

Sabine Mining Company

Northeast Texas lignite
operation continues
to uncover millions
of tons annually



(L-R) Production Manager
Robert Fitzgerald, Mine
Supervisor Kevin Ray
and Operations Manager
Paul Mongeon

A MESSAGE FROM THE VICE PRESIDENT



Bruce Truesdale

**Passing
knowledge
through
technology**



Dear Valued Customer:

Charles Dickens once wrote, “It was the best of times, it was the worst of times.” Although that may be a bit of an exaggeration in relation to the current state of construction, it does seem somewhat fitting. During the past several years, the industry has enjoyed significant gains across nearly every market sector, and unemployment is low.

On the flip side is the continuing struggle to find construction workers, specifically equipment operators. Industry groups have taken steps to recruit and retain new people to fill the numerous open positions. As people retire or otherwise leave the industry, they take a wealth of knowledge with them.

Komatsu is committed to making new dozer operators as productive as possible, as quickly as possible with its new Proactive Dozing Control logic that interprets data and makes decisions that mirror seasoned operators. Read more about how this intuitive technology can deliver productivity gains within 6 percent of an experienced operator on select Komatsu dozers.

Speaking of dozers, if you are in need of a large, low-ground-pressure machine, Komatsu’s new D155AX-8 LGP is a great fit. It’s especially good for applications such as energy and pipeline work. Find out more inside.

There are a couple of interesting case studies in this issue of your WPI Update magazine. One focuses on how a contractor gets jobs done faster and more efficiently with an *intelligent* Machine Control dozer. The second, takes a look at a governmental entity that’s seeing similar results with a Komatsu GD655 motor grader.

Finally, I encourage you to check out the CONEXPO-CON/AGG preview that provides some insight into what you will find at the triennial event that will be held in Las Vegas in March. We’ve included a location map to help you find your way around. I hope you can make it to the “World’s Largest Heavy Metal Show” in 2020.

As always, if there is anything we can do for you, please call or stop by one of our branch locations, or contact your WPI sales representative.

Sincerely,
WAUKESHA-PEARCE INDUSTRIES, LLC

Bruce Truesdale
Vice President of CMD Operations



UPDATE

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This northeast Texas lignite mine supplies a nearby power plant that serves customers in parts of three states. Check out the story in this issue.

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Take a look at why one industry writer contends that in order to protect workers, "safety first" must be more than a slogan.

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Understand Proactive Dozing Control technology, which uses real-time data for more precise grading from first to last pass.

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See why a contractor is reporting improved productivity beyond traditional measures, thanks to its D65PXi-18 dozer.

Find out how one Texas county is finishing roadway jobs faster and at lower costs with its GD655-6 motor graders.



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SABINE MINING COMPANY

Northeast Texas lignite operation continues to uncover millions of tons annually



Robert Fitzgerald,
Production Manager



Paul Mongeon,
Operations Manager



Kevin Ray,
Mine Supervisor

The four types of coal used in energy production are classified by the amount of carbon they contain as well as how much heat energy they can produce. Lignite is the lowest-ranked; however, power plants in Texas commonly use it, thanks to its abundance across a large area of the Lone Star state.

“Efficient practices and power plants in close proximity are essential components for a successful mine,” said Sabine Mining Company Production Manager Robert Fitzgerald. “One of the first things to determine is if there are long-term reserves. Usually that’s enough available tons to run for at least 30 years. Then, you need to find a single customer that can design its plant based on the characteristics of the available lignite.”

Sabine Mining Company – one of more than a dozen operations under the North American Coal Corporation umbrella – put the model into practice 35 years ago. Opened in 1984, it quickly began delivering lignite to its sole customer, an adjacent power plant.

Fitzgerald came on board a year later and has witnessed the expansion of Sabine Mining Company’s footprint and the number of tons it harvests and transports annually.

“Initially, we delivered approximately 2 million tons per year and were working within a relatively short distance of the plant,” said Fitzgerald. “In time, the tonnage has doubled, and we are now hauling coal from a couple of areas. One is about 11 miles away, and the other is close to 14.”

