

EDGE

A publication for and about customers of RoadBuilders Machinery and Supply Co., Inc.
www.RoadBuildersEdge.com

TAB CONSTRUCTION

Omaha-based company succeeds at large, complex projects through its commitment to planning



Bill Ringsdorf,
President/Co-owner



Dorothy Nipp,
CEO/Co-owner

KOMATSU[®]

A MESSAGE FROM THE PRESIDENT



Phil McCoy



Dear Valued Customer:

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

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

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

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

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

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

Sincerely,
ROADBUILDERS MACHINERY
AND SUPPLY CO., INC.

Phil McCoy
President

**Determined to
keep your
expenses low**



The RoadBuilders'

EDGE

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TAB CONSTRUCTION

Omaha-based company succeeds at large, complex projects through its commitment to planning



Dorothy Nipp,
CEO/Co-owner

In the early '90s, Dorothy Nipp and Bill Ringsdorf worked in different areas of the construction industry. Nipp was running TAB Construction, a small, Omaha-based business that performed concrete projects, and Ringsdorf was working for a large highway construction company – but they both wanted what the other had.

“I was looking to get into a smaller company, and Dorothy wanted to grow her company and focus on the business side,” said Ringsdorf. “When we partnered up, it was a great fit. She was able to handle the office – be the CEO – while I focused on the operations side. It’s been a great partnership.”

When Ringsdorf, who is now President and Co-owner, started at TAB Construction, it had 12 employees and worked out of a two-stall garage. Today, the company employs 70 people and does more than \$18 million in projects.

Under Nipp and Ringsdorf’s team concept, the company began to grow, take on larger projects and eventually focus on highway

construction. Today, the company performs a wide variety of jobs, but its forte is paving and concrete storm-sewer pipe.

“In 1995, we were mainly doing sidewalks, driveways and underdrain tile,” said Ringsdorf. “I had a background in heavy highway work, and I knew there was a niche we could fill in that area. We started bidding state, city and federal work, and things took off from there.”

The move to highway construction has paid off. Recently, TAB Construction was part of one of the largest highway undertakings the State of Iowa has ever done – the six-phase, \$1 billion I-80/I-29 Dual, Divided Freeway project. TAB Construction was involved in four of the phases to renovate overlapping sections of the two interstates near Council Bluffs.

“We put in 25,000 to 30,000 feet of storm sewer, and paved about 126,000 square yards,” said Ringsdorf. “It was a very large job, and there were a lot of moving parts. We teamed up with several larger contractors to complete the work.”

The company does more than road construction. It recently began work on the Omaha National Cemetery, a 236-acre site located in Sarpy County, Nebraska. The \$42 million project is expected to be completed in four stages.

“We won a bid for the first phase and will lay roughly 6,000 feet of storm sewer, 2,000 feet of force main, 2,500 feet of sanitary sewer and 6,000 feet of water main,” said Ringsdorf. “We’re really excited about it.”

He believes the company is successful on large projects like these because of its commitment to planning.

“We pride ourselves on our scheduling,” he said. “We’re always meeting with our

TAB Construction recently purchased this Komatsu WA250. “The hydrostatic transmission makes a huge difference,” said President/Co-owner Bill Ringsdorf. “It’s quick and responsive.”





▶ VIDEO



TAB Construction Operator Billy Weis uses this PC390LC to backfill at the Omaha National Cemetery in Sarpy County, Nebraska. “In my experience, Komatsu machines have greater power and versatility than any other brand. The PC390 is no exception, I like running it,” said Weis. “The cab has great visibility, and I have a 360-degree view thanks to the rearview camera.”

superintendents and trying to think ahead. If we can save time, that saves us money. Our goal is to finish projects on time and under budget.”

Reliable Komatsu machines

Ringsdorf turns to Komatsu equipment from RoadBuilders Machinery and Supply Co., Inc. and Sales Rep Warren Kutz to meet his project goals. TAB Construction has a dozen Komatsu excavators and wheel loaders in its fleet for one reason – reliability.

