



WAUKESHA-PEARCE INDUSTRIES, INC.

2015 No. 3

UPDATE

A publication for and about Waukesha-Pearce Industries, Inc. customers • www.WPIUpdate.com

GRADE CONTROL AT WPI

Austin branch holds event to introduce
Komatsu *intelligent* Machine Control
excavators and dozers



KOMATSU

A MESSAGE FROM THE VICE PRESIDENT



Bruce Truesdale

**Determined to
keep your
expenses low**



Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO-CON/AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

As the end of 2015 approaches, Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your WPI Update magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at WPI, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
WAUKESHA-PEARCE INDUSTRIES, INC.



Bruce Truesdale
Vice President of CMD Operations



WAUKESHA-PEARCE INDUSTRIES, INC.

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IN THIS ISSUE

GRADE CONTROL AT WPI

Read about the event that the Austin branch held to introduce Komatsu *intelligent* Machine Control excavators and dozers.

INDUSTRY OUTLOOK

Find out why the U.S. Departments of Transportation, Labor and Education believe highway construction will be among the industries needing a larger workforce in the future.

GUEST OPINION

Learn how promoting the positives of a career in construction could help meet the challenge of finding future workers.

DOING IT BETTER

Study the enhancements – including the new H mode – that help the Komatsu D61-24 dozers exceed the productivity of previous models.

PRODUCT IMPROVEMENT

Komatsu's new Dash-8 construction/quarry loaders feature high breakout force and lower fuel consumption. Read about them inside.

CUSTOMER TESTIMONIAL

See how the Komatsu PC210LCi-10, the world's first *intelligent* Machine Control excavator, creates savings for U.S. SiteWork.



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GRADE CONTROL AT WPI

Austin branch holds event to introduce Komatsu *intelligent* Machine Control excavators and dozers



Dan Galor,
WPI Customer
Support Manager

Among the *intelligent* Machine Control equipment available to demonstrate at the WPI event, was the original iMC dozer, the D61EXi-23.

Customers had the opportunity to see and operate Komatsu *intelligent* Machine Control (iMC) dozers and the PC210LCi-10 – the world's first iMC excavator – during a three-day event at WPI's Austin branch. The dozer lineup included models ranging in size from the 21,848-pound D39PXi-23 to the 90,610-pound D155AXi-8.

Komatsu iMC dozers feature fully automatic blade control from rough-cut to finish grade. As they travel around a jobsite, the dozers measure actual elevations, which provide accurate surface data. The iMC system senses excess blade load during rough-cut and raises the blade as needed to minimize track slip and maintain efficiency. It also automatically lowers the blade to push as much material as possible until it reaches the desired grade, maximizing production in all situations.

"Komatsu's *intelligent* Machine Control technology can significantly increase production and efficiency, and at the same time, dramatically

reduce operating costs," said Customer Support Manager Dan Galor, who along with WPI's Technology Solutions Experts (TSE), was on hand to provide information and answer questions.

"Once a model of a jobsite is built, it can be uploaded into the iMC system and the grade control can be utilized from rough-cut to the finish pass," Galor continued. "Conventional aftermarket systems are typically turned on when the operator gets close to grade. The blade is controlled manually until approaching the target grade."

During the event, WPI technical support personnel presented information about GPS technology. They also gave a short communication and localization demonstration with bases and rovers. Attendees could then "test drive" equipment, using a model WPI built to simulate grade control in actual working conditions.

The model included a complex roadway, blue top pad sites, a pond and a trench for utilities to show the Komatsu iMC machines' functional ability and accuracy.

Participants at the event realized the ease and speed of beginning a new job. The simple process of uploading the model from a USB to the machines and getting right to work was a welcome surprise as well.

"We wanted customers to experience the full capabilities of the machines so they could see the benefits to their businesses, as well as address any questions or concerns they had," said TSE Andrew Lopez. "The system is highly accurate and eliminates the need for grade staking, thus reducing surveying costs. Because the technology is factory-integrated, there are no cables or masts like those required with after-market GPS grading





► VIDEO

During the *intelligent* Machine Control (iMC) Event at WPI's Austin branch, customers could demonstrate several machines, including the world's first iMC excavator, the Komatsu PC210LCi-10. Its exclusive control function goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

systems. By having the system integrated, there is no need to climb on the machine to mount or remove sensors and wires. This increases jobsite production and safety."