Operations Manager Paul Mongeon noted that Sabine Mining Company sends approximately 12,500 tons of lignite to the 640-megawatt plant each day. That powers

thousands of homes and businesses across eastern Texas, northwestern Louisiana and southwestern Arkansas.

“In order to do that, we work around the clock, seven days per week with four crews,” said Mongeon. “We typically have about 60 people per shift working in the mine. That includes operators, truck drivers and shop personnel, among others. That is augmented with a fair number of temporary workers as needed.”

First Tier 4 Final PC2000-11

Located just outside of Hallsville, Sabine Mining Company’s expansion has led to more than 70,000 acres under permit across two northeastern Texas counties. Work was originally confined to Harrison County, but now has spread into Rusk County.

Mongeon estimated that the mine’s operations open up roughly 400 acres per year. Lignite harvesting and reclamation efforts occur simultaneously.

“There are three coal seams at varying depths throughout the property,” said Mongeon. “The first step in opening a new area is pre-stripping, which involves excavating oxidized material that is either immediately dumped and spread on an already reclaimed area or stockpiled for later placement. It’s excellent for new plant growth.”

Komatsu excavators and rigid-frame haul trucks play key roles in the pre-stripping process. Sabine Mining Company recently added the world’s first Tier 4 Final PC2000-11. Equipped with a 19-yard bucket, operators use the new hydraulic excavator to load 150-ton HD1500-5 trucks in seven to eight passes, depending on material.



▶ VIDEO

Operator Everett Pierce (inset) grabs a bucketful of earth with Sabine Mining Company's PC2000-11. It was the world's first Tier 4 model put into production, with a 19-yard bucket that can load a 150-ton truck in seven to eight passes. "One of the best features of the new PC2000 is the ability to perform multiple functions at once; for instance, I can hoist and turn or turn and dump at the same time," said Pierce.

"One of the best features of the new PC2000 is the ability to perform multiple functions at once; for instance, I can hoist and turn or turn and dump at the same time," said Operator Everett Pierce. "That is more efficient and speeds up productivity, so we are moving more material per shift. It also burns nearly 60 gallons less fuel per shift, on average, compared to our other excavators. That adds up to significant savings.

"It's very well-balanced, and the cab is laid out nicely with everything at your fingertips or within easy reach," Pierce added. "It's comfortable and quiet, too. I also really like the 360-degree view on the monitor, so I can see all around and know if there is something next to the machine that's out of my sight before I swing or move."

Mine Supervisor Kevin Ray noted that maintenance is more convenient and easier to perform on the PC2000-11. "Our service



personnel like that everything is basically in one location with ground-level access. It takes less time to check and maintain. That equates to increased production."

Indicator of Komatsu quality

Sabine Mining Company added the PC2000-11 to a fleet that includes an older PC2000 and a PC1800, both of which have

Continued . . .

‘WPI has been excellent to work with’

... continued



Jonathan Hairgrove,
Safety Coordinator

more than 70,000 hours. In the mid-1990s, it began using Komatsu HD325s, which have been retired from the property after surpassing 70,000 hours. Komatsu HD530s that served as end dump trucks have graduated to duty as water trucks and a low-boy tractor.

“The engines and major components have been replaced or rebuilt,” Ray pointed out. “That’s just a normal part of keeping mining trucks as long as we have and is a major savings compared to buying new. The 1500s are at around 50,000 (hours). The longevity of the excavators and trucks is a good indicator of Komatsu’s quality.”

Once oxidized material is removed, Sabine Mining Company moves its dragline in to take larger bites of earth to quickly uncover the seams – which can be up to 100-feet deep or more. In areas under reclamation, that dirt is used as fill. Dozer operators place it to define contours in order to return the land as close to its original state as possible. Recently, the mine rented Komatsu D65PX dozers, including some *intelligent* Machine Control models.



An operator places material with a Komatsu D65PX-24 dozer that Sabine Mining Company rented from WPI. “For the areas with soft ground conditions and limited space, the D65PXs work very well,” said Mine Supervisor Kevin Ray. “They have the low ground pressure we need. We lean on them a lot for spoil grading variances and compliance.”

