



# ON TRACK



A publication for and about our valued Michigan customers • [www.CECONTrack.com](http://www.CECONTrack.com) • February 2017

## BP CONTRACTING LLC

Making it on his own drives this eastern Michigan excavation company leader



Brandon Plester,  
Owner

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# A MESSAGE FROM THE PRESIDENT



Will Leistikow,  
President

**It's  
showtime**



Dear Valued Customer:

We look forward to the upcoming CONEXPO-CON/AGG, the world's premier construction exposition. As always, the triennial event is expected to be bigger and better than ever as manufacturers unveil the latest and greatest in equipment and technology.

Once again Komatsu will showcase the innovative products and support capabilities that make it the world-class leader in construction equipment. This issue of your CEC On Track magazine features a preview of the show with information about Komatsu's display areas. We hope to see you March 7-11 in Las Vegas.

Of course, our other manufacturing lines will prominently display products at CONEXPO-CON/AGG as well. If you attend the show, we highly encourage you to stop by their booths, too. We know you will enjoy visiting with them and seeing what they have to offer.

Komatsu continues to introduce new Tier 4 Final machines that increase your production and efficiency, and you can read about several of them inside as this issue highlights the broad range of equipment our leading manufacturer produces. There are articles on a new dozer, wheel loader, truck, excavator and more.

Thoughts of CONEXPO-CON/AGG have us looking forward to what we hope is a great 2017 construction season for you. If you are interested in any of the machines featured here, or ones you see in Vegas, let us know.

As always, 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'.

Will Leistikow,  
President



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## IN THIS ISSUE

### BP CONTRACTING LLC

Meet Brandon Plester, Owner of BP Contracting LLC, and see how early involvement in a family business led to his successful excavation company.

### GUEST OPINION

Discover the reasons why one information technology professional believes that funding for digital infrastructure projects is lacking in the United States.

### INDUSTRY EXTRAVAGANZA

Preview CONEXPO-CON/AGG 2017, which is set to showcase innovative products that will shape the future of the construction industry.

### PRODUCT NEWS

Check out how the PC138USLC-11 excavator supplies a productive punch on today's jobsites.

### NEW PRODUCT

Take a closer look at the all-around functionality of the WA270-8 wheel loader as it powers through wide-ranging applications.

### PRODUCT INNOVATION

Komatsu's D155AXi-8 RC dozer offers high productivity through a combination of radio operations and *intelligent* Machine Control. Find the details inside.

### PRODUCT SPOTLIGHT

Learn how Komatsu's largest truck, the electric-drive 980E-4, stands up to rugged mining conditions.

### INDUSTRY NEWS

Understand the new EPA rules that tighten fuel efficiency and emission standards for larger trucks.

### HANDS-ON EXPERIENCE

Ride along as customers test drive the latest Komatsu products at Las Vegas Demo Days.

### KOMATSU & YOU

Get to know Dan Funcannon, Komatsu Vice President and General Manager of the Mining Division, who says that design and quality manufacturing ensure product longevity.

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# BP CONTRACTING LLC

## Making it on his own drives this eastern Michigan excavation company leader



**▶ VIDEO**  
Brandon Plester,  
Owner

In the construction industry, it is common for a company to have family ties. When Don Plester started his field-tiling firm in 1996, he began teaching his son, Brandon, the business from the moment he could sit on a tractor in hopes that he would continue the business for the family one day.

"Brandon always wanted to be around," recalled Don. "We'd find small things for him to do, and then we let him start running jobs when he was old enough. The plan was for him to take over when his mother and I were ready to retire."

That plan has been revised slightly. Brandon started his own company, BP Contracting LLC, four years ago to do some side work. Today, it has grown to the point that Brandon now operates it full time.

"BP Contracting started while I was still with my dad's company as a way to do some different projects," said Brandon. "It was important for me to accomplish things on my own instead of just inheriting something. I wanted to run a company, but I wanted to know that I had earned it, too."

Brandon Plester, Owner of BP Contracting, and his wife, Katie, hope to offer their children the same opportunities in business that Brandon's dad gave him.

The decision was one that Don endorsed. In fact, both companies continue to operate from the same location in Ruth, Michigan, and the father-son pair still collaborate on some jobs.

"I'm proud of what he's done, and he has my full support. I think it's great," said Don. "Certainly, our businesses work closely together and will continue to. He's built BP Contracting on his own – purchased machines, developed contacts, hired employees. Although he's not taking over the family business, he's building a solid reputation and still representing our family. That's a neat thing."

### Fields of opportunities

While Brandon ventured away from the company he grew up with, he remained in the field where he honed his craft. His father's business focuses on installing tile to help with drainage for crops; Brandon's company builds off of that, capitalizing on the many opportunities related to the rural area.

