

The



DIESEL MACHINERY, INC

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# Difference

A publication for and about DMI customers • August 2017

## A-G-E CORPORATION

Large-scale, unique jobs  
are what this Fort Pierre  
company lives for



**KOMATSU®**

Gary Johnson,  
President

Andy Johnson,  
Vice President

Gerad Johnson,  
Vice President

# A MESSAGE FROM THE CHAIRMAN



**DIESEL MACHINERY, INC**

Dear Valued Customer:

Our country faces an infrastructure crisis. Congested and deficient roadways and unsound bridges are safety hazards. Clean and safe water-supply pipelines are vital to our everyday needs. Yet, we consistently underinvest in these and other basic items. There is talk in Washington about addressing these issues with a \$1 trillion – or more – infrastructure plan, but nothing is concrete, and lawmakers continue to put it off.

We encourage you to contact your representatives and push for proper funding to bring our nation's infrastructure well above the dismal D+ grade the American Society of Civil Engineers recently gave it.

A hearty investment in infrastructure would create numerous jobs. It's no secret that the construction industry is in the midst of a labor shortage. We hope that lawmakers can address this topic too with ways to help fund more vocational programs. In this issue of your DMI Difference magazine, you can read how the construction industry is taking steps to encourage young people to consider construction as a career.

What could be better than running equipment such as Komatsu *intelligent* Machine Control excavators? You can learn about the latest model, the second-generation PC210LCi-11, inside. There are also articles on new large trucks, a log loader and more, showcasing the broad range of equipment that Komatsu manufactures.

Of course, someone has to maintain those machines. Komatsu continues to partner with Oklahoma State University Institute of Technology (OSUIT) to educate and train tomorrow's technicians. I believe you will find the story in this issue focused on the 20-year relationship between Komatsu and OSUIT an interesting read.

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, sweeping underline that extends to the right.

Pat Healy  
Chairman of the Board

**Time to step up  
infrastructure  
spending**



## IN THIS ISSUE

### A-G-E CORPORATION

Meet the members of the Johnson family who operate this Fort Pierre company, which has a knack for unique projects.

### HANDS-ON EXPERIENCE

Ride along as DMI customers test the latest *intelligent* Machine Control equipment and learn about Komatsu's SMARTCONSTRUCTION services at spring Demo Days.

### EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

### ATTACHMENT ADVANTAGES

Get the details on ESCO's new general-purpose buckets that provide greater production than conventional designs.

### NEW PRODUCT

Learn how the second-generation PC210LCi-11 excavator delivers greater efficiency as well as joystick functionality.

### INNOVATIVE PRODUCT

Understand how the new PC650LC-11 production excavator is well-suited for deep trenching applications and loading trucks.

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# A-G-E CORPORATION

## Large-scale, unique jobs are what this Fort Pierre company lives for



Gary Johnson,  
President

Change is both inevitable and necessary in the construction industry. Sometimes the shifts are subtle, but for companies like A-G-E Corporation, they can lead to significant modifications in focus.

"My grandfather, Allen Johnson; dad, Gerald Johnson; and uncle, Elden Garrett, started the company in 1964 and specialized in road-building contracts, which were plentiful at the time in South Dakota," recalled third-generation A-G-E President Gary Johnson. "They started with townships and worked their way up to the big highway projects in the early 70s."

Even as the company was enjoying a full ledger, it looked to the future. In the late 1970s, A-G-E expanded into the energy fields in Wyoming's Powder River Basin, performing railroad and surface-mine construction. The growth was great for the company as it had as many as 100 employees and separate divisions in South Dakota and Wyoming, but change was coming again.

"Eventually, the highway jobs got smaller and increasing regulatory standards really took the appeal out of the energy-field projects," said Gary. "We couldn't rely on those anymore, so we had to diversify and go for a variety of other jobs."

Precast box culvert work developed into a big part of what A-G-E does as skilled concrete labor workers have become sparse. Precast has answered the need to replace the loss of these skilled labor positions.

Fortunately for A-G-E, it already had the tools needed to thrive in the new market thanks to its fleet of cranes and centralized location in Fort Pierre.

"We're one of the few crane services between Rapid City and Sioux Falls, and our cranes run from 30 to 110 tons," explained Gary. "Today, we still do dirt work, but the cranes make up a significant portion of our business. We handle the erection of material plants and agricultural facilities, but we can do anything a customer needs. The bigger and the heavier the lift, the more we like it."

Throughout the years, the Johnson family has remained a constant for A-G-E, which is a member of the AGC of South Dakota Highway Heavy Utilities chapter. Gary's sons, Andy and Gerad, mark the fourth generation of Johnsons who have been involved with the firm. Their presence has also helped usher in the latest era of diversification as Andy is a Vice President and leads the crane division, and Gerad is also a Vice President who operates the marine division and dock sales.

### Unique jobs

A-G-E and the Johnsons have always liked a challenge. When projects come their way, many are large-scale and intricate. In 2014, the company performed dirt work at a new big-box store in Pierre. While that may sound routine, it is located on a 17.36-acre site and is currently the largest Menards in the world. A-G-E crews moved more than a half-million cubic yards of dirt and built frontage roads on the site.

