



# ON TRACK



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## BRINKMAN EXCAVATING, LLC

See how this Caro, Mich.-based  
company defines the meaning  
of a family business



(L-R) Brinkman Excavating  
Owner/Operator Jeff Brinkman  
and his sons, Operators Randy  
and Garrett Brinkman

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# A MESSAGE FROM CONTINENTAL EQUIPMENT COMPANY



Mark Kelso,  
General Manager



Dear Valued Customer:

Anniversaries are a cause for celebration, and some stand out more than others, such as 60-year marriages or businesses marking a half century of operations. While Komatsu's *intelligent* Machine Control technology's five-year anniversary isn't near that stage yet, it's still worthy of commemorating the revolutionary accomplishment of these dozers and excavators with integrated GPS.

This issue of your CEC On Track magazine spotlights the first company in North America to employ an *intelligent* Machine Control dozer, an innovative D61i-23. Right away, the firm's owners recognized that the technology was a "game changer" and have since added several other pieces to their fleet.

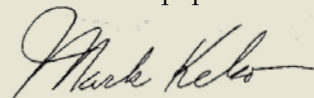
Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent* Machine Control product and see how it can make your business more efficient and productive.

Of course, there are times when a standard machine is more appropriate to the task at hand. Inside, see articles on Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer and PC1250LC-11 excavator. Both will quickly move mass quantities of dirt, and the dozer provides the advantage of being a good finish grader.

Whatever machines you run, proper maintenance is critical and using OEM products in the process is highly recommended. Find out why Komatsu's CK-4 Genuine Engine Oil is a wise choice for keeping machines running at peak performance.

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



Mark Kelso,  
General Manager

**Celebrating  
five years  
of *intelligent*  
Machine Control**



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# BRINKMAN EXCAVATING, LLC

## Caro, Mich.-based company defines the meaning of a family business

Having the last name Brinkman isn't a prerequisite for working at Brinkman Excavating, LLC, it just seems that way because the Brinkman family makes up four-fifths of the company's roster. Jeff is the Owner/Operator; his sons, Garrett and Randy, are Operators; and his wife, Kim, handles the financials. It's the epitome of a family business.

"When I started the company, Kim and I wanted to stay small and have our sons involved," said Jeff. "It's been great. We've been able to add services and applications while remaining the same size, which is important to us."

After 10 years of working for an excavation company, Jeff opened his business in November 1994 with a quarter-mile-long road project, one that would set the tone for the next 24 years.

"It probably wasn't the smartest time of year to start a job," joked Jeff. "However, it paid the bills throughout the winter and showed people what we could do."

Today, residential construction with a focus on digging basements, site preparation and the installation of utilities and septic systems makes up the bulk of Brinkman Excavating's work load. Its services have also expanded to include agricultural-related activities, primarily digging feed bunkers, building-site prep and field-tile irrigation.

"We complete approximately 30 to 40 projects a year, typically within 40 miles of Caro," estimated Jeff. "We do everything from driveway patches to site prep for a location that will have four large buildings, two ponds and tons of underground utilities on it. We take pride in what we do, no matter the size of the job."

Brinkman Excavating's evolution into larger contracts was thanks, in large part, to one thing – its good name.

"We don't advertise much, but word spreads quickly around here," stated Jeff. "We've been fortunate to develop a strong reputation by continuously delivering for our customers. As we were able to complete projects, grow our equipment fleet and gain experience, larger opportunities in the area kept coming our way. I think that's a testament to how we operate, and people see that we take pride in what we do."

### Buying the farm

In 2001, the Brinkmans built a new house with a shop that was located behind a farm. They would have been content to remain a small excavating firm, but an opportunity for expansion into the aggregate industry soon presented itself. All they needed to do was purchase their 80-acre front yard.

"The farmer who owned the land was looking to sell and wanted to know if I was

(L-R) Brinkman Excavating Owner/Operator Jeff Brinkman and his sons, Operators Randy and Garrett Brinkman, handle the operations on the company's excavation jobsites as well as at its Caro, Mich., sand operation.





Operator Garrett Brinkman uses Brinkman Excavating's Komatsu WA380-8 wheel loader at the firm's sand plant. "It's an excellent fit for us there," he said. "With the lifting power and larger bucket, I can put more material where I need it. It's a great machine with a smooth ride."

interested," recalled Jeff. "I knew there was a sand deposit on the land and thought it had to be pretty good because a local asphalt plant was also interested. We felt like it was a great fit for us because it was close, it would give the boys something to do and could ensure a steady flow of work. We already had dump trucks for delivering the material. It just made sense."

Jeff's hunch was correct. He bought the land in 2002 and almost immediately, the sand plant began paying dividends.

"Right away, we had some farmers and a big contractor who became regular customers," recalled Jeff. "Then in 2006, we won a contract for the City of Caro's water- and sewer-main project. We moved 67,000 tons of material that year, which opened up the pit a lot."

