

The



DIESEL MACHINERY, INC

www.DMIDifference.com

Difference

A publication for and about DMI customers • January 2017

ENHANCED EXCAVATOR

**Komatsu's new PC138USLC-11
delivers advanced technology
and six working modes**



KOMATSU®

A MESSAGE FROM THE CHAIRMAN



DIESEL MACHINERY, INC

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 DMI Difference 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,

A handwritten signature in black ink that reads 'Pat Healy'. The signature is fluid and cursive, with a long horizontal stroke at the end.

Pat Healy
Chairman of the Board

**It's
showtime**

The



DIESEL MACHINERY, INC

Difference

IN THIS ISSUE

INDUSTRY EXTRAVAGANZA

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

HANDS-ON EXPERIENCE

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

GUEST OPINION

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

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 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 SPOTLIGHT

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

FORESTRY NEWS

See why the Comfort Bogie system enables the 931XC harvester to deliver superior handling capabilities.

Published by Construction Publications, Inc. for



DIESEL MACHINERY, INC

www.dieselmachinery.com

SIOUX FALLS

4301 North Cliff Ave.
P.O. Box 85825
Sioux Falls, SD 57118-5825
(605) 336-0411
(800) 456-4005

DMI-TEREX

PARTS/SERVICE
4000 North Cliff Ave.
Sioux Falls, SD
(605) 336-2595
(800) 843-0022

RAPID CITY

I-90 & Deadwood
P.O. Box 2473
Rapid City, SD 57709
(605) 348-7438
(800) 658-3047

ABERDEEN

39288 133rd Street
(East Hwy. #12)
Aberdeen, SD 57401
(605) 725-4364
(888) 762-6312

SIOUX CITY

2210 North US Hwy. 75
Sioux City, IA 51105
(712) 560-4568
(800) 687-9152



Printed in U.S.A. © 2017 Construction Publications, Inc.

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

SIOUX FALLS

Pat Healy, Chairman of the Board

Dan Healy, President

Don Mosey, V.P./General Manager

Dan Rude, General Manager

Stan Burgers, Controller
(605) 366-3482

Herb Lohnes, Sales Manager
(605) 361-7979

Dan Roach, Used Equipment Manager
(605) 351-8476

Roger Horstmeyer, Sales
(605) 366-6000

Dan Altenburg, Sales
(605) 212-9997

Darwin Ellis, Sales
(605) 330-0448

Jon Winklepleck, Sales
(605) 361-7224

Caleb Hinkkanen, Sales
(605) 838-5453

Loren Fuhrmann, Topcon/GPS Sales
(605) 809-6886

Nick Wallin, Customer Service Rep
(605) 254-7002

Kate Hansen, Parts Manager
(605) 251-2935

Steve Ward, Service Manager
(605) 498-0203

Lyle Ruesch, Shop Foreman
(605) 366-4670

Morris Gaikowski, Terex Service
(605) 201-8582

RAPID CITY

Mark Barry, Branch Manager
(605) 342-1767

Peggy Wolf, Sales
(605) 430-4580

Justin Larson, Sales
(605) 484-5699

Scott Houk, Parts Manager
(605) 574-9043

Joe Bowman, Service Manager
(605) 391-1307

ABERDEEN

Chad Casanova, Sales
(605) 380-0180

Jarod Heinz, Sales
(605) 228-4434

Justin Herreid, Parts
(605) 290-3878

Jerald Bankston, Service Manager
(605) 228-4821

SIOUX CITY

Ted Thoreson, Sales
(712) 330-5461

Chad Camerer, Service Manager
(712) 898-3954

Jared Miller, Parts (712) 899-1180

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 Goldsberry, 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). 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. ■

Seeing is believing...

Let Diesel Machinery show you the BOMAG advantages...