“For the areas with soft ground conditions and limited space, the D65PXs work very well,” said Ray. “They have the low ground pressure we need, and they offer the ability to get into places where a larger dozer is not feasible. We lean on them a lot for spoil grading variances and compliance. The intelligent machines are great for reducing surveying and helping operators reach proper contours more efficiently.”

Backed by service from WPI

WPI helps Sabine Mining Company with equipment purchases and rentals. Recent acquisitions were made with the assistance of Sales Representative Mark Bewley and Director of Major Accounts Frank Pagura, among others. WPI Technical Services Manager Mark Reeves works closely with Sabine Mining Company to ensure its equipment is supported properly.

“Whenever we have had a need, WPI has been right there to help,” said Fitzgerald. “They know how important it is to have the right equipment for maximum productivity, and they have provided training to ensure that our operators fully understand the functions and capabilities so they get the most out of the machines. That especially stood out on the new PC2000.”

Ray added, “WPI understands that uptime is critical for us to meet our production goals. They have dedicated a full-time, resident technician to us, and when he’s not servicing our Komatsu machines, he’s helping out with other equipment. If we do have an unplanned issue, they are on it quickly, no matter the time of day. Across the board, WPI has been excellent to work with.”

Belief in long-term future

Sabine Mining Company’s operating philosophy is based on a three-legged stool: safety, economics and production.

“If one of those gets knocked out, you’re going to fail, so careful planning that takes all of those aspects into consideration is vital to our success,” said Safety Coordinator Jonathan Hairgrove. “Safety is of utmost importance; we stress it in everything we



Sabine Mining Company continues to utilize the 150-ton HD1500-5 trucks it began using more than a decade ago. "The engines and major components have been replaced or rebuilt," said Mine Supervisor Kevin Ray. "That's just a normal part of keeping mining trucks as long as we have and is a major savings compared to buying new. The longevity of the trucks is a good indicator of Komatsu's quality."

do. We have a great safety program and an excellent record. Currently, we have more than 1,600 days without a lost-time accident, which is approaching our record of just under 1,800."

Sabine Mining Company has the reserves to meet area energy needs for many years to come.

"Estimates show that there is enough lignite for at least 30 more years," said Mongeon. "As of now, we have planned out to 2035; beyond that depends on contract extensions."

Economics come into play in terms of how much energy will be produced in the future by alternative sources, such as wind and solar. Sabine Mining Company keeps that in mind as it looks ahead.

"We believe the outlook is bright," said Fitzgerald. "Our customer does too, because it recently did a major upgrade project. Coal remains a large, critical component in our nation's energy mix, and we think that will continue to be the case, long term." ■



(L-R) Sabine Mining Company Mine Supervisor Kevin Ray and Safety Coordinator Jonathan Hairgrove meet with WPI Sales Representative Mark Bewley, Director of Major Accounts Frank Pagura and Technical Services Manager Mark Reeves. "WPI understands that uptime is critical for us to meet our production goals," said Ray. "Across the board, WPI has been excellent to work with."



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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint

has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not be disappointed," said Mary Erholtz,

Continued . . .



Gearing up for 'best possible experience'

... continued

CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience

returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT); and the impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

"The main goals of the Tech Experience are to drive awareness and adoption of new technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader," said Cevero. "Our plan is to demonstrate how the three areas will transform the contractor's business of the future."

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■



Be sure to visit with our manufacturers at CONEXPO-CON/AGG in March.

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North America's largest trade show, CONEXPO-CON/AGG will feature the latest in equipment and innovation from every key construction-related sector. It is slated for March 10-14, 2020, in Las Vegas.



MORE INDUSTRY NEWS

ASCE earns commendation for including stormwater in next report card

The American Society of Civil Engineers (ASCE) and the Environmental & Water Resources Institute added a stormwater chapter to its 2021 Infrastructure Report Card. This is the first time that drainage structures and facilities will be graded by the organization, which issues the report every four years. In its most recent report in 2017, the United States' overall infrastructure condition earned a grade of D⁺.