Today, the 30-acre sand pit includes a screening and wash plant that produces state-certified Class 2 sand, pea gravel and 6A stone. What sets Brinkman Excavating's pit apart from the competition is its bedding sand.

"It's a very fine product that area dairy farmers prefer for bedding, and it's also great for masonry," explained Randy. "Our sand is unique in that it's naturally very clean. We didn't even wash it when we first started. It came out of the ground good to go. Customers love it. Today, we produce about 50,000 tons of the bedding sand a year."



Just like with the excavation side of the company, word traveled quickly. The viability of the sand plant has been an advantage for the Brinkmans.

"It has really helped us diversify," said Jeff. "We expected it to be good, but we didn't anticipate anything like this. Thankfully, we've been able to meet demand, and our customers have been very loyal. Most of our business is repeat."

### Family feel

The Brinkmans believe that the family element of their company is key to its success. They value similar traits in their relationship with Continental Equipment Company (CEC). Brinkman Excavating's first CEC Sales Rep was Dennis Fullerton and today his son, Chad, calls on the firm.

"It's neat to have that family feeling with our distributor," said Jeff. "When working

*Continued . . .*



# Sold on Komatsu equipment

... continued

with Dennis and now Chad, we know we are getting service that we can depend on. They have bent over backward to help us achieve our goals, which means a lot."

The relationship with CEC has led to the acquisition of a number of Komatsu pieces for Brinkman's fleet, beginning with the purchase of a D39EX-22 dozer.



CEC Sales Rep Chad Fullerton (far right) calls on Brinkman Excavating's (L-R) Garrett, Randy and Jeff Brinkman for their sales and service needs.

Using a Komatsu PC170LC-11, Operator Randy Brinkman removes overburden on a berm. "I really like how the PC170 handles – it is very smooth and doesn't jump around," he said.



"We needed a new dozer, and I thought I wanted a larger model from another manufacturer," remembered Jeff. "Once I ran the Komatsu D39, I was blown away. It was faster and stronger than the larger, competitive model that I was interested in. The visibility was amazing, and the hydraulics were impressive. I was sold."

Brinkman Excavating then added two more Komatsus, a PC170LC-11 excavator and a WA380-8 wheel loader.

"I really like how the PC170 handles – it is very smooth and doesn't jump around," noted Randy. "Plus, we can easily put it on a trailer and move it to multiple sites in a day without having to permit it. It's the perfect size for us."

"We run the WA380 primarily at the pit, and it's an excellent fit for us there," said Garrett. "With the lifting power and larger bucket, I can put more material where I need it. It's a great machine with a smooth ride."

Komatsu CARE, which provides complimentary service on Tier 4 machines for the first 2,000 hours or three years of operation, also provides a great benefit to Brinkman Excavating.

"We are a small company, so for CEC to be able to handle all of the service allows us to operate more efficiently," detailed Jeff. "CEC monitors everything and contacts us when a service is needed or a code pops up. Then, they come out and address it at a time that's convenient for us, or right away if necessary."

## Looking ahead

The blueprint hasn't changed much for Brinkman Excavating throughout its first 24 years, and the Brinkmans don't expect that to change anytime soon.

"Being a small family business is important to us, and it suits us well," shared Jeff. "Our goal has never been to aggressively grow or add services. We adapted to our customers' needs, and if an opportunity that made sense came up, we took it. That is something we will continue to do. As long as we are able to deliver quality projects and products, we will have success." ■

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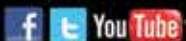


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# FULL SHOWCASE

## Demo Days makes it easy for customers to test latest Komatsu equipment

More than 250 current and prospective customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. Mornings began with a tour of the Chattanooga Manufacturing Operation, where many of the Komatsu excavator models are assembled. After lunch, attendees listened to a brief informational tech session before heading to the recently renovated demonstration site to check out the latest equipment that Komatsu has to offer.

"The Demo Days event is a great opportunity for customers to see the facility and operate a

*Continued . . .*



(L-R) Leroy Boesch of Boesch Excavating, Patrick Poelma of Dutch Excavating, Dave Jamieson of Jamieson Tiling and Chad Fullteron of CEC



Bill Chimley,  
Komatsu Director  
of Training and  
Publications

The recently renovated Cartersville Customer Center features several safety updates, including new gravel walkways between working zones and permanent stairs.

### ▶ VIDEO





# Twenty-six machines available for demo

... continued



Chad Creisher,  
Site Superintendent  
Hard Rock Quarry



John Tylutki, President  
John Tylutki  
Excavating

wide range of Komatsu products,” explained Director of Training and Publications Bill Chimley. “Customers can get first-hand experience with the newest *intelligent* Machine Control capabilities as well as a variety of our other equipment with experienced staff readily available to answer any questions.”



Brian Chapman of AIS Construction (left) and Steve Sulski of SLC Construction, Inc.

