



95th anniversary
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UPDATE

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CHERRY COMPANIES

Shift in focus leads to expansion, new markets for Houston-area demolition, recycling firm



Leonard Cherry,
CEO



Ivan Svec,
Vice President



WPI celebrates its 95th anniversary this year. Look inside for a recap of the organization's storied history.



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A MESSAGE FROM THE VICE PRESIDENT



Bruce Truesdale

**Make safety
your top priority**



Dear Valued Customer:

On behalf of everyone at WPI, I would like to thank you for your business. Thanks to loyal customers like you, we are celebrating our 95th anniversary this year. See inside for a recap of our history through the decades.

In the midst of the busy construction season, it's easy to get caught up in the action and overlook some of the basics. First, and foremost, always take time for safety. The few minutes you spend ensuring that your workers are protected will pay important dividends, especially when you consider the potential consequences of an avoidable accident.

Inside this edition of your WPI Update magazine is an article that highlights an OSHA initiative to bring greater awareness to trench safety. It has valuable information and reminders regarding the standards and practices that you must use.

There is also news about the products and services we, and Komatsu, offer. For instance, there is a Q&A with Matt Beinlich, the new leader of Komatsu's Business Solutions Group (BSG) that works with customers to maximize their production, become more efficient and improve their bottom lines.

One new service the BSG offers is helping customers accurately determine average fuel consumption using idle ratio. See the Serving You Better article for a clearer picture of how that data can lead to more informed choices when estimating expenses.

If you are looking for machinery, this issue highlights several models, such as the updated GD655-7 motor grader. Of course, we believe that maintaining and repairing your machines are best done with OEM parts. Read the article related to Komatsu's General Construction Undercarriage replacement to see how its offerings are the right choices.

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

Sincerely,
WAUKESHA-PEARCE INDUSTRIES, LLC



Bruce Truesdale
Vice President of CMD Operations



UPDATE

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CHERRY COMPANIES

Shift in focus leads to expansion, new markets for Houston-area demolition, recycling firm



▶ VIDEO

Leonard Cherry,
CEO



Ivan Svec,
Vice President

Earlier this year, the National Demolition Association recognized Leonard Cherry with a Lifetime Achievement Award at its annual convention. The organization bestowed the honor on the Cherry Companies CEO for his decades of service and leadership to the demolition industry.

Reflecting on the award, Leonard said it seemed ironic to receive it, considering how close he and his family were to quitting demolition shortly he convinced his father, Carl, to give it a try.

"I thought it wasn't that tough to take down residential properties, so we bought some heavy equipment in the late 1970s to bring down houses, garages and other small structures," recalled Leonard. "We lost money on the first two jobs. As the operator and I were pulling off the third, Dad stopped us and said if

we didn't make anything on it, then we needed to get out of the business because we would be broke. Fortunately, that one turned a small profit, and we kept going in the right direction."

Forty years later, Leonard leads the Cherry Companies, which encompasses a number of demolition-centered entities that employ more than 300 people. It succinctly describes itself with the tag line, "Cherry removes, Cherry recycles, Cherry returns."

"That really says it all in terms of what we do," said Leonard. "At our core, we are a traditional demolition company that takes down buildings, performs road removal, etc. We are also focused on salvaging metal and turning as much debris as we can into reusable products such as road base. Our goal is to divert as much material away from the landfill as possible."

Top-ten company

The removal component is handled by Cherry Demolition, which is one of the nation's top-ten demolition companies. While most of its assignments are completed in the greater Houston area, Cherry is licensed in nearly 27 states and has completed projects throughout the Gulf Coast and Midwest. In addition to traditional demolition work, Cherry Demolition offers natural disaster and emergency-response services.

That's a long way from the organizations' humble start in 1952 when Carl and his wife, Barbara, founded a house-moving business that would eventually become the Cherry Companies. Leonard and his three brothers grew up helping on nights, weekends and holidays, and each eventually joined full time. John and Keith split off in the early 2000s, with the latter keeping the house-moving

Cherry Companies use Komatsu WA500 wheel loaders for a variety of tasks, including moving sand at its stabilized materials pits. "We need big machines to keep up, and they do that with maximum uptime," said Division Manager Eddie Barajas of the WA500s.





business. John started an environmental services company that often teams with Cherry Demolition for hazardous material abatement such as asbestos removal. Rick stayed and worked alongside Leonard until about four years ago when he retired.

“After we graduated from high school, Dad required us to work someplace else for a minimum of a year; then, if we chose to come back to the family business, we were welcomed,” Leonard recalled. “Each of us did, and that created a need for expansion. House moving alone could not support the number of mouths that needed to be fed.”

To ensure that they could make ends meet, the family began buying and selling properties. Each time they looked at a home, they provided a price to either buy, move or demolish it. Leonard estimated that approximately one in 20 houses could actually be moved.

“A significant number had to be taken down. Along with the garage, we also removed the foundation and sidewalks and cleaned up the lots so a new house could be built,” Leonard noted. “At first, we hired that out; however, we were not satisfied with the quality or availability of the contractors. That’s why I thought we needed to do the demolition ourselves. That led to the founding of Cherry Demolition.”

Although the early days were a little uneven, they provided a good foundation for Cherry Demolition to build upon, according to Leonard. Once firmly established, it began offering service to other contractors who nudged the enterprise into commercial work.



Cherry Companies rely heavily on Komatsu excavators for demolition and processing waste materials at its recycled aggregates facilities. “I was with another company that was a Komatsu user before joining Cherry about 20 years ago. It’s my brand of choice,” said Vice President Mike Dokell. “The machines are strong, well-built and operator-friendly.”

“One thing led to another. For instance, commercial gave us opportunities to do interior gut-outs, which remain a specialty,” said Travis Schultz, Division Manager for Commercial Interior Residential Demolition. “Those contracts range in size from a few thousand dollars to multi-millions, and we typically have several on the books at any one time.”

Cherry Demolition also expanded into complete or partial demolition or dismantling of multi-story structures and industrial facilities. “As with interior gut-outs, our jobs are wide-ranging, from taking out a small tank to disassembling an entire plant,” said Vice President Mark DeWitt, who oversees industrial demolition. “The majority of our projects are now done for repeat customers who know and trust Cherry to finish on budget and on schedule.”