“If it’s a Komatsu, it’s running,” said Ringsdorf. “We like to buy both new and low-hour, used equipment, and we keep it forever. We are still running a PC45 from 2000 that has 14,000 hours on it. Our first excavator – a PC200-6 that we purchased in 1995 – is still going strong as well. The best deal we’ve ever made was to purchase a PC400 that had 13,000 hours on it. We bought it a few years ago and it runs every day. Our Komatsus are very reliable, and we haven’t had any major issues with them.”

TAB Construction also recently purchased two new excavators – a PC390 and a PC360 – as well as a WA250 wheel loader.

“We needed more horsepower and digging depth, so we got the 390,” said Ringsdorf. “We did comparisons with the other major brands, and it was an easy decision. Komatsu was the way to go for us.

“We had an older WA250, but it was well-used, and we wanted the new hydrostatic transmission,” he added. “Warren found us a newer WA250 that only had 400 hours on it. The new transmission makes a huge difference. It’s quick and responsive. We got a great deal.”

The service that RoadBuilders offers has also been beneficial, according to Ringsdorf. TAB Construction’s PC390 came with Komatsu CARE and RoadBuilders will perform complimentary maintenance on it for the first three years or 2,000 hours. Ringsdorf also credits the KOMTRAX machine-monitoring system with improving the company’s efficiency.

“KOMTRAX has helped us significantly reduce our idle time,” said Ringsdorf. “When we started, our idle rate was around 40 percent – today it’s under 20 percent. It saves us in diesel costs and also keeps us from burning through our warranties.

“Having someone constantly looking out for our equipment has been great,” he added. “Every night, we get updates on the machines. If RoadBuilders needs to look at one of them, we know exactly where it is and what they are going to look at. Our equipment manager has an app, and those notifications go straight to his phone. It’s convenient.”

In addition to Komatsu equipment, TAB Construction also relies on RoadBuilders



Chris Wilsey,
Project Manager/
Estimator



Toby Wilsey,
Superintendent

Continued . . .

TAB Construction enjoys success, eyes future

... continued

(L-R) Project Manager Chris Wilsey and President/Co-owner Bill Ringsdorf of TAB Construction rely on RoadBuilders and Sales Rep Warren Kutz to meet their machinery and service needs. "RoadBuilders and Warren go the extra mile for us," said Ringsdorf.



Operator Chris Morehead moves a section of concrete pipe with TAB Construction's Komatsu PC400LC. "Komatsu builds a good machine," said Morehead. "I've been operating excavators for quite a few years, and Komatsus are the most reliable."



for Takeuchi skid steers and GOMACO machines and parts.

"RoadBuilders and Warren have been great to work with," said Ringsdorf. "They go the extra mile for us, and we appreciate it."

Ready for future challenges

From its modest beginning, TAB Construction has always had a solid base of employees, and Ringsdorf credits them with the company's success. He lists Project Manager/Estimator Chris Wilsey and long-time Superintendents Toby Wilsey, Charlie Kahl, Brian Doerr and John Ringsdorf as catalysts for sustained success.

"The majority of our people have been here 15 years or more," he said. "We have a wealth of talent and knowledge on our staff, and that's because we've been able to retain such great employees."

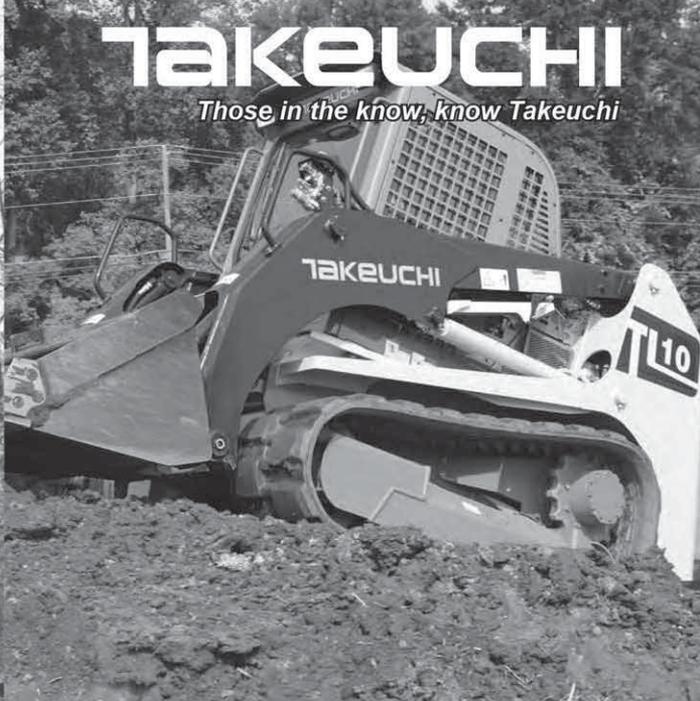
Ringsdorf says that TAB Construction's growth has far-and-away surpassed his expectations, but the company is still planning for future success. In order to accomplish that, he knows it will need to address a couple of hurdles.