"I started small with some assignments for the county, changing culverts and digging ditches," recalled Brandon. "Fortunately, I performed well on those jobs and continued to get them. I like tiling, and I take pride in it, but I really wanted to focus on the excavating side. So, after I finished my work for dad, I'd go and do some of those other things."

Eventually, the side projects began to grow in size. When Brandon landed a contract on a 72-turbine wind farm in Kinde, Michigan, it was time for him to quit his day job.

"That project is the one that allowed me to go off on my own," he said. "Dad and I had completed smaller wind-turbine jobs before, but never this size. I really liked that work, so he encouraged me to go for it."



After he landed the wind-turbine farm contract, Brandon knew he needed more help, so he hired BP Contracting's first five employees last spring.

"I had been doing projects on my own, but this required a full staff," explained Brandon. "Fortunately, I was able to hire great people, and we've been growing and learning together. It's been awesome."

At the wind farm, BP Contracting is re-routing the field tile within a 200-foot radius of the turbines' foundations before construction begins, to ensure that cranes or other heavy machinery at the site won't crush the tile. After the turbines are erected, BP Contracting will re-tile around the radius and fix any tile that may have been damaged during construction or the installation of collector lines.

The company also plowed in roughly 200,000 feet of electrical cable, installing as much as 8,000 feet per day on the wind farm. It is an application that Brandon thinks can help his company continue to grow.

"As far as plowing cable or tiling, the only difference is the depth at which we install it," he explained. "It can provide a cost savings to our customers to have us handle all of the installation, and it's something we will continue to pursue."

### PC210LCi earns praise

While the wind farm helped BP Contracting grow exponentially in the past year, the company also landed a contract to maintain rural ditches for Huron County.

"I handled between 10 and 15 miles of ditches on the side in 2015, but this will be a larger commitment," said Brandon. "It's nice to count on those jobs; they keep us steady."

To ensure that the quality of its work remains high, BP Contracting invested in a new Komatsu *intelligent* Machine Control PC210LCi excavator from Continental Equipment Company (CEC) and Area Sales Manager Chad Fullerton. In April 2016, BP Contracting became the first company in the area to have an excavator with integrated GPS technology in its fleet. The results were immediate.



BP Contracting Owner Brandon Plester uses his company's Komatsu *intelligent* Machine Control PC210LCi excavator to dig a ditch in Huron County. "The PC210LCi helps us finish ditches faster while maintaining grade; the GPS is a valuable tool for us," he said. "The county is particular about its ditches; it has very high standards. The PC210LCi has been amazing on these projects, and the county has been extremely happy with the results."



A BP Contracting operator uses a PC228USLC excavator to manage a sand pit for a customer in eastern Michigan.

"The PC210LCi helps us finish ditches faster while maintaining grade; the GPS is a valuable tool for us," noted Brandon. "The county is particular about its ditches; it has very high standards. The PC210LCi has been amazing on these projects, and the county has been extremely happy with the results."

While the technology of the excavator gave BP Contracting a leg up on the competition, the GPS technology in the PC210LCi has helped maximize that advantage.

"Learning how to use the GPS was simple," said Brandon. "After a few setups, I felt very

*Continued . . .*



# GPS technology provides a decided advantage

... continued

confident in the machine. It runs just like a standard PC210, except it won't let you go off grade. It was a piece of cake."

Brandon credits CEC Technology Solutions Expert Will Burt with helping his company learn the nuances of the technology. Beyond-the-sale service like that, in addition to Komatsu CARE, Komatsu's complimentary service program for the first three years or 2,000 hours, and KOMTRAX, Komatsu's telematics system, help the young company maximize its equipment.

Continental Equipment  
Company Area  
Sales Manager Chad  
Fullerton (right) assists  
BP Contracting Owner  
Brandon Plester  
with equipment and  
service needs.



At a gravel pit near Lake Huron, BP Contracting uses a Komatsu PC270LC excavator to move material and excavate the site.



Brandon also turned to CEC and Komatsu for the rest of his fleet, which includes PC228USLC and PC270LC excavators as well as a D65 dozer. The commitment to CEC is as much of a Plester family tradition as is working in the field.

"Probably 80 to 90 percent of our equipment is from CEC," said Don. "They have always been good to us, and Chad has been a big part of building this relationship. If we need something, he takes care of it."

"I thought I would work there one day," added Brandon. "I went to school to be a diesel mechanic with the idea that I'd get a job with CEC. In the end, I decided I would rather operate machines, but I think it says a lot about our relationship with CEC."

## The road ahead

Brandon's decision to start BP Contracting may have resulted in rewriting the Plester family's master plan, but it was a decision that could provide an even greater payoff.

"It's exciting to build something of my own and also have my family there to support me," said Brandon. "I think both companies are going to benefit from the diversified offerings. It's an exciting time right now, that's for sure."

With a long future ahead of him, Brandon hopes to position his company for continued success. He believes the key to maintaining a long-term competitive advantage well into the future lies with the use of technology.