Early adopters of recycling

Customers also associate the Cherry name with recycling demolition debris. As one of the largest recyclers on the Gulf Coast and the



Travis Schultz,
Division Manager,
Demolition Division



Mark DeWitt,
Vice President,
Industrial Division

Continued . . .

Consistently leading the market

... continued



Mike Dokell,
Vice President,
Demolition Division

largest in Texas, Cherry has nine recycling centers in the Houston area. It recycles more than 2 million tons of concrete annually as well as close to 30,000 tons of reclaimed asphalt, 50,000 tons of steel, 25,000 tons of asphalt shingles and 20,000 tons of tires.

Recycling efforts began in the mid-1990s when the company had an abundance of raw concrete that it wanted to keep out of landfills, so Cherry Crushed Concrete was formed with two stationary plants. Then, a road removal division was added to secure materials from road projects. Because many customers wanted their concrete to stay on-site, the brothers also started Cherry Portable Crushing.

“The bulk of what we make at our recycling centers is flex base, which is approved by the Texas Department of Transportation for use as road base,” said Vice President Ivan Svec, who oversees crushing, as well as transportation and other aspects of the Cherry Companies such as IT, Human Resources and Business Development. “It’s a very cost-effective alternative to natural aggregates. That could be said about every product we make from recycled concrete and asphalt.”

In addition to flex base, Cherry produces “bullrock,” blanket stone, Grade 1 and Grade 2 rip rap, screened rock and fines from crushed concrete. It makes specialty 3/8-inch to 1 1/2-inch aggregates from recycled asphalt pavement and asphalt shingles.

“We can also create specialty products that meet unique specifications,” said Ivan. “Our portable operations produce a fair number of products too, including many of the same materials that our recycling centers do. The advantage in those situations is that they don’t have to be hauled out or in, which reduces transportation costs.”

Specializing in stabilized materials

Nearly half of Cherry Companies’ recycling centers are co-located with aggregate pits that offer stabilized materials such as sand, limestone and recycled concrete. Additional products include pea gravel, river gravel, bank sand/fill dirt, limestone rock, concrete sand and mortar sand.

“Our biggest seller is stabilized sand, which is primarily used by utility customers installing storm, water and sewer lines,” Ivan pointed out. “It’s also used quite a lot for backfilling retaining walls. We have pugmills that add cement to the sand as well as into our flex base, which contractors often use to lay down as stabilized road base.”

Customers can pick up orders from Cherry’s locations, or the company will deliver with its large trucking fleet. In addition to traditional dump and tandems for moving pavement and demolition debris, the company offers roll-off services for clients to dispose of old metals, concrete and washout from trucks.

“As with recycling, we are the largest, privately owned, stabilized-production company in the state,” shared Leonard. “We



Operators perform pavement removal from roadways, parking lots and more with Cherry Companies’ Komatsu excavators.





Cherry Companies often use multiple Komatsu excavators to meet production during operations such as when it demolished a toll plaza in the Houston area. “The durability really stands out. This application is hard on machinery, and Komatsu runs all day, every day,” said Field Superintendent Claxton “CJ” Jay.

are also the largest independently owned company in every market we serve, and that’s something we are very proud of. We have no intention of slowing down, either.”

Longstanding relationship with WPI

Cherry Companies’ five-year plan includes growth of roughly 25 percent, according to Ivan. He indicated that will include additional locations to support expected expansion around Houston.

“Each of our crushing plants runs excavators and loaders. Our road removal and demolition operations use excavators and loaders, so as we expand, adding pieces will be a critical,” said Ivan. “That means we will need the continued support of WPI and Komatsu to meet our needs from all standpoints: equipment, parts and service. It’s absolutely vital.”

Cherry Companies has turned to WPI and Sales Rep Rusty May for Komatsu equipment since the early 1980s. During the past four decades, Cherry’s various entities have purchased hundreds of Komatsu machines, some specially equipped to handle demolition and processing applications. Cherry and WPI also worked together through the years to develop what is now a guarding package for Komatsu excavators.

“Our relationship with WPI and Rusty started because we were unhappy with

another brand’s product,” recalled Leonard. “One of my brothers and I saw a mini-excavator at a show and decided to buy it. It didn’t take long to see that was a mistake. Rusty came out on a cold call, and we set up a demo with a Komatsu PC220 and a competitive excavator. The Komatsu outperformed the other brand, and we told Rusty that we would buy it, as long as he took the mini-ex off our hands as part of the deal. He did, and we have partnered together ever since.”

In fact, Leonard said his company follows what he terms “The WPI Model.” “My dad taught me that imitation is the highest form of flattery, and there are a number of things the Pearce family has done through the years that we emulate. You don’t last 95 years in business like WPI without being a leader in customer satisfaction, and we believe in that, too. Rusty and WPI have helped us through every step of our progression.”

WPI Vice President Bruce Truesdale said the longstanding relationship has been mutually advantageous. “We have the same core values, and I believe that’s why the collaboration between WPI and Cherry has proven so beneficial. We are honored to work with such an outstanding business and to have played a role in its growth.”

Reliable Komatsu equipment

When Mark DeWitt joined the Cherry Companies approximately 15 years ago, he was happy to see that Komatsu was a staple in its



Claxton “CJ” Jay,
Field Superintendent,
Road Removals
Division

Continued . . .

'Komatsu runs all day, every day'

... continued

fleet. He bought his first excavator, a PC650, from Rusty in 1980 when he was with another contractor. "It lasts," Mark stated. "Komatsu is competitively priced, and we definitely get our money's worth."

Vice President Mike Dokell echoed those sentiments. "I was with another company that was a Komatsu user before joining Cherry about 20 years ago. It's my brand of choice. The machines are strong, well-built and operator-friendly. The support we get from Rusty and WPI is outstanding, too."

Cherry Companies use a mix of excavators with shears and wheel loaders at its recycling yards, often running them up to ten hours a day, five days a week. "Komatsu lasts," stated Cristian Magaña, Division Manager for Recycled Aggregates. "We have had loaders with up to 30,000 hours and excavators to 20,000 hours. That's outstanding in this application. It can be dusty and often hot. Komatsu performs day in and day out without costing us significant downtime."

Field Superintendent Claxton "CJ" Jay relies on Komatsu excavators, ranging in size from tight-tail-swing PC78s to 105,000-pound-plus PC490LC-11s, for road and bridge removal. "The durability really stands out. This application is hard on machinery, and Komatsu runs all day, every day. Realistically, all equipment experiences downtime. If we do have any, WPI responds right away to ensure that we are up and running quickly. Everyone is great to work with, including our Product Support Sales Representative Hollis Smith."