## New excavator included

The event showcased the full lineup of *intelligent* Machine Control dozers and excavators, including the new PC390LCi-11 excavator. In total, 26 machines were available for customers to operate, including wheel loaders, haul trucks, excavators, dozers and a motor grader.

“It’s a great event,” said BC Construction President Ray Borges, who came from Hawaii to attend Demo Days. “There are a lot of machines to try out. Operating the equipment and seeing how it’s assembled was worth the trip.”

The updated demo site includes gravel walkways to increase safety between machine operation zones and permanent stairs. The various zones allow current and potential customers to test each machine to its fullest capabilities. ■

An attendee tests the new Komatsu PC390LCi-11 excavator and its *intelligent* Machine Control features while digging a trench during Demo Days. The PC390LCi is the most recent addition to Komatsu’s extensive line of *intelligent* Machine Control dozers and excavators.





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TAD GRIFFITHS / ROYAL T ENTERPRISES / UTAH

"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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## EMPLOYMENT OUTLOOK

# RECRUITING A NEW GENERATION

## Creating a sense of community and belonging can attract, retain millennial workers

Construction companies are facing a critical time. An abundance of available projects is unquestionably a good thing, but the industry's positive momentum is exposing one of its most serious issues – the lack of skilled workers.

While company owners are beginning to invest in recruiting measures, keeping new staff members will be the next challenge. That may be especially true for millennials. Hiring and retaining them is a growing concern, especially considering that they now comprise the majority of the workforce. According to a Gallup poll, six in 10 millennials are currently open to exploring new job opportunities.

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

Some of the blame lies in the culture of instant gratification, but a majority of the issue stems from a disconnect between employer and employee. Many young workers would like to stay at a job long term, if only their companies did a couple of things differently.

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. "Millennials are looking to be a part of something; they crave a sense of community and belonging," she writes. "The idea of working for a faceless corporation is not always appealing to millennials – they want to

be welcomed and appreciated for their efforts, regardless of the industry. A company's culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to."

### Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious

*Continued . . .*

Companies can attract and retain millennial employees by creating a positive culture. "The real culture is what happens at the workplace every day," said Iluma Learning, Inc. Founder Amy Parrish. "If a company says it values employees' opinions, staff members should feel like their input matters. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."



# Show millennials they can lead, grow and achieve

... continued

workers. According to Parrish, every organization has a culture, whether it defines one or not.

“The way a company runs its daily operations, values employees and works with customers shapes its culture,” she writes. “Making a concerted effort to delineate and develop a positive culture goes a long way toward attracting and retaining employees. While rules and regulations can create the outline for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how.”

Parrish points out that a culture is about more than buzzwords on letterhead or a website. “The real culture is what happens at the workplace every day. If a company says it values employees’ opinions, staff members should feel like their input matters. If it says it cherishes time away from work, then an organization should not require 80-hour workweeks or shame workers into forgoing their vacation days. It is important for owners and leaders to monitor the real culture of their workplace continuously. Talk to employees and managers to truly determine if your company’s practices are matching up with your culture.”

A recent Gallup poll found that six in 10 millennials are currently open to exploring new job options. You can attract and keep millennials by giving them opportunities to grow and learn.

## Avoid the turnover trap

Millennials want to be pushed and challenged to do more. Creating a culture where employees feel welcome and encouraged to test their resolve from day one will entice new hires to join your team and also stay longer. You will be rewarded with hardworking, long-term employees who are invested in the company.

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

Like any employee, as millennials learn and grow, they want opportunities to provide input and the ability to work independently when appropriate. Show a candidate that there is genuine mutual trust between employer and employee to accomplish a task without micromanagement. Once a millennial is hired, create a monthly review to show progress and areas of improvement. The review should be a two-sided equation. When you involve millennials in the process and define their aspirations, you will create a stronger connection between the company and the work that millennials are doing.

“Employers will be relying on millennial talent for decades to come,” writes Klyn Elsbury, CEO & Founder of Landmark Makers in an article that appeared on Forbes.com titled “Five Proven Tactics for Hiring and Retaining Millennial Employees.” “If you want your new talent to stay with you, you have to give them unique reasons to. Only the organizations that understand how talent wants to be treated will avoid the turnover trap.” ■

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*Note: Information in this article was gathered and compiled from various sources, including an interview with Amy Parrish, M.Ed., MBE, a Professional Management Leadership Specialist for the heavy equipment industry. She has 15 years of experience in the industry and has worked with the Association of Equipment Distributors as well as several heavy equipment manufacturers.*





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

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## CASE STUDY



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# INTELLIGENT INSTALLATION

## Boomerang Corp. finds added value on utility applications with PC490LCi excavator

Since opening his own construction company in 1998, Bryce Ricklefs has always looked outside the box to find a hidden niche to help his company, Boomerang Corp., thrive.

Twenty years later, Ricklefs continues to search for those advantages, which is why he selected a Komatsu *intelligent* Machine Control PC490LCi excavator with integrated GPS technology last year.