DIESEL MACHINERY, INC
www.dieselmachinery.com

SIOUX FALLS
4301 North Cliff Ave.
P.O. Box 85825
Sioux Falls, SD
(605) 336-0411
(800) 456-4005

**DMI-TEREX
PARTS/SERVICE**
4000 North Cliff Ave.
Sioux Falls, SD
(605) 336-2595
(800) 843-0022

RAPID CITY
I-90 & Deadwood
P.O. Box 2473
Rapid City, SD
(605) 348-7438
(800) 658-3047

ABERDEEN
39288 133rd Street
(East Hwy. #12)
Aberdeen, SD
(605) 725-4364
(888) 762-6312

SIOUX CITY
2210 North US Hwy. 75
Sioux City, IA
(712) 560-4568
(800) 687-9152



Superior Broom



***"Superior Quality
& Performance"***

AVAILABLE THROUGH DIESEL MACHINERY, INC.

HANDS-ON EXPERIENCE



Discover more at
DMIDifference.com

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

Continued . . .



Bob Post,
Komatsu Director
of Marketing
Communications



Floyd Schafer of Mainline
Contracting Inc. (left) meets
with Mark Barry of DMI.



► VIDEO

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.

Equipment, information on-hand at Demo Days

... continued



Mark Barry of DMI (left) discusses the machines available for demo with Doug Wilson of Site Works Specialists.



(L-R) Cindy and Doug Osborn of Northern Plains LLC talk with Peggy Wolf of DMI.

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. ■



(L-R) Chad Kockk and Billy Pollema of Concrete Materials get ready to demo machines with Roger Horstmeyer of DMI.



(L-R) Andy Hendrickson and Brian Bellikka of B&B Contracting share their thoughts with Chad Casanova of DMI.



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

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.



D61PXi-24



intelligent MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



I AM KOMATSU

ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive *intelligent* Machine Control set them apart from the others. And that's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

014

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.

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.



PC490LCi-11

3D AUTOMATION INCREASES YOUR PRODUCTION

- Dig to grade accurately without slowing down
- No worry grading because there is no over digging
- The machine you have been waiting for:

Big, Fast, Accurate



I AM KOMATSU

MICHAEL BLANKENSHIP / TSE / MODERN MACHINERY CO. / SEATTLE, WA

"As a Komatsu Technology Solutions Expert at Modern Machinery, I train operators how to get the most out of their equipment. The all-new PC490LCi-11 is the world's first *intelligent* Machine Control excavator in its size class. It features Komatsu's fully factory integrated, revolutionary machine control and guidance system. It's ready to make you more efficient and more profitable. Leading-edge innovation is why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

011

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."

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.

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



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." ■



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





“IT’S ABOUT RELATIONSHIPS”
MY CUSTOMERS LOVE KOMATSU!

I AM KOMATSU

GENE SNOWDEN III / MACHINE SALES REP / BRANDEIS MACHINERY / LOUISVILLE, KY

“I’m proud to sell Komatsu products. At Brandeis, we’ve handled quality Komatsu equipment for decades. Like all Komatsu loaders, the WA470 has an excellent balance between power and stability in the pile and speed and stability when moving with the load. And maintenance departments love the access to daily checks and service items. My customers are satisfied customers, and that’s why I AM KOMATSU.”



SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

010

NEW PRODUCT



Discover more at
DMIDifference.com

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





Discover more

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.

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." ■

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.



HM300-5

THE MOST RUGGED TRUCKS

- Built-in payload meter and external display lamps
- Hydraulic wet multi-disc brakes with retarder
- Komatsu traction control system
- Selectable working modes



I AM KOMATSU

JASON ROGERS / PRODUCT SERVICE MANAGER / KIRBY-SMITH / TULSA, OK

"I've been around Komatsu products for decades. Working close with our customers and specing the right machinery for them is a key part of our success at Kirby-Smith. A full product line, including high-quality articulated trucks like the HM series, keeps my customers rolling. And that's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