Cherry Companies' recycling centers and stabilization operations are set up to run 500 tons per hour, according to Eddie Barajas, Division Manager, Stabilized Division. To ensure maximum production, they utilize WA500 wheel loaders. "We need big machines to keep up, and they do that with maximum uptime," he said.

Growth opportunities

Ivan joined Cherry Companies nearly three years ago and is learning the business inside and out. The plan is for him to eventually take

the reins from Leonard, who says there is no plan for that to happen anytime soon.

"I still love what I do, so retirement is not in the near future," said Leonard. "At the same time, you have to plan for the inevitable. As of now, I am fully on board with our five-year plan to expand the company's footprint and our aggregate products list. We know that raw materials are a consumable, and there is a shrinking supply. That's why we remain committed to turning waste materials into high-quality, cost-effective usable end-products.

As with any business, our longevity comes from continual trial and error as to what works in our market, and coming up with more successes than failures," he continued. "We see a healthy market ahead for some time to come, and it may actually exceed our capacity. We will continue to digest as much as we can, while taking a very conservative approach. That's our nature." ■



Cristian Magaña,
Division Manager,
Recycled Aggregates



Eddie Barajas,
Division Manager,
Stabilized Division



(L-R) Division Manager Cristian Magaña meets with WPI Sales Rep Rusty May and Product Support Sales Representative Hollis Smith at one of Cherry Companies' aggregate recycling centers in Houston. "Rusty, Hollis and WPI give us great support," said Magaña. "We have been with them for a very long time, and they understand our operations and what we need in order to meet production. They are terrific to work with."

Cherry Companies use a mix of excavators with shears and wheel loaders at its recycling yards, often running them up to ten hours a day, five days a week. "Komatsu lasts," stated Cristian Magaña, Division Manager for Recycled Aggregates. "We have had loaders with up to 30,000 hours and excavators up to 20,000. That's outstanding in this application."



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Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI

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MILESTONE ACHIEVED



MARKING 95 YEARS IN BUSINESS

WPI celebrates anniversary, looks ahead to providing leading equipment, service and unmatched support

For the past 95 years, WPI has kept critical industries moving by providing leading equipment options, service and unmatched support for demanding applications. It all began in 1924 when Louis M. Pearce, Sr., president of Houston-based Texas Iron Works (TIW), started the Portable Rotary Rig Company to build drill rigs powered by steam.

Nine years later, he acquired the Waukesha Engine distributorship for his drill rig business. Along with his son, Louis M. Pearce Jr., he grew the organization, and in 1967, Waukesha Pearce Industries (WPI) was formed with the merger of two operating divisions, Waukesha Sales and Service and Pearce Equipment Company. Today, the third

and fourth generations of the Pearce family lead the organization.

“What sets us apart from our competitors is our culture. We’re a family, and, in turn, we treat our customers as family,” said Louis Pearce IV, who serves as OEM Business Development Manager.

Powerful solutions

Through the years, the organization acquired the assets of several equipment dealers and expanded its construction and mining capabilities.

“Among our acquisitions was Plains Machinery (1986), the International Harvester Dealer in Texas. International Harvester turned into Dresser and later Komatsu. Another important change happened in 1990, with the purchase of Houston Heavy, a Komatsu dealer. These two acquisitions make up our current footprint,” stated WPI President, Louis Pearce, III. “We’ve been a Komatsu dealer for nearly 30 years, and we’re very proud of that relationship.”

The company’s Komatsu distributorship, headquartered in Houston, includes locations in Austin, Corpus Christi, Kilgore, San Antonio, Edinburg, Tomball, Beaumont and Buffalo. In addition to Komatsu, WPI offers a wide assortment of construction equipment from leading manufacturers, such as Takeuchi, Gradall, BOMAG, SENNEBOGEN, NPK, LaBounty and more.

“Our extensive lineup means we can provide solutions for nearly any need,” said Bruce Truesdale, Vice President of Construction Machinery Division Operations. “Whether it’s a landscaper looking for a compact track loader; a mine that needs a



Third and fourth generations of the Pearce family, who operate Pearce Industries and its subsidiary, WPI, include (L-R) from Pearce Industries – Gary Pearce Jr., Gary Pearce Sr., Lloyd French and Steve Pearce; and from WPI – Louis Pearce III and Louis Pearce IV.



WPI's product lineup ranges from this 400-ton Komatsu PC4000-11 mining shovel to compact Takeuchi track loaders. "Whether it's a landscaper looking for a compact track loader; a mine that needs a massive dozer, shovel or truck; or someone in between, we can provide it," said Bruce Truesdale, Vice President of Construction Machinery Division Operations.



Houston is the headquarters of WPI's Construction Machinery Division. Other branch locations include Austin, Corpus Christi, Kilgore, San Antonio, Edinburg, Tomball, Beaumont and Buffalo. In addition to Komatsu products, WPI offers a wide assortment of construction equipment from trusted manufacturers, such as Takeuchi, Gradall, BOMAG, SENNEBOGEN, NPK, LaBounty and more.



Bruce Truesdale,
Vice President
of Construction
Machinery Division
Operations

massive dozer, shovel or truck; or someone in between, we can provide it."

Top-notch service

All products offered by WPI are serviced by factory-trained professionals, who are dedicated to eliminating customer downtime and lost productivity.

"Our commitment to back any piece of equipment with outstanding support sets us apart," continued Truesdale. "We have a large parts inventory and knowledgeable personnel who understand that locating needed items and getting them to customers quickly is essential. Our highly skilled technicians can

promptly diagnose and fix issues to minimize costly downtime."

As the organization moves toward a century in business, the WPI team looks forward to continuing to serve customers, build relationships and provide the new technology that is shaping construction, mining and other industries.

"When you do business with Pearce Industries, you are getting a commitment from the Pearce family," said Louis Pearce IV. "We are embracing new technologies and providing solid solutions for our customers. I can't wait to see what the coming years bring." ■



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REDUCING FATALITIES, INJURIES

OSHA initiative aims to increase awareness of safety hazards during operations

Anyone who works in the excavation business agrees that one injury or death from trench-related incidents is too many. However, each year there are still multiple fatalities. Data from the Bureau of Labor Statistics showed that there were 37 trench-related fatalities in 2016. That was nearly double the average number throughout the previous five years. The most recent information available showed fatalities in 2017 at 23, a significant reduction from the previous year, but still above the norm.