"We were one of the earliest adopters of GPS because we knew it would help save time and money, and it's a strategy that continues to work," shared Ricklefs. "For us, it was a no-brainer to add the PC490LCi to our fleet."

While most PC490LCi owners use the excavator in mass grading applications, Ricklefs believed the machine also offered advantages on Boomerang's utility-installation projects.

"Using the PC490LCi for utility applications has improved our efficiency," reported Ricklefs. "It's quicker and more cost effective because we can hit grade without a person in the hole guiding the operator; the machine does that step for us. Plus, the plans are right there on the screen in the cab, so the operator doesn't have to get out or stop to ask as many questions. We can get on grade, switch to pipe and move to the next cut faster."

"We reduce the amount of material because the excavator prevents overdigging, which also saves on rock as the bottom of the cut is always uniform," he added. "In addition to material savings, it enables us to provide a quality finished product with consistent bedding throughout the project."

### Komatsu delivers

Komatsu was on-hand to assist Boomerang in unlocking the advantages of the system.

"They came here for training and helped us set up," noted Ricklefs. "It was quick and easy. Right now, we are about 10 percent more efficient and regularly within one-tenth of a foot of grade. As we get more comfortable, I'm confident we will see both of those numbers improve."

Boomerang recently expanded its investment in *intelligent* Machine Control technology as it acquired a PC360LCi excavator last fall and two D51PXi dozers earlier this year.

"Our purchase of the PC360LCi is a direct result of our experience with the PC490LCi," stated Ricklefs. "They are the first of what I envision as many Komatsu i-machines for us." ■



Bryce Ricklefs,  
President  
Boomerang Corp.

A Boomerang Corp. operator uses a Komatsu *intelligent* Machine Control PC490LCi excavator to dig a trench to install storm pipe. "Using the PC490LCi for utility applications has improved our efficiency," said Boomerang Corp. President Bryce Ricklefs. "We can hit grade, switch to pipe and move to the next cut faster."



▶ VIDEO





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# A 'GAME CHANGER'

## First contractor to use revolutionary *intelligent* Machine Control is more efficient, productive than ever



Joe Liesfeld III,  
Vice President



Kelby Morgan,  
Project Manager

Liesfeld Contractor takes pride in being at the forefront of construction technology. The Richmond, Va., earthwork contractor was one of the first in its community and surrounding area to use a dozer with an aftermarket GPS grading system.

"It was awkward, but it was cool; and, at times, it would grade by itself using an indicator system," recalled Vice President Joe Liesfeld III, who along with his father, Joe Jr., own and operate the firm. "The technology continued to improve, which helped with efficiency, but the drawback was that our operators had to spend time installing and taking down masts and cables every day. That takes a bite out of production time."

When Komatsu introduced its initial *intelligent* Machine Control dozer five years ago, Liesfeld

Contractor jumped at the chance to be the first to demonstrate the revolutionary D61i-23 with factory-integrated GPS that required no time-consuming set up of masts or cables.

Komatsu has since added five more sizes of the machine: D39i, D51i, D65i, D85i and D155i. Some of the dozers are in their second generation, including the D61i-24s. All feature fully automatic blade control from first pass to last. During rough-cut, if the system senses excess blade load, it automatically raises the blade to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible for maximum production in all situations.

"Right away we recognized that the original D61i was a game-changer," stated Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product. After the trial period, we made it part of our fleet and have since put additional units to work. We use them in all facets of construction, from stripping topsoil to putting a site to final grade. The accuracy is outstanding."

### Accuracy delivers productivity

With thousands of machines in North America and total fleet hours into the millions, Komatsu's *intelligent* Machine Control dozers have proven to reliably deliver accuracy on jobsites.

"The blade is a dirt pusher, and it's also our survey crew," stated Liesfeld. "The dozers always know where they are in relation to final elevation. They have virtually eliminated staking and the need for extra labor to check grade, which is a huge cost savings. After the

A Liesfeld Contractor operator grades with a Komatsu D51PXi-24 dozer. "The blade is a dirt pusher, and it's also our survey crew," said Vice President Joe Liesfeld III. "This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

### ▶ VIDEO







Komatsu *intelligent* Machine Control excavators, including this PC360LCi-11, are go-to machines for Liesfeld Contractor, which puts them to work excavating, digging trenches and constructing ponds. “They have the versatility to move mass quantities of materials as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly,” said Technology/GPS Manager Chris Ashby.

site model is loaded into a machine, we set up a base station and a benchmark, and that’s it. We have noticed the biggest savings with fine grading. This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer.”

Liesfeld Contractor’s Technology/GPS Manager Chris Ashby builds 3-D site models based on CAD files provided by engineering firms. After checking for accuracy, he sends the models to the dozers via Topcon’s SiteLink3D system.

“It’s seamless, and once the model is loaded, the machine is ready to go to work,” said Ashby. “The operator always has an overall, site-grading map available on the high-res monitor, detailing elevations and where cut-and-fill locations are. If there is a change, I can send an update directly to the machine, so that adjustments are virtually instantaneous.”

