



WAUKESHA-PEARCE INDUSTRIES, LLC

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UPDATE

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

MADDEN MATERIALS

Learn how perseverance, good fortune pay off
for San Antonio couple whose firms
specialize in sand products



Owners Joe and
Sofia Regalado

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A MESSAGE FROM THE VICE PRESIDENT



Bruce Truesdale

**Innovation
comes in
all sizes**



Dear Valued Customer:

Komatsu's innovation stands out, regardless of machine size. Case in point, this issue of your WPI Update magazine highlights a couple of ways that Komatsu places itself at the forefront of technology at different ends of the equipment spectrum.

One is Komatsu's Autonomous Haulage System (AHS), which celebrates its 10th anniversary this year. The driverless trucks remain on course, thanks to high-precision GPS and other systems. During the past decade, these massive machines have successfully moved more than one billion tons of material efficiently and safely in mines throughout the world.

Mines typically pair AHS trucks with large excavators. On the other hand, construction companies may rely on smaller machines such as the new PC238USLC-11 tight-tail-swing excavator. Its swing radius is the same as the counterweight, so it's well-suited for applications with limited space.

In between those two machines is Komatsu's PC390LCi-11 that offers exceptional stability and lift capacity while providing the technological edge of *intelligent* Machine Control. It's a great fit for trenching and heavy applications and could easily be incorporated into a SMARTCONSTRUCTION initiative. Learn about the PC390LCi-11 inside.

I also encourage you to read the feature article about Madden Materials and see how Owner Joe Regalado worked with Komatsu's Business Solutions Group to reduce inefficiencies and lower costs. There is much more to check out in this issue as well.

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

Sincerely,
WAUKESHA-PEARCE INDUSTRIES, LLC



Bruce Truesdale
Vice President of CMD Operations



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IN THIS ISSUE

MADDEN MATERIALS pg. 4

Meet Joe and Sofia Regalado, who own and operate a rapidly expanding organization specializing in sand products.

SPECIAL EVENT pg. 8

Ride along with WPI customers as they preview new technology and test the latest products at Demo Days.

A CLOSER LOOK pg. 10

Delve into the details surrounding updated OSHA regulations aimed at reducing silica dust exposure.

GUEST OPINION pg. 13

Stephen Sandherr of the Associated General Contractors of America discusses the impact of the new tax law on the construction industry. Find out more inside.

PRODUCT INTRODUCTION pg. 15

Learn why Komatsu's PC390LCi-11 excavator is a great fit for trenching or heavy-application work.

PRODUCT IMPROVEMENT pg. 16

Check out the new PC238USLC-11 tight-tail-swing excavator that delivers outstanding lift capacity and the KomVision bird's-eye-view camera system.



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MADDEN MATERIALS

Perseverance, good fortune pay off for San Antonio couple whose firms specialize in sand products

To see how far Joe and Sofia Regalado's journey to success has come, first you have to understand that they experienced a rather bumpy start. On January 1, 2009, the couple founded Jarco Transport, a trucking company, to move sand and other products around the San Antonio area.

"We had one truck dedicated to a broker; by the summer it was up to four, and we were parking them at the broker's place," recalled Joe. "He owned trucks too, and he was not pleased with our growth, so he stopped doing business with us and asked us to leave his property. We bought four acres, and because we were not working for the broker anymore,

we parked three trucks and ran one while I hustled to find new business."

The first new customer was a landscaping company looking for topsoil. The Regalados purchased the product from a pit. "We didn't have the money to buy it and then wait to get paid, so I had to leave an open check at the beginning of each month, then stress over whether I could cover it or not. One month, I couldn't pay for it. My customer needed dirt, and I didn't have it."

The Regalados did have a skid steer, so Joe decided to dig up some of the sandy loam on his property and deliver it to the landscaper. "When his caller ID showed up on my phone I thought, 'Oh brother, I messed up.' Instead, the customer loved it and wanted more. What a lucky break."

Joe continued to remove dirt from that site, and bought additional acres of land. One property came with a farmhouse that the Regalados turned into an office for Jarco Transport, which also began offering heavy-hauling and flatbed services. "There came a point when we decided it was best to have two companies, one dedicated to trucking and another for material supply. So, we opened Texas Soil Resources."