In addition to sizable projects, A-G-E has developed a knack for attracting and completing distinctive jobs.

"We get a lot of calls for some off-the-wall things," joked Andy. "With our crane fleet and background it seems like anytime someone needs to move something large and awkward, they come to us."



Andy Johnson,  
Vice President



Gerad Johnson,  
Vice President

▶ VIDEO





A-G-E Vice President Gerad Johnson uses the company's Komatsu PC360LC excavator to move material at Oahe Grain Corporation's elevator in Onida, S.D. "The PC360LC is a very nice machine," said Johnson. "It has good power and smooth controls, as well as great fuel efficiency."

Some of the highlights of A-G-E's unusual picks include installing Chinook helicopter blades, placing a new vault into an active sewer main line and importing a boiler into an existing school building. This spring, A-G-E moved a 170,000-lb paddleboat, measuring 75 feet long and 22 feet wide, from Vermillion to Pierre – an eight-hour, low-speed journey.

"We had 90 days to prep for the move," detailed Andy. "We used a specialized trailer and winched the boat onto it with a wheel loader, tractor and semi truck. We also planned the route so we didn't have any tight lanes or low overhead areas. It was a challenge, but fun. The South Dakota Highway Patrol and Motor Carrier Division were great partners, too."

Recently, A-G-E has expanded into waterfront improvement and dock installation. "We do things for homeowners, resorts and the federal government. The division has grown every year, and we are also authorized EZ Dock and Shore Master dealers. The market is really strong here," said Gerad.

"Anytime we can get creative, it makes things fun," noted Andy. "We've even fabricated a bucket for an excavator to load corn at an elevator. Things like that keep us fresh."

### The DMI difference

No matter what type of work A-G-E is involved in, it turns to Diesel Machinery, Inc. and Sales Rep Peggy Wolf for its equipment and service needs.

"We have a great relationship with Peggy and DMI," shared Gary. "We go to them for our Komatsu and Terex equipment, and



At Sutton Bay Resort in Agar, S.D., A-G-E CEO/Secretary Gerald Johnson uses a Terex TS-14 motor scraper to build a service road. "The TS-14 is a great machine because it is rugged and dependable," noted Johnson. "They are our go-to machines for dirt projects."



we also trust them to service our cranes and other equipment in our fleet. Pat Healy (DMI Chairman) and his son, Dan (President), know this industry and do a great job of working for their customers."

A-G-E has four Komatsu excavators ranging from a PC27MR to its latest acquisition, a PC360LC-10.

"We purchased the PC360 in 2014, and we've been very happy with it," said Gary. "It outperforms other machines that are in the same size class. It is really fuel-efficient, and it's a versatile machine, which is great for us. It holds its own in any application."

The company also appreciates Komatsu CARE, which provides complimentary maintenance on Tier 4 machines for the first 2,000 hours or three years of operation. "The service has been great for us," touted Andy. "DMI technicians come out at times that are

*Continued . . .*



# 'DMI has great customer service'

... continued

Diesel Machinery, Inc. Sales Rep Peggy Wolf handles the equipment and services needs for A-G-E's (L-R) Gerad, Andy and Gary Johnson.



(Above) A-G-E has a knack for attracting unique projects. This spring it moved a 170,000-lb paddleboat "The Sunset" from Vermillion to Pierre. "Anytime we can get creative, it makes things fun," noted Vice President Andy Johnson. "We've even fabricated a bucket for an excavator (below) to load corn at an elevator. Things like that keep us fresh."



convenient, and it really frees us up to do other things."

The company also tested a Komatsu *intelligent* Machine Control D51PXi dozer in 2015 with impressive results.

"We were building a bunker with a bottom shaped like an egg that was cut in half and laid it on its side," explained Andy. "We called DMI to try the D51PXi, and it performed well. It would have taken us forever to grid and cut the job with conventional methods."

A-G-E also turns to Wolf and DMI for the staple of its fleet, Terex TS-14 and TS-24 motor scrapers.

"We have nearly 50 scrapers in our fleet," estimated Gary. "They are great for moving dirt. We were very happy when DMI started carrying the line. To combine the dependability of the machines with the quality of DMI's staff is a huge win for us."

"DMI has great customer service," said Gerad. "They come to the table to solve a problem. Any time we have needed something, Peggy and everyone at DMI have done whatever it takes to get us back up and running."

## Continuing to evolve

For more than five decades the Johnson family has been hard at work every day, completing projects throughout South Dakota. And, judging from the example set by 86-year-old Gerald – who is still punching the clock as an operator – they have no intention of slowing down.

"We plan on doing whatever it takes to remain successful," stated Andy. "We think there are definitely some growth markets around us, but there is also competition. Just as in the past, we will evolve to offer some new services, and we're ready to do that. If we continue to do quality work and deliver for our customers, I think we'll be set up well."

"We've been in this for 53 years," noted Gary. "I'm proud to see that the company my dad, grandfather and uncle started is still going strong today. We've been successful because of our employees. We have people who have been here for more than 40 years. We wouldn't be where we are now without them. Good people make a big difference." ■





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# I AM KOMATSU



"I've used them all  
and Komatsu  
is the best."

