

The



DIESEL MACHINERY, INC

www.DMIDifference.com

Difference

A publication for and about DMI customers • January 2018

NOLZ DRAGLINE & CONSTRUCTION, INC.

See how this Sioux Falls family gets its hands dirty on the job



Ed Nolz,
Treasurer

KOMATSU®

A MESSAGE FROM THE CHAIRMAN



DIESEL MACHINERY, INC

Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At DMI it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your DMI Difference highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.


Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material, and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

DMI and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,


Pat Healy
Chairman of the Board

**A broad
spectrum of
products**

IN THIS ISSUE

NOLZ DRAGLINE & CONSTRUCTION, INC. pg. 4

This multi-generational family from Sioux Falls gets its hands dirty on the job. Read more inside.

GUEST OPINION pg. 8

Find out why one industry professional believes that a reliance on multitasking could lead to workplace injuries.

LOOKING AHEAD pg. 10

Delve into the latest wearable technology trends that are becoming increasingly common in the construction industry.

A CLOSER LOOK pg. 15

Komatsu's new WA200-8 wheel loader is a versatile jobsite machine as it features parallel-lift linkage. See inside for the details.

PRODUCT FOCUS pg. 16

Examine how the Komatsu Traction Control System increases the productivity of rigid-frame HD325-8 and HD405-8 trucks.

PRODUCT SPOTLIGHT pg. 18

Get a glimpse of the enhancements to the new D375A-8 mining-class dozer that enable it to deliver 20 percent more horsepower in reverse.

TIMBER TALK pg. 21

Find out how Komatsu updated its Tier 4 Final forwarder lineup to boost production and improve operator comfort.

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

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

KOMATSU®

Printed in U.S.A. © 2018 Construction Publications, Inc.

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

SIOUX FALLS

Pat Healy, Chairman of the Board

Dan Healy, President

Dan Rude, General Manager

Stan Burgers, Controller
(605) 366-3482

Steve Ward, Director of Product Support
(605) 221-1963

Herb Lohnes, Sales Manager
(605) 361-7979

Roger Horstmeyer, Territory Manager
(605) 366-6000

Tim Kelly, Territory Manager
(605) 212-9997

Darwin Ellis, Territory Manager
(605) 330-0448

Jon Winklepleck, Territory Manager
(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

Lyle Ruesch, Service Manager
(605) 366-4670

Eric Anderson, Shop Foreman
(605) 351-5119

RAPID CITY

Mark Barry, Branch Manager/
Territory Manager (605) 342-1767

Peggy Wolf, Territory Manager
(605) 430-4580

Justin Larson, Territory Manager
(605) 484-5699

Scott Houk, Parts Manager
(605) 574-9043

Joe Bowman, Service Manager
(605) 391-1307

ABERDEEN

Chad Casanova, Branch Manager/
Territory Manager (605) 380-0180

Jarod Heinz, Territory Manager
(605) 228-4434

Justin Herreid, Parts Manager
(605) 290-3878

Jerald Bankston, Service Manager
(605) 228-4821



NOLZ DRAGLINE & CONSTRUCTION, INC.

Sioux Falls family gets its hands dirty on the job



Ed Nolz,
Treasurer

Nolz Dragline & Construction, Inc. has been making water go in, under and through project areas across South Dakota for more than four decades. Ed and Deanna Nolz started the family company in 1974 by building holding ponds – or dugouts – for livestock on farms. Since then, the firm has evolved to include bridge construction and box culvert installation. Through it all, the Sioux Falls business has been dedicated to hard work – it’s literally in its DNA. Of the company’s eight employees, six are related.

“Our crew size depends on which of the grandkids has an activity,” joked Ed. “Not many companies do what we do because it’s pretty labor-intensive. We still get out of the machines and get our hands dirty. It’s what we know.”

While Ed, who is the company’s Treasurer, isn’t at the jobsite every day anymore, he and Deanna, President, are still involved. Ed drives a truck and tackles other small projects, both in the shop and the field, while Deanna handles the administrative duties. Their sons,

Dave (Supervisor) and Kevin (Foreman), run the day-to-day operations.

“We have three generations at a jobsite,” said Dave. “It’s a true family affair. We wouldn’t have it any other way.”

In addition to hard work, the family has a knack for adapting to the changing needs of its industry. When regulations stymied the popularity of dugouts, the company switched to bridge construction, raising the bridges and handling the dirt work associated with the jobs. As the number of bridge contracts decreased, competition became fierce. In response, Nolz Dragline began to focus on box culvert projects, a niche that it still fills today.

“Box culverts had always been a part of our business, but once the dugout and bridge work slowed down, we started doing more of them,” noted Ed. “We typically can handle the entire project – water diversion, demo, construction of the culvert, installation and dirt work – all the way up to asphalt.”