### Excavators effective in every application

Ashby can also transmit revised information to the firm’s *intelligent* Machine Control

excavators. Komatsu announced their arrival with its PC210LCi-10 – the world’s first such excavator – approximately one year after the D61i-23 dozers. Liesfeld Contractor runs a second-generation PC210LCi-11, as well as PC360LCi-11 units.

Among a host of standout features in the excavators is an exclusive control function that goes beyond 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. This reduces wasted time and the need for expensive fill materials.

“The main uses for our excavators are trench digs for dry utilities, so the models are done on a ditch-by-ditch basis, because each is unique,” Ashby pointed out. “Recently, on a large project, we had dozens to dig. If each required staking and we needed someone to constantly check grade, the cost would have been fairly high. Once I loaded the models, the operators could simply excavate the trenches and move the dirt.”



Chris Ashby,  
Technology/GPS  
Manager

Continued . . .



# 'The technology allowed us to work confidently'

... continued

## What others are saying about intelligent Machine Control



*"The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and you're ready to roll in just a few minutes."*

**Bret Barnhart, Owner, Bret Barnhart Excavating**



*"I think what stood out the most to me was using the PC490LCi to cut a slope, and when it was done, the slope was smooth as glass. We loaded the plans, and it cut right to grade with no stakes or grade checkers."*

**Pete Sewczak, Vice President, Zak Dirt**



*"(The integrated system) saves us time and money by eliminating the need to put up and take down masts, and we no longer worry about them getting damaged or stolen. What stands out is the increased production and efficiency. We simply plug the plans into the machines and go to work."*

**Randy Ellis, Owner/Vice President, R&T Ellis**



*"The savings of time and material costs have been significant. We don't need surveyors to drive new stakes or replace the ones that invariably get knocked down."*

**Mike Greenfield, Owner/President, Greenfield Trucking**

Liesfeld Contractor uses its intelligent Machine Control dozers, including this D61PXi-24, from first pass to last. "Right away we recognized that the original D61i was a game-changer," said Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product."



Morgan added, "There were a lot of ups and downs to those utility trenches compared to straightforward ditch digs, which added to the complexity. As a result, there was no way to use laser guidance. Every grade break required staking, but the integrated system eliminated the need for that. The technology allowed us to work confidently, knowing that once the excavators reached target depths at each point of the trenches, our operators could not go beyond that."

On the same project, Liesfeld Contractor used the excavators for additional applications. "They have the versatility to move mass quantities of materials, as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Ashby. "Because these excavators are accurate and could put the entire area to grade, we did it without a dozer. That eliminated additional machine costs."

## Upped the ante

Joe Liesfeld Jr. founded Liesfeld Contractor in 1972, clearing house lots with a dozer, chainsaw and a dump truck. As the years progressed, so did the company. By the mid-1980s, commercial site work and other large projects that involve a comprehensive package of services became the norm, most of them for repeat customers. The Liesfelds also operate an environmental company that offers wetland construction, as well as a recycling operation.

Expansion continued through the 1990s, when Joe III and his brother, Kenny (who's no longer with the company), as well as Morgan joined the business. The trio were instrumental in bringing GPS technology to Liesfeld Contractor's jobsites.

"We have moved millions of yards of dirt through the years, and we've always sought ways to be as efficient and productive as possible," said Morgan. "The intelligent Machine Control products really upped the ante. They make operators at every career level more effective, and our people love them." ■



## NEW PRODUCT



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# EFFICIENT MATERIAL MOVEMENT

## Komatsu's new wide-blade dozer excels when low ground pressure is needed

The ability to move mass quantities of material and finish grade with one machine on a variety of jobsites is a distinct advantage. Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer provides it in a package that includes nearly a foot more blade width and six-inch larger track shoes than its standard counterparts. Traditional and *intelligent* Machine Control models are available.

The 53,925-pound dozers have 14.1-foot, six-way blades, which deliver greater grading productivity and versatility, according to Chuck Murawski, Komatsu Product Manager, Dozers, who emphasized that customers are increasingly using these size-class dozers for more than slot dozing. Komatsu beefed up the C-frame to ensure it could carry the wider blade.

"Our D65s handle the heavy lifting of stripping, cutting and pushing, and the Wide VPAT blades make them excellent finish dozers," he said. "Each has increased steering power for greater maneuverability, and we added an automatic shift mode with a full-time torque converter that maximizes production and efficiency on both short and long pushes. The hydraulics are smooth, so operators can control the blade with little effort."

### Light footprint

The D65PX-18 Wide VPAT Blade Specification models really stand out in sensitive areas, said Murawski. Ground pressure with the 36-inch track shoes is approximately 5 PSI, which is 14 percent lower than machines with 30-inch shoes.

"This makes them ideal for projects such as landfill cells where the dozer is running across a liner or in pipeline construction where it's operating on top of buried pipe," reported Murawski. "Another advantage is that the

shoes are centered on the track compared to being offset like some competitive models, so the load is always evenly distributed. That helps lengthen undercarriage life."