**TAD GRIFFITHS**  
ROYAL T ENTERPRISES / UTAH

## THE CUSTOMER IS ALWAYS RIGHT.

"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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# HANDS-ON EXPERIENCE



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## TEST-DRIVING THE FUTURE

### Customers have opportunity to experience the latest offerings from Komatsu

Nearly 180 customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. The three-day event featured the company's latest products, including its industry-leading *intelligent* Machine Control equipment and new SMARTCONSTRUCTION service that debuted at CONEXPO-CON/AGG 2017.

"Our Demo Days are great events because they give customers the chance to operate equipment and talk to our experts, so they get a real feel for everything these machines can do," said Komatsu Director of Training and Publications Tom Suess. "The technology on our *intelligent* Machine Control pieces is amazing, and to give customers the chance to experience them first-hand is really valuable."

In the morning, attendees had the option to tour Komatsu's Chattanooga Manufacturing Operation in Tennessee or take part in a SMARTCONSTRUCTION session and learn more about the service that helps customers achieve maximum performance through their *intelligent* Machine Control equipment. The SMARTCONSTRUCTION session was held in the recently renovated theatre at the Cartersville Customer Center.

After lunch, attendees had the remainder of the afternoon to operate more than 30 machines, including Komatsu's latest releases, the HB365LC-3 hybrid excavator, PC650LC-11 excavator, PC170LC-11 excavator, HD605-8 haul truck and D51PX-24 dozer. The lineup also featured the entire family of *intelligent* Machine Control excavators and dozers.

Komatsu's operator-training simulator, Worksite VR, unveiled at CONEXPO-CON/AGG, was available for customers to try out as well. Attendees completed a series of excavator

tasks using a pair of virtual-reality goggles and working joysticks.

#### Many firsts

The event also served as a welcome for Komatsu America's new President and Chief Operating Officer Hank Takatsuki.

"Demo Days are always exciting, but this was special because there were so many firsts," said Suess. "It was our initial event after CONEXPO-CON/AGG that gave customers the chance to test all of the things they may have seen or heard about from the exhibit; we were able to show off our recent renovations; and we had the opportunity to welcome Hank. It was an awesome week and a great springboard into the future." ■



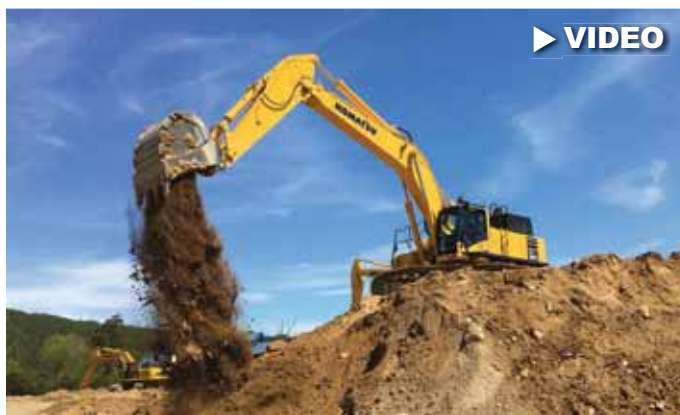
Tom Suess,  
Komatsu Director  
of Training and  
Publications



Greg Schmidt (left) and Dean Becker of  
Slowey Construction, Inc., at Demo Days.



Frank Salwei (left) and Dusty Basham of Lien  
Transportation inspect a PC360LCi excavator.



► VIDEO

A customer  
tests Komatsu's  
PC650LC-11  
excavator at  
Demo Days in  
Cartersville, Ga.



# A GLIMPSE INTO THE FUTURE

## CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry

Levi Sanftner of Cable Communication Services, Inc. enjoys the activities in the exhibit hall.



Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.

Attendees of CONEXPO-CON/AGG may have gone to the show “Imagining What’s Next,” but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features





factory-integrated GPS technology that works from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like," said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

### **Latest Tier 4 machinery, Certified CARE excavator**

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the

*Continued . . .*

## **Komatsu machines earn accolades for highest retained value**



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■

# Attendees see latest technology at CONEXPO

...continued



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.

Ryan Kinning (right) of Penro Construction meets with Komatsu's Bruce McKown to learn more about SMARTCONSTRUCTION services that can help boost production and productivity.



PC170LC-11 excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

A Komatsu CARE Certified PC170LC-10 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

"CONEXPO is a great opportunity to see the latest in equipment and technology that's advancing the construction industry," said Komatsu's Rich Smith, Vice President, Product and Services Division. "It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it." ■

*The next CONEXPO-CON/AGG is set for March 10-14, 2020.*

Komatsu's outdoor booth focused attention on *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION, Komatsu's integrated support and solutions for operator training, 3-D data, aerial mapping with drones, and a cloud-based service that helps monitor production and progress on the jobsite.





SMARTCONSTRUCTION

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AUTOMATED TO MAKE THE PRODUCTION YOU NEED



Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11, feature a revolutionary, factory integrated, machine control system. The exclusive *intelligent* Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

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## ATTACHMENT ADVANTAGES

# BETTER BUCKETS

## ESCO introduces general-purpose wheel loader models that reduce spillage, provide long life

Wheel loaders are general purpose machines that provide great versatility. In one application you may load gravel and in another mulch or other lighter materials. Getting by with one bucket may not be the most productive or efficient choice.