PC210LCi-10 limits overexcavation

Komatsu's PC210LCi-10 was of particular interest to many who wanted to see the excavator's exclusive control function, which goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

As with the dozers, the PC210LCi-10's iMC system improves efficiency and accuracy. When target grade is achieved, the machine control will not allow excavation beyond the designed surface. Minimizing overexcavation reduces wasted time and costs associated with removing and replacing material.

"Users will be able to dig a trench to the exact depth, precisely build a pond with all the contours and slopes, or complete any other aspect of a project faster and without the worry of removing too much material," said Lopez. "A large monitor shows operators real-time and as-built status. They can set audio guidance alerts with different tones that indicate how close they are to the final grade."

Advanced functions, such as Auto Grade Assist, contribute to the excavator's ability to effectively reach target elevation without overexcavating. As the operator moves the



A Komatsu D51EXi-22 was another popular dozer with attendees who used it to cut a roadway.

arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. This allows the operator to rough-dig without worrying about exceeding the design elevation, as well as fine-dig by operating the arm lever only.

Another new function is Auto Stop Control. During operation, the work equipment stops automatically when the bucket edge reaches the design surface.

Continued . . .

What WPI customers had to say about Komatsu iMC machines



Nate Mobbs, K-K Mobbs, on the PC210LCi-10 excavator: "It graded exactly where it needed to, and wouldn't let me go any further. You can curl the bucket, grade it and it's just like it's hand-raked."



Clif Marler, C.E. Marler & Associates, on the D51EXi-22 dozer: "I can see where it could speed up our process out in the field and take away a lot of the staking. You can just show up to a jobsite and start immediately as long as the model is built right. This is a step above the aftermarket system, because you have wider range of grade control. It will take you to grade, no matter what that is."

iMC features on display at WPI event

... continued



WPI Technology Solutions Expert Gabe Saenz shows attendees the features of *intelligent* Machine Control through a video presentation.

The PC210LCi-10 also has Minimum Distance Control, which automatically selects the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.

"The feedback we received from this event, as well as from customers who own or have demonstrated an *intelligent* Machine Control dozer or excavator, has all been very positive," said Bruce Truesdale, Vice President of Operations. "Once they see how typical project times can be cut by days, weeks, even months, they clearly understand the benefits and return on investment that iMC machines provide." ■

WPI's Technology Solutions Experts have the answer



(L-R) WPI Technology Solutions Experts include Cory Webb (Austin), Andrew Lopez (Houston) and Gabe Saenz (Houston). They can be contacted to set up a demonstration of a Komatsu *intelligent* Machine Control machine or help customers get the most out of their iMC equipment.

Want to test a Komatsu *intelligent* Machine Control (iMC) machine, or ensure you're getting the most out of the iMC machine you're currently running? Turn to a WPI Technology Solutions Expert (TSE) to find out how.

"These machines revolutionize the jobsite by increasing productivity and efficiency, while reducing owning and operating costs," said TSE Cory Webb. "Because the technology is factory-installed and fully integrated, there are no cables or masts to install and remove, which increases safety."

Based out of WPI's Austin location, Webb is one of three TSEs who provide service to WPI's local Texas branches. Andrew Lopez and Gabe Saenz can be reached at the company's Houston headquarters. Each is responsible for initial calibration of iMC machines, setting up demonstrations and providing ongoing support.

"The technology is very easy to set up and simple to use," said Saenz. "It removes a lot of variables associated with traditional forms of dirt moving, as well as aftermarket GPS systems. We encourage anyone interested in one of these machines to contact us about setting up a demonstration." ■



Technology Solutions Expert Cory Webb (right) shows Jason Gunn of K-K Mobbs a base station before heading out to demo a machine during WPI's *intelligent* Machine Control event.

