."

The end result, according to Hahn, is that Stante B&V is able to grade at least 30-40 percent faster with its Komatsu iMC dozers compared to the company's old dozers.

"We haven't specifically measured it yet, but when you're on the job like I am, you know it because you see it," said Hahn. "One of the first jobs we put the D51PXi on was a pipe job at Telegraph and West Road in Brownstown Township, Michigan. Danny (Naurato) was at the site and wanted it cleaned. We sent out the D51i. After a few hours, he called the office and said,

'I can't believe what I'm seeing. I've got roads and pads. This job was a mess and now it looks like a site again.' That was a job that might have taken several days but we knocked it out in an eight-hour shift with the D51i."

"In our business, time is money, and our Komatsu iMC dozers save us a lot of time," said Nello. "That's especially important for us because we pride ourselves on getting jobs done quickly. Our new Komatsu dozers make us look good."

Dealer support

While the dozers have been everything he expected and more, Nello says that's only half of what he's looking for. The other half is dealer support.

"No matter how good a machine is, you're eventually going to need parts and service. We can't afford to have a machine down for any length of time because it could impact our reputation as a 'can-do' contractor. Support from the dealer is very important to me. AIS is doing well in meeting our needs."

"Greg does a great job for us," added Nardicchio. "We also appreciate that they have a Technology Solutions Expert, Will Burt, to help us with all the new technology. Will helped us set everything up and has been readily available to answer questions about the GPS and the KOMTRAX remote monitoring system."

Growing and optimistic

Back when they were separate companies and the Detroit-area economy was going strong, Stante and B&V employed more than 400 people. When the economy tanked, the new company downsized to as few as 40 employees. Now, Stante B&V Construction is back up to about 130 people and is still growing.

"What the company will be like in five or 10 years will largely be determined by the economy," said Nello. "Certainly, we intend to grow, but I think past experience will make us somewhat cautious in regard to how much and how quickly we grow. That said, we definitely want to always be moving forward. As long as we maintain our reputation as the contractor customers can count on to complete tough jobs in a timely manner, I'm optimistic about what lies ahead for Stante B&V Construction." ■

(Seated, L-R) Project Manager/GPS Specialist Drew Snarski, President Nello Stante and Superintendent Tom Hahn all work with CEC/AIS Sales Rep Greg Doyal (standing) on matters pertaining to the Komatsu iMC dozers. "Support from the dealer is very important to me," said Nello. "AIS is doing well in meeting our (parts and service) needs."



D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

- Automated operation from rough dozing to finish grade
- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



I AM KOMATSU

CODY GASTON / KOMATSU DOZER DESIGN ENGINEER / CHATTANOOGA, TN

"I'm proud that our Komatsu dozer designs are always breaking new ground, like our forward cab small dozers and now our *intelligent* Machine Control equipment with integrated technology. But it's a team effort and it takes dedicated team members to build in the quality it takes to meet our customers' demands. And that's why I AM KOMATSU."

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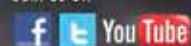
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GUEST OPINION

BRIDGING THE SKILLS GAP

Promoting the positives of construction could help meet the challenge of finding future workers

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects

industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■



Dan Belcher,
Director of Workforce
Development,
NCCER

This article is reprinted with the permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Dan Belcher is Director of Workforce Development for the National Center for Construction Education and Research (NCCER) and his role includes informing and updating government, workforce industry and education sponsors about NCCER.



NCCER Director of Workforce Development Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.

TRANSPORTATION CAREERS

Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and

help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

The report “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.



Regional growth

The joint report examined several key areas of the transportation industry to collect data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic “hot spots” for future transportation jobs; wages and education/work experience/training requirements for



high-demand transportation jobs; and annual job openings compared to educational program completions.

“Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works,” according to the report. “Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest.”

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry’s growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

“While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery,” said the report. “In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work.”

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.”

It was followed in the industry by labor, which will need to fill 89,000 jobs.

Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.

HIGH SPEED DOZING

'H mode' among enhancements in Komatsu's new D61-24 dozers



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

Komatsu's new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

Quick Specs on Komatsu's D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



"The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications," said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. "Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class."

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer's travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

"Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment," said Tolomeo. "Operators can easily select the proper mode using the large LCD monitor in the cab."

Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

"We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out," said Tolomeo. ■

PRODUCT IMPROVEMENT



WA380-8



WA470-8

MORE EFFICIENT MATERIAL MOVEMENT

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

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

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

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

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

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



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Continued . . .