"We want to get younger workers in here so we can have a strong future," said Ringsdorf. "A lot of kids graduate and don't really know about the opportunities this industry provides. Financially, our industry has a lot to offer, but the technology is something that gets overlooked. The new GPS and electronics technology makes machines easier to run today, and that is exciting to a lot of kids coming out of high school. If we can get new employees with great attitudes who are ready to learn, we will get them the training."

"Now that a highway bill has been approved, I think there will be a lot of projects beginning," he continued. "Like everyone else in the industry, we couldn't really develop a five-year plan until that was passed. Most of our work is state and federal, so it was tough for our customers to plan projects without a finalized budget."

Ringsdorf said challenges have always been a part of the industry, and he is confident TAB Construction will continue to work through them as it always has – with diligent planning and hard-working people. ■

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TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term,

stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

"Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions," said Mike Acott, President of the National Asphalt Pavement Association. "This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability."

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.





award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

Continued . . .

Creative funding key to FAST Act

... continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water."

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve's annual dividend payments to large commercial banks; and using money from the Fed's rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban imposed 60 years ago on state tolls for

existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

"The good news is that the long winter of uncertainty for state DOTs has come to an end," said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. "The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems."

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

"This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction," Obama said in a statement prior to signing the bill. "As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do." ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



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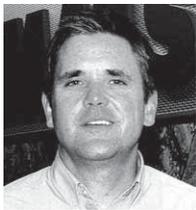
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HANDS-ON EXPERIENCE

UP CLOSE AND PERSONAL

More than 300 customers demo Komatsu's complete *intelligent* Machine Control lineup in Las Vegas



Ron Schwieters,
Komatsu Product
Manager

Komatsu introduced its revolutionary *intelligent* Machine Control (iMC) to the construction industry in June 2013, when it debuted the D61PXi dozer. Since then, Komatsu has equipped its D39, D51, D65 and D155 dozers and PC210LCi excavator with the technology. To showcase all of the new models and technology available, Komatsu hosted an iMC event in Las Vegas in early October 2015 to give customers hands-on experience with the newest additions to the iMC line.

More than 300 customers attended the event, which began with a 30-minute introduction from Komatsu Product Manager Ron Schwieters. He explained the numerous

cost-effective benefits of the iMC machines and highlighted the technical nuances of the system. Attendees were then able to demo the entire iMC line of products.

"We are trying to advance an understanding of what using automatics can do for you as contractors," said Schwieters in his introduction. "As you're out there, we want you to see how you could use certain aspects of the machines in different applications, and how they could make you more productive."

The event provided an opportunity for current iMC customers to get a better understanding of the technology and how it can help their companies become more efficient. It also gave new customers a chance to see exactly what the machines can do.

"Komatsu found that iMC machines can help a company be up to 13-percent-more productive," said Schwieters. "But if you learn something here that can help your company become even 5-percent-more productive, that still translates to a lot of savings."

Schwieters also hinted to the release of the newest iMC products. "This technology is scalable to additional models." ■



Jim Van Kirk of Van Kirk Brothers Contracting (left), and Paul Ballance of Environmental Works are fans of the iMC machines. Ballance said, "I like the quickness and the smoothness of the PC210LCi. The capability of making an average operator into a great operator is what we're looking for."



RoadBuilders Sales Rep Buddy Guinn (left) is with Site Rite Construction Owner Danny Anderson.

Attendees at the *intelligent* Machine Control event wait for their opportunity to demo a PC210LCi, the world's first iMC excavator.