D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

- Automated operation from rough dozing to finish grade
- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



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"I'm proud that our Komatsu dozer designs are always breaking new ground, like our forward cab small dozers and now our *intelligent* Machine Control equipment with integrated technology. But it's a team effort and it takes dedicated team members to build in the quality it takes to meet our customers' demands. And that's why I AM KOMATSU."

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009

INDUSTRY OUTLOOK

TRANSPORTATION CAREERS

Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and

help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

The report “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.



Regional growth

The joint report examined several key areas of the transportation industry to collect data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic “hot spots” for future transportation jobs; wages and education/work experience/training requirements for



high-demand transportation jobs; and annual job openings compared to educational program completions.

“Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works,” according to the report. “Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest.”

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry’s growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

“While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery,” said the report. “In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work.”

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.”

It was followed in the industry by labor, which will need to fill 89,000 jobs.

Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.

GUEST OPINION

BRIDGING THE SKILLS GAP

Promoting the positives of construction could help meet the challenge of finding future workers



Dan Belcher,
Director of Workforce
Development,
NCCER

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Dan Belcher is Director of Workforce Development for the National Center for Construction Education and Research (NCCER) and his role includes informing and updating government, workforce industry and education sponsors about NCCER.

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction

Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■

NCCER Director of Workforce Development
Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.



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DOING IT BETTER



Discover more

HIGH SPEED DOZING

“H mode” among enhancements in Komatsu’s new D61-24 dozers



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

Komatsu’s new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

Quick Specs on Komatsu’s D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



“The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications,” said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. “Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class.”

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer’s travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

“Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment,” said Tolomeo. “Operators can easily select the proper mode using the large LCD monitor in the cab.”

Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

“We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out,” said Tolomeo. ■

PRODUCT IMPROVEMENT



WA380-8



WA470-8

MORE EFFICIENT MATERIAL MOVEMENT

New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Continued . . .

Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



Advancements make Dash-8s powerful and efficient

... continued

"With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks," said Craig McGinnis, Komatsu Product Marketing Manager. "It's ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling."

SmartLoader Logic

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines' Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu's new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.

Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

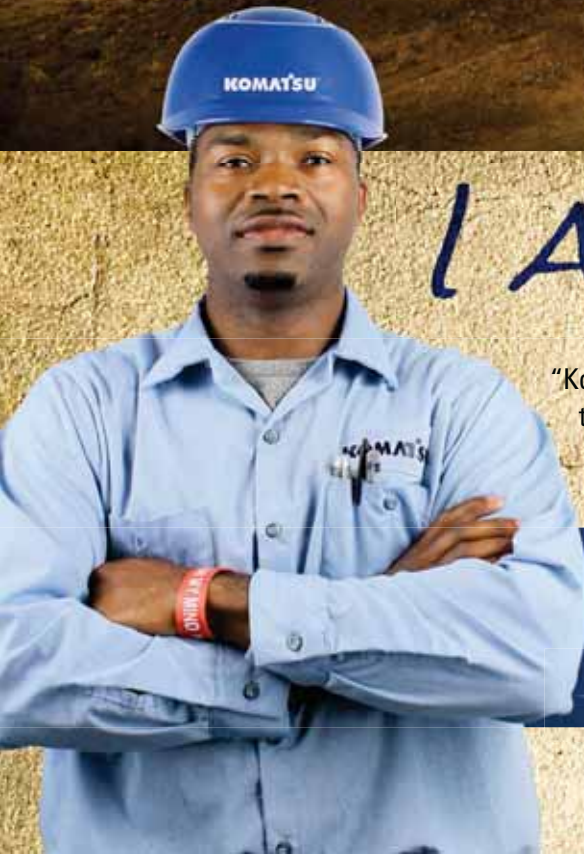
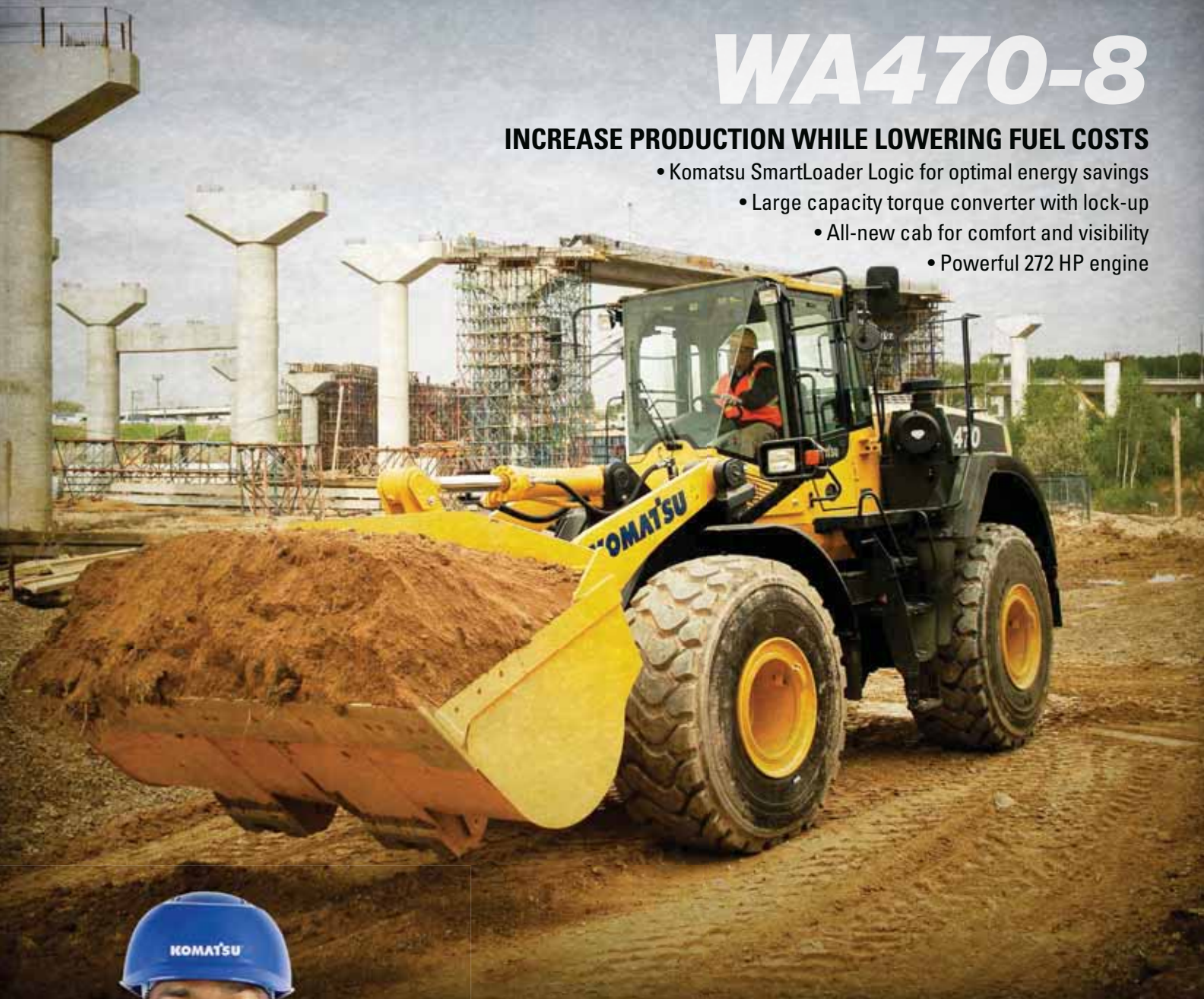
"With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability," said McGinnis. "We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves." ■



WA470-8

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- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

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006



Discover more

LIMITING OVEREXCAVATION

Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

"We're a full-service company with the experience and resources to take care of a wide range of customers," said President/Project Manager Scott Kerzman. "We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer's thought is, 'Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.'"

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. "We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly," said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world's first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it.