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

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

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



Advancements make Dash-8s powerful and efficient

... continued

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

SmartLoader Logic

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

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

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

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

Enhanced operating environment

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

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

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

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

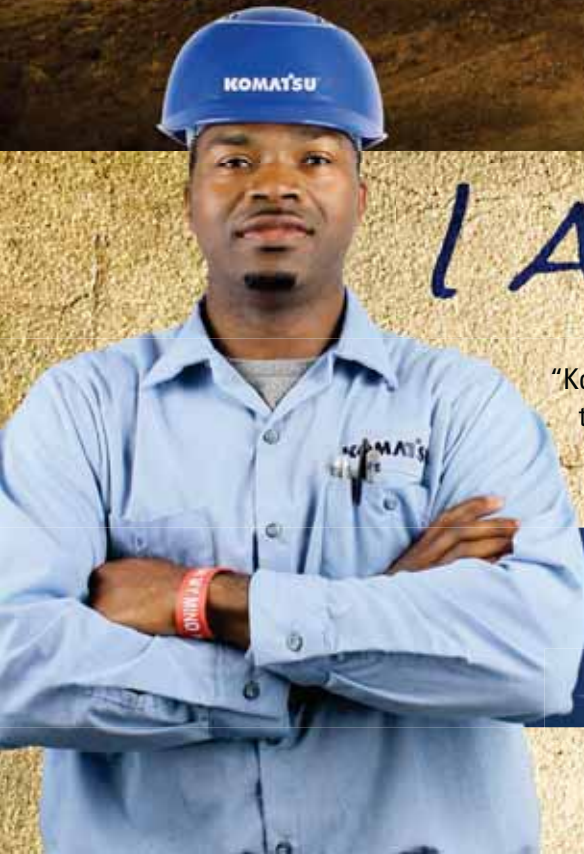
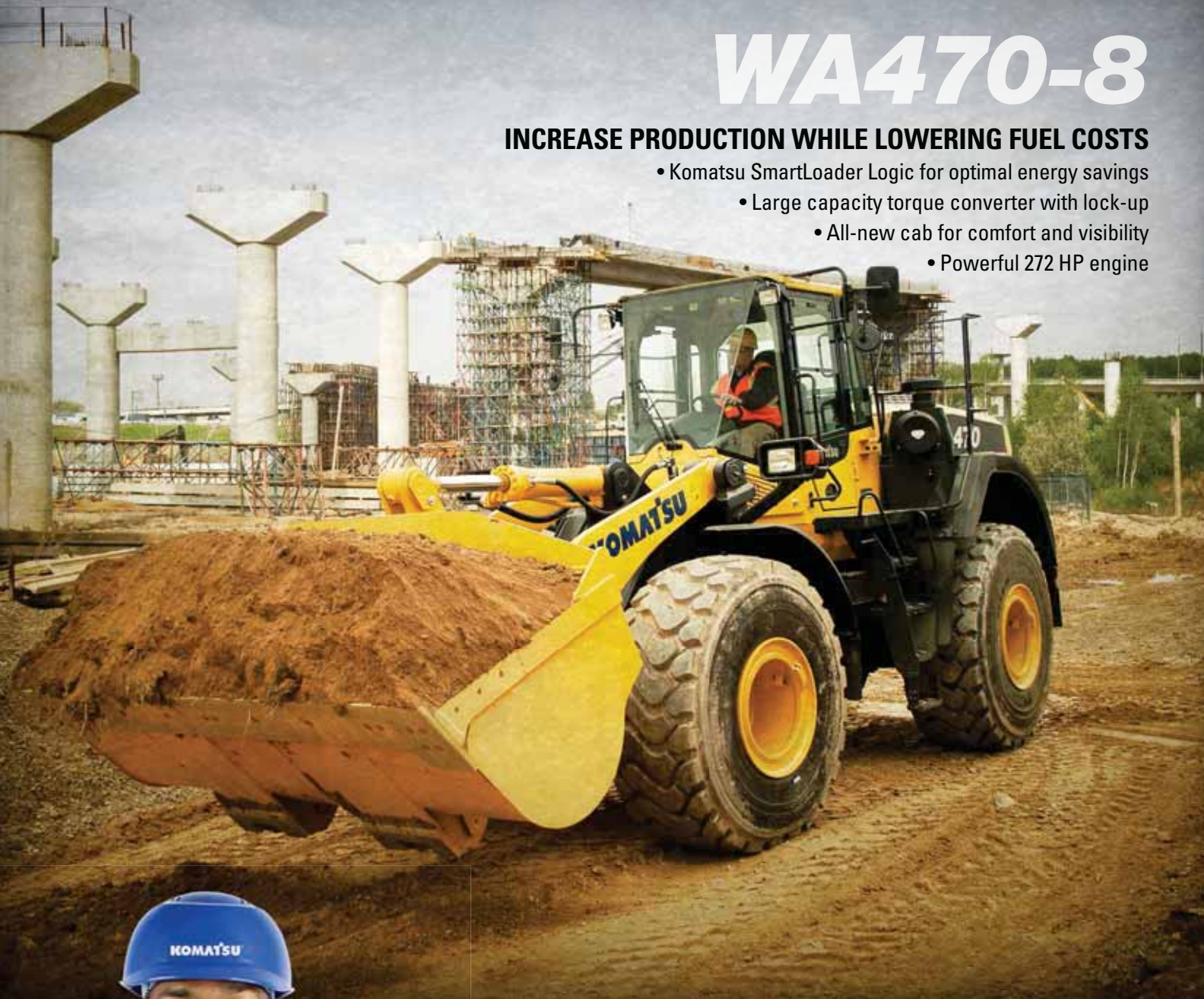
"With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability," said McGinnis. "We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks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