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists of two components: OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop

outreach programs supporting compliance assistance within their jurisdictions.

“We are promoting stronger industry awareness about the seriousness of trenching hazards and the means available to address them,” an OSHA spokesperson reported. “In collaboration with industry stakeholders, the agency has developed new compliance assistance resources.”

OSHA’s updated Trenching and Excavation website (www.osha.gov/SLTC/trenchingexcavation) provides the following:

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.

*Editor’s note:
Information for this article was supplied by the Occupational Safety & Health Administration.*

Continued . . .



OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock.

Free, educational resources available

... continued

- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick

reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.

- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

Following trenching standards is best prevention

OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock, and a competent person has examined the ground and found no indication of a potential cave-in.

A competent person is any individual, selected by the employer, who is capable of identifying existing and predictable hazards or working conditions that are hazardous, unsanitary or dangerous to workers; can determine soil types and required protective systems; and is authorized to take prompt corrective measures. OSHA requires that a competent person conduct daily inspection of a trench before workers enter.

Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper. They must be located within 25 feet of all workers.

Other general rules include keeping heavy equipment away from trench edges; keeping soil and other materials at least 2 feet from the edges; knowing where underground utilities are located before digging; testing for atmospheric hazards; and ensuring that workers wear high-visibility or other suitable clothing.

“The goal of this NEP is to reduce or eliminate workplace hazards,” OSHA stated. “As part of it, Compliance Safety and Health Officers will initiate inspections whenever they observe an open trench or excavation, regardless of whether or not a violation is readily observed. These observations may occur during the course of their normal workday travel or while engaged in programmed or unprogrammed inspections. Operations will also be assigned for inspection as a result of incidents, referrals and complaints. We want to prevent all trench collapses and save lives.” ■



Know your protective systems

Here are OSHA’s definitions of the protective systems. When designing one, you must consider factors such as soil classification, depth of cut, water content of soil, changes caused by weather or climate, surcharge loads and other operations in the vicinity.

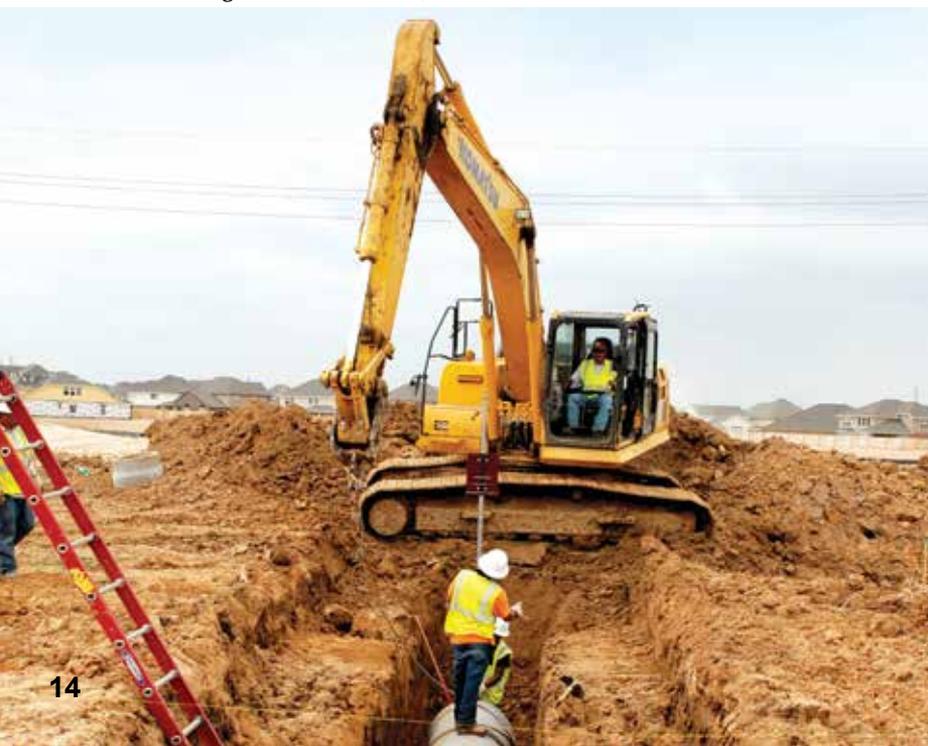
Benching: A method of protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels. Benching cannot be done in Type C soil.

Sloping: Involves cutting back the trench wall at an angle inclined away from the excavation.

Shoring: Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins.

Shielding: Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins.

Trench safety involves several factors, including proper excavations and having a means of access and egress from the trench, such as ladders.



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

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CASE STUDY



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'THE TOTAL PACKAGE'

Better warranty, lower price prompt landfill to add Komatsu D155AX-7 dozer to fleet

The Midway Division of Waste Connections, Inc. serves the Chicago area through its Winnebago Landfill in Rockford, Ill. The 500-acre facility accepts 16 million pounds of solid waste daily, so having reliable equipment is paramount to the success of the operation.

When his dozer fleet began experiencing earlier-than-anticipated component failures, Midway Division District Manager Lacy Ballard decided it was time to make a change. In 2017, he turned to Komatsu and his local distributor to add a D155AX-7 dozer with a waste package, which offers enhanced features, such as striker bars and additional gap sealing, to protect the machine's vital components.

"We were able to purchase a brand new D155 with amazing warranties for less than what we were quoted for a used, competitive dozer with 3,000 hours," said Ballard. "Even before putting it to work, the D155 provided significant value."

That worth continued to increase once the dozer got into action clearing tipplers, which are tractor-trailer loads of garbage.

"The D155 doesn't work nearly as hard to push the garbage; we haven't experienced any overheating issues with the torque converters," said Ballard. "The regeneration process is the best of any Tier 4 machine we've owned, the tracks are easy to clean and the visibility from inside the cab is amazing. It's the total package."

Stamp of approval

To top off the acquisition, Ballard says that the service and attention he receives from Komatsu is above-and-beyond.

"The experience is second-to-none," shared Ballard. "Komatsu has been extremely beneficial in helping us address concerns, provide training

and be proactive. For example, we had an issue with debris getting into the radiator, so Komatsu came to retrofit a fix and will incorporate it into the design of future D155 models. The attention we receive with just one machine speaks a lot about how Komatsu treats its customers."