In 2015, the owners of Madden Materials approached Joe about buying their sand pit near Somerset, a few miles from Jarco's home base in Von Ormy. "It took close to a year for everything to come together," shared Joe. "We officially began operating Madden Materials in May 2016 and have since grown sales tenfold compared to what they were upon purchase. We expanded product offerings and territory significantly, acquired adjacent



Joe and Sofia Regalado own and operate Madden Materials, which specializes in sand products. The company has five pits, including one at its headquarters location near Somerset.



► VIDEO

A Madden Materials operator loads a Komatsu HM300 articulated dump truck with a WA380-8 wheel loader. "Across the board, our operators love the Komatsu machines," Owner/Chief Executive Officer Joe Regalado confirmed. "The efficiency and production are top-notch."

land for present and future growth, and, last summer, installed a wash plant at the pit."

The Regalados closed Texas Soil Resources, but kept its four locations and moved them under the Madden Materials name. They relocated their headquarters to the Madden site where the firm set up a testing lab and now makes several custom blends, such as infield mixes for baseball fields. Today, most of Madden Materials' tonnage is transported by Jarco.

Joe is Chief Executive Officer of the firm, and Sofia is Co-Chief Financial Officer along with Sam Vera. Additional key personnel include Chief Operating Officer Paul Alden as well as Production and Maintenance Supervisor Daniel Guzman. In addition to the pits, Madden Materials contracts to perform on-site screening at customers' locations.

Komatsu, WPI optimize production

Expansion ushered in the need for additional equipment. The Regalados began using Komatsu machinery nearly five years ago when Jarco Transport was supplying materials. Joe needed a new loader, and, on the recommendation of a friend in the construction industry, contacted WPI Territory Manager Brian Childress.

"Brian suggested instead of trading in a couple of old competitive models, that I

auction them and put the money toward a used WA450 wheel loader," Joe recalled. "It was the right thing to do, and, within a few months, we added a WA380. Komatsu has been our brand of choice ever since."

Madden Materials now runs six wheel loaders (two WA380-8, a WA380-6, a WA470-7, a WA470-6 and a WA320-7), a PC360LC-10 excavator and an HM300 articulated dump truck. "Across the board, our operators love the Komatsu machines," Joe confirmed. "In fact, we demoed a competitive excavator, and the feedback I heard was to stay with Komatsu. The efficiency and production are top-notch."

So too is WPI and Komatsu's service, according to Joe. Childress teamed up with Komatsu District Sales Manager Anthony Lovero and members of Komatsu's Business Solutions Group to conduct a complimentary Optimized Fleet Recommendation (OFR) study on how to move sand from the pit to the wash plant most effectively.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best. They were able to tell us operating costs by considering fuel, operator pay, maintenance and more. All at no charge. That's an incredible benefit, and they have finished a second OFR study to determine



Paul Alden,
Chief Operating
Officer



Sam Vera
Co-Chief Financial
Officer

Continued . . .

'Komatsu CARE is value-added'

... continued

our present and future needs as we continue to expand and move farther away from the plant."

In addition to that service, WPI covers scheduled maintenance intervals on Madden's

Tier 4 machines through Komatsu CARE for the first 2,000 hours or three years. "Komatsu CARE is value-added, and when it runs out, there's no doubt we will renew it and pay for the service," said Daniel. "I also like KOMTRAX because I can track trends 24/7 and address issues proactively. We love what Komatsu and WPI offer us. Brian and our Product Support Rep Clayton Garner are outstanding to work with."

Always keeps an eye out

During the past couple of years, fracking companies have knocked on Madden Materials' door looking for sand. Its sand passed gradation, turbidity and crush tests, which determined the product is suitable for the booming fracking industry. With orders for more than a million tons of the firm's wash sand annually, an on-site facility to process it is currently under construction.