WA470-8

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006



Discover more

LIMITING OVEREXCAVATION

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

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

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

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

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

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

Integrated technology

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

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





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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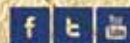
JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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005

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SAVINGS BY DESIGN

REDUCE UNDERCARRIAGE COSTS

Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

"Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This has enabled PLUS to become standard equipment on other Komatsu models."

Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

"Supplemental wear-life coverage is available through our local distributors," said Murawski. "PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.



NEW PRODUCTS



PC45MR-5



PC55MR-5

NEW COMPACT EXCAVATORS

Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models



Desmond Jarvis,
Komatsu Product
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds



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Discover more

NEW TIGHT-TAIL-SWING MODEL

Komatsu's PC78US-10 increases productivity in limited-space applications

Even on congested jobsites, you expect outstanding productivity. Komatsu's new PC78US-10 hydraulic excavator delivers with a tight-tail-swing radius, offset boom and contoured cab design that allows operators to work with ease in confined spaces.

The PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaced. At the same time, it lowers fuel usage up to 5 percent with no loss of performance, thanks to a Tier 4 Final engine that provides an additional 10 horsepower more than its predecessor. The result is time and cost savings, which are further reduced because the PC78US-10's engine requires no diesel particulate filter or diesel exhaust fluid (DEF).

"The PC78US-10 uses a Komatsu Diesel Oxidation Catalyst after-treatment system that is designed specifically to provide 100 percent passive regeneration," said Kurt Moncini, Komatsu Product Manager, Excavators. "The fact that the PC78US-10 has no diesel particulate filter and uses no DEF really sets it apart. It helps reduce owning and operating costs, and puts more profit back in our customers' pockets."

New cab design

A new cab design comes with several standard features, including ROPS and OPG Level 1 certification with a reinforced framework; high-resolution LCD screen with ecology-guidance data; rearview monitoring system with camera; a secondary shutdown switch; and in-cab-monitor control of up to 10 attachments. Other operator-friendly enhancements include a new side-by-side radiator and oil cooler to simplify cleaning, and placing all major maintenance items in

areas that are accessible from the ground level. These include the engine hood, right-side hood and side-service doors.

"This is the ideal machine for anyone working on urban, utility contracting or homebuilding worksites," said Moncini. "Between the extra horsepower and generous use of boom-area castings, operators should feel confident when trenching, clearing and working on site development projects." ■



Kurt Moncini,
Komatsu Product
Manager, Excavators

Komatsu's new tight-tail-swing PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaces. It also lowers fuel usage up to 5 percent with no loss of performance, resulting in time and cost savings.

Quick Specs on Komatsu's PC78US-10 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC78US-10	65 hp	17,747 lbs	0.37 cu yds



GIVING YOU STRONG OPTIONS

John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense



John Arapidis,
Vice President, Rental &
Used Equipment

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.

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.

QUESTION: What does the Rental & Used Equipment group offer customers?

ANSWER: Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

QUESTION: How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

ANSWER: When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first three years or 2,000 hours. Our distributors



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.

have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

QUESTION: Does this mean customers should avoid older machines?

ANSWER: Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.



All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.

QUESTION: How should customers go about checking availability of rental and ReMarketing machines?

ANSWER: The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check www.komatsuused.com.

QUESTION: What do the rental and used markets look like going forward?

ANSWER: Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■



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PAVING IN LESS TIME

Wirtgen's AutoPilot stringless system makes slipform projects with its SP 15 machines even more efficient



Erik Smydra,
Stringless Machine
Control Specialist,
Wirtgen America

When it comes to versatility on paving monolithic profiles, Wirtgen set the standard with slipform pavers such as its SP 15 and Tier 4 Interim SP 15i models. They are true multipurpose machines that lay curb and gutter, barrier, sidewalk, V-ditch, special applications and slabs. Both can be quickly configured on-site for left- or right-side pouring, have maximum paving widths of 6 feet, and maximum barrier/parapet placement height of 4 feet 3 inches.