While this was the first Waste Connections facility to utilize a Komatsu dozer, it's possible that additional D155AX dozers will be put to work at the organization's other landfills across North America.

"I gave a presentation on the dozer at our annual corporate meeting, and I recommended it to our district managers," stated Ballard. "I'm very happy with the decision to go with the D155 and Komatsu." ■

At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "It's the total package," said Waste Connections Midway Division District Manager Lacy Ballard. "I'm very happy with the decision to go with the D155 and Komatsu."



Lacy Ballard,
Waste Connections
Midway Division
District Manager



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Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

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DESIGN INNOVATION

UPDATED MOTOR GRADER

New features in GD655-7 deliver better ergonomics to lessen operator fatigue, boost productivity

If asked to describe the ease of use with typical motor graders, most operators would steer clear of calling it a low-effort task. However, today's updated models provide a host of features designed to significantly reduce operator fatigue and increase productivity.

"The GD655-7 provides an all new, ultra-ergonomic working environment, and the new spacious cab allows more room during long working days," said Komatsu Senior Product Manager Bruce Boebel. "Operators will appreciate the low-effort operation and steering levers, new transmission controls as well as the articulation stop-at-center function that simplifies use."

New performance features include a transmission shift lever with finger-operated forward-neutral-reverse switch that reduces required hand movement. That's in addition to the already standard Komatsu power-shift transmission that was designed and specifically built for Komatsu graders and delivers on-the-go, full-power shifting.

Greater speed, less fuel

The GD655-7 offers inching capability and automatic shifting in higher ranges. An industry exclusive, dual-mode transmission with eight forward and four reverse speeds, allows higher travel speeds and reduces fuel consumption of a direct drive. It also delivers increased tractive effort and the control of a torque converter.

"It is grade-control ready, with no aftermarket valve required," Boebel noted. "Additionally, the GD655-7 has two standard, five-section hydraulic control valves that enable the addition of attachments and are strategically located to improve forward visibility."

New cab enhancements include a slightly smaller but "right-sized" steering wheel that provides more visibility and room and is convenient for long "blade-up and roading" trips. A steering lever allows operators to keep hands on the low-effort equipment levers and make small steering adjustments while at work, without the need to turn the steering wheel. Highly adjustable arm rests and consoles have power raise and lower functions and mechanical fore/aft adjustments to precisely fit user preferences.

"Operators can select Power or Economy mode to match conditions and optimize fuel savings," said Boebel. "This is a highly productive machine, and a solid choice for anyone who uses a motor grader for construction, road building, snow clearing or other applications."

Boebel points out that the new GD655-7 is among the leaders in the 20-ton range, and it will be sold concurrently with the Dash-6 model to offer customers an additional choice to meet their needs. ■



Bruce Boebel,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's GD655-7 Motor Grader

Model
GD655-7

Net Horsepower
218 hp

Operating Weight
38,140 lb

Blade Length
14 ft

Komatsu added new features to its GD655-7 motor grader. "It provides an all new, ultra-ergonomic working environment," said Komatsu Senior Product Manager Bruce Boebel.



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REDESIGNED QUARRY LOADER

Added features improve productivity, fuel consumption of new WA900-8

Can a productive large wheel loader also be highly efficient? The answer is yes, according to Komatsu Product Marketing Manager Robert Hussey, who points to the new Tier 4 Final WA900-8 as a perfect example.

“We added several new elements that contribute to improved productivity, while lowering fuel consumption by up to 10 percent,” said Hussey. “Among them is the introduction of a modulation clutch system, which allows for smooth approaches when loading trucks in v-cycle applications. Also, a throttle lock allows the operator to set engine speed, and auto-deceleration helps save fuel.”

Additional productivity and efficiency features include:

- The introduction of Komatsu SmartLoader Logic, an engine-control system that optimizes engine output for all applications to minimize fuel consumption. It works automatically and does not interfere with production.
- A closed-center load-sensing hydraulic system that delivers the right hydraulic flow required for the job. This allows for fast work equipment speeds, keeps hydraulic oil cool and reduces fuel consumption.
- An automatic digging system that actuates the bucket tilt and lifting operations by sensing the pressure applied to the work equipment, thereby optimizing bucket load.

Operator-friendly design

“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without

touching the equipment levers, which reduces fatigue. Operators will also like the redesigned cab with improved visibility and rearview camera.”

Hussey noted that optional add-ons include KomVision with radar, a six-camera system that provides a bird’s-eye view of the machine and its surroundings on a dedicated, in-cab monitor for greater situational awareness. The radar alerts operators when objects enter the machine’s working area.

“This quarry loader is purpose-built to match with 70- to 100-ton trucks,” Hussey said. “We also offer a high-lift configuration to pair with 150-ton trucks. Our customers said they were looking for a loader with these features and benefits, and we designed the new WA900-8 to meet those needs.” ■

The new WA900-8 offers a modulation clutch system, Komatsu SmartLoader Logic and a closed-center load-sensing hydraulic system, all of which contribute to improved productivity and reduced fuel consumption.



Robert Hussey,
Komatsu Product
Marketing Manager

▶ VIDEO





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NEW MINING EXCAVATOR

Powerful model increases performance in quarry and mining applications



Joe Sollitt,
Komatsu Senior
Product Manager,
Mining Support
Equipment

Typically, large machinery is used for high-volume digging when the top priority is moving mass amounts of material quickly. Another reason is completing the job in the most efficient and cost-effective manner. Komatsu Senior Product Manager, Mining Support Equipment Joe Sollitt said companies can better achieve both objectives with the new 200-ton-class PC2000-11 excavator that delivers increased horsepower, compared to the Dash-8 model it replaces.

“Customers told us they want better multifunction performance and productivity than the previous model and the competition,” Sollitt said. “With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift.”

The upgraded excavator has four working modes to tailor machine performance to operating conditions and maximize production and/or efficiency. Among them is an all-new Power Plus (P+) mode that increases productivity up to 12 percent while moving more material per gallon of fuel burned.

Brief Specs on Komatsu’s PC2000-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC2000-11	1,046 hp	445,179-456,926 lb	15.7-17.9 cu yd

Komatsu’s new PC2000-11 excavator delivers increased horsepower compared to its predecessor and four selectable working modes for better performance in multiple applications and site conditions. Thicker, stronger boom plates and castings are among several new features that improve reliability and dependability.