Fortunately, ESCO now offers a competitive line of general-purpose (GP) buckets for WL20 to WL80 class loaders, ranging from 2.0 to 9.0 cubic yards of capacity.

The buckets feature curved, side-reinforcement plates to reduce spillage and AR400 wear protection in high-wear areas. All ESCO GP loader buckets come standard with a spill guard, bolt-on skid shoes and a replaceable bolt-on edge. They are available with direct-pin or quick-coupler connections.

ESCO GP buckets are precision-manufactured with premium materials for long, reliable service, which reduces maintenance requirements for greater jobsite safety. They were developed to provide more production than conventional loader bucket designs.

### Extreme-duty excavator bucket

For excavators, ESCO offers its SXP (Super Extreme Duty Plate) Lip Bucket, which is designed for the most severe-duty, high-wear applications. It includes all of the ESCO XDP bucket features plus an extreme-duty wear package providing more cast-wear protection than any other ESCO construction-excavator bucket.

This bucket has ESCO's Ultralok® Chisel Points for penetration and strength, two cast

shrouds on each wing, cast-corner wear shoes (heel bands), cast weld-on lip shrouds, AR400 horizontal-wear kit and vertical-wear pads. The Ultralok® system has an integrated hammerless lock that offers safer and easier tooth replacement.

The standard SXP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards. ■

Super Extreme Duty Plate (SXP) Lip Bucket features ESCO's Ultralok® Chisel Points for penetration and strength. The SXP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards.



ESCO's general-purpose wheel loader buckets reduce spillage and provide high-wear protection for loaders in the WL20 to WL80 classes. They range from 2.0 to 9.0 cubic yards.



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## NEW PRODUCT

# SECOND-GENERATION PC210LCi

## New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

### Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

### Quick specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.





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**ANTHONY CARLTON**

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“Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I’m on board and love it!”



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## INNOVATIVE PRODUCT

# NEW PRODUCTION EXCAVATOR

## PC650LC-11 built for mass excavation and deep trenching

Whether loading trucks or working in deep sewer and water-trenching applications, Komatsu's new PC650LC-11 delivers. This newcomer to the company's excavator lineup maintains the productivity and transportability of the previous Dash-8 model while at the same time improving fuel efficiency, cab design and serviceability.

With nearly 2 percent more horsepower compared to its predecessor, the PC650LC-11 still lowers fuel consumption. The 436-hp engine is Tier 4 Final emissions-certified and has an integrated selective catalytic reduction system that uses diesel exhaust fluid (DEF) to meet EPA NO<sub>x</sub> regulations.

The powerful engine, combined with a highly efficient hydraulic system, gives the excavator excellent digging force at depths of up to 33 feet 6 inches. Operators can choose from three working modes to match material and work load. A one-touch Power Max function increases horsepower on demand by 8 percent for eight seconds when needed.

"The PC650LC-11 matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications," said Justin Lantin, Komatsu Product Marketing Manager. "It is also designed to accommodate flexible job operations that require frequent transportation with reduced time needed for disassembly."

### 'Greater value'

Komatsu specifically designed the cab for excavators, giving it both strength and comfort. It features a reinforced box structure framework and is mounted on viscous isolation dampers for low vibration levels. Its monitor shows DEF level, ecology guidance, operational records,

fuel consumption and utilization information. A new display combines machine information and a wide, landscape view from the standard rearview camera, allowing operators to easily see the working area behind the machine.

"With our Level 5 KOMTRAX telematics system, operators and owners have access to increased data to better manage their operational costs," said Lantin. "Like other Tier 4 machines, this excavator comes with our Operator Identification System and Auto Idle Shutdown. Whether rented, leased or purchased, the PC650LC-11 is covered by Komatsu CARE, which provides complimentary scheduled maintenance and a 50-point inspection at each service for the first three years or 2,000 hours. It all adds up to greater value." ■



Justin Lantin,  
Komatsu Product  
Marketing Manager

### Quick Specs on Komatsu's PC650LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC650LC-11	436 hp	140,456-145,284 lb	2.05-4.98 cu yd

The 436-horsepower PC650LC-11 improves fuel efficiency, cab design and serviceability compared to its predecessor. It matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications.



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## MORE NEW PRODUCTS



HD465-8



HD605-8

# NEW RIGID-FRAME TRUCKS

## Increased horsepower, traction control system improve productivity and per-ton costs to move materials

Haulage is all about moving materials from point A to point B at the lowest per-ton cost possible. Komatsu's new Dash-8 HD465 and HD605 rigid-frame trucks improve on the already-stellar record of its predecessors with a higher horsepower engine (724 hp) and a Komatsu Traction Control System (KTCS) that increase productivity.

In addition to higher horsepower, the Tier 4 Final engine reduces fuel consumption by up to 12 percent in the HD465-8 and up to 7 percent in the HD605-8 compared to the Dash-7 models they replace, further lowering costs. Hydraulically actuated Exhaust Gas Recirculation working with the Variable Geometry Turbocharger ensures precise operation and quick response.