Nolz Dragline creates a single-barrel culvert in Vermillion, S.D.





▶ VIDEO

A Komatsu PC360LC excavator is put to work moving material at a box culvert installation project in Vermillion, S.D. "When we're moving material with a bucket, the stability and handling are amazing," said Supervisor Dave Nolz. "It's very operator-friendly."

Outside of the box

Box culverts have become a staple of Nolz Dragline's workload because of their increased popularity. They are more economical than bridges and have a longer life expectancy.

The most common use of the box culverts that Nolz builds is to divert water, but the structures can serve other purposes as well. Small or large, the company is equipped to handle the job.

"Not every road needs a bridge," explained Ed. "A lot of times, we can build a culvert for a creek or small stream and bury it under the road. In other cases, we have to put in some pretty significant structures. They are cost-effective and will last 100 years."

One of those large structures was a 13-foot tall and 18-foot wide, four-barrel culvert installed near Sioux Falls. The project arose when the State of South Dakota couldn't prevent an existing bridge from sinking. The firm also accommodated other nontraditional requests.

"That project was one of the largest we've done," said Ed. "To have four sections right next to each other is serious. It was an unusually big culvert. A lot of water moves through there, plus the farmer who owned the land wanted to be able to drive his equipment and herd his cattle through it."

Nolz Dragline also recently completed a bike trail in Sioux Falls that required a tandem of culverts, one for bikers and one for water.

"The section for the bikers was a little higher than the one that diverted water to the creek," detailed Ed. "We treated the bike culvert with a graffiti-resistant paint for easy maintenance. This area has some of the nicest bike trails around; it's a big deal here. We've also built underpasses, paths and school crossings along Sioux Falls' 26 miles of trails."

To make the culverts, Nolz Dragline uses an adjustable form that it sets to the size of the structure. After excavating the bed for the culvert, the crew pours concrete into the form and reinforces it with steel. When the concrete has cured, the company then fills in around the culvert, at times with hand shovels, and preps it for asphalt.

Old friends

When it comes to purchasing equipment for their jobs, relationships matter to the Nolz family. That's why they trust Diesel Machinery, Inc., (DMI) and Sales Rep Roger Horstmeyer to handle their machinery and service needs.

"We're old friends; DMI has taken really good care of us throughout the years," reflected Ed. "We've known Roger for 40 years. If we need something, we know he can find it. That's why he and DMI are usually our first call."

Komatsu excavators are popular at Nolz Dragline. It recently purchased a PC360LC and its fleet also includes a PC290LC and a PC78US.

Continued . . .

DMI goes 'above and beyond'

... continued

"We like the PC360 because of its versatility," said Dave. "We use different attachments depending on the job. When we're removing a structure, we put a crusher on it, and the excavator handles it easily. When we're moving material with a bucket, the stability and handling are amazing. It's very operator-friendly."

Nolz Dragline also has a WA320 wheel loader, which it uses for multiple applications.

"The WA320 is a great loader for us," shared Kevin. "We load trucks, move riprap and take care of snow removal with it in the winter. It has a lot of power and is reliable."

Thanks to the dependability of Komatsu equipment, when Nolz Dragline calls DMI, it usually isn't for service.

"The equipment is great; we rarely have an issue with it," said Deanna.

In fact, Ed says that DMI typically calls him to schedule maintenance through the Komatsu CARE program, which provides complimentary service for the first 2,000 hours or three years of operation on its Tier 4 machines.

"We don't have any mechanics, so the Komatsu CARE program is very beneficial," noted Ed. "They come out at a time that works for us, and take care of the machine. This is another example of DMI going above and beyond."

Bison, ball and the future

It goes without question that the Nolz family values its multi-generational company. However, the business isn't its only passion.

"The company means a lot to us, and to have three generations working in it is special," explained Ed. "We think it's important to have the grandkids involved. They work for us, but they take off for ballgames and practices, and we're there to support them, too."

The family shares another pastime – buffalo. They operate a farm east of Sioux Falls that is home to 140 head of buffalo.

"We got into raising buffalo nearly 25 years ago when I had heart trouble," said Ed. "We butcher them for the meat, which is leaner and healthier than beef. Our whole family eats bison, and we sell different cuts from our shop. I think the DMI mechanics like coming here to service the machines because they can pick up some meat!"

While the family has several common interests, the company is the tie that binds. Ed says that Dave and Kevin will take the reins of the company when he retires, and he expects his sons to continue on the path that made it successful while also calling back to its past.

"When the boys take over, they'll probably keep doing culverts, however, we are set up for expansion," he noted. "We have all the equipment and knowledge to build bridges. I could see them growing and getting back into those types of projects." ■

Nolz Dragline Treasurer Ed Nolz (left) has relied on Diesel Machinery, Inc., Sales Rep Roger Horstmeyer to handle his equipment and service needs for nearly 40 years.