Greater reliability, durability

Sollitt emphasized that Komatsu designed the PC2000-11 for greater reliability and durability. It has thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and the excavator has larger diameter carrier rollers for extended service life.

“No stone was left unturned when designing this new model. The work equipment and superstructure were engineered to withstand the most demanding applications, and service life of the undercarriage components has been extended. A ground-level service center is standard,” said Sollitt. “The PC2000-11 maintains the power module design that service technicians have grown to love. It provides low noise levels in the cabin, excellent accessibility to major components and reduced labor hours when it comes time for planned overhaul.” ■

▶ VIDEO



HANDS-ON EXPERIENCE



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SUPER-SIZED DEMO

Komatsu opens Arizona Proving Grounds to mining and quarry customers

Komatsu welcomed customers for the first time to its 660-acre Arizona Proving Grounds in Sahuarita, Ariz., for Quarry Days this spring. Attendees had the opportunity to run some of the largest machines in Komatsu's fleet, like the new 450,000-pound PC2000-11 excavator and 899-horsepower WA900-8 wheel loader.

"It was a unique opportunity to host Quarry Days at our Arizona Proving Grounds, and it generated a lot of anticipation and excitement," said Komatsu Senior Product Manager for Mining Support Equipment Joe Sollitt. "We specifically tailored the event to quarry and mining customers by displaying and demonstrating larger, mechanical-drive products in an application that is representative of our customers' jobsites. We also aligned Quarry Days with the launch of two of our newest Komatsu products, the WA900-8 wheel loader and PC2000-11 mining excavator.

"The facility was also a major draw for the event," he added. "We were able to showcase the ongoing research and development activity that occurs right here in Arizona."

Through the course of six days that featured eight sections, more than 200 customers and distributor representatives attended information sessions, toured the facility and operated several machines including the D375A-8 dozer, WA600-8 wheel loader, HD605-8 mechanical truck in addition to the PC2000 and WA900.

Up close and personal

"We purposely designed the demo with smaller groups and fewer machines," explained Sollitt. "It was a far more personalized event. This gave customers more time to check out machines specific to their application needs and

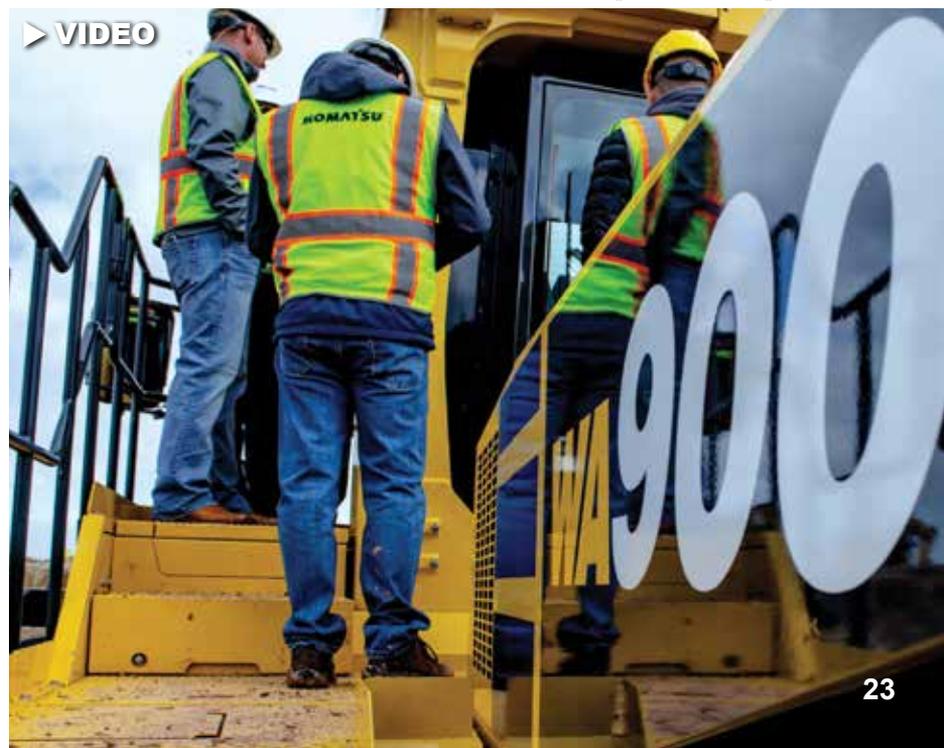
have additional one-on-one opportunities with our product experts."

The event was a hit with those who attended.

"It was very impressive to see all of these huge machines," said William Paul of Tilcon New York. "The event was well-organized, all of my questions were answered and I got to run some awesome equipment."

"This was a great opportunity to get out and play on the equipment," commented Dallas Archibald of J.R. Simplot. "Usually at other manufacturer events, that isn't the case. Getting a chance to get in the machine and see how it responds makes a huge difference, compared to just walking around it." ■

A group of attendees at Komatsu's first Quarry Days at the Arizona Proving Grounds in Sahuarita, Ariz., check out the latest Komatsu machines that are specific to their operations.



> VIDEO

BUSINESS SOLUTIONS GROUP 2.0

New leader continues the focus on finding money-saving efficiencies in customers' operations



**Matt Beinlich, Director,
Komatsu 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.

Matt Beinlich started at Komatsu as an intern while working toward an engineering degree at the University of Illinois Urbana-Champaign. When he graduated in 2002, he returned to Komatsu as a full-time employee.

"I began as a Service Development Associate, and I had the opportunity to work in both the Mining and Construction Divisions," said Beinlich. "It was a good introduction to the differences and similarities between these two worlds."

From there, Beinlich was involved with the North American introduction of VMHS, a remote machine-monitoring system for large mining equipment – today known as KOMTRAX Plus.

Beinlich then moved into technical support and worked to centralize the process of communication between engineers and distributors regarding machines in need of repair. After a successful stint there, he was tabbed as Deputy Director, Business Solutions Group and helped create the team.

"Being a part of the Business Solutions Group has been an amazing experience," said Beinlich. "I love that we are problem-solvers and forward-thinking."

In early 2019, Beinlich was named Director, Business Solutions Group, taking over for his mentor, Ken Calvert, who retired earlier this year. "Ken was a great teacher, and I am very excited to take the baton from him."