### System delivers optimum traction

Now standard, the KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is not compromised. The Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMICs) adjusts shifting performance, according to demand, for a more comfortable ride and reduced material spillage.

### Cab upgrades

Komatsu improved cab access with sloped stairs and handrails in front, replacing the previous ladder configuration. Additional new features include a 7-inch LCD color screen, a dedicated rearview monitor,

fast-fill fuel system, an engine compartment light and a premium heated and ventilated operator's seat with air suspension.

"With an increase in horsepower and improved fuel economy, the HD465-8 and HD605-8 are designed to maximize production efficiency," said Rob McMahon, Komatsu Product Marketing Manager. "Enhancements to the cab layout and maintenance access, combined with new technology features, give these trucks something everyone will like." ■



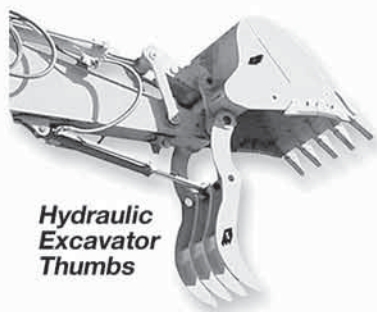
Rob McMahon,  
Komatsu Product  
Marketing Manager

### Quick Specs on Komatsu's HD465-8 and HD605-8 Models

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD465-8	724 hp	228,179 lb	61 ton
HD605-8	724 hp	252,870 lb	69.4 ton

Komatsu's new HD465-8 and HD605-8 feature higher horsepower engines than their predecessors, as well as the Komatsu Traction Control System. The combination helps improve productivity.





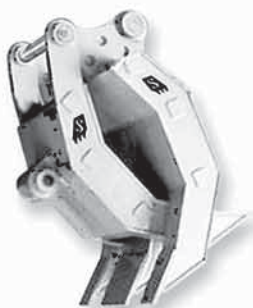
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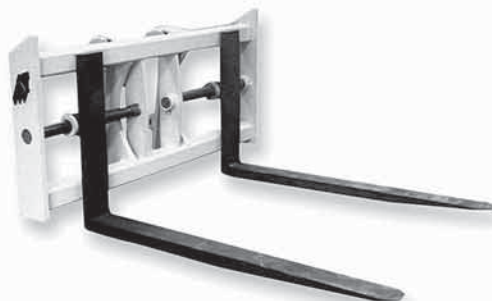
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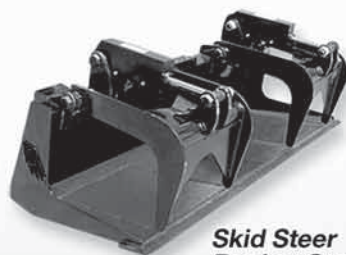
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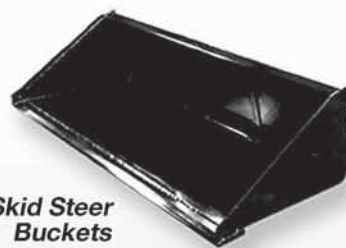
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# INCREASED POWER, COMFORT

## New PC290LL-11 log loader delivers high performance in demanding applications

Every forestry business appreciates opportunities to improve its operations, and the new Komatsu PC290LL-11 log loader provides just that. Available in either a 40-foot-reach, live heel log loader or 34-foot-reach, road builder configuration, the PC290LL-11 delivers high performance in demanding logging applications. (Komatsu plans to introduce a processor configuration in the future.)

“We designed the PC290LL-11 by first identifying and then meeting customers’ needs,” stated Steve Yoltz, Manager, Marketing Forestry for Komatsu America. “For example, in terms of productivity, it has increased drawbar pull. Regarding operator comfort, it has electro-proportional control, or EPC, thumb-actuated buttons for precise attachment function control, as well as all LED lighting, which can extend the work day.”

The PC290LL-11 log loader features powerful PC360-class final drives that generate 64,250 pounds of drawbar pull for excellent shovel logging and rough-terrain performance. A rugged PC390-class swing motor and drive deliver high swing torque for superior log loading and road building performance.

Komatsu’s standard, robust forestry guarding package now includes an enhanced, right-hand corner-guard system with a fully protected LED light, plus a tree deflector with a “hockey stick” design that can be removed or reverse-mounted for transport. The track-frame steps are also removable or can be reverse-mounted to achieve an 11-foot 5-inch transport width, which meets most local regulations and reduces the need for special transport permits.

### High-capacity cooling, cab choices

A new, high-capacity cooling system utilizes wide-core cooling fins for the radiator,

hydraulic oil cooler and a charge air cooler for improved performance and reliability. The heavy-duty, one-quarter-inch-thick cooler air-intake door is waffle-screened and sealed to reduce debris accumulation and cleaning time.

The modern, fully certified cab is more comfortable with lower-profile, pilot proportional control levers for the boom, arm and heel functions. The LCD monitor has a split-display mode, showing both a rear-camera view and key machine gauge data at the same time. The cab is available with a 48-inch hydraulic tilt or 7-inch, fixed-cab riser.