Komatsu equipped the D65 dozers with its PLUS (Parallel Linkage Undercarriage System) Undercarriage, which features rotary bushings and larger components that undergo a unique heat-treating process for increased strength and durability.

"Customers report increased flotation and better traction with the wide, 36-inch track shoes; greater stability on slopes with the 7 percent wider track gauge; faster times when spreading material using the 14.1-foot blade; and a smooth, comfortable ride from a well-balanced machine," said Murawski. ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

### Quick Specs on Komatsu's D65PX-18 Dozer Models

Model	Horsepower	Operating Weight	Blade Capacity
D65PX-18 Wide VPAT and D65PXi-18 Wide VPAT	217 hp	53,925 lb	5.8 cu yd

Komatsu's new D65PX-18 Wide VPAT Blade Specification dozer has wider blades and track shoes, allowing for more efficient material movement on areas where low ground pressure is essential.





PRODUCT IMPROVEMENT

NEW PC1250-11 EXCAVATORS

Increased horsepower significantly boosts productivity and profitability



Kurt Moncini,  
Komatsu Senior  
Product Marketing  
Manager,  
Tracked Products

Numbers tell the tale on Komatsu’s upgraded PC1250 excavators. They offer a 13 percent boost in horsepower and up to 8 percent greater productivity, all while maintaining the fuel consumption of their Dash-8 predecessors. Two configurations are available – the PC1250-11 with a short undercarriage and a PC1250LC-11 with a long undercarriage – allowing users to match the excavator to their particular applications.

“The higher horsepower delivers additional power to the pumps, which helps the excavator handle the high-demand segments of a cycle more effectively,” said Kurt Moncini, Komatsu Senior Product Marketing Manager, Tracked

Products. “We also made some changes to reduce hydraulic pressure loss for improved efficiency. During tough applications, the machines keep their digging force longer. Operators who have run the Dash-8 model, should notice a significant increase in performance.”

Companies involved in large, high-volume excavating jobs should choose the short undercarriage PC1250-11, which has a shorter boom that’s thicker at the arch. “This short-boom configuration allows customers to use a bigger bucket,” explained Moncini. “It’s primarily made for one application – high-production truck loading. Fifty-ton to 70-ton-class trucks are an ideal match, but the PC1250-11 is also more than capable of loading up to 100-ton trucks.”

Versatile LC configuration

In addition to mass excavation and truck loading, the PC1250LC-11 long-undercarriage configuration excels in deep sewer and water trenching, general construction and mining/quarry applications. It features a standard 29-foot, 10-inch boom and arm options of 11’2”, 14’9” and 18’8”.

“The long undercarriage model provides greater versatility because its arm options and longer boom enable larger digging envelopes with greater reach and digging depths,” said Moncini. “The ability to handle objects such as manholes and box culverts is outstanding, too. This is a great, larger-size, multi-purpose excavator.

“Komatsu’s Business Solutions Group can help identify the right configuration and machine specifications to best suit customers’ operations,” added Moncini. “Whichever they choose, either excavator will meet their needs and do so more productively and efficiently, which increases profitability.” ■

Quick Specs for Komatsu’s PC1250 Excavators

Model	Net Horsepower	Operating Weight	Boom Length
PC1250-11	758 hp	259,960-265,900 lb	25 ft, 7 in
PC1250LC-11	758 hp	269,300-275,240 lb	29 ft, 10 in

Komatsu’s new PC1250-11 short-undercarriage, mass-excavation excavator (shown below), as well as the PC1250LC-11 long undercarriage model, deliver greater production while maintaining the same fuel efficiency as their their Dash-8 predecessors.





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# ENGAGING MINE OPERATORS

**Brian Yureskes, Director of Sales and Global Accounts, says direct conversations benefit mining customers**

**QUESTION:** Customer engagement is a key element of Komatsu's commitment to helping them run more productively, and it gains valuable feedback for machinery improvement. What role does it play for Komatsu Mining?

**ANSWER:** We are engaging both current and potential customers by going into the field more often in order to better understand their operations, requirements and what they expect from us. We want them to know how Komatsu can meet their needs with a variety of innovative and technologically advanced trucks that move massive amounts of materials, as well as with the support to ensure that they do so in the most efficient manner possible. These direct conversations also provide valuable feedback as we look to the future.

This year is the 10th anniversary of our Autonomous Haulage System, or AHS. During the past decade, the system has moved around 2 billion tons of material. Mines that are not utilizing AHS vehicles are seeking information about the benefits, which are outstanding. In the past, there may have been some reluctance on our part to talk about these advantages beyond our AHS customer base. We are more actively spreading the word to customers through various means, such as inviting them to our proving grounds where we field test the trucks.

**QUESTION:** The Peoria Manufacturing Operation (PMO) focuses on mining trucks. What specific products are produced there?