"That's the next step in our evolution," Joe said. "Beyond that, I'm looking at recycling materials. Our customers buy sand from us to bed pipe. They have spoils to haul away, so why don't we bring them back and make new, useful products? I always have my eye out for new opportunities." ■



(L-R) Madden Materials Owner/Chief Executive Officer Joe Regalado and Chief Operating Officer Paul Alden meet with WPI Territory Manager Brian Childress and Komatsu District Sales Manager Anthony Lovero. "Brian suggested instead of trading in a couple of old competitive models, that I auction them and put the money toward a used WA450 wheel loader. It was the right thing to do, and within a few months we added a WA380. Komatsu has been our brand of choice since," said Regalado.



Daniel Guzman,
Production and
Maintenance
Supervisor

A Madden Materials operator digs and stockpiles dirt with a Komatsu PC360LC-10 excavator.



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SPECIAL EVENT



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JUMP RIGHT IN

Demo Days gives customers opportunity to operate latest equipment



Bill Chimley,
Director of Training
and Publications

More than 300 customers and industry professionals attended Komatsu's most recent Demo Days event at its Cartersville Customer Center in Cartersville, Ga. Attendees were treated to an abundance of sunshine and warm temperatures as they enjoyed the latest Komatsu has to offer.

"It was a great event to showcase our machines, technology and employees to a large group of customers," explained Director of Training and Publications Bill Chimley. "Demo Days is the perfect opportunity for customers because they can come here and operate the newest machines, and our staff members can answer any questions they have."

The entire lineup of Komatsu *intelligent* Machine Control dozers and excavators – the industry's first machines with integrated GPS

and machine control technology – were available for attendees to operate. In total, nearly 30 pieces of equipment were on-hand for demonstration, including a remote-control D155AXi *intelligent* Machine Control dozer and a Hybrid HB365LC excavator in addition to haul trucks, dozers, excavators and wheel loaders.

"The *intelligent* Machine Control pieces are always a big hit at Demo Days," noted Chimley. "Customers get the chance to jump in an integrated dozer or excavator and see exactly what the technology can offer. Plus, they can operate it in a safe, controlled environment with an expert right there to provide proper training. There is a lot of interest in the technology, and Demo Days is a great opportunity to test it out."

Manufacturing operation tour

Customers had two options for the morning. They could attend information sessions at the Cartersville Customer Center focused on Komatsu technology or tour the Chattanooga Manufacturing Operation (CMO) facility in Tennessee to see how the machines are made. The two groups then came together for lunch and a safety briefing before operating machines in the afternoon.

"We want everyone who attends Demo Days to get all the information they need, and the morning sessions are a great way to do that," said Chimley. "Our product managers and technology solutions experts lead sessions on emerging technology and also host question-and-answer sessions."

"The CMO tour is a neat experience as well," he added. "Seeing the machines being assembled and then operating them that afternoon gives customers a chance to really

More than 300 customers, distributors and equipment representatives attended the latest Demo Days at Komatsu's Cartersville Customer Center.





Komatsu's recent Demo Days event in Cartersville, Ga., featured nearly 30 pieces of equipment – including excavators, dozers, wheel loaders, haul trucks and a motor grader – available for customers to operate.



Jess Widner of WPI (left) and Jacob Alcorta of Martin Marietta get together at Demo Days.

get a feel for our equipment – from fabrication to operation. Sometimes we'll have customers on tour when their machines are being assembled, and we let them sign the frame or do something to personalize it. This year, we had a customer whose excavator was just assembled, and he took a photo with it."

The Cartersville Customer Center also featured Komatsu's operator-training simulator, Worksite VR. The simulator uses a computer program in conjunction with a virtual-reality headset, an operator's chair, pedals and joysticks to recreate excavator operations at



Attendees had the opportunity to operate Komatsu's full family of *intelligent Machine Control* dozers at Demo Days.

a jobsite. The simulator was available for attendees to test out throughout the day.

"Demo Days provides an opportunity to operate several machines and get a great deal of information in a short time," noted Chimley. "Customers who are interested in attending Demo Days should contact their distributor to set up a visit." ■

A CLOSER LOOK

NEW OSHA RULES

Standards reduce silica dust exposure limit, add compliance requirements



**James R. Waite, Esq.,
Attorney at Law**

James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.