015



PC240LC-11

TIER 4 FINAL EXCAVATOR

- Improved engine efficiency with lower fuel consumption
- Large DEF tank capacity for operation on slopes
- Hydraulic closed-center load sensing system
- Spacious and quiet cab
- Auto idle shutdown



I AM KOMATSU

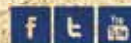
RYAN HAZELTON / SALES REP / ANDERSON EQUIPMENT / MANCHESTER, NH

"I sell a variety of quality Komatsu equipment. Take the PC240LC-11 excavator. It's got great features like a hydraulic closed-center load sensing system (CLSS) that provides quick response and smooth operation. Its large, quiet operator cab is more comfortable. Better engine efficiency improves response and helps get the most from every gallon of fuel. More innovation and more choices. That's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved.

013



Discover more

NEW KOMATSU HARVESTER

Unique Comfort Bogie system provides maneuverability and superior handling in challenging terrain

Forestry work often involves navigating challenging terrain. Komatsu's 931XC (eXtreme Conditions) eight-wheel-drive (8WD) harvester stands up to the task with a unique double Komatsu Comfort Bogie system that provides maximum maneuverability and productivity on steep, rough or soft terrain.

The 931XC builds upon the proven 931 six-wheel-drive (6WD) platform with its innovative hydraulic pump system, best-in-class ergonomic cab, four-way cab/crane leveling and 360-degree cab/crane rotation. What sets it apart from other 8WD harvesters is the unique drive system that starts with Komatsu's proven articulated frame joint, rear-swing axle with +/- 16-degree left/right oscillation and the high-oscillation Comfort Bogie front axle. The trademark Komatsu Comfort Bogie is added to the rear-swing axle to provide excellent uphill/downhill and left/right oscillation.

"The Comfort Bogie drive system gives the 931XC superior handling characteristics as the harvester follows the terrain more closely than 8WD machines with a fixed rear-axle design," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "This 8WD system dramatically reduces rear ground pressure, resulting in 54 percent lower psi with tracks and 23 percent lower psi with tires compared to the 6WD 931 model."

Lighter footprint with powerhouse abilities

Yolitz points out that the lighter tire footprint reduces the need for tracks and chains, potentially increasing fuel economy.

Additionally, the 931XC has 12 percent more tractive effort, 1.8 inches of additional ground clearance and 14 percent greater crane slewing torque.

"Combine those features with the 8WD double Comfort Bogie drive system, and the 931XC becomes a harvesting powerhouse able to take on nearly any terrain a forestry contractor may face," said Yolitz. "To further enhance its abilities to work in tough conditions, it features heated batteries, diesel exhaust fluid, engine coolant and hydraulic oil systems, which improve cold weather starting." ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Komatsu's 931XC's unique double Comfort Bogie system provides maximum maneuverability and productivity on steep, rough or soft terrain. The new eight-wheel-drive system dramatically reduces ground pressure compared to the six-wheel-drive model: 54 percent lower psi with tracks and 23 percent lower psi with tires.



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.

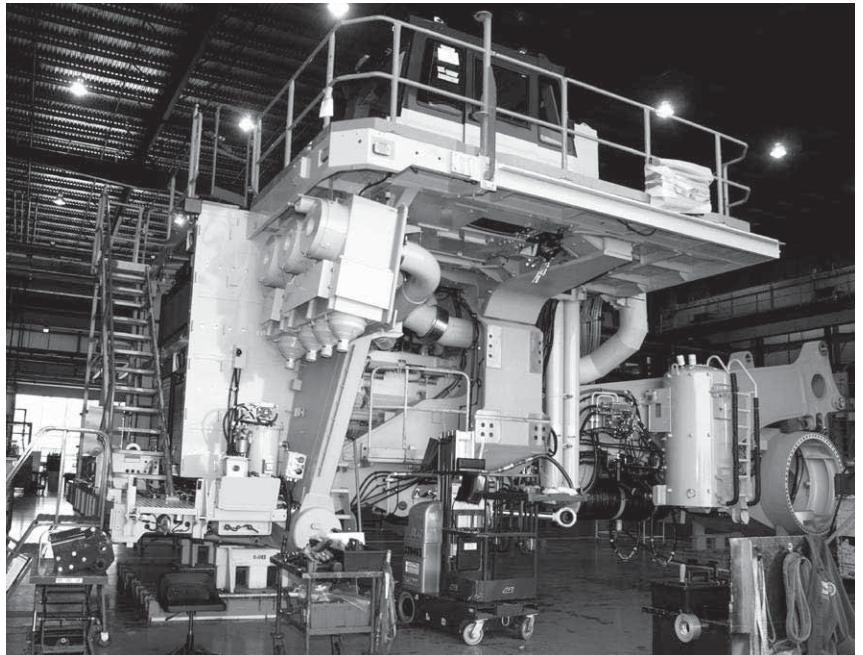
QUESTION: How does Komatsu help determine what trucks a mine needs?