Away from the office, Beinlich enjoys spending time with his wife Melanie and their twin boys, enjoying nature and traveling.

QUESTION: Is it fair to say that Komatsu's Business Solutions Group (BSG) is entering its second generation?

ANSWER: Yes, it is. The group started from scratch in 2015, based on a conversation with Vice President, Products and Services Rich Smith, who had some ideas he wanted to bring from Mining into the Construction Division. That first discussion wasn't much more than Rich talking through three slides describing his vision, but they turned out to be quite prescient.

Ken Calvert was the team's leader, with me as his deputy. We hired the initial team members and built from the ground up. We spent the first 18 months trying to make a name for the group and telling customers what we could offer. Eventually, we found our groove and reached the point where people were asking us to do things for them.

This year we've experienced a lot of changes, beginning with Ken's retirement. Additionally, we "graduated" that first team and welcomed several new faces, as was always the plan. The idea isn't to make a career in the BSG; we think that rotating in new people creates fresh ideas and perspectives. This is like a second version; however, now we have the benefit of a clear direction and established reputation. It's a very exciting time.

QUESTION: What are some of the group's successful initiatives to date?

ANSWER: Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a fleet that will help them operate in the most efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.



The Business Solutions Group is focusing on creating synergy with other Komatsu teams to help deliver better results for customers. “By working together, we can blend services and continue to streamline the process and increase efficiency,” said Matt Beinlich.

The Total Cost Assurance idea adapts what the mining industry refers to as RAMPs or repair and maintenance plans. However, there are some key differences between the economics of mining and construction machines. For example, construction machines run fewer hours per year and are rarely overhauled. We worked with one of our distributors, Power Motive Corporation, to understand how they made this concept successful in their territory. We have shared these best practices across the rest of North America. Sometimes, BSG acts more like a proliferator of good ideas, rather than the originator, and we’re just fine with that.

QUESTION: What new areas will the BSG focus on in the future?

ANSWER: As we’ve grown, we’ve noticed some overlap with other groups inside Komatsu. Building upon that synergy is a key goal this year.

For example, when one of Komatsu’s operator trainers meets with an end-user, the trainer coaches the customer on how to use a machine most efficiently. When we visit, we advise them on how to best use that machine within the entire jobsite’s operation. We are doing similar things, although on different levels. By working together, we can blend services and continue to streamline the process and increase efficiency.

QUESTION: What legacy do you hope to establish for the group?

ANSWER: Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we



Matt Beinlich says that the defining trait of the Business Solutions Group is the resolve to find the data and information needed to solve customers’ problems.



should finish what we started. It’s really easy to encounter a challenge and give up because there isn’t enough information. When we come to that point, we do the research to find the answer.

That’s been our defining trait so far, and I think that’s why we’re successful. We’re known as problem solvers. Now that our first round of employees is moving into other divisions, I am excited to see how our reputation grows and in what other areas we can help. ■

Helping customers build an efficient fleet through right-sizing is a common task for the Business Solutions Group. “We evaluate the customer’s operation and applications and then make fleet recommendations, which typically saves money while boosting production,” said Director, Business Solutions Group Matt Beinlich.

A CLEARER PICTURE

New tool helps equipment owners calculate fuel consumption more accurately

In order to operate profitably, equipment owners need to make well-informed estimates when setting a budget, placing a bid or purchasing a new machine. Correctly anticipating the amount of fuel a machine will consume during a given time can provide significant value to an owner's bottom line – and Komatsu makes that process a lot easier.

For more information about this tool, contact your local Komatsu distributor.

“Typically, equipment owners forecast annual fuel consumption by categorizing the type of work the machine will do into three categories: light, average or heavy,” explained Matt Beinlich, Komatsu Director, Business Solutions Group. “Those are pretty subjective terms, and guessing wrong could be costly. We want to give owners a more precise prediction.”

To accomplish this, Beinlich and Komatsu's Business Solutions Group developed a chart based on the relationship between fuel burn

and idle time. Using KOMTRAX, the team can compare like-model machines to more accurately determine the average fuel consumption.

“We use idle ratio because it's the biggest driver of fuel consumption; and it is measurable data that we can get from KOMTRAX. It gives us the clearest idea of how a machine is really being used,” noted Beinlich. “A heavy-use machine will idle less than a light-use machine. This allows us to better define light, average and heavy work for the equipment owner.”

Better definition of average

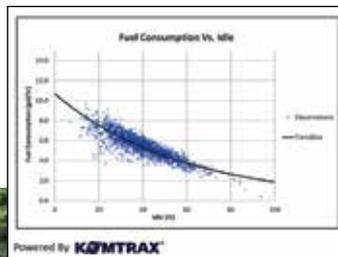
Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

“This helps us determine a best-fit line that covers all possible scenarios. If the average idle rate for a specific model is 40 percent, and a company knows its idle time will be closer to 30 percent, it can classify its machine usage as heavy,” said Beinlich. “The company can then use the chart to determine how many gallons per hour they should expect to burn in a heavy-use environment for that machine.”

The information can help customers make clearer, more informed choices when purchasing equipment as well as assist in setting operating budgets and calculating bids.

“With this approach, it's realistic that a customer's annual fuel budget for a single machine might swing \$2,000 per year in either direction when compared to simply using the national averages. Think about how that adds up across an entire fleet,” said Beinlich. ■

To give customers a more precise estimate on the amount of fuel a machine will use annually, the Business Solutions Group uses KOMTRAX to show the relationship of idle time to fuel consumption. By sampling as many as 2,000 like-model machines, owners can use their idle rates and follow the black trend line to calculate their expected fuel burn.



NEW PRODUCT FOR DOZERS

First General Construction Undercarriage installed on dozers; end-users laud new Komatsu Genuine option

In January 2019, Komatsu introduced an expansion to the General Construction (GC) product offering with the addition of conventional track link assemblies for all D51, D61 and D65 dozers. Jim Funk, Senior Product Manager – Undercarriage, said the first customers to install the GC link assemblies have shared positive feedback.

“We are very excited about the initial success of this product and are happy to hear it’s fitting in exactly where we hoped it would,” said Funk. “To have the very first dozers in the world with this product here in North America, makes us very proud. The quality of the GC product proved itself with the excavator offering through the past four years, so we are thrilled about adding dozer products to this category. In line with our goal

from the start, the GC products are filling a void in our offerings.”