Adding stormwater to the report drew praise from the Water Environment Federation (WEF), which conducted an analysis earlier

this year that showed an estimated annual funding gap of \$7.5 billion in that sector.

"The inclusion of stormwater to ASCE's report card will provide a much-deserved boost in visibility for infrastructure that is vital to communities across the country," said WEF Executive Director Eileen O'Neill in a recent Concrete News article. "We hope that adding stormwater to the report card will result in more resources and focus directed to this essential part of our infrastructure and subsequent improvements in water quality." ■

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WHAT IS THE COST OF SAFETY?

Investing in workers' well-being is good for the bottom line, your company's standing in the industry



Becky Schultz,
Editor,
Equipment Today

It may seem callous to look at worker safety from the standpoint of profit versus cost. Let's face it, there are those who don't see the value in making the necessary investment in jobsite safety. They may espouse "safety first" and have signage reflecting this message across their jobsites. Yet, when it comes to application, the message falls short, and they end up playing Russian roulette with their workers' well-being.

Hopefully you aren't one of those who subscribe to this perspective on safety. Even those who make a concerted effort to maximize safety on their sites need occasional reinforcement as to why this investment pays off. As for those who don't, here's a breakdown of the costs of worker injuries and fatalities in hard terms that might just prompt them to reassess their current approach.

By the numbers

According to National Safety Council estimates, the cost of work injuries per worker in 2017 was \$1,100 (this is not the average). The cost per injury requiring medical consultation/attention was \$39,000, while the cost per fatality

was a whopping \$1.15 million. These figures include estimates of wage losses, medical bills, administrative expenses and employer costs, but not property damage, except that to vehicles.

Now, add the potential expenses of fines should an employer be found negligent in the incident. As of January 2019, the maximum penalty amount per willful or repeat violation was set at \$132,598 per violation. Keep in mind that most accidents on construction jobsites typically result in multiple violations. Such estimates are based on the direct costs of workplace injuries and illnesses. There are indirect costs that must be factored in as well.

Perhaps a better way to view safety is not as a cost but as a long-term investment in your company's profitability. One way safety has a direct impact on the bottom line is in workers' compensation insurance costs. A company with a good safety record will typically pay far less in premiums per year than one with a higher experience modification rating.

To delve even further into the benefits, Dodge Data & Analytics began conducting studies on safety management practices in the construction industry in 2012. Conducted every three years, the study results consistently show that contractors experience a payback from their safety investments, including a positive impact on their budgets and ability to find new work, a reduction in reportable injuries and better staff retention, among other outcomes. Implementing safe practices is well worth the investment. ■

Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared on the For Construction Pros website. To read the article in its entirety, visit www.ForConstructionPros.com/21081057.

Becky Schultz says a commitment to safety has a direct impact on a company's bottom line and its reputation, making implementation of safe practices well worth the investment.



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PROACTIVE DOZING CONTROL

New intuitive technology uses real-time data collection to mimic actions of experienced operators



Derek Morris,
Product Marketing
Manager,
*intelligent Machine
Control*

Construction companies continue to face a growing shortage of operators. Whether they retire or leave for other opportunities, firms often struggle to find new personnel with the skills and knowledge to replace them.

Komatsu aims to help bring newer operators up to speed faster with the intuitive technology of its Proactive Dozing Control logic. The GPS-grading system is designed to collect and interpret data and make decisions that mimic those of seasoned professionals. The system is available on four dozers: D51EXi-24, D51PXi-24, D61EXi-24 and D61PXi-24.

"Like an experienced operator, Proactive Dozing Control logic understands what the terrain around the machine looks like and decides on the appropriate action such as whether to cut and carry material, spread or fill that material or whether it should be finish grading," explained Derek Morris, Product Marketing Manager, *intelligent Machine Control*. "The system provides the real-time position of the dozer on the jobsite to create a highly accurate elevation for it to drive the blade to the precise grade needed."