**ANSWER:** We manufacture seven of the largest electric-drive mining trucks in the



**Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining**

*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.*

It was almost a foregone conclusion that Brian Yureskes would land in his current role as Director of Sales and Global Accounts, Komatsu Mining. He started with Komatsu six years ago in product marketing for construction equipment and became Director of Training and Publications at the company's Customer Center in Cartersville, Ga. Then, in 2015 the opportunity to move into mining presented itself, and Yureskes took it.

"My first job out of college was in operations management for a mining company," recalled Yureskes, who graduated from the Colorado School of Mines in 2005 with a mining engineering degree. He recently completed his MBA at Bradley University in Peoria, Ill. "When I came to Komatsu, I was indifferent as to whether I worked in construction or mining, but, with my background, it made sense that I would eventually migrate to the mining side."

Three years ago, he took the role of a Business Development Lead, working closely with a single mining customer. Last year, Komatsu Mining expanded his duties, putting him in charge of global efforts.

"I have always found mining enjoyable," he shared. "Playing in the dirt with trucks seems like such a natural fit."

Yureskes and his wife, Katherine, have two children and like to stay active. He enjoys weightlifting, mountain biking, basketball and playing some golf now and then. "I don't like to sit still," he said.

*Continued . . .*



# Mining trends foretell future growth

... continued

world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research

and development, parts and testing for the products manufactured are handled it here. That's unique compared to other Komatsu manufacturing operations in North America.

**QUESTION: What is the state of the mining industry?**

**ANSWER:** There has been some overall volatility lately. After a down period, all the markets experienced a surge, then stabilized a bit. Trends look positive going forward, and analysts are predicting growth for mining during the next five years. Komatsu is taking a proactive approach to further expand its footprint in the mining sector.

**QUESTION: Do you encourage customers to visit the PMO?**

**ANSWER:** Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right, visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■



Komatsu's Peoria Manufacturing Operation produces seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models.



Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining, says customer engagement provides valuable feedback that can have a direct impact on new products.



# NEW ENGINE OIL

## Komatsu designed its CK-4 Genuine Engine Oil for better wear protection in all conditions

Lubricants are the lifeblood of any machine, helping them run at peak performance, according to Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing. "They protect against wear, so it's essential to have the best oil possible for extended engine life," said Gosen.

Komatsu makes its new EO15W40-LA (CK-4) from semi-synthetic base oil rather than from conventional base oils. "That provides better protection, especially in severe conditions, compared to most other 15W-40 engine oils in the marketplace," said Gosen. "It also has several benefits that contribute to better fuel economy compared to the CJ-4, which this new product replaces.

Specific benefits of the new oil:

- It has outstanding resistance to oxidation and deposit formation, helping engines maintain their original horsepower and fuel-efficiency ratings.
- The new oil quickly sheds air bubbles, enabling equipment to operate on extreme grades where air can be drawn into the oil-pump suction line and compromise engine health and performance.
- It was designed to protect even the hottest components in off-road engines such as turbocharger bearings, piston rings, top lands and more.
- The oil was formulated to maintain its viscosity, even under extreme oil-drain conditions. EO15W40-LA has a low-ash formula that has been enhanced to meet CK-4 specifications. In addition to Tier 4 equipment, it is backward-compatible for use in Tier 3 and older machinery.

The new engine oil can be used in any brand of equipment that requires 15W-40, CK-4, CJ-4, CI-4 or ECF-3 oil.

"While not required by the American Petroleum Institute, we field tested EO15W40-LA in order to confirm its performance and benefits in large, off-road equipment," said Gosen.

"We encourage anyone who wants excellent performance throughout the life cycle of their machinery to choose Komatsu Genuine Oils like our CK-4, which is one in a line of competitively priced products that are available through our distributors." ■



**Bruce Gosen,**  
Senior Product  
Manager, Komatsu  
Parts Marketing



Komatsu's EO15W40-LA (CK-4) Genuine Engine Oil reduces wear and helps maintain original fuel economy. It is approved for use in all engines that require CK-4 and is backward-compatible for use in Tier 3 and older machines.





SERVING YOU BETTER

# OPTIMIZING JOBSITES

## Partnership for aerial mapping provides resources to reduce costs, increase efficiency



Jason Anetsberger,  
Komatsu Senior  
Product Manager

With drones becoming an increasingly common worksite tool, Komatsu has identified aerial mapping and analytics as key components of its SMARTCONSTRUCTION initiative – a range of integrated hardware and software solutions designed to offer an end-to-end workflow for each phase of construction. In addition to its long-standing relationship with Skycatch, Komatsu recently boosted those capabilities by partnering with Propeller Aero, a global leader in cloud visualization and analytics solutions.

“A Komatsu SMARTCONSTRUCTION jobsite, by definition, is technology enhanced and production optimized,” said Jason Anetsberger,

Komatsu Senior Product Manager. “Adding Propeller Aero as a key partner gives our North American distributors and customers exceptional capabilities to achieve this standard for aerial mapping. Propeller combines simple, yet powerful analysis tools with fast and accurate site visualization.”