“The initial customer feedback has been very positive,” said Yoltz. “The PC290LL-11 is definitely meeting and exceeding their needs as we had planned” ■



Steve Yoltz,  
Manager,  
Marketing Forestry,  
Komatsu America

### Quick Specs on Komatsu’s PC290LL-11 Log Loader

Model	Net Horsepower	Operating Weight	Reach
PC290LL-11*	196 hp	89,730 lb	40 ft
PC290LL-11**	196 hp	82,230 lb	34 ft

\*Live heel, log loader configuration \*\*Road builder configuration



The new PC290LL-11 is available in either a 40-foot-reach, live heel log loader or a 34-foot-reach road builder configuration. It features a new, high-capacity cooling system for improved performance and reliability.

## WE LISTEN AND LEARN

### Rich Smith says direct customer engagement leads to productive changes in Komatsu machinery



*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.*

Rich Smith, Vice President,  
Product and Services Division

Rich Smith has been with Komatsu America for 27 years, beginning his career in manufacturing. He has served a variety of functions at Komatsu, including manufacturing, product support, contract administration, technical support and product marketing. His wide range of experience is particularly valuable in developing new products and expanding business into new markets.

"When I started with Komatsu it was at the forefront of machine technology with autonomous trucks," recalled Smith. "It remains there today with innovative products such as our *intelligent* Machine Control excavators and dozers. I remember when I first saw aftermarket, grade-control systems on dozers and thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines."

Smith serves on the National Mining Association Board of Directors; is the current President of the National Mining Association Manufacturers and Services Board of Governors; and is also on the Board of Directors of the Energy Equipment and Infrastructure Alliance. He graduated summa cum laude from the University of Illinois at Springfield with a degree in Business Administration and Management.

"I started on the shipping dock at our plant in Peoria, Ill., and worked my way up," said Smith. "I value three things highly: honesty, integrity and work ethic. So does Komatsu, and that's part of why I've stayed here so long. It's like a family-owned business inside of a large organization. I can't imagine ever working for another manufacturer."

**QUESTION:** What does the construction market look like?

**ANSWER:** The market was down slightly last year, but despite that, Komatsu still delivered a lot of machines into the field. This year is off to a good start, and our customers are telling us there may be a bit more strength in the back half of the year.

**QUESTION:** How does Komatsu meet the demands of a seemingly ever-changing marketplace?

**ANSWER:** No matter the market situation, we continue to engage customers directly. We make a concerted effort to get out of the office and into the field. During the past few years, we have made more than 15,000 visits to customers, and that's helped us to better understand the markets and our customers' needs.

Further, demonstrations at our Cartersville Customer Center allow us to bring current and potential users of Komatsu equipment to our training and demonstration facility where they can operate our latest machinery and give us feedback.

Customers often share ideas on how they can use the machines in ways that we had not considered. One of the benefits is that we are taking this information and driving it back into our development processes. We use it to manufacture machines that are more specific to the North American construction marketplace and customer needs.

**QUESTION:** Can you provide some examples?

**ANSWER:** Our Tier 4 Final Dash-11 excavators are performing at a much higher level than the





Komatsu Vice President, Product and Services Division Rich Smith says visiting with customers provides valuable feedback. “No matter the market situation, we continue to engage customers directly,” said Smith. “During the past few years we have made more than 15,000 visits to customers, and that’s helped us to better understand the markets and our customers’ needs.”

Interim Dash-10s. When the Interim machines were introduced, there was a strong push for fuel efficiency. North American customers appreciate that, but it’s not as important to them as in countries where fuel prices are much higher. Instead, those in North America want to maximize productivity. So, we talked to them directly to find the right ratio of economy and production. For example, the PC360LC-11 is now approximately 12 percent more productive than its predecessor while still being quite fuel-efficient.

Another example is the introduction of an Advanced Joystick Steering System (AJSS) in our WA500 wheel loaders, something not previously available in that size of machine. Customers told us they sometimes use it in load-and-carry applications, and AJSS allows them to maximize productivity and minimize cycle times. With standard joystick steering, the top speed is limited for controllability issues and comfort. With AJSS you don’t have to do that, so operators can run at top speed in the load-and-carry application.

**QUESTION:** Attendees could see some of these machines at CONEXPO, along with *intelligent Machine Control* excavators and dozers. What’s on the horizon for those products?

**ANSWER:** We recently introduced the Tier 4 Final PC210LCi-11 excavator (*see related article*), and we are developing other products. But, we’re looking well beyond the iron. CONEXPO was our formal launch of Komatsu’s future vision of SMARTCONSTRUCTION, which provides jobsite solutions with items such as 3-D aerial mapping, personnel training for machine usage and optimization, progress and cost tracking, project management and



Some product improvements, such as Advanced Joystick Steering in the WA500-8 wheel loaders, are a result of customer input, noted Rich Smith, Vice President, Product and Services Division. “Customers often share ideas on how they can use the machines in ways we had not considered,” said Smith. “One of the benefits is that we are taking this information and driving it back into our development processes.”