(L-R) TAB Construction's Toby Wilsey, RoadBuilders Sales Rep Dru Davidson and Roloff Construction's Bob Norris attend the Las Vegas iMC event.

D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

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- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



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

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HIGH SPEED DOZING

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



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

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

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

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

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

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

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

Improved visibility

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

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

Quick Specs on Komatsu’s D61-24 Dozers

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





WA380-8



WA470-8

MORE EFFICIENT MATERIAL MOVEMENT

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

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

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

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

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

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

Continued . . .



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

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

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

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



Advancements make Dash-8s powerful and efficient

... continued

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

SmartLoader Logic

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

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

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

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



Enhanced operating environment

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

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

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

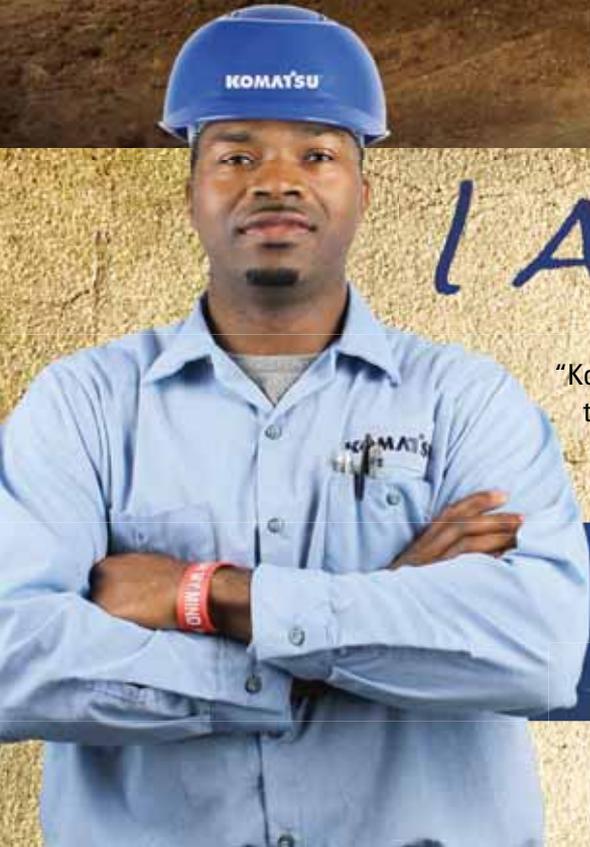
The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each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

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

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

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



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006



Discover more

LIMITING OVEREXCAVATION

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

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

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

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

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

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

Integrated technology

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

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





PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

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



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JASON ANETSBERGER / KOMATSU ENGINEER

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

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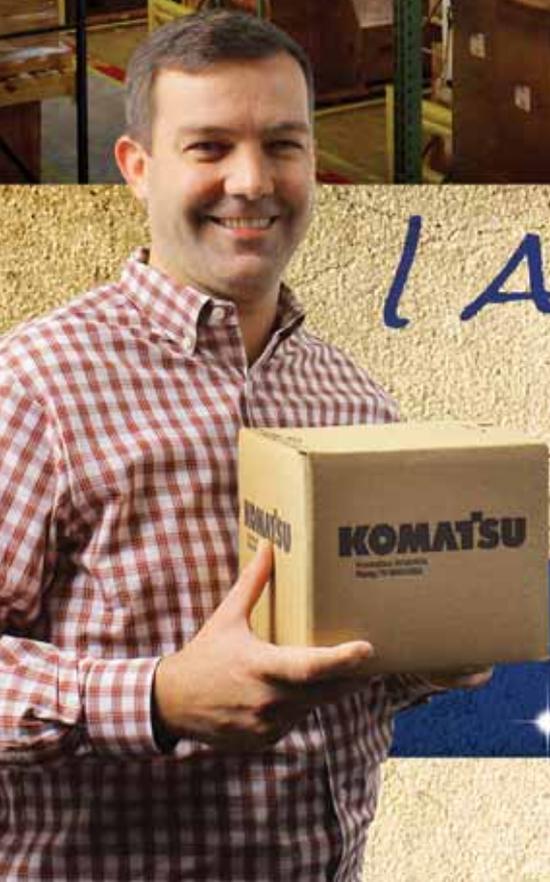
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005

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004

SAVINGS BY DESIGN

REDUCE UNDERCARRIAGE COSTS

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

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

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

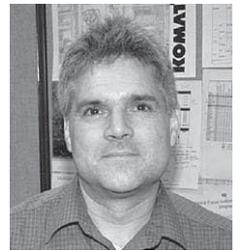
“Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites,” said Chuck Murawski, Komatsu Product Manager, Dozers. “This has enabled PLUS to become standard equipment on other Komatsu models.”