"The more that we can embrace and integrate technology, the better it is going to be for us down the road," predicted Brandon. "In the short time that we've had the PC210LCi, we've already seen production gains. There are more applications we can use the GPS technology on, and if we can remain ahead of the curve, it will only benefit us.

"There is definitely growth potential," he added. "We had to turn some jobs down this summer because we were so busy. That's not a bad problem to have, but we want to make sure we are able to take care of all of our customers and deliver quality results. I am confident we will be able to do that." ■



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011



# LET'S INVEST IN 'SMART CITIES'

## How the Smart City Challenge helps meet the need for more infrastructure investment



Daniel Castro

*Daniel Castro is the Vice President of the Information Technology and Innovation Foundation and Director of the Center for Data Innovation. This article is excerpted from an opinion piece Castro wrote for and was originally published by Government Technology. To see the full version, visit [www.govtech.com/opinion](http://www.govtech.com/opinion).*

The United States has woefully underinvested in smart city efforts compared to other leading countries. To address this shortfall, federal, state and local governments should come together to create a new funding stream to help U.S. cities increase investment in the digital infrastructure needed to ensure that our cities are modern, sustainable and competitive. The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. This is a pittance compared to some of the investments other countries are making to develop smart cities.

One of the single largest U.S. investments in smart cities occurred in June 2016, when U.S. Department of Transportation (USDOT) Secretary Anthony Foxx announced that Columbus, Ohio, had won the Smart City Challenge – a \$50 million federal prize awarded

to one city to address important issues such as safety, mobility and climate change through better use of data and technology. This is a significant milestone because most smart city initiatives in the United States have been small-scale projects focused on a particular application or problem, rather than the broad integration of sensors, data and analytics across virtually all public services.

The most impressive aspect of the Smart City Challenge was that so many cities responded to the call. From Anchorage to Atlanta and Albuquerque to Albany, the USDOT received 78 applications representing 85 cities in 36 states. Many of these cities identified important challenges facing municipalities and proposed novel solutions that leveraged technology to improve the community.

Unfortunately, the Smart City Challenge only funded one city's proposal, even though many more were also deserving. This is an inadequate approach for funding critical digital infrastructure. Just as it would be unwise to only fund bridges and highways in one U.S. city, it makes no sense to limit investment in the sensors, systems and networks needed to build smart cities to a single location. Instead, policymakers at the city, state and federal levels should work together to fund promising proposals and develop strong partnerships with the private sector. This could take the form of new grants or repurposing existing funding for physical infrastructure to include digital initiatives.

While there is enormous potential to leverage data-driven innovation to improve the quality of life in urban environments, the United States will need to take action soon if it does not want to fall behind in the race to build smart cities. ■

**The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. Calling that a pittance, Daniel Castro says the United States needs to address this funding shortfall.**





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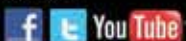


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# IMAGINE WHAT'S NEXT

## CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:  
North Hall, Booth N10902  
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

### Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.







Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

### **Komatsu spotlights SMARTCONSTRUCTION**

Komatsu introduced a significant leap in machine technology three years ago

*Continued . . .*



# Learning sessions to focus on technology trends

... continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

## Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website ([www.conexpoconagg.com](http://www.conexpoconagg.com)). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■