Improving productivity

Proactive Dozing Control logic can be used from first pass to last to perform auto-stripping, auto-spreading, high production dozing and finish grading. Morris stated that it gives operators the ability to use dozers to their full capacity, leading to increased utilization, better return on investment and greater production.

Morris added that owning and operating costs are also lowered because wear and tear on the machine is reduced with automated operation, including minimized track

slippage during operation, which lengthens undercarriage life.

"Proactive Dozing Control logic opens up a world of application possibilities for machine control technology," said Morris. "Traditionally, GPS machine control focused on finish grading, which meant that operators only used the technology approximately 10 to 20 percent of the time. Proactive Dozing Control logic is a game-changer because the integrated system now lets operators use automation any time."

A difference in data

Morris emphasized that Proactive Dozing Control logic collects real-time data from the tracks, a significant difference from traditional blade-mounted aftermarket systems.

"Conventional systems only understand the position of the blade and capture data at the cutting edge, so when an operator backs up and raises the blade, he or she could potentially be capturing false data," said Morris. "Because our data is collected at the tracks, that's not an issue."

"We took the data that was always naturally available and provided it directly to the machine, making it highly intelligent and giving the dozer awareness of the terrain around it," Morris continued. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator."

"By using the tracks, we have created machine control that is far more advanced, offering an entirely new level of efficiency," he added. "Whether you are an experienced operator or someone new to the job, Proactive Dozing Control logic enables precision work every time, making operation easier and more productive." ■



► VIDEO

Proactive Dozing Control logic understands what the terrain around the machine looks like and decides whether to cut and carry material, spread or fill with it or whether it should finish grade, just like an experienced operator. The integrated GPS grade control system works from first pass to last to perform everything from auto-stripping to final grading.



With Proactive Dozing Control logic, data is collected at the tracks and provided to the machine, making it highly intelligent and giving the dozer awareness of the surrounding terrain. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator," said Derek Morris, Product Marketing Manager, *intelligent Machine Control*.



CASE STUDY



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HEAVY-DUTY DIRT MOVER

D65PXi-18 dozer checks all the right boxes, boosts productivity



Jeff Peterson,
President



Tim Peterson,
Vice President



James Peterson Sons, Inc., Operator Jay 'Snarf' Kleist uses a Komatsu *intelligent* Machine Control D65PXi-18 dozer to grade a jobsite. "The GPS is an amazing tool that works great," said Kleist. "The D65PXi is pretty smooth."

James Peterson Sons, Inc., wanted to boost its productivity for a recent 200-acre site development project. To accomplish that, it required a dozer that could handle the varying job tasks while also moving serious quantities of dirt.

"We needed a machine that could push; cut and fill; place topsoil; shape slopes on ponds; and move a lot of dirt," said President Jeff Peterson. "The D65PXi checked those boxes."

When the dozer arrived in late 2018, it was the first Komatsu D65PXi-18 sold in the state of Wisconsin.

"We wanted a model that could do some heavy-duty pushing, and the D65PXi has delivered," said Vice President Tim Peterson. "We can move about 6,000 yards of material per day with it."

To hit those high production numbers, James Peterson Sons required every bit of the D65PXi's 220-horsepower Tier 4 Final engine and 24.4-ton operating weight. More importantly, it needed that muscle in the correct package. That's why the company selected the PX model, which features wider tracks and a six-way blade.

"We're in soft ground all of the time, so the float is very important," explained Operator Jay 'Snarf' Kleist. "Being able to get 36-inch grousers on a dozer with a six-way blade wasn't an option with the competition. That was a deal-breaker."

Added value

In addition to the size of the D65PXi-18, James Peterson Sons desired the added production that Komatsu's *intelligent* Machine Control technology offered.

"We replaced a competitive machine with the D65PXi, and we've seen production gains," Jeff said. "It's balanced, powerful, saves on fuel, the GPS system works great and the operators love running it."

The D65PXi-18 also delivers productivity beyond the traditional measures of material moved, gas and time.