A new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift. The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.



"Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat," said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. "At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions."

Silicosis is an incurable lung disease that can lead to death or disability. Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

Options, added steps

About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration. Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.
- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.



- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.
- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.
- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.
- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for "willful" or "repeat" violations.

"No one can tell by just looking if they're at or above the monitoring level, so it's best

to monitor," said Waite. "If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims."

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s) performing the task should wear protection such as a proper respirator.

No excuses

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, goes into effect June 23, 2018.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at osha.gov.

"Contamination and the associated legal liabilities are nothing new," said Waite. "But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, 'We've done it this way for 30 years,' largely irrelevant." ■

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.

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GUEST OPINION

A GOOD START

Tax law provides positives for construction businesses, but work still needed to fix Highway Trust Fund

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corporations, limited-liability corporations and partnerships; eliminated Private Activity Bonds essential for financing transportation infrastructure, low-income housing and other public construction and public-private partnership projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

Lobbying pays dividends

Associated General Contractors continued to fight for a better outcome for the construction industry through a rigorous lobbying campaign. Efforts included connecting construction company chief financial officers and certified public accountants with tax writers as well as generating thousands of pro-construction messages from members to key legislators. Our work helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower individual and pass-through rates; double the estate and gift-tax exclusion to \$11 million; ensure that the tax-exempt status of Private Activity Bonds remains untouched; and prevent full repeal of the Historic Tax Credit.

Future focus

That stated, there is still much work to be done in our nation's capital in 2018. Although Congress missed an opportunity to address

the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multi-employer pension plans for the future, among other priorities for the industry. ■

Editor's note: This article is from a statement by Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC), regarding final passage of federal tax reform known as H.R. 1, The Tax Cuts & Jobs Act. A chart with information pertaining to the law is available at AGC's website, www.agc.org.



Stephen E. Sandherr,
CEO, AGC

Stephen E. Sandherr, Chief Executive Officer of Associated General Contractors of America, says the tax legislation passed late last year was a win for construction businesses, but it failed to address the long-term solvency of the Highway Trust Fund. The association continues to focus on rebuilding infrastructure and modernizing multi-employer pension plans.



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029

PRODUCT INTRODUCTION

INTELLIGENT EXCAVATOR

New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

intelligent Machine Control benefits

The Steer-to-Polyline feature helps operators actively dig to a center line, keeping a utility trench on track and minimizing waste. It’s also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■



Renee Kafka, Komatsu Product Specialist

Quick Specs on Komatsu’s PC390LCi-11 Excavator			
Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu’s PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.





Discover more

TIGHT-TAIL-SWING PERFORMANCE

New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available



Andrew Earing,
Product Manager,
Tracked Machines

VYou can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor,

making it well suited for utility and highway applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.

Monitor panel improvements

Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■



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"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."

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NEW HORIZONS

New Director of Training and Publications Bill Chimley aims for world-class results



**Bill Chimley, Director of
Training and Publications**

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.

Bill Chimley took over as the Director of Training and Publications at the Komatsu Cartersville Customer Center in Cartersville, Ga., in October 2017. Prior to that, he served for five years as the General Manager of the Supply Chain Division at the Chattanooga Manufacturing Operation facility. “I am very excited to be here in this new position,” said Chimley. “We host some incredible events for both our customers and employees. From Demo Days to daily training classes, we have a lot of traffic through this facility.”

Chimley has 13 years of experience with Komatsu. He worked as a District Sales Manager covering multiple South Region distributors before moving to the Supply Chain Division in 2010 when he was named Manager of Customer Support and Logistics. In 2012, Chimley was promoted to the General Manager position, where he was responsible for the planning, ordering and logistics of mining, construction, utility and forestry machines in North America.

At each stop, Chimley has focused on improvement strategies. “Komatsu America practices a philosophy called ‘Kaizen,’ which means continual improvement,” explained Chimley. “In every position, I’ve tried to raise the bar, whether that means implementing inventory forecasting process improvements or designing how we use technology to deliver training and publications materials, Komatsu is very supportive.”