Eliminates pin, bushing turns

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

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

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



Chuck Murawski,
Komatsu Product
Manager, Dozers



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





PC45MR-5



PC55MR-5

NEW COMPACT EXCAVATORS

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



Desmond Jarvis,
Komatsu Product
Marketing Manager

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

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

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

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

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

Versatility for a wide range of applications

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

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

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

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

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

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



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FIRST-IN-THE-FOREST

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

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

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

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

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

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



Steve Yolitz,
Manager,
Marketing Forestry

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



TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits



Ken Calvert,
Director,
Business Solutions Group

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.

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."

it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4 engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to



(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."

be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■

OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.



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NEWS & NOTES

Schools commit to increasing diversity in engineering

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

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

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

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



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2008 KOMATSU PC300 LC-8, 33.5" TRACKS, CAB/AC, 13' ARM, KOMTRAX, REAR CAMERA, 3,900 HRS \$196,500



2005 KOMATSU PC400 LC-7, CAB/AC, 15'9" ARM, JRB QC, 7,800 HRS \$149,50



2007 KOMATSU D51EX-22, CAB/AC, PAT BLADE, KOMTRAX, 3,200 HRS \$117,500



2007 KOMATSU D61PX-15, CAB/AC, SWEEPS, REAR SCREEN, 2,650 HRS \$149,500



2007 KOMATSU D65EX-15E0, CAB/AC, SEMI-U BLADE, DRAWBAR, KOMTRAX, 3,250 HR \$159,500

- 2011 CAT 953D**, CAB/AC, 2-LEVER CONTROL, GP BUCKET, 2,000 HRS..... \$198,500
- 2007 CAT 963D**, CAB/AC, 22" TRACKS, GP BUCKET, DOUBLE-LEVER, 5,700 HRS..... \$174,500
- 2001 TAMROCK PANTERA 800**, CAB/AC, CAT ENGINE, ROD CHANGER, DUST SYSTEM, 3,800 HRS \$269,500
- 2007 TAMROCK RANGER 800-2**, DUST COLLECTOR, ROD CHANGER, LOAD SENSOR, 2,100 HRS ON CARRIER, 4,300 HRS \$289,500
- 2002 CAT 140H**, CAB/AC, 14' MOLDBOARD, 5,100 HRS \$167,500
- 2007 KOMATSU GD655-3C**, CAB/AC, RIPPER, PUSHBLOCK, 12' MOLDBOARD, 3,900 HRS \$149,500
- 2011 KOMATSU HM300-2**, CAB/AC, TAILGATE, KOMTRAX, 3,950 HRS..... \$279,500
- 2011 KOMATSU HM400-2**, CAB/AC, TAILGATE, 40-TON TRUCK, 3,650 HRS..... \$407,500
- 2013 KOMATSU WA320-7**, CAB/AC, QC/BUCKET, 3RD VALVE, LSD AXLES, KOMTRAX, 850 HRS \$179,500
- 2011 KOMATSU WA470-6**, CAB/AC, GP BUCKET, KOMTRAX, 3,200 HRS..... \$219,500



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Randy Frank,
District Sales
Manager



Jay Young,
Scrap & Recycling
Sales Manager



Steve Brock,
District Sales
Manager



Randy Held
Specialty Products
Manager



Sam Kennedy
District Sales
Manager

Inside Sales



Doug Mehner,
Inside Sales



Bryan Ganger,
Inside Sales



Jason Miller,
Finn Product
Specialist



Nick Kirkland
District Sales
Manager
(Midwest Eq.)



Joel Johnson
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