Wirtgen's new AutoPilot stringless paving system for poured-in-place concrete profiles – designed exclusively for its slipform pavers – has helped make those standard-bearers even more efficient. AutoPilot is a GPS-based system that ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths.

Wirtgen's SP 15 slipform paver with a GPS-based AutoPilot stringless paving system for poured-in-place concrete profiles ensures the highest precision and optimum efficiency on any job. The system bypasses the need to establish a digital terrain model.

"The system creates a virtual stringline, and the machine runs off that," explained Erik Smydra, Stringless Machine Control Specialist with Wirtgen America. "There are no trip points or strings to knock down or pins to set. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data. The machine starts paving from there."

Intuitive operation, increased production

Wirtgen's proprietary AutoPilot control system gives construction companies a distinct competitive edge, because it bypasses the need to establish a digital terrain model. Programming is completed with a rover pole to capture coordinates or by simply using the jobsite plans, eliminating the need for a surveyor.

The system uses a computer that is integrated into the machine, as well as a control panel that allows intuitive operation. For course control, two machine-mounted GPS receivers communicate with an additional GPS reference station positioned on-site. For precise grade control, a laser, ultrasonic sensor or total station is used.

"It saves a significant amount of time because a crew doesn't have to come to the jobsite ahead of time to set pins and lines," said Smydra. "That makes paving any job faster and more efficient, and it especially pays for itself on tight radii with the elimination of setting all the pins necessary for those pours. Theoretically, you could shoot hubs in the morning, import the files and be paving the same day – increasing the number of feet poured compared to traditional methods." ■



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EVENTS HIGHLIGHT INNOVATIONS

Record-setting ICUEE leads list of industry shows that spotlight latest technologies from utilities to mining

The annual International Construction and Utility Equipment Exposition (ICUEE) wrapped up another record-setting year this fall, with registered attendance of more than 18,000. The event surpassed last year's record total by 13 percent. Registrants came from all 50 states, nine of the 10 Canadian provinces and more than 60 other countries worldwide.

ICUEE also set records for exhibit space and number of exhibitors. More than 950 exhibitors, including 250 companies new to the show, filled 1.2 million square feet of exhibit space to showcase their latest equipment and product innovations, and conduct numerous live demonstrations and hands-on opportunities.

Mining equipment on display is one of the features of MINExpo, which will run Sept. 26-28, 2016, in Las Vegas. Held every four years, the event spotlights innovations in technology, machinery and other aspects of the industry. It's one of a handful of upcoming construction and mining shows happening through next fall.



The event is one of several construction industry and mining events that have taken place or will take place during a 12-month period that began in September. One upcoming event is the annual World of Concrete, which begins Feb. 1, 2016, at the Las Vegas Convention Center. Seminars are available beginning the first day, and exhibits are open Feb. 2-5. New features of the 2016 World of Concrete include an area focused on precast products, technologies and equipment such as coring machines, pipe unloaders, precast forms and more.

The World of Asphalt Show & Conference 2016, which will run March 22-24 in Nashville at the Music City Center, is another. The event is geared toward asphalt, highway / street pavement maintenance and traffic safety industry professionals from all types of companies. Exhibits include asphalt production and recycling equipment; road building machinery; pavement maintenance equipment; trucks and trailers; soil stabilizers; and more. In addition, the Aggregates Academy & Expo will be co-located, providing an enhanced show experience for attendees by offering additional exhibits and education opportunities.

MINExpo returns

Next fall, MINExpo INTERNATIONAL returns to the Las Vegas Convention Center Sept. 26-28. Held every four years, MINExpo is the mining industry's premier exhibition for mining equipment, technology and service companies. Every facet of mining – open pit; underground; processing and preparation; mine site development; exploration and surveying; smelting and refining; and reclamation – will be represented at the event. ■

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2011 KOMATSU PC128US-8 Stk #:
W41794, 1201 Hours, Rubber pads
over steel, 39" bucket. . . \$89,500



ai46ol
2011 KOMATSU PC120-8 Stk #:
W41704, S/N: 083617, 1150 Hours . .
\$89,500



ai97uj
2010 KOMATSU PC30MR-3 Stk #:
W41480, 1286 Hrs, Canopy with Steel
Track w/B.O., 20" bucket . \$33,500



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2011 KOMATSU PC138US-8 Stk #:
W41711, S/N: 027310, 3017 Hours . .
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Stk #: W40328, 3119 Hours, 11'6" Arm,
34" Pads, 48" Bkt . . . \$165,000



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KOMATSU D61PX-23
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