Away from the office, Chimley enjoys spending time with his wife and two teenage daughters. They love to travel and listen to music together. Chimley’s ideal get away would be trout fishing in a cold mountain stream on a sunny spring day.

QUESTION: How does Komatsu America’s Training and Publications team lead the world?

ANSWER: Due to the timing of the engine emission requirement in North America, we needed to develop new-model training and publication materials first. This means our training and publications development teams have blazed the trail since 2011. Because we have experience being content-development leaders, we also need to take the lead in using digital-learning platforms and the latest technologies available. We want Komatsu America Training and Publications to be a center of excellence.

QUESTION: What is your vision for the Training and Publications area?

ANSWER: Our vision is to continue a strong foundation of material development while using the latest technology to increase the effectiveness of our material delivery. Through technological advances, the speed and ease of learning is expanding exponentially, allowing Komatsu customers, distributors and employees to easily access our offerings.

QUESTION: How do you plan to maximize the effectiveness of the Cartersville Customer Center?

ANSWER: To anyone who has yet to visit the Cartersville Customer Center, we extend an open invitation. During the past 12 months, we have hosted the highest number of visitors since the facility opened in 2001. Our amenities include a 35-acre demo site; a beautiful 40,000-square-foot main building with multiple classrooms, offices and state-of-the-art auditorium; as well as a 20,000-square-foot shop – all situated on 600 acres just north of Atlanta. Visitors are absolutely blown away by this facility. Our primary goal



Spring and fall Demo Days are the two most visible events at the Cartersville Customer Center, according to Director of Training and Publications Bill Chimley.

is to share resources with our distributors and affiliate business partners by providing world-class training, demonstration and meeting facilities.

QUESTION: Are other types of events held at the center?

ANSWER: While the two most visible customer events are Demo Days each spring and fall, we also host approximately six major annual training events covering all aspects of our business. Filling in the day-to-day of our calendar are numerous technical, operator and sales class offerings. The center is a versatile facility with an incredible support staff that creates a safe and effective learning environment.

QUESTION: How do you see the Cartersville Customer Center evolving in the next few years?

ANSWER: We are in the process of upgrading our wireless network to enable full connectivity of people, machines and classrooms – even beyond our campus. A growth area in 2018 is live-streaming class videos, which will allow technicians, for example, to stay in the field and participate in training without losing precious days due to travel.

Last spring, we completely redesigned the theatre, which also doubles as our largest classroom. This winter, we made upgrades to the demo site, making it both safer and more functional, especially to support SMARTCONSTRUCTION technologies. Future visions for the Cartersville Customer Center include developing a quarry demonstration area to offer a more realistic operation experience, creating an executive briefing area where we can learn from our customers and share Komatsu's total business solutions, and making this facility a center of excellence for all of our publications. ■



Director of Training and Publications Bill Chimley (far right) listens as a group of Komatsu sales representatives participate in a training session inside the Cartersville Customer Center's newly renovated theatre.

Schedule a visit to Cartersville today!



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 - Discuss machine optimization, maintenance and service

Contact us today for more information or to schedule your visit to the Cartersville Customer Center!

Visit komatsuamerica.regfox.com/cartersville-customer-center-demo-request or email CCC@KomatsuNA.com

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"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**

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NEW REMAN FACILITY

Komatsu helps customers save money, boosts availability of high-quality remanufactured products

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza. One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties*:

Komatsu Genuine Reman Warranty

Coverage (Standard):