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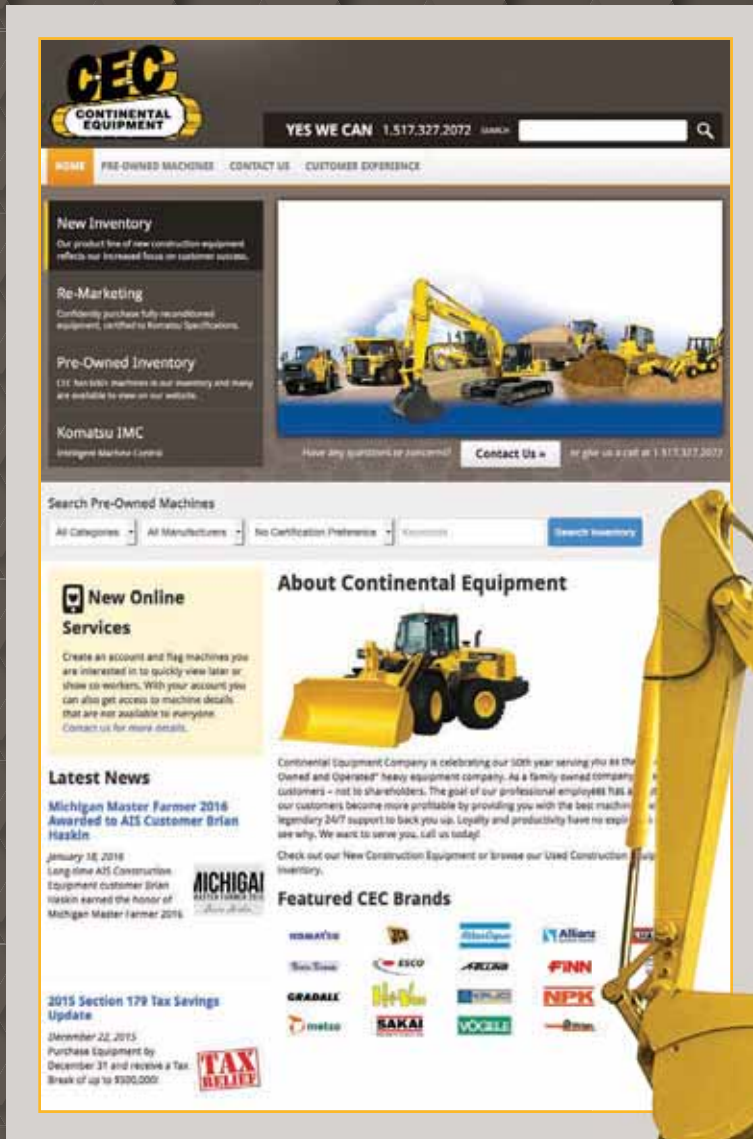
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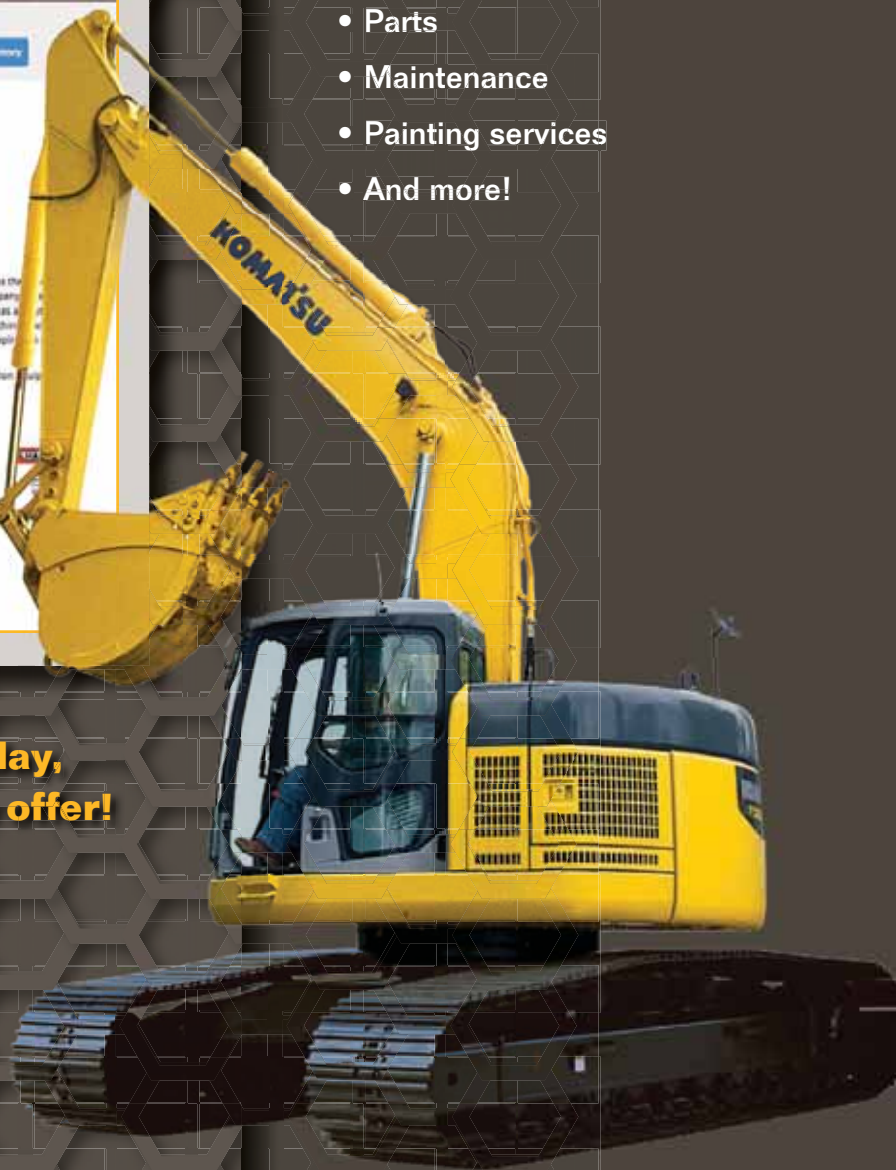
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# NEW COMPACT EXCAVATOR

## Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

"The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs," said Kurt Moncini, Komatsu Senior Product Manager. "It's easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it's compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too."

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

"If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction," said Moncini. "That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building."

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

### Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that's always available on the screen.