"There are so many benefits," said Jeff. "We no longer need a person dedicated to checking grade. The machine keeps track of where we are. We can download information and know what volumes are being moved. It also allows us to change grades easily. Customers expect this technology on their jobsites. We couldn't do grading on this scale without a GPS dozer." ■

► VIDEO



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Hunter and Clint Shackelford
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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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PRODUCTIVITY IMPROVEMENT

Motor graders enable Texas county to finish jobs faster at lower costs

If a road is located within Montague County, Texas, it's likely maintained by county employees. For nearly 220 miles of roadway, they handle everything from grading to ditch cleaning. About 10 percent of that roadway is pavement; the rest is gravel, which takes nearly constant maintenance to keep them in good condition.

Montague County Precinct 2 began using two Komatsu GD655-6 motor graders in 2018 to spread rock on roads and shoulders as well as to clean ditches. The GD655 has the longest wheelbase in its size class for fine grading. Additionally, it has a 25-degree articulation to allow the grader to maintain a tight turning radius of 24 feet, 3 inches.

"The visibility is better than the competitive graders that we replaced," said Crew Foreman Wesley Link. "You have a full view of the blade when feathering rock or cutting into ditches, so we're more productive. You can get the job done in fewer passes."

Eliminating stall outs

Link added that the GD655's dual-mode transmission makes a significant difference

too, because it delivers high ground speeds and tractive effort, while providing superior control at low speed, with the anti-stall features of a torque-converter transmission.

"Even at lower rpm, you get the full functionality and quickness of the hydraulic system," explained Link. "That gives us better fuel economy and when working at lower speeds, the grader keeps moving without stalling. With the competitive brand, we had to throttle up to get the hydraulics to work, and at idle the motor would, or almost would, stall out."

Operator Jay Clement shared that he values the relatively high road speeds of the 218-horsepower graders, which allow him to move from the maintenance yard to the project site faster. The GD655 has eight forward and four reverse gears and a top speed of 28 miles per hour.

"We drive them to and from wherever we are working, so having a machine that can get there faster means we can get to the job and finish it quicker than before," said Clement. "They are also comfortable with plenty of room in the cab." ■



Wesley Link,
Crew Foreman



Jay Clement,
Operator

▶ VIDEO



Montague County Precinct 2 maintains gravel roads with its Komatsu GD655-6 motor graders. "Even at lower rpm you get the full functionality and quickness of the hydraulic system," said Crew Foreman Wesley Link.

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Marv Selge / Selge Construction, Inc. / Niles, MI

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NEW SPECIALTY DOZER

Machine minimizes ground disturbance while providing high production on sensitive jobsites

Equipment users often balance the need to minimize ground disturbance while maintaining high production. That can be especially challenging for larger tracked equipment. Komatsu's new D155AX-8 LGP (low ground pressure) dozer strikes the right balance.

"The D155AX-8 LGP's newly designed eight-roller undercarriage distributes weight and provides optimum balance and traction while reducing ground pressure," said Komatsu Product Manager Chuck Murawski. "Previously, there were few machines with those attributes in this size class. Now, the D155AX-8 LGP is ideal for mining and reclamation operations, especially mine-site applications such as leach-pond cleanup, tailing, settling and drainage-pond work, as well as liner installations."

Murawski illustrated that despite a heavier operating weight than a standard model, the D155AX-8 LGP's longer and wider tracks maintain the lowest-in-class ground pressure of 7.7 psi. The ground contact area is increased by 72 percent, improving flotation in soft conditions and reducing ground pressure by up to 47 percent. The D155AX-8 LGP has a 12-percent wider track gauge and 9-percent longer track on ground than a standard D155AX-8.

Fewer passes to move more

"The D155AX-8 LGP is excellent for applications that require low ground pressure and can be especially useful for energy and pipeline work, as well as mining," said Murawski. "When equipped with 38-inch extreme service shoes, angle blade and towing winch, it has a higher operating weight compared to competitors. That increases usable drawbar pull when using a powerful towing winch."

Murawski added that the dozer can be equipped with either a 12.9-yard semi-u blade or a 9.6-yard angle blade. Optional rear attachments include a counterweight with rigid drawbar, hydraulic winch, long drawbar and a multi-shank variable pitch ripper.