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."

SCREEN MACHINE INDUSTRIES™

CRUSH EVERY JOB™



NEW!

The industry leader and your best choice for crushing and screening equipment:

- Seven U.S. patents provide unmatched innovation, durability and productivity
- Built with U.S.-made, Grade 80 steel — *the strongest available!*
- Manufactured in the USA for over 50 years
- Same day shipping on in-house parts
- See Diesel Machinery Inc. for full details



YouTube Video



4043T Impact Crusher



CXT Cone Crusher



NEW!

514TS3 Triple Screen Spyder



514TS Spyder



5256T Impact Crusher



JHT Jaw Crusher



516T Spyder



Stacking Conveyors For All Needs



JXT Jaw Crusher



622TH Triple Screen Spyder



Discover more

TECHNOLOGY DRIVES SERVICE

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

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." ■



Doug Morris,
Komatsu Director of
Product Marketing

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



EXPANDING TO SERVE YOU

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:

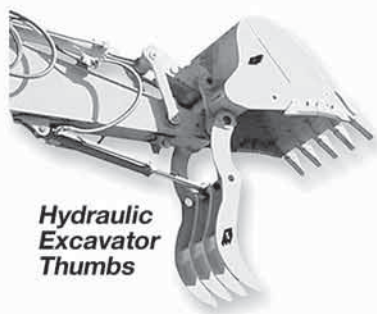
- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global's best-in-class rope shovels, for example, pair well with Komatsu's best-in-class large electric dump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





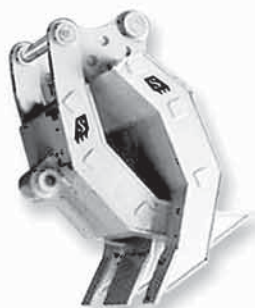
**Hydraulic
Excavator
Thumbs**



Solesbee's®



**Excavator
Thumbs**



**Excavator
Demolition
Grapples**



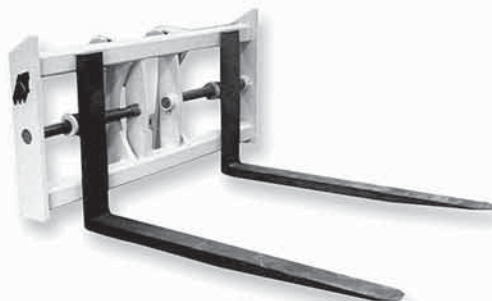
**Excavator
Grapples**



**Excavator
Wood
Shears**



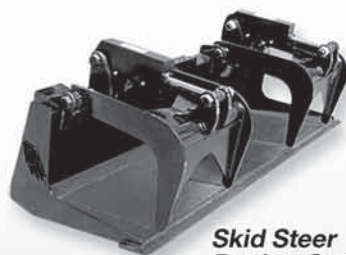
**Stump
Pullers**



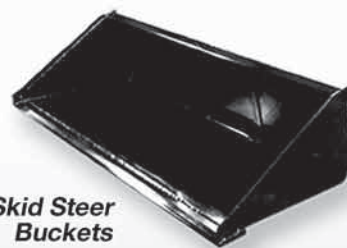
**Loader
Forks**



**Loader Rakes
with
Top Clamp**



**Skid Steer
Bucket Grapples**



**Skid Steer
Buckets**



**Skid Steer
Grapple Rakes**



**Skid Steer
Brush Cutters**



**Skid Steer
Forks**

All attachments available for on time delivery!