"Ground-level access to service points are all located on one side, including fuel, engine oil and air filters," said Moncini. "That saves time, which can be better spent in production. It's a terrific all-around machine that's built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet." ■



Kurt Moncini,  
Komatsu Senior  
Product Manager

### Quick Specs on Komatsu's PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu's new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.

### ▶ VIDEO





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010



## NEW PRODUCT



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# VERSATILE WHEEL LOADER

## The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

### From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,  
Komatsu Product  
Specialist

### Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

### ▶ VIDEO



# MARRIAGE OF TECHNOLOGIES

## New radio-control dozer combines remote operation and *intelligent Machine Control*



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent Machine Control*.

“The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity,” said Sebastian Witkowski, Komatsu Product Marketing Manager. “This dozer meets customer demands in those applications, while utilizing Komatsu’s proven, automated, rough-cut-to-finish-grade technology.”

Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine’s response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent Machine Control* that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent Machine Control* dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

“The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall,” Witkowski explained. “Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent Machine Control* products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies.” ■

### Quick Specs on Komatsu’s D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd

Komatsu’s new D155AXi-8 RC dozer combines radio-control grading with *intelligent Machine Control*. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.





# D61PXi-24



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- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



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014





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# KOMATSU'S LARGEST TRUCK EVER

## New electric-drive 3,500-hp mining truck with built-in management system delivers 400-ton payloads



Tom Stedman,  
Komatsu Product  
Manager

Mining customers asked for a bigger truck and Komatsu answered the call with its largest ever model, the new 980E-4. The 3,500-horsepower electric-drive 980E-4 brings to market a true 400-ton payload, increasing productivity and efficiency in a mining operation. The 980E-4 is an optimal match for today's large loading tools, typically loading in three to five passes (55 to 99 cubic yards). Paired with Komatsu's PC8000 mining shovel, the 980E-4 is a superb production machine.

"Building on the foundation of the 960E, Komatsu was able to expedite the development of this new truck, while maintaining our strict standards of design, testing and product quality," said Komatsu Product Manager Tom Stedman.

"We have every confidence this new model will reliably deliver high productivity."

A payload management system (PLM IV) allows mines to track payloads, cycle times, load counts, frame torque and much more. Businesses can store more than 20,000 downloadable records of data, while using PLM IV to monitor truck production and prevent overload conditions.

Komatsu designed the 980E-4 to improve truck performance and lower per-ton costs. Its features include a powerful 18-cylinder diesel engine that's comparable to other trucks in the 400-ton class for speed on grade, while maintaining a high stall torque capacity for mines with soft underfoot conditions. The AC electric-drive system enables efficient operations even in deep-pit applications.

Drivers will appreciate the excellent vehicle control and handling that comes from a high-capacity retarding package that provides longer life and improved horsepower for downhill descents. The electric, dynamic retardation force maintains constant downhill speed or decelerates without the frequent use of brakes.

### Quick Specs on Komatsu's 980E-4 Mining Truck

Model	Horsepower	Operating Weight	Payload Capacity
980E-4	3,500 hp	1.3785 million lb	400 ton

Komatsu's new 980E-4 mining haul truck with a 400-ton payload capacity has features that improve performance, vehicle control and handling, as well as combat rugged and other less-than-ideal conditions.



### Meeting rugged conditions head on

To combat rough conditions, the 980E-4 uses a continuous horse-collar and ladder-type frame that provides long life and long-term reliability. A new dump body incorporates high-tensile strength and abrasion-resistant steel, giving it a rugged-chassis construction that's able to withstand the rigors of off-road hauling.

"For several years, many of our customers have been asking Komatsu for a 400-ton electric-drive rear dump truck with the reliability of our flagship model, the 930E," said Stedman. "With the release of the 980E-4, we now have a product to meet this market demand." ■



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# HM300-5

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- Komatsu traction control system
- Selectable working modes



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# DEMOS IN THE DESERT

## Hundreds of customers test drive the latest machines at Komatsu's Las Vegas Demo Days

Komatsu welcomed more than 350 people to its Las Vegas Demo Days in October 2016. The event featured six days of demonstrations and all of Komatsu's *intelligent* Machine Control excavators.

In total, Komatsu had 27 machines available for customers to operate: three *intelligent* Machine Control excavators (PC210LCi, PC360LCi and PC490LCi); eight additional excavators (PC55MR, PC88MR, PC138USLC, PC228USLC, PC210LC, PC270LC, PC360LC and PC490LC); six wheel loaders (WA270, WA320, WA380, WA470, WA500 and WA600); four *intelligent* Machine Control dozers (D51PXi, D61PXi, D65PXi and D155AXi); three additional dozers (D39PX, D61PX and D65EX); two trucks (HM400 and HD605); and a GD655 motor grader.