Rich Smith recalls seeing the first aftermarket, grade-control systems on dozers. “I remember ... thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines.”

potentially much more. The possibilities are virtually limitless. Again, customers want to be productive and profitable, and we’re implementing ways to further help them from both machinery and support standpoints. Komatsu aims to be their total solutions provider. ■



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# CELEBRATING 20 YEARS

## OSUIT Komatsu training program develops technicians through classroom, hands-on experience

Komatsu recently earned an award from The AED (Associated Equipment Distributors) Foundation for its efforts in promoting education, something the company has been committed to for decades. The Komatsu Advanced Career Training (ACT) program at Oklahoma State University Institute of Technology (OSUIT) – celebrating its 20th anniversary – is a shining example of this dedication.

“The program gives students the skill set they need to become successful technicians and work on heavy equipment, specifically Komatsu machinery,” said Mike Hayes, Komatsu Director of Distributor Development. “Komatsu supports the program by providing machinery, componentry, and technical information, the latter of which includes the latest diagnostic tools.”

Students in the program are recruited by Komatsu distributors who sponsor their education. Distributors often give financial assistance toward education costs, including tool incentives, as well as other support. After successfully completing the program, all students are guaranteed a job with the sponsoring distributor, and their education continues through company and manufacturer training.

“We believe the Komatsu ACT program at OSUIT is the oldest partnership of its kind,” explained Hayes. “It definitely has the longest history on the OSUIT campus. Students learn the fundamentals, and once they are on the job, they further their training and skills. Eventually, they could move into management at the dealership using their formal education and trade skills.”

### On campus, in the shop

Komatsu ACT students divide their time between OSUIT and the sponsoring distributor. During each 16-week semester, students spend eight weeks on campus, where they receive classroom and hands-on basic training in hydraulics, electrical systems, engines and more. The balance of the semester is spent in a service department at one of the branch locations of their distributors to utilize the skills they learned in the classroom.

“I was a technician, and I wish there was a program like this when I started,” said OSUIT Instructor Hector Garrido-Guevara. “It’s a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable.”

Students graduate with an Associate of Applied Science in Diesel & Heavy Equipment, Komatsu ACT Technology



Mike Hayes,  
Komatsu Director  
of Distributor  
Development

*Continued . . .*

Dylan Brown and other students in the Oklahoma State University Institute of Technology program get hands-on training on campus and work in their sponsoring distributor’s service department. “The program gives students the skill set they need to become successful technicians,” said Mike Hayes, Komatsu Director of Distributor Development.



# Distributors see return-on-investment

... continued



Terryl Lindsey,  
Dean



Hector  
Garrido-Guevara,  
Instructor

degree. The program totals 87 credit hours. In addition to classes specific to Komatsu, students take courses in math, writing and history.

Terryl Lindsey, who is Dean of the program, has been at OSUIT nearly 25 years and was an instructor in the Komatsu ACT program at its outset. "Twenty years ago we had a hodgepodge of componentry and no equipment. Today, we have an excellent selection of parts and components, such as hydroshift transmissions, that students can work with as well as several pieces of machinery. Komatsu and its distributors continue to show a strong commitment to the program, and that's made it a huge success."

## Proof in the numbers

Student Dylan Brown recently graduated from OSUIT Komatsu ACT. He said the hands-on opportunities in the classroom and during the half of each semester spent in one of his sponsoring distributor's shops were his favorite parts of the program.

"I went from no knowledge of construction machinery systems to being able to work on my own or with a mentor if I need to," shared Brown. "There is no substitute for actually working on a component or a machine. For example, advanced labs included seeing the inner designs of travel motors and final drives. That has real-world application because I have seen it in the dealer's shop."

In addition to earning an associate degree, students who have finished the program since 2011 also receive their first-level technician career-path certificate recognizing them as Certified Komatsu Technicians. Beyond the core credit hours at OSUIT, students complete the Komatsu Virtual Campus (KVTC) online training courses, one new-model course and two years of employment, which are required for this level of certification.

"Graduates of this program often earn six-figure salaries within a few years," reported Hayes. "That's an obvious benefit for them. The distributors see a terrific return-on-investment because they are getting a proficient technician. Ultimately, that's good for customers because they can rely on dealers to have skilled, experienced personnel who can diagnose and fix machinery with minimal downtime."

Lindsey said that's been the focus from day one. It's why the program took off, grew and remains a model of success.

"We have an 85-percent graduation rate, and 99.8 percent of students who complete the program are hired full-time when they complete the program," noted Lindsey. "Because Komatsu distributors sponsor them, most students leave with little to no debt. Our follow-up data show that five years after graduation, 80 percent are still with the distributor from their internship. This program works; we have a 20-year history that proves it." ■

(L-R) Instructor Hector Garrido-Guevara looks on as students Roby Herchenhahn and Christian Harris perform a lab in the OSUIT Komatsu ACT program. "I was as a technician, and I wish there was a program like this when I started," said Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."





## NEWS & NOTES

### Canadian lumber tariff draws both condemnation, praise

The National Association of Homebuilders slammed the U.S. Commerce Department for placing a tariff on Canadian lumber sales to the United States, saying it will cost more than 6,000 jobs, many in the construction industry. Canadian lumber officials joined the chorus, calling the tariff unfair and punitive.