770-949-9231

800-419-8090

www.solesbees.com



**"THE PEOPLE WHO MADE IT WORK,
MAKE IT BETTER."**®



SDI FEATURES ON ALL SIDE DUMP TRAILERS

100'x10'X6" DOMEX DEEP FRAME RAILS

35" TUB MADE FROM 6MM DOMEX-100 STEEL

HEAVY DUTY PUSH BLOCK w/UNDER RIDE PROTECTION BUMPER

BOLT-ON STEEL FENDERS w/RUBBER BUMP EDGE

50° DUMP ANGLE

SELF-CENTERING SADDLE DESIGN

5 1/2" CYLINDERS w/3" SHAFTS

TARP READY TUB

RIDEWELL RIDELIGHT AIR SUSPENSIONS

LOWEST CENTER OF GRAVITY AVAILABLE

REMOVABLE KINGPIN PLATE & SKID PLATE

25,000-LB. UN-MOUNT AXLES

REPLACEABLE KINGPIN DESIGN

L.E.D. LIGHTS

"Original Innovators of Side Dump Technology."®



STANDARD TANDEM

Side Dump Industries manufactures Tandem Axle, Super-Til Axle, Quad Axle and Converter Dollies tough enough to handle whatever you need them to haul.



HIGH SIDE REVOLUTION SERIES

Now you can haul twice the load! Our innovative design means you can have greater hauling capacity with the same speed, safety and reliability of a side dump trailer!



CUSTOM TRAILERS

Side Dump Industries can build any trailer to your exact specifications and needs. Simply call 800-800-3904 and we'll get started on building your Side Dump Industries custom trailer.



SIDE DUMP MINI

Side Dump Mini's handle a wide variety of your smaller scale dumping needs. Perfect behind a small tractor or ATV, you can use the Side Dump Mini to haul stone, gravel, dirt, mulch, sand, firewood, fertilizer, feed, debris...even liquid loads!



CONTRACTOR SERIES

The Side Dump Contractors Series trailer hauls loads up to 4 cubic yards with the same toughness, dependability and stability of our full size side dump trailers...for a fraction of the cost.



TRUCK BOX SIDE DUMP

Hauls loads up to 16 cubic yards and can be mounted on standard tractors. Can be custom built as a removable unit, and mount above the fifth wheel coupling, enabling the truck to serve dual functionality.

www.SideDumpIndustries.com



sidedumpindustries.com

Side Dump Industries' side dump trailers have a dump angle that is 10+ degrees greater than other manufacturers. Loads come out quicker with less sticking, so your tub will be cleaner.

**THE PEOPLE WHO
MADE IT WORK,
MAKE IT BETTER**

Give us a call. Get the facts. And get back to business.



DIESEL MACHINERY, INC
www.dieselmachinery.com

SIOUX FALLS
4301 North Cliff Ave.
P.O. Box 85825
Sioux Falls, SD
(605) 336-0411
(800) 456-4005

RAPID CITY
I-90 & Deadwood
P.O. Box 2473
Rapid City, SD
(605) 348-7438
(800) 658-3047

ABERDEEN
39288 133rd Street
(East Hwy. #12)
Aberdeen, SD
(605) 725-4364
(888) 762-6312

SIOUX CITY
2210 North US Hwy. 75
Sioux City, IA
(712) 560-4568
(800) 687-9152

MORE INDUSTRY NEWS

Outlook foresees construction growth throughout 2017

Dodge Data & Analytics' 2017 Construction Outlook report points to positive signs for the year, with nearly all sectors growing or remaining level, with the exception of the electric-power and gas sectors. The report predicts a 5-percent increase in total construction spending, led by single-family housing, which is expected to rise by 12 percent.