"We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly," said General Superintendent Rory Paggen. "We definitely see the benefits of less time to reach final elevation and less material costs associated with overexcavation. Normally, on trenches with fairly steep slopes, we would dig with an excavator, then use a skid steer to smooth them out. With the intelligent excavator, we load the file with the plan, and it accurately puts it to target without the need for another machine. The savings are obvious."

Integrated technology

As with Komatsu's *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

"We're proponents of GPS grading, and aftermarket systems are good, but Komatsu's integrated technology is simply head-and-shoulders better," said Paggen. "The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don't have masts or cables to install and remove or get damaged." ■





PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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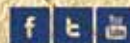
JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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005

NEW PRODUCTS



PC45MR-5



PC55MR-5

NEW COMPACT EXCAVATORS

Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models



Desmond Jarvis,
Komatsu Product
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds



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Discover more

FIRST-IN-THE-FOREST

Komatsu's next generation harvesters feature a host of improvements that benefit your bottom line

Komatsu strengthened its wheeled harvester lineup with four new models – 901, 911, 931 and 951 – representing a new generation that features breakthrough improvements in operator comfort, convenience, performance and productivity. Each is powered by a Tier 4 Final engine that provides high-torque, high-capacity cooling systems and reduced fuel consumption.

Increased operator comfort and convenience begins with a totally new cab design and operating environment that increases the front-line-of-sight visibility by 62 percent upward and 17 percent downward. The modern design features first-class ergonomics, high-end automotive fit and finish, and a MaxiXplorer control and information system with seven new software options and a more powerful computer.

Next-generation technology improves performance and productivity. The harvesters feature new H-series parallel cranes with greater lift capacity, 360-degree cab/crane rotation and four-way cab/crane leveling. An innovative 3PS three-pump hydraulic system design produces significantly greater hydraulic work flows, and a new Hydrostatic Transmission generates more torque.

Outside the cab, 16 powerful LED lights provide double the illumination to the harvesting head. All daily maintenance checks and fills can be performed at ground level or from inside the cab. The harvesters feature a highly functional and sleek new design, including a one-piece hood that opens rearward to fully expose the entire engine compartment for easy service access. All filters are vertically mounted and easy to change.

"This first-in-the-forest lineup is Tier 4 Final and a whole lot more," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "From operator comfort and convenience to machine performance and productivity, these harvesters are the new benchmark in the category. Each model can be equipped with a variety of Komatsu harvesting heads to meet specific application needs." ■



Steve Yolitz,
Manager,
Marketing Forestry

Komatsu's new Tier 4 Final harvester lineup features four models that increase production and performance while lowering fuel consumption. The new models feature H-series parallel cranes with greater lift capacity, and an innovative three-pump hydraulic system design that produces significantly greater hydraulic work flows. A totally new cab substantially improves visibility.



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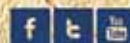
ABE RIDDLE / DIRECTOR of PARTS OPERATIONS / RIPLEY, TN

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004

SAVINGS BY DESIGN

REDUCED UNDERCARRIAGE COSTS

Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

"Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This has enabled PLUS to become standard equipment on other Komatsu models."

Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

"Supplemental wear-life coverage is available through our local distributors," said Murawski. "PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.



PC490LC-11

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- Increase hydraulic flow Power Mode
- Up to 13% productivity increase
- Variable track gauge option



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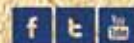
GERALD STREET / CHATTANOOGA PLANT

"I've been with Komatsu for 26 years and I'm proud to build America's best excavators. The passionate craftsmen and women I work with are dedicated to making sure that no product leaves our factory without the quality and attention to detail that separates us from the others. I'm just one of over 2,000 like-minded employees in North America. And that's why I AM KOMATSU."

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002

GIVING YOU STRONG OPTIONS

John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense

QUESTION: What does the Rental & Used Equipment group offer customers?

ANSWER: Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

QUESTION: How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

ANSWER: When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first

Continued ...



**John Arapidis,
Vice President, Rental &
Used Equipment**

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.

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.

Komatsu-certified equipment provides peace of mind

... continued

three years or 2,000 hours. Our distributors have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then

All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.



can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

QUESTION: Does this mean customers should avoid older machines?