Funk said Komatsu’s intention was to design a product for those customers who prefer Komatsu Genuine Undercarriage products and the support of its distribution network, and are looking at their replacement options due to the status of their machines. He emphasized that Komatsu is always working to provide effective and reliable undercarriage products that meet customer needs.

First-hand reviews

The first D51 to have General Construction link assemblies installed belongs to Gleason Clay Company in Gleason, Tenn. Its D51PX-22 works in a clay mining



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

Continued . . .



(L-R) Komatsu Senior Product Manager – Undercarriage Jim Funk, Komatsu District Parts Sales Manager Ken Torian and WPI Product Support Sales Manager Jeremiah Sporn meet with staff members from Houston Products Processing (HPP) in Baytown, Texas. HPP was the first company to have a new Komatsu General Construction track link assembly installed on a D65.

Price, performance cited as reasons for OEM parts

... continued

application and is used to clear paths for its excavators, as well as to remove overburden to reach clay seams. Gleason Clay Company Mine Supervisor Kurt Lehmkuhl said that in the past the company considered using will-fit undercarriage replacements for their less used dozers; however, the Komatsu GC proved to be

a much better choice this time. Additionally, the Komatsu Genuine Assurance coverage that the GC product carries helped Gleason Clay make the decision over other options.

"It really hit right in the price point I was looking for. With Komatsu's history, and the relationship that we have (with our local distributor), I felt like it was the way for us to go," said Lehmkuhl. "The warranty (assurance) is there, so everything looks good."

J.S. Paris Excavating in North Jackson, Ohio, was the first business to have the new GC link assemblies installed on a D61. The company performs a wide variety of earthwork services across several market sectors, including residential, commercial and energy.

"We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of their performance," said J.S. Paris Operations Manager John Haifley. "The price difference is minimal, and that makes it an obvious choice."

Komatsu distributor Product Support Sales Rep Rob Rivera, who supports J.S. Paris, is excited to have a new option with Komatsu Genuine Undercarriage. "This new product line gives customers another OEM option to consider when replacing their factory installed undercarriage. With the longest assurance in the industry, I can easily share my confidence in the product," said Rivera.

One of the very first D65 machines to have the new GC link assemblies installed was at Houston Products Processing (HPP) located in Baytown, Texas. "With the price of this link assembly, and the assurance we can offer, there was no reason to look at other options," said WPI Product Support Sales Rep Tres Forester, who supports HPP.

Funk suggested that anyone looking to learn more about the General Construction offering can contact their local Komatsu distributor.

"Our distributors carry a wide range of options, serving as a complete source for undercarriage needs. Our GC offerings have added to that and will continue to do so as they expand in the coming years," he said. ■



Komatsu Senior Product Manager – Undercarriage Jim Funk (left) along with Komatsu District Parts Sales Manager Josue Tuche (right) check in with a team member from Gleason Clay Company in Gleason, Tenn., and a local distributor representative. Gleason Clay was the first to install a Komatsu GC Undercarriage replacement on a D51.



J.S. Paris Excavating in North Jackson, Ohio, boasts the first D61 dozer to have a General Construction track link assembly installed. "We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of (their) performance," said Operations Manager John Haifley (third from left) during a visit from Komatsu representatives and his local distributor.

NEWS & NOTES

Court rules general contractors can be cited for subcontractors' safety violations

The U.S. Court of Appeals for the Fifth Circuit in New Orleans ruled that the Occupational Health and Safety Administration (OSHA) may cite general contractors for subcontractors' safety violations. The ruling receded from a 1981 precedent by an administrative law judge that said OSHA could only cite controlling employers – a legal term indicating the general contractor – for the safety of its own employees.

The opinion stems from a 2015 case in Texas where a general contractor directed a

subcontractor to work in what was deemed unsafe conditions. Both were cited for willful violation of an OSHA regulation regarding exposure of employees to a cave-in hazard.

An administrative judge for the Denver Occupational Safety and Health Commission previously ruled the general contractor could not be cited for the safety hazards created by a subcontractor. The Fifth Circuit said recent rulings in similar cases render the 1981 decision obsolete. ■



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ALTERNATIVE FUNDING STUDIES

Seven states earn grants to explore innovative ways to pay for infrastructure investment

The Federal Highway Administration (FHWA) recently committed \$10.2 million for testing new ways to finance highway and bridge construction projects. It announced that seven states will receive “Surface Transportation System Funding Alternative” grants.

The primary goal is to allow states to test user-based alternatives to support the federal Highway Trust Fund. It currently relies primarily on the federal gas tax, which has remained at 18.4 cents per gallon since 1993. Inflation and more fuel-efficient cars have had negative impacts on the tax’s ability to sufficiently fund road construction and repairs.

“These grants provide states with the opportunity to explore innovative ways to help pay for infrastructure improvements and maintenance,” said FHWA Deputy Administrator Brandye L. Hendrickson.

The Federal Highway Administration (FHWA) announced grants for seven states to study alternative funding to support the Highway Trust Fund. The primary goal is to explore innovative ways to help pay for infrastructure improvements and maintenance, according to FHWA Deputy Administrator Brandye L. Hendrickson.

Searching for new solutions

According to the FHWA, the seven projects will investigate and evaluate various mileage-based and road-user charges, including those for trucks and automated vehicles, and the implementation and operation of the technologies at a regional level. FHWA officials selected proposals from California, Delaware, Minnesota, Missouri, New Hampshire, Oregon and Utah.

The grants were announced soon after President Trump urged Congress to act on infrastructure in his annual State of the Union speech. He has called for as much as \$1.5 trillion in federal spending on new roads, bridges and other critical needs in the past.

“Both parties should be able to unite for a great rebuilding of America’s crumbling infrastructure,” said Trump during his speech. “I know that Congress is eager to pass an infrastructure bill – and I am eager to work with you on legislation to deliver new and important infrastructure investment, including investments in the cutting-edge industries of the future. This is not an option, this is a necessity.”

Construction industry groups praised Trump’s push for infrastructure improvement. “The President encouraged Congress to set aside their politics and unite to repair bridges, roads and all of the America’s outdated, overburdened and crumbling infrastructure,” said National Stone, Sand and Gravel Association President Michael W. Johnson, IOM. “A collective commitment and bipartisan compromise are essential to finally making the much overdue and badly needed investment required if the U.S. is going to continue to be the strongest economy and most secure nation in the world.” ■



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