Institutional buildings may increase as much as 10 percent, followed by manufacturing and commercial buildings, as well as public works, all of which may rise 6 percent, according to the report. Multifamily housing will remain flat, while construction related to electric utilities and gas plants could plunge by nearly 30 percent.

"On balance, there are a number of positive factors which suggest the construction expansion has room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest-rate hikes will be gradual and few, and a new U.S. president will be in place." ■



PALADIN.
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

DAN RUDE

Industry veteran to take over General Manager position upon Don Mosey's retirement

The turn of the calendar to 2017 brings more than a new year for Diesel Machinery, Inc. (DMI). It will also usher in Dan Rude as the General Manager for DMI, who will replace longtime company veteran Don Mosey, upon his retirement this winter.

"I feel very fortunate to step into a great situation that was created by Don as well as the ownership and management of DMI," said Rude. "Right now, I'm learning the company and its culture, and I hope to build on a terrific legacy. I'm also looking forward to working closely with the sales staff and DMI customers."

A native of Billings, Montana, Rude brings nearly 20 years of equipment-industry experience to DMI. He started in the industry

in 1998 after graduating from the University of Kansas, where he met his wife, Erin. The couple has three daughters, Taia, Tenley and Lily, who are involved in sports. The Rude family recently moved to Sioux Falls where Dan is now based with DMI in the General Manager position.

"We really like it here and look forward to what the future brings," said Dan. "Even as I start this new venture, I'm also looking back at the past. I have worked with quite a few individuals in the industry with whom I am now reconnecting."

Rude's previous experience included working for a construction-equipment dealer that sold some of the same lines of machinery as DMI. After several years of selling construction machinery, he moved into a vice president position with an agriculture equipment dealer and lost touch with some of his former contacts. Rude is now reestablishing relationships with manufacturer representatives and personnel and who are employed by other equipment dealers.

"One aspect of ag equipment that stands out to me is the technology in today's machines," he pointed out. "Construction is catching up, and I think that's an area I'd like explore further and expand on with this position. There is a lot of opportunity for customers to use technology for greater efficiency and production."

Away from the office, Rude enjoys spending time with his family attending college sporting events and other activities. He also likes returning to Montana to visit family, archery hunting and riding four-wheelers. ■

Dan Rude will become General Manager for DMI, replacing Don Mosey who will retire this winter. Rude brings nearly 20 years of experience in the equipment industry to the position. "There are a lot of good people here who have built an excellent organization, and I'm happy to be a part of it," said Rude. "I think my customer-first outlook fits in well, and I'm looking forward to meeting our customers."





DIESEL MACHINERY, INC

FEATURED USED EQUIPMENT

Call Dan Roach for more information: (800) 843-0022 See more at: www.dieselmachinery.com



2013 KOMATSU WA500-7 SERIAL #10096

\$305,000



2009 KOMATSU D37PX SERIAL #80061

\$114,000



2013 KOMATSU PC360 SERIAL #A33719

\$280,000

Year Mfgr./Model/Descr. S/N Tag # Price

WHEEL LOADERS



2008	KOMATSU WA70-5	H50362	WL1567	\$65,600
2007	KOMATSU WA200-5	68496	WL1527	\$79,800
2006	KOMATSU WA200-5	67369	WL1528	\$92,500
2008	KOMATSU WA250PZ-6	75273	WL1434	\$92,000
2004	KOMATSU WA320-5L	60237	WL1322	\$99,500
1997	KOMASTU WA320-3	A30208	WL1659	\$52,500
2012	DOOSAN DL220	5054	WL1270	\$120,000
2002	DAEWOO MEG A 250 V	1020	WL986	\$92,500
2005	VOLVO L90E	L90EV67170	WL1561	\$81,500