- Applies to Genuine Reman components
- One year
- Unlimited hours

Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

** Additional qualifications are required. Talk to your Komatsu distributor for more information.*



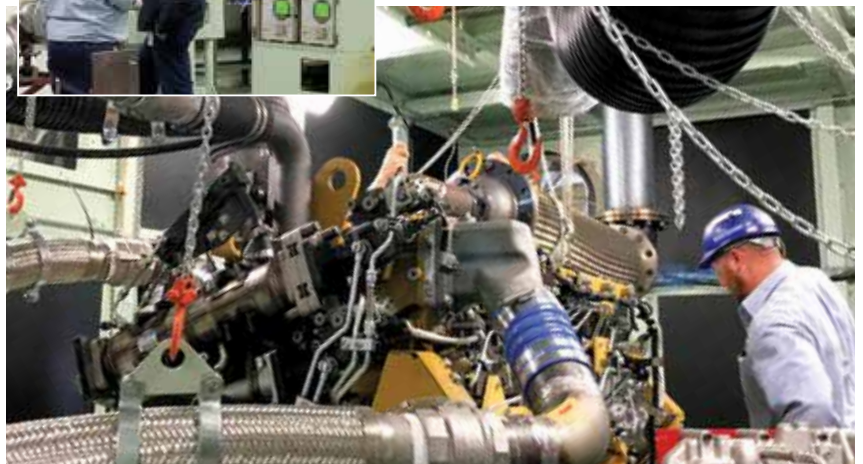
Michael Carranza,
Product Manager



Goran Zeravica,
Senior Product Manager



Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.



SPECIAL RECOGNITION

DRIVERLESS TRUCKS

Komatsu celebrates 10th anniversary of autonomous haulage system

This year marks 10 years since the commercial deployment of Komatsu's autonomous haulage system (AHS), and based on its proven track record of safety and productivity, the company plans to ramp up the pace of distribution. Komatsu was the first manufacturer in the world to commercialize AHS – driverless trucks – in the mining industry.

More than 100 AHS trucks presently operate in North America, South America and Australia. Running around the clock, they haul three different commodities in six mines. By the end of 2017, Komatsu AHS trucks had recorded a world-leading cumulative total of 1.5 billion tons moved.

According to Komatsu, each truck is equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network

system. These features allow the trucks to operate safely through a complex load, haul and dump cycle, as well as integrate with dozers, loaders and shovels.

Komatsu began AHS trials in 2005 at a copper mine in Chile and successfully achieved the world's first commercial deployment three years later. A second followed in late 2008 at Rio Tinto's iron ore mine in Australia. The company currently operates AHS trucks in four mines in the Pilbara region of Australia. Rio Tinto controls the system remotely and efficiently from its operations center in Perth, almost 1,000 miles away.

Using AHS, one customer reported improved productivity, reducing load and haul-unit costs by more than 15 percent compared to conventional haulage methods. In addition, optimized automatic controls reduce sudden acceleration and abrupt steering, resulting in 40 percent longer tire life for that same customer. AHS is significantly safer in conventional mining environments, where even a minor driving error could cause a serious accident, according to Komatsu.

New initiatives

To extend the benefits to operations with manned haul fleets, Komatsu conducted and successfully completed trials of its AHS retrofit kit at a Rio Tinto mine in September 2017. It was mounted on an electric-drive standard 830E (220-ton payload) and enabled the truck to operate in autonomous mode. Komatsu plans to expand the AHS retrofit kit to additional models of electric-drive standard trucks. It will also enhance AHS's mixed-fleet operations functions to enable manned haulers of any make to safely interoperate with Komatsu's AHS trucks in a blended fleet. ■

To date, Komatsu's autonomous haulage system (AHS) has recorded a world-leading cumulative total of 1.5 billion tons moved. Using AHS, one customer reduced load and haul unit costs by more than 15 percent compared to conventional haulage methods.



NO FATALITIES GOAL

Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

Multi-pronged plan

Approximately 30 cities in the United States are using Vision Zero, which is similar to Safe

System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■

A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.



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KOMATSU IS THE BEST."**

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



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028

NEWS & NOTES

Komatsu acquires Quadco, Southstar forestry heads

Komatsu acquired Quadco felling heads and Southstar large harvesting heads, adding them to its already stellar lineup of Log Max and Komatsu small and medium-size harvester heads. The acquisition allows Komatsu to offer customers a full range of forestry attachments.



Quadco and Southstar will continue to operate as independent companies within the Komatsu group and will maintain their existing sales networks. To improve value to customers, Komatsu is forming a forestry attachment division within Komatsu Forest AB, which will manage the Quadco, Southstar and Log Max brands. ■

ARTBA, others pleased with high court's ruling on Clean Water Act regulations

Industry organizations such as the American Road & Transportation Builders Association (ARTBA) hailed a unanimous Supreme Court decision, which held that federal district courts were the proper venue for challenging Clean Water Act (CWA) regulations such as the 2015 "Waters of the United States" rule. The Court had been asked to decide whether federal district or appellate courts should hear complaints arising under the CWA.