ANSWER: Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.

QUESTION: How should customers go about checking availability of rental and ReMarketing machines?

ANSWER: The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check www.komatsuused.com.

QUESTION: What do the rental and used markets look like going forward?

ANSWER: Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■

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EVENTS HIGHLIGHT INNOVATIONS

Record-setting ICUEE leads list of industry shows that spotlight latest technologies from utilities to mining

The annual International Construction and Utility Equipment Exposition (ICUEE) wrapped up another record-setting year this fall, with registered attendance of more than 18,000. The event surpassed last year's record total by 13 percent. Registrants came from all 50 states, nine of the 10 Canadian provinces and more than 60 other countries worldwide.

ICUEE also set records for exhibit space and number of exhibitors. More than 950 exhibitors, including 250 companies new to the show, filled 1.2 million square feet of exhibit space to showcase their latest equipment and product innovations, and conduct numerous live demonstrations and hands-on opportunities.

Mining equipment on display is one of the features of MINExpo, which will run Sept. 26-28, 2016, in Las Vegas. Held every four years, the event spotlights innovations in technology, machinery and other aspects of the industry. It's one of a handful of upcoming construction and mining shows happening through next fall.

The event is one of several construction industry and mining events that have taken place or will take place during a 12-month period that began in September. One upcoming event is the annual World of Concrete, which begins Feb. 1, 2016, at the Las Vegas Convention Center. Seminars are available beginning the first day, and exhibits are open Feb. 2-5. New features of the 2016 World of Concrete include an area focused on precast products, technologies and equipment such as coring machines, pipe unloaders, precast forms and more.

The World of Asphalt Show & Conference 2016, which will run March 22-24 in Nashville at the Music City Center, is another. The event is geared toward asphalt, highway / street pavement maintenance and traffic safety industry professionals from all types of companies. Exhibits include asphalt production and recycling equipment; road building machinery; pavement maintenance equipment; trucks and trailers; soil stabilizers; and more. In addition, the Aggregates Academy & Expo will be co-located, providing an enhanced show experience for attendees by offering additional exhibits and education opportunities.

MINExpo returns

Next fall, MINExpo INTERNATIONAL returns to the Las Vegas Convention Center Sept. 26-28. Held every four years, MINExpo is the mining industry's premier exhibition for mining equipment, technology and service companies. Every facet of mining – open pit; underground; processing and preparation; mine site development; exploration and surveying; smelting and refining; and reclamation – will be represented at the event. ■



SIDE TRACKS

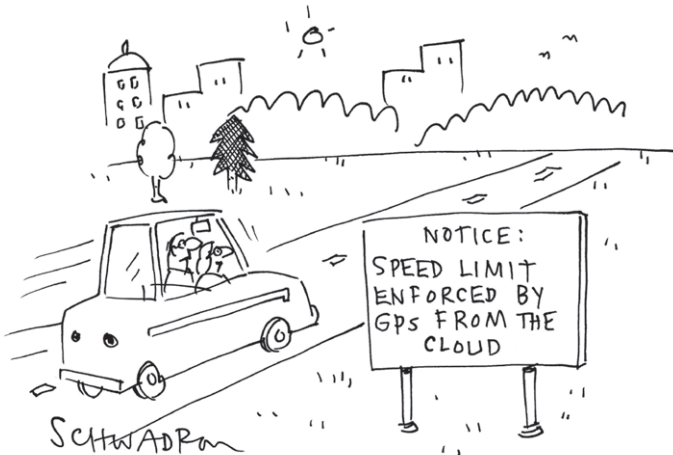
On the light side



"It's a new idea – a cell phone booth, where people can talk privately without disturbing others."



"Laugh out loud, best friends forever, be right back, in my experience, never again volunteer yourself."



Did you know...