CRAWLER DOZERS



2009	KOMATSU D37E X-22	60335	CD333	\$72,000
2005	KOMATSU D37PX-21A	5604	CD412	\$52,000
2012	KOMATSU D61PX-15 E0	B47224	CD506	\$150,000

CRAWLER EXCAVATORS



2009	KOMATSU PC27MR-3	20181	HE765	\$33,000
2007	KOMATSU PC78MR-6	3095	HE848	\$60,000
2012	KOMATSU PC130-8	83837	HE924	\$119,500
2012	KOMATSU PC138USLC-8	27284	HE933	\$115,000
2009	KOMATSU PC160LC-7E0	K45329	HE919	\$120,000
2006	KOMATSU PC200LC-8	A88039	HE1020	\$68,000
1999	KOMATSU PC220LC-6	A83885	HE1017	\$35,000
2007	KOMATSU PC 220LC-8	A88381	HE1021	\$82,000
2004	KOMATSU PC300LC-7L	A85984	HE901	\$77,500
2006	KOMATSU PC300LC-7E0	A88062	HE896	\$145,000
2001	KOMATSU PC300LC-6	A84091	HE521	\$60,000
2007	DEERE 350DLC	X806041	HE895	\$95,000
2014	DOOSAN DX225LC-3	1359	HE1016	\$154,000

SKID STEERS



2012	JCB 155 60HP	1755148	WL1297	\$22,500
2013	JCB 255 TRACK 74HP	1747474	WL1238	\$52,500
2012	JCB 320 TRACK 92HP	1746502	WL1508B	\$62,500
2011	DEERE 323D TRACK 84HP	6420473	WL1460	\$52,000



Special low finance and lease rates
on most used equipment!

Equipment subject to prior sale or
change without notice.

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested

17-01

Aberdeen, SD
39288 133rd Street
(East Hwy. #12)
(605) 725-4364
(888) 762-6312

Rapid City, SD
I-90 & Deadwood
P.O. Box 2473
(605) 348-7438
(800) 658-3047

Sioux Falls, SD
4301 North Cliff Ave.
P.O. Box 85825
(605) 336-0411
(800) 456-4005

**DMI-Terex
Parts/Service**
(605) 336-2595
(800) 843-0022

Sioux City, IA
2210 North US Hwy. 75
(712) 560-4568
(800) 687-9152

DMI
DIESEL MACHINERY, INC
www.dieselmachinery.com

Sales • Rentals • Financing • Parts • Service

KOMATSU®

JCB

DOOSAN
Excavators/Loaders

DOOSAN
Portable Power

DYNAPAC

GROVE

BOMAG
COMPACTION PRODUCTS

HYPAC
BOMAG COMPACTION PRODUCTS

Link-Belt
EXCAVATORS • FORESTRY
DEMOLITION • MATERIAL HANDLING

RANCO

SCREEN MACHINE INDUSTRIES

SIDE DUMP
INDUSTRIES

**Superior
Broom**

Talbert®
SINCE 1938

TEREX®
CEDARAPIDS

TEREX®
SCRAPERS

TOPCON

AMVER
CONSTRUCTION EQUIPMENT

ALAMO
INDUSTRIAL

Atlas Copco

BTI
BREAKER
TECHNOLOGY

Cummins

EIW
EAGLE IRON WORKS

ESCO®

**FELLING
TRAILERS**

Galion®

JRB
BY PALADIN

PALADIN
POWERFUL ATTACHMENT TOOLS

MJS
CONSTRUCTION, LLC

SWIFT

PAXTON-MITCHELL COMPANY

TCI
Manufacturing & Equipment Sales

WE
WERK-BRAU CO., INC.

Challenger
LOWBOY TRAILERS



**NEW & USED CONSTRUCTION EQUIPMENT
FOR SALE OR RENT
FINANCING AVAILABLE**