The department issued a preliminary finding that Canada is subsidizing softwood-lumber sales to the United States and placed duties of up to 24 percent on future shipments. The findings followed a complaint last year from U.S. lumber producers to the Commerce Department about the subsidies. Organizations such as the U.S. Lumber Coalition praised the tariff decision. ■

### FMI: Total value of construction to increase, but at slower pace

Fails Management Institute's 2017 forecast predicts a 6 percent increase for the total value of construction put in place for the United States. With the gross domestic product most recently indicating a 2.1 percent growth in the fourth quarter of 2016, construction growth of 6 percent looks solid.

Forecasts for key sectors include an improvement of 4 percent in manufacturing for 2017, and an increase of 7 percent for that sector in 2018. Fails Management Institute projects a 3 percent growth in 2017 and 4 percent in 2018 for highway and street work. ■



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# 'EDU-TAINMENT'

## Heavy-equipment camp encourages young people to learn about construction jobs



Odessa Perry,  
Career Development  
Coordinator



Randy Stenger,  
Owner

With a severe skills gap facing the American construction industry, targeting and cultivating the next generation of potential employees is imperative to its success. The worker shortage will have serious consequences, if not addressed.

Warren County High School Career Development Coordinator Odessa Perry knows this and began looking for opportunities to educate her Warrenton, N.C., teens about careers in the construction industry. With students and administration onboard and a grant from the North Carolina Department of Transportation (NCDOT) in hand, she turned to Extreme Sandbox and Komatsu to make the experience happen.

"In 2014, our district created four high school career academies, and engineering construction technology is a specific area,"

explained Perry. "This year, we received an NCDOT grant to take a trip that would allow our kids to learn more about equipment and the industry. We're so grateful this worked out the way it did."

In late April, Perry and 40 students boarded a bus and made the 20-hour trip to Minnesota to take part in Extreme Sandbox's heavy-equipment camp, a full day of hands-on training with Komatsu equipment and information sessions about careers in the construction industry.

### Closing the skills gap

"Our heavy-equipment camps are geared specifically for high school students," said Extreme Sandbox Owner Randy Stenger. "They are a great opportunity for the kids to get in machines and gain a better understanding of these types of careers. We try to educate and entertain them. We call it edu-tainment. We're a fun company, but we're also committed to strengthening the industry. The skills gap is real, and days like this are a great first step to closing it."

Thanks to a partnership between Extreme Sandbox and Komatsu, the students could operate a pair of D61PX dozers, two PC35MR and two PC210LC excavators as well as two WA270 wheel loaders. Representatives from the local Komatsu distributor were also on-hand to host interactive demonstrations with a service truck and meet with students.

"This was an experience that will stick with these kids for a while," stated Perry. "It was such a great opportunity for them. Extreme Sandbox and Komatsu went above and beyond for us, and we are so thankful." ■

Extreme Sandbox Owner Randy Stenger (left) provides direction to a Warren County High School student operating a Komatsu PC35MR excavator at a heavy-equipment camp. Students from Warren County High School traveled 20 hours to the Hastings, Minn., facility thanks to a grant from the North Carolina Department of Transportation.

### ► VIDEO







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**\$340,000**



2009 KOMATSU D37PX SERIAL #80061

**\$114,000**



2013 KOMATSU PC360 SERIAL #A33719

**\$280,000**

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

## WHEEL LOADERS



2007	KOMATSU WA200-5	68496	WL1527	\$75,000
2006	KOMATSU WA200-5	67369	WL1528	\$92,500
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	\$80,000
1990	DEERE 444E	B600918	WL1097	\$27,800

## CRAWLER DOZERS



2013	KOMATSU D37EX-23	80004	CD534	\$95,000
2005	KOMATSU D37PX-21A	5604	CD412	\$49,500
2012	KOMATSU D61PX-15 E0	B47224	CD506	\$150,000

## CRAWLER EXCAVATORS



2009	KOMATSU PC27MR-3	20181	HE765	\$33,000
2011	KOMATSU PC78US-8	16694	HE964	\$78,500
2012	KOMATSU PC130-8	83837	HE924	\$108,500
2012	KOMATSU PC138USLC-8	27284	HE933	\$109,500
2006	KOMATSU PC200LC-8	A88039	HE1020	\$68,000
2008	KOMATSU PC220LC-8	A88553	HE1063	\$89,500
2004	KOMATSU PC300LC-7L	A85984	HE901	\$68,200
2006	KOMATSU PC300LC-7E0	A88062	HE896	\$130,500
2001	KOMATSU PC300LC-6	A84091	HE521	\$59,900
2007	DEERE 350DLC	X806041	HE895	\$95,000
2014	DOOSAN DX225LC-3	1359	HE1016	\$143,500

## SKID STEERS



1989	BOBCAT 843	503729215	WL1740	\$9,500
2016	JCB 280	2428651	WL1656	\$54,500
2016	JCB 260 TRACK	2428652	WL1654	\$63,500
2011	DEERE 323D TRACK 84HP	6420473	WL1460	\$46,500



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