ARTBA and industry allies asserted that CWA regulatory challenges should be defended at the federal district level, which is closer to where the regulation impacts local projects and landowners. The Environmental Protection Agency claimed that requiring such disputes to start in district court is inefficient and wastes judicial resources, and that cases should begin in federal appellate courts. ■

Keene State to offer nation's first construction safety degree

Keene State College (KSC) in Keene, N.H., will offer a Construction Safety Sciences degree program beginning this fall, which the school says is the first of its kind in the nation. According to KSC, the program will prepare students for a variety of occupational safety and health program management positions in both the private and public sectors. The program is designed for three years and two summers, with a total of 120 credits.

KSC noted that the curriculum for the Construction Safety Sciences degree program

emphasizes critical thinking, hazard identification and prioritization, problem solving, cost effectiveness, professional skills in programmatic management plus safety and environmental regulatory compliance. Graduates can pursue a master's degree or transition directly into careers in loss control, risk management, organizational safety or consulting. Students will also have the opportunity to earn a minor in construction safety sciences. Additionally, the college will offer a minor in sustainability beginning this fall. ■

MORE INDUSTRY NEWS

Industry pros: Global survey shows infrastructure investment vital to prosperity

Eighty-two percent of respondents said adequate investment in infrastructure projects is crucial to national prosperity in a global survey by AECOM, which released the findings in a report titled the *Future of Infrastructure*. More than 500 industry professionals from around the world participated, and 39 percent cited a lack of public funding as a major problem.

The survey also found that 67 percent believe that the industry is not evolving fast enough to meet society's changing needs, and

90 percent said innovative funding models are needed and would be effective at bridging the funding gap. Further, 71 percent said that many of the traditional approaches to project management do not fit the demands of today's large, complex programs.

"We know that safe, secure and resilient infrastructure is critical to economic growth and social progress," said Michael S. Burke, AECOM's Chairman and CEO. "The industry must embrace innovation and develop new ways to fund and deliver projects faster, smarter and better." ■



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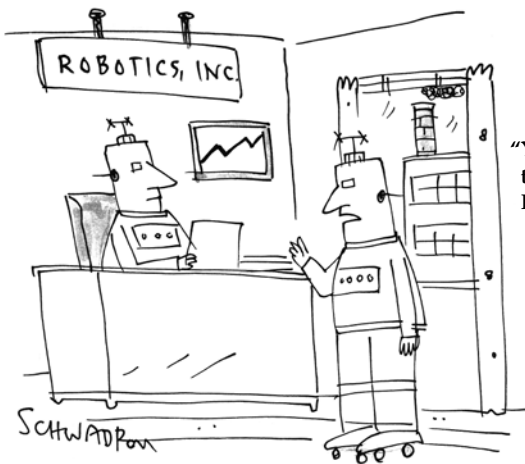
On the light side



"Space exploration has gotten easier now!"



"Why do I need a brain when I can just Google everything?"



"You can't transfer me to the night shift – I'm solar powered."

Did you know?

- The expiration date on water bottles is for the bottle, not the water.
- Hawaii is the only U.S. state that grows coffee.
- Your nose can remember 50,000 different scents.
- Polar bear fur is transparent, not white.
- When you blush, the lining of your stomach also turns red.
- There are 403 steps from the foundation to the top of the Statue of Liberty's torch.
- All pandas in the world are on loan from China.
- Zero is the only number that cannot be represented by Roman numerals.
- During the American Civil War, kites were used to deliver letters and newspapers.
- James Buchanan was the only U.S. President who was never married.
- The first pro baseball games aired on television August 26, 1939 – a doubleheader between Brooklyn and Cincinnati.

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.WPIUpdate.com

1. GNIGIDG ____ G _____
2. TEFEL ____ E ____
3. LMCAP ____ M ____
4. ORDO _____
5. NFA _____

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