Using a Komatsu WA320 wheel loader, a Nolz Dragline operator moves dirt away from a box culvert. "The WA320 is a great loader for us," shared Construction Foreman Kevin Nolz. "We load trucks, move riprap and even do snow removal with it in the winter. It has a lot of power and is reliable."

► VIDEO



SCREEN MACHINE®

AMERICAN-MADE INNOVATION SINCE 1966

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



Watch 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

SAFETY NEVER GOES OUT OF STYLE

Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,
Communications
Manager, NCCER

*This article is
reprinted with
permission from
"Breaking Ground:
The NCCER Blog"
at blog.nccer.org.*

If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.



Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■

SMARTCONSTRUCTION

DIG STRAIGHT TO GRADE

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.

KOMATSU®

komatsuamerica.com



Copyright ©2017 Komatsu America Corp. All Rights Reserved
Photograph may show optional equipment.

020

CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

...continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



NEWS & NOTES

Komatsu donates and matches contributions to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff

members in the states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

"Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes," said Rod Schrader, CEO of Komatsu America Corp. "We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding." ■



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

KOMATSU®

WORKS FOR ME™



**"BETTER PRODUCTS AND
PROGRAMS KEEP ME GOING."**

ERIC MERHIY, OWNER, KPH INC., FARGO, ND

IMPROVING THE JOB SITE



"We use Komatsu CARE and the program is set up on all of our dozers and excavators. Our local dealer services us by producing reports and analysis that our in-house techs review. For us, it's just one more benefit that gives us one step that we can outsource for our company, allowing us to keep our techs working on other projects and let the dealer handle our Komatsu CARE needs. It's a time/value savings of money and production—being able to keep machines up and running when you need them. For my business, what Komatsu does for us is worth a lot!"

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2017 Komatsu America Corp. All Rights Reserved



027

A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.





HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard 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 maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator’s seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Quick Specs on Komatsu’s HD325-8 and HD405-8 Trucks			
Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu’s new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



KOMATSU®

WORKS FOR ME™

"THEIR FINANCE PROGRAM ROCKS!"

LANCÉ LANNOM, RACHELLE REIGARD & EDUARDO MORALES / GRADE A CONSTRUCTION / LEBANON, TN

COMPETITIVE AND FLEXIBLE

KOMATSU
FINANCIAL

"Komatsu has been a great partner for us. They've been with us through the years, even when we started small and not many other places wanted to talk to us. They believed in us and helped us grow. From a custom financing plan to tech like KOMTRAX, to customer service and Komatsu CARE, and, of course, reliable products—they offer everything to help our bottom line grow." **Rachelle Reigard, President**

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2017 Komatsu America Corp. All Rights Reserved



026



Discover more

NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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."



USED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2017 Komatsu America Corp. All Rights Reserved

018

KOMATSU®

WORKS FOR ME™

"THE TECH MAKES ME FASTER."

JEROME HAYCRAFT / ASPLIN INC. / FARGO, ND

INTELLIGENT MACHINE CONTROL

"We have a Komatsu PC210LCi, and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

SMARTCONSTRUCTION

KOMATSU

THAT'S WHY I AM KOMATSU

komatsuamerica.com



© 2017 Komatsu America Corp. All Rights Reserved 025



Discover more

POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Continued . . .



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

Taking it to the next level

... continued

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yolitz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager. More than likely, they will refer customers to Komatsu Financial.

Continued . . .



**Rich Fikis, President,
Komatsu Financial**

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 Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

Willing to go the extra mile for customers

... continued



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.



QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

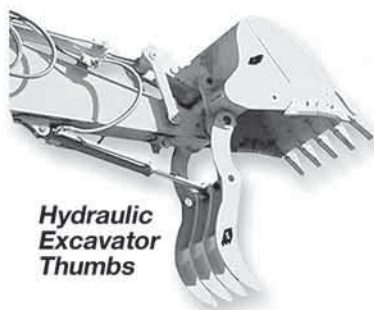
The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■

More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.