Komatsu spent several years testing various commercial drone mapping and analytics options. In Propeller, it found an exceptionally robust product, well-suited to meet the needs of modern construction operations. Propeller balances ease of use with survey accuracy and reliability.

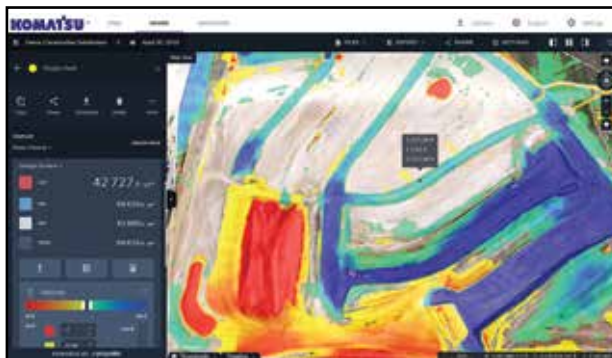
### Powerful data at your fingertips

Propeller’s processing machinery quickly crunches drone images and delivers the results as a cloud-based, 3-D model to a desktop or tablet. From there, powerful collaboration and analysis tools let users perform height, volume and slope calculations as well as monitor if a project is on-track.

The technology platform created by Propeller supports multiple coordinate systems, including local site calibrations. This allows personnel to capture up-to-date data expressed in the specific geospatial coordinate already in use on that jobsite. Local grid support is crucial for ensuring that drone-captured maps and models match up with plans and previous surveys.

“Worksite managers are starting to see the real business value of accurate, up-to-date drone data,” said John Frost, Vice President of Business Development at Propeller Aero. “That’s why we’re building tools and workflows designed for experts and non-experts alike. It’s all about empowering users with information to reduce costs, improve safety and make the most efficient use of resources.” ■

Komatsu is now partnering with Propeller Aero – a leader in cloud visualization and analytics solutions – to provide customers with simple, yet powerful tools that offer accurate site visualization. Propeller balances ease of use with survey accuracy and reliability.

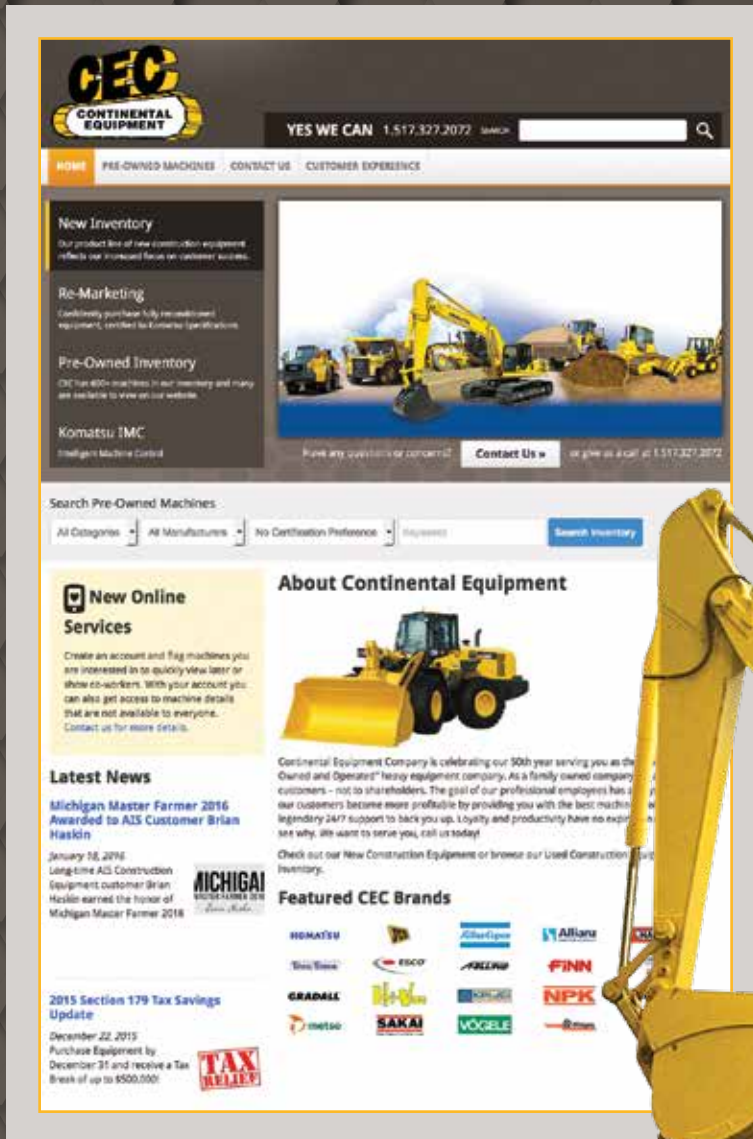


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
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