"It's important for attendees to get the best feel possible for our machines at Demo Days," explained Komatsu Director of Marketing Communications Bob Post. "We put the equipment in real-life applications with rocky soils. For the *intelligent* Machine Control

equipment, we uploaded plans so customers could get a chance to operate with full automation. We want everyone who comes to one of our Demo Days to see exactly what a machine can do and go home with all of their questions answered."

Komatsu traditionally hosts two Demo Days at its Customer Center in Cartersville, Georgia, each year. The Las Vegas event was planned to make it easier for customers in western states to attend. ■



Bob Post,  
Komatsu Director  
of Marketing  
Communications



Demo Days attendees operate an array of Komatsu wheel loaders. Six loaders, ranging in size from a WA270 to a WA600, were part of a 27-machine fleet available for demo at the Las Vegas event.

A Komatsu PC490LCi – the world's largest *intelligent* Machine Control excavator – loads an HM400 articulated haul truck at Komatsu's Demo Days in Las Vegas.



Las Vegas Demo Days gave customers a chance to operate Komatsu's *intelligent* Machine Control dozers.



▶ VIDEO

# BUILT FOR THE LONG HAUL

## Dan Funcannon says mining truck design and quality manufacturing ensure durability and dependability



**Dan Funcannon, Vice President  
and General Manager of the  
Mining Division**

*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.*

In his role as Vice President and General Manager of the Mining Division, Dan Funcannon is responsible for the sales and support of Komatsu mining products in North America, as well as its 200-ton and larger mining trucks globally. He moved into the position last fall. Funcannon joined Komatsu in 1994 as a design engineer and has held roles of increasing responsibility within research and development.

Most recently he was Director of Engineering, overseeing all engineering activities related to large mining trucks. Funcannon directed new product research and development projects, including AC-drive haul trucks; autonomous technology adoption into large mining trucks; and innovations to improve safety, quality, reliability and productivity.

"I started my career with a third-party company that Komatsu used for contract engineers," Funcannon recalled. "Then, I was hired directly by Komatsu and began working in the structural engineering group, which is responsible for all major structural components of our mining trucks – the frame, axle housing and bodies – referred to as the backbone. I was involved with design, testing and quality confirmation for the structural components."

Funcannon is a native of Peoria, Illinois, where Komatsu manufactures mining truck products and houses the Research and Development Group behind the design of electric dump trucks that are 200 tons and larger. He graduated from Bradley University in Peoria with a Bachelor of Science degree in mechanical engineering.

"In the past few years Komatsu has shifted its focus to a customer-centered approach instead of simply serving as an equipment manufacturer," said Funcannon. "That means we communicate more with customers at their sites, listen to their needs and input and then implement their recommendations into the design and manufacture of new products as well as strong support systems. It has strengthened relationships and helps us better meet customers' needs."

**QUESTION:** As head of the Mining Division you oversee operations at the Peoria Manufacturing Operation (PMO). What products does that facility produce?

**ANSWER:** PMO produces one mechanical truck, the HD1500, for the North American market. We are also responsible for six electric-drive models globally, ranging from the 200-ton-capacity 730E-8 to the recently introduced 980E-4. At 400-ton-capacity, the latter is now our largest truck ever.

In some cases, we manufacture more than one version of a product. For example, our 830E and 930E trucks have both standard and autonomous (driverless) models, and our 860E and 960E products have trolley versions, which operate using overhead electrical lines.

In Komatsu terminology, PMO is a mother plant, which means it also houses the Research and Development Group for the products manufactured there. That group is responsible for developing Komatsu's electric dump trucks.

**QUESTION:** Why should a mine consider using Komatsu trucks?

**ANSWER:** Bottom line, we make high-quality and reliable trucks that are built to last and meet customers' total cost of ownership goals. We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability. In fact, when customers talk to us about purchasing new units, we are frequently asked to guarantee that their availability will be at or above 90 percent throughout the life of the trucks. We're confident in providing that guarantee because of our robust designs, quality manufacturing process and world-class support through our distributor network.





Komatsu's Peoria Manufacturing Operation designs and builds 100-ton to 400-ton trucks, including the popular 930E.

**QUESTION: Where does each product fit?**

**ANSWER:** That's dependent on customer need. Many of our Ultra-Class products, which are 300-ton-capacity or larger, are put to work in copper or coal mines. Smaller-sized trucks are heavily used in iron, but some of those mines may go to a larger size, depending on several factors.

**QUESTION: How does Komatsu help determine what trucks a mine needs?**

**ANSWER:** We have an Applications Engineering Group that works closely with customers to evaluate their mines and production requirements, and then makes recommendations. The group looks at loading areas and equipment, haul roads, distance to a crusher or stockpile, material and a whole host of other determining factors.

We go beyond simply recommending machinery. We also have a Mining Optimization Group that helps identify ways to maximize production and do it more efficiently and cost effectively. The ultimate goal is to help our mining customers keep their per-ton costs as low as possible.