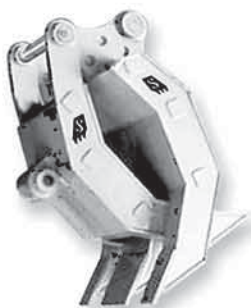
**Hydraulic
Excavator
Thumbs**



Solesbee's®



**Excavator
Thumbs**



**Excavator
Demolition
Grapples**



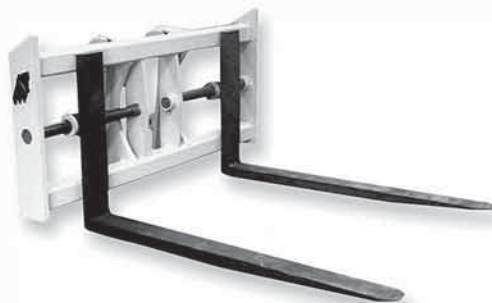
**Excavator
Grapples**



**Excavator
Wood
Shears**



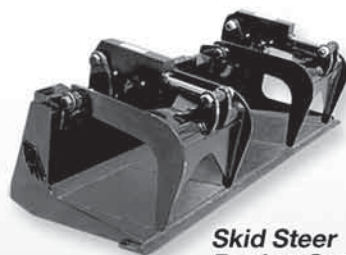
**Stump
Pullers**



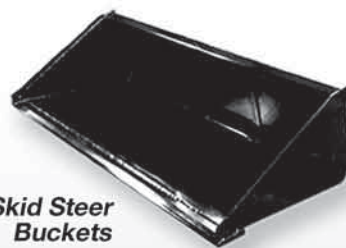
**Loader
Forks**



**Loader Rakes
with
Top Clamp**



**Skid Steer
Bucket Grapples**



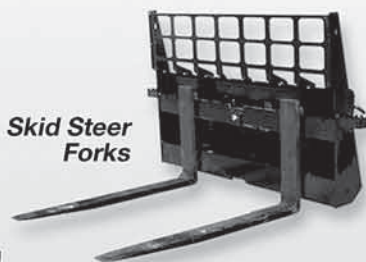
**Skid Steer
Buckets**



**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

NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch with their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.



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

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





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



SDI FEATURES ON ALL SIDE DUMP TRAILERS

100/110XF 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-Tri 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



DIESEL MACHINERY, INC

FEATURED USED EQUIPMENT

Call Caleb Hinkkanen for more information: (800) 456-4005 See more at: www.dieselmachinery.com



2004 KOMATSU WA380-5 SERIAL #A52184

\$83,500



2009 KOMATSU D37PX SERIAL #80061

\$101,500



2007 KOMATSU PC300HD-7EO SERIAL #A86103

\$135,000

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

WHEEL LOADERS



2007	KOMATSU WA200-5	68496	WL1527	\$72,500
2006	KOMATSU WA200-5	67369	WL1528	\$81,250
2004	KOMATSU WA320-5L	60237	WL1322	\$87,400
2012	DOOSAN DL220	5054	WL1270	\$111,000
2002	DAEWOO MEG A 250 V	1020	WL986	\$80,000
2005	DEERE 624J	4598322	WL1694	\$78,100

CRAWLER DOZERS



2012	KOMATSU D61PX-15 E0	B47224	CD506	\$150,000
2013	KOMATSU D39PX-23	90104	CD623	\$97,225

CRAWLER EXCAVATORS



2012	KOMATSU PC27MR-3	21046	HE778	\$39,500
2012	KOMATSU PC130-8	83837	HE924	\$108,500
2012	KOMATSU PC138USLC-8	27284	HE933	\$95,425
2008	KOMATSU PC220LC-8	A88553	HE1063	\$82,800
2006	KOMATSU PC300LC-7EO	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	\$135,000

SKID STEERS



2017	JCB 280	2503198	WL1761	\$54,500
2016	JCB 260 TRACK	2428652	WL1654	\$63,500
2011	DEERE 323D TRACK 84HP	6420473	WL1460	\$46,500



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

17-03



DIESEL MACHINERY, INC
www.dieselmachinery.com



Aberdeen, SD
39288 133rd St.
(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

Sales • Rentals • Financing • Parts • Service

KOMATSU®

JCB

DOOSAN

DYNAPAC
FAYAT GROUP

GROVE

BOMAG
FAYAT GROUP

Link-Belt
EXCAVATORS

RANCO

SCREEN MACHINE
AMERICAN-MADE INNOVATION SINCE 1986

SIDE DUMP
INDUSTRIES

Superior Broom

Talbert
SINCE 1938

TEREX
CEDARAPIDS

TEREX
SCRAPERS

TOPCON

WHEEL
CONSTRUCTION EQUIPMENT

ALAMO
INDUSTRIAL

Atlas Copco

BTI
BREAKER
TECHNOLOGY

Cummins

EIW
EQUIPMENT INCORPORATED

ESCO

FELLING
TRAILERS

Galion®

JRB
BY PALADIN

PALADIN
POWERFUL ATTACHMENT TOOLS

MDS
MACHINERY DISTRIBUTION SYSTEM

SWIFT

Paxton-Mitchell Company

TCI
Manufacturing & Equipment Center

WE
WERK-BRAU CO., INC.

Challenger
LUBRITY TRAILERS



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