- Turkey's annual Kirkpinar Oil Wrestling Championship is the world's oldest continual sporting event. It began in 1361.
- According to Major League Baseball, there are 23 ways a player can safely reach first base.
- Cherophobia is the fear of being happy.
- The Earth is struck by lightning 100 times per second, or 8.6 million times per day.
- Cinderella, One Too Many, Fairytale, Jarrahdale and Jack-be-Little are all recognized types of pumpkins.
- An average adult turkey will have approximately 3,500 feathers at maturity.
- Golf courses cover nearly 4 percent of the land in North America.
- A dime has 118 ridges around its edge.
- The average raindrop falls at 7 miles per hour.
- The Golden Gate Bridge project was the first construction site to require workers to wear hard hats.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.WPIUupdate.com

1. E H O _ _ _ _
2. E P P I _ _ _ _ _
3. T H I D C _ _ _ _ C _ _
4. E N C E R S _ _ C _ _ _ _ _
5. A Y D R E - I X M _ _ _ _ _ Y - _ _ _ X

MORE INDUSTRY NEWS

Construction spending sees fastest growth in nearly a decade

Construction spending in the U.S. increased 12 percent from June 2014 to June 2015, according to the U.S. Census Bureau. The Associated General Contractors of America said it was the fastest growth rate since 2006, as total spending topped \$1 trillion.

Residential had the highest percentage increase at 13 percent (\$378 billion), while non-residential led spending at \$687 billion,

an 11.5-percent rise. In the residential sector, single-family construction was up by nearly 13 percent and multi-family grew by more than 23 percent.

On the non-residential side, manufacturing was up 62 percent, followed by lodging (42.2 percent), amusement and recreation (39.2), and office (24.4). However, spending was down in the power (-16.5) and public safety (-3.1) sectors. ■

Agreement provides development of certification programs

The National Wireless Safety Alliance (NWSA) and the National Commission for the Certification of Crane Operators (NCCCCO) entered into a professional partnership for the development and administration of nationally accredited certification programs. A key component involves NCCCCO's professional consulting assistance in further developing NWSA's various worker certification programs to the ANSI/ISO 17024 accreditation standard, the

premier accreditation for personnel certification bodies.

NCCCCO will also provide test development and administrative services to the NWSA as part of the agreement. Additionally, the NWSA-NCCCCO partnership includes a co-branding agreement to offer NCCCCO Signaller and Rigger certification programs, making them the first official certification programs to be made available by the NWSA to the telecommunication industry. ■

Highway Administration finalizes standards for tunnel inspections

The U.S. Department of Transportation's Federal Highway Administration (FHWA) recently published the final rule for national standards that will serve as the foundation of the nation's first standardized tunnel inspection program. It will be modeled after the FHWA's bridge program established nearly a half-century ago to ensure the safety of the nation's bridges.

"This important step to keep our nation's tunnels safe for the traveling public is unprecedented," said U.S. Transportation

Secretary Anthony Foxx. "Establishing national standards will help us maintain a high level of quality and uniformity in tunnel inspections nationwide."

To support the implementation of the standards, FHWA has developed guidance documents and manuals. The agency will offer training to state and local engineers on how to conduct highway tunnel inspections, including on what elements to inspect and how to code and record the results. ■

Schools commit to increasing diversity in engineering

More than 100 signatories, including numerous college of engineering deans at major universities, have pledged to "commit through specific action to provide increased opportunity to pursue meaningful engineering careers to women and underrepresented demographic groups." The plan was laid out by the American Society for Engineering Education (ASEE) and announced earlier this year during an event at the White House.

The ASEE's plan includes a four-step commitment that participating institutions will implement. The plan states that schools establish a diversity plan for engineering programs and develop at least one K-12 or community college pipeline activity

with explicit targeted goals and measures of accountability aimed at increasing the diversity and inclusiveness of their engineering student bodies. Schools must also cultivate strong partnerships between research-intensive engineering schools and non-PhD-granting engineering schools serving populations underrepresented in engineering; and create and implement proactive strategies to increase representation of women and underrepresented minorities.

"A measure of success will be the notable increase in the diversity in enrollments, retention and graduation rates of engineering students, and increased diversity in our faculty and the engineering workforce, over the next decade," according to the pledge. ■



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