**QUESTION: The mining industry has experienced a downward trend in the past few years. What do present and future conditions look like?**

**ANSWER:** There are some signs that the markets have bottomed out, and hopefully that is the case. Commodity prices have risen a little. I think there is cautious optimism that things might pick up in 2017 and that there will be incremental improvement. ■



Dan Funcannon says Komatsu products are manufactured with superior quality and robust designs, "We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability."

Vice President and General Manager of Komatsu's Mining Division Dan Funcannon says, "We make high quality and reliable trucks that are built to last and meet customers' total cost of ownership goals."



Discover more

# TECHNOLOGY DRIVES SERVICE

## With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,  
Komatsu Director of  
Product Marketing

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

“As technology continues to move forward, so do our service offerings,” said Komatsu Director of Product Marketing Doug Morris. “Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes.”

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

“We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program,” noted Morris. “When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that.”

### Data sophistication

Komatsu’s telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

“With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage,” explained Morris. “However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage.

“As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them,” said Morris. “The more data we are able to offer our customers, the more efficient they can become, and that’s our goal.” ■

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.





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# MINING THE FUTURE

## Komatsu announces agreement to acquire mining equipment manufacturer Joy Global Inc.

Komatsu and Joy Global announced an agreement in which Komatsu will acquire Joy Global, Inc., a leading mining equipment manufacturer based in Milwaukee, Wisconsin. The companies are working to finalize the transaction by mid-2017.

"Our customers are sharing very positive feedback about the agreement," said Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. "We are working closely with Joy Global and relevant authorities to move the process forward."

Ted Doheny, President and CEO of Joy Global, Inc. agreed, noting industry recognition of the complementary nature of the two companies' product and service offerings.

"Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications," Doheny said. "Both companies believe in having the best products, offering direct service, being operationally excellent, and having the best people in the world."

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global's best-in-class rope shovels, for example, pair well with Komatsu's best-in-class large electric dump trucks.

- Enhanced global customer support through the companies' mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines and electronically connected with world-class fleet management systems.

"The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations," Ohashi said. "We will, together, strive to become an even better, more invaluable partner for our customers."

"The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers," Doheny said. "With strengthened capabilities and a continued focus on solving our customers' toughest challenges, we look forward to working together to advance the mining industry." ■

President and CEO of Komatsu Ltd. Tetsuji (Ted) Ohashi (left) and President and CEO of Joy Global, Inc. Ted Doheny meet at MINExpo INTERNATIONAL® 2016 in Las Vegas. Joy Global is the largest independent manufacturer of underground-mining machines.



# NEW FUEL RULES

## EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first

coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO<sub>2</sub> emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO<sub>2</sub> emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.





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**am09gy**  
2014 KOMATSU D65PX-17 Stk #: W41843, S/N: 002374, 951 Hours, CAB, A/C ..... **\$239,500**



**am29hd**  
2008 KOMATSU HM400-2 Stk #: W41895, S/N: 002481, 3012 Hours ..... **\$289,000**



**am44jc**  
2008 KOMATSU HM400-2 Stk #: W42050, S/N: 2540, 6632 Hours ..... **\$245,000**



**am29iq**  
2007 KOMATSU PC800 LC-8 S/N: 50033, 7115 Hrs, well maintained. Std Arm, No bucket ..... **\$269,500**



**ai82mf**  
2011 KOMATSU PC128US-8 Stk #: W41794, 1201 Hrs, Rubber pads over steel, 39" bucket, aux hyds ..... **\$89,500**