"The D155AX-8 LGP can move large amounts of material, while the wider cutting edge reduces the number of passes needed when grading," said Murawski. "For applications that don't require an angle blade, the higher-capacity semi-u with dual tilt and pitch hydraulics is a great choice. For sandy soil applications, an abrasion-resistant spec with rotating bushing undercarriage is available." ■



Chuck Murawski,
Komatsu Product
Manager

Brief Specs for Komatsu's D155AX-8 LGP Dozer

Model	Net Horsepower	Operating Weight	Ground Pressure
D155AX-8 LGP	354 hp	92,800-100,000 lb	7.7 psi

The new D155AX-8 LGP's eight-roller undercarriage provides excellent traction and optimum balance while reducing ground pressure, said Komatsu Product Manager Chuck Murawski.



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IMPROVING YOUR PRODUCTIVITY

Director of Parts Marketing Chris Wasik shares programs for minimizing downtime, operating costs

QUESTION: What does Komatsu offer beyond Komatsu CARE, which covers routine scheduled maintenance?

ANSWER: To help maintain peak performance and minimize downtime, we recently introduced Genuine Care to extend the benefits of Komatsu CARE, where services are completed by certified technicians using Komatsu genuine parts, filters and fluids. Customers can sign up with their distributors for customized solutions that best match their needs. That may be performing services on the same schedule as Komatsu CARE, or perhaps they prefer to have major services done every 1,000 hours. Options are definitely available. Genuine Care gives customers peace of mind knowing that services are done on time and on location with the right parts.

QUESTION: What other new programs can assist customers?

ANSWER: Recently, we launched the MyKomatsu website application that ties together machine telematics, manuals and online parts ordering. Customers can access information about their machines from any computer or mobile device. The web app allows owners to monitor their fleets and find the items necessary to maintain them. Parts can be selected from the parts book and dropped into a shopping cart. The order is then sent to a Komatsu distributor for quick fulfillment. MyKomatsu brings together initiatives such as KOMTRAX and eParts into a single location.

QUESTION: Does Komatsu still maintain its other support initiatives?

ANSWER: Absolutely. Many remain popular because they have been proven to save

Continued . . .



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.

Chris Wasik,
Komatsu Director of
Parts Marketing

Earlier this year, Chris Wasik received a 20-year service award from Komatsu and shared why he has stayed with the company so long.

"It's the people I work with," explained Wasik. "We genuinely want each other to succeed. We all know, too, that our success is directly tied to our customers' success, so we are working toward a common goal to deliver the best equipment and support in the industry."

The northern Illinois native said he noticed this culture from the minute he joined Komatsu in 1999 to work on the initiative that eventually led to Komatsu's KOMTRAX telematics system.

In 2015, Wasik became Director of Parts Marketing, where he oversees programs to promote undercarriage, filters, batteries, reman products, kitting and more.

Wasik married his wife, Denise, the same year he joined Komatsu. The couple has a 14-year-old son, and Wasik enjoys coaching his son's baseball team and camping.

Most parts can be delivered within 24 hours

... continued

customers time as well as keep down their owning and operating costs. For instance, overhaul programs for older machines offer scaled discounts, depending on how many components are rebuilt or replaced. That can be tied in with our Firm Future Order program, which enables machine owners to order major components several months in advance of their planned replacement. This

locks in pricing at the time of the order and guarantees that genuine Komatsu parts are on-hand when the customer is ready to have the work completed.

QUESTION: There are many aftermarket sources for parts. Why should owners choose genuine Komatsu parts?

ANSWER: Machines today are built to more exacting standards and operate under higher pressures and temperatures than ever before. Using parts that are not specifically engineered for a machine could result in performance loss, early wear and premature failure. In the end, it will cost more to use cheaper aftermarket parts.

Komatsu genuine parts come with a minimum 12-month warranty, which is exceptional in our industry. Customers are also getting the support of Komatsu and its distributor network. If a part fails, no matter where the customer is located, we have trained personnel who can repair it quickly. And, with nine regional parts depots and a master parts distribution center that is located close to a major FedEx hub, most parts can be delivered within 24 hours to any region of the United States or Canada.