**ai46ol**  
2011 KOMATSU PC120-8 Stk #: W41704, S/N: 083617, 1150 Hours ..... **\$82,000**



**am09iv**  
2013 KOMATSU PC200-10 Stk #: W41948, S/N: 450744, 2076 Hours ..... **\$117,500**



**am29hr**  
2015 KOMATSU PC240 LC-10 Stk #: W42198, S/N: 090229, 2023 Hours ..... **\$162,500**



**aj38mm**  
2011 KOMATSU PC30MR-3 Stk #: W41687, S/N: 34349, 961 Hours ..... **\$30,500**



**am29ie**  
2011 KOMATSU PC40MR-3 Stk #: W41688, S/N: 19199, 1251 Hours ..... **\$34,500**



**ah50sp**  
2011 KOMATSU PC78US-8 Stk #: W41587, S/N: 017660, 2119 Hours ..... **\$63,500**



**ai46of**  
2011 KOMATSU PC78US-8 Stk #: W41698, S/N: 017383, 2007 Hours ..... **\$64,500**



**an20uo**  
2013 KOMATSU PC200-10, S/N: 450743, 2794 Hrs, Komatsu Cert, AC, heat, Aux Hyds, 43" bucket. **\$114,500**



**an20uu**  
2015 JCB 409 Stk # W42125, S/N: 2093456, 9 Hours, Call for more information. .... **\$79,500**



**am29hf**  
2010 KOMATSU PC09-1 Stk #: W42020, 454 Hrs, Canopy, Rubber Tracks, Extendable side frame. **\$16,500**



**am29io**  
2010 KOMATSU PC88MR-8 Stk #: H47151, S/N: A90049, 2534 Hours ..... **\$76,500**



**an20uw**  
2005 KOMATSU WA100-5 Stk #: W42155, S/N 074870, 1418 Hours ..... **\$82,500**



**am48sa**  
2015 KOMATSU WA200-7, 326 Hours, Hydraulic coupler, Aux. Hydraulics ..... **\$124,900**



**am48sd**  
KOMATSU WA270-7 Stk #: K3346, S/N: K3346, 261 Hours ..... **\$149,500**



**am29jd**  
2011 KOMATSU PC78US-8 Stk #: W41703, S/N: 017636, 1518 Hours ..... **\$66,500**

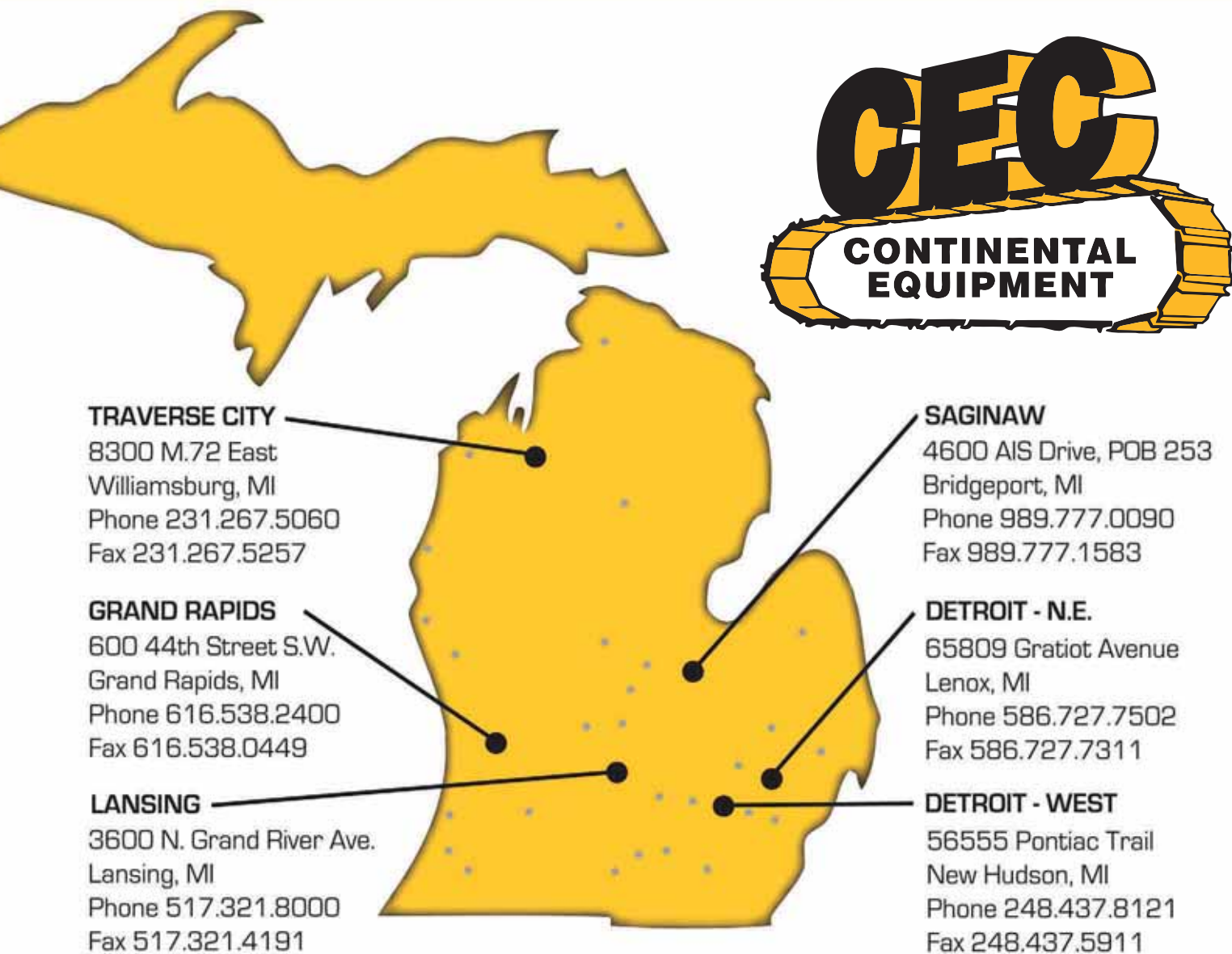
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