We also collaborate with our distributors on inventory management. This ensures that the right parts (based on machine population in their territory and other factors) are available when customers need them. ■



Komatsu works with its distributors on inventory management (based on machine population and other factors) to ensure that parts are available when needed.

Chris Wasik, Komatsu Director of Parts Marketing, says genuine Komatsu parts should always be the first choice for service and repairs.

"Using parts that are not specifically engineered for a machine could result in performance loss, early wear and premature failure. In the end, it will cost more to use the cheaper aftermarket part."



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EQUIPMENT BUYING MADE EASIER

Here's what Komatsu's Sourcewell certification means to purchasers



Doug Morris,
Director, Sales
and Marketing,
Komatsu America

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest government cooperative agencies in North America, Sourcewell (formerly the National Joint Powers Alliance) represents more than 50,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

Ready-to-use contracts

Following an extensive evaluation, Sourcewell recently awarded Komatsu America a four-year contract to provide

members with access to more than 50 heavy-construction-equipment products, as well as Komatsu's technology, service and solutions. Komatsu's distribution network, which includes 34 dealers with collectively more than 200 branches across North America, will provide support to Sourcewell members.

"It stands to reason that if a well-respected agency, such as Sourcewell, thoroughly vets a manufacturer and selects it as a trusted heavy-equipment provider for governmental entities, then it meets the criteria for high-quality machines and world-class service," said Doug Morris, Director, Sales and Marketing, Komatsu America. "That should that give members and nonmembers alike confidence to source equipment solutions from a Komatsu distributor."

To learn more about Komatsu's contract with Sourcewell, visit komatsuamerica.com/sourcewell-cooperative-purchasing. ■

Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu America a four-year national cooperative contract for heavy-construction equipment and related accessories, attachments and supplies.



ABOVE-AVERAGE WAGES

Amid growing labor shortage, construction earnings continue to rise

Average hourly earnings in construction recently hit \$30.73 per hour, surpassing other private-sector industries by 10 percent, according to an analysis of governmental data by the Associated General Contractors of America (AGC). According to AGC, the figure reflects a 3.2-percent year-over-year increase and is a measure of all wages and salaries.

The organization announced the data in July after figures showed a jump in construction employment of 21,000 jobs, compared to the previous month, and by 224,000 during the prior 12 months. Association officials noted that companies are increasing pay to attract new hires in an ever-tighter labor market.

“Construction firms continue to go to great lengths to recruit and retain workers during one of the tightest labor markets many of them have ever experienced,” said Stephen E. Sandherr, AGC’s Chief Executive Officer. “Making matters worse, relatively few school districts offer the kind of career and technical education programs that encourage students to explore careers in high-paying fields like construction.”

Little to no experience required

Sandherr noted that the unemployment rate for jobseekers who last worked in construction declined to 4 percent from 4.7 percent in June 2018, and the number of such workers decreased in the last year from 466,000 to 390,000. Additional government data showed the number of job openings in construction, last reported for May, totaled 360,000, the highest May total in the 10-year history of that category.

Association officials pointed out that in addition to rising pay and other benefits, many firms have increased their investments in

training as they recruit workers with little or no prior experience in construction. According to AGC, federal officials could help attract more people into high-paying construction careers by boosting funding for career and technical education programs in schools and enacting immigration reform that allows more people with construction skills to legally enter the country.

“The nation’s education system continues to produce too many over-qualified baristas and not enough qualified bricklayers and other craft, construction professionals,” said Sandherr. “As a result of these educational imbalances, too many young adults are struggling to pay off college debts while many construction firms are struggling to fill job positions that pay well and don’t require costly degrees.” ■

Average construction earnings recently topped \$30 per hour, surpassing other private-sector industries by 10 percent, according to an analysis by the Associated General Contractors of America. Organization officials noted that firms continue to increase pay as they attract new hires in an ever-tighter labor market.



Stephen E. Sandherr,
AGC Chief
Executive Officer



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