

# **PUSHING AHEAD**

A PUBLICATION FOR AND ABOUT CLAIREMONT EQUIPMENT CUSTOMERS • 2014 No. 4

**STRONG AND EFFICIENT**  
New PC490LC-11 excavator provides  
powerful lift capacity while  
reducing emissions



**'ONE MACHINE,  
ALL APPLICATIONS'**

Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package

**KOMATSU**<sup>®</sup>

# A MESSAGE FROM THE PRESIDENT



Ronald Zagami

**New machines  
are only one  
part of our  
offerings**

**Clairemont Equipment Company** *Parts • Rentals • Sales • Service*  
7651 Ronson Road • San Diego, CA 92111-1990 • TEL (858) 278-8351 • FAX (858) 492-9959

Dear Valued Customer:

The construction sector continues to strengthen, although it's not growing as quickly as most of us would like. During the first half of 2014, non-residential starts were up 2.4 percent, compared to the same period the previous year, led by heavy-engineering work that saw a 13-percent gain. Commercial starts remained down, compared to the previous year, but came back strong in the summer. Based on history, housing is only about half of what it should be, according to Reed Construction Data, which reported that may soon change for the better. Why? Because the Federal Reserve's bond-buying program ended, and interest rates are expected to rise by summer 2015. When that happens, usually those sitting on the sidelines jump into the market and buy houses before rates significantly climb. In turn, that boosts sales of retail items such as furniture and appliances.

A rise in housing starts would obviously be good news for the construction industry, and that growth could include new development work, which typically leads to increased commercial and other types of construction. That potentially means moving mass amounts of material, and if that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Clairemont Pushing Ahead magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintained the powerful lifting capacity and stability of the Dash-10 model, and features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

Other new products include the WA200-7, which delivers the benefits of previous standard- and PZ-model wheel loaders in one machine. For those who work in the woods, Komatsu has two harvesting heads for greater logging capacity and efficiency.

If you are in the market for any of these products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article.

Whether you need parts, service, equipment or financing, please call or stop by one of our branch locations today.

Sincerely,  
CLAIREMONT EQUIPMENT COMPANY



Ronald Zagami, President



# PUSHING AHEAD

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# AMG DEMOLITION & ENVIRONMENTAL SERVICE

## Challenging, turnkey projects are a specialty of this San Diego demolition contracting firm

When there's a complicated demolition job in the San Diego area, there's a good chance that AMG Demolition and Environmental Service will be involved. Annette and Mike Gafa Sr. (AMG) founded the company in 2002, but Mike has decades of experience in the industry and has a reputation for hard work and completing projects successfully.

"The vast majority of our work is from referrals or for repeat customers," said Mike's son and Estimator Mike Gafa Jr. "We're often selected despite not being the low bidder because our clients know we're going to do a good job, finish on time and do the work safely. We work for many of the large, national companies that come to San Diego, but we also work for local contractors and even homeowners in the area. We like to work with anybody who shares our values of hard work, honesty, respect and pride in the final product."

Based in San Diego, AMG employs about 50 people. The company provides in-house, turnkey services that include

demolition; asbestos and lead abatement; contaminated-soil remediation; earthwork; and salvage and asset recovery.

"After we finish the abatement, demolition and recycling, we usually turnkey the earthwork and set finish-grade over the entire site," said Mike Jr. "When we leave the site, it's ready for the builder to come in and go to work. There aren't many other companies in San Diego that perform in-house, turnkey demolition projects.

"We also do complex teardowns, which separates us from much of the competition," he added. "Anybody with a backhoe can take down a house. It takes experience, know-how and a can-do attitude to complete big, complicated jobs. We're proud of our ability to handle jobs like that in the most efficient and cost-effective manner."

### Big jobs

AMG has worked on several large, complicated jobs, such as military housing projects where it has abated as many as 200 homes, demolished the entire community and then put the whole site to grade. The company has also done many demolitions in downtown San Diego that included asbestos abatement, demolishing buildings the size of a city block, and then going as deep as 50 feet to install shoring and lagging for new high-rise buildings.

Probably the best example of its ability to complete complicated jobs was a project at the San Ysidro Land Port of Entry, which is the border crossing between Tijuana and California. With 50,000 vehicles and 25,000 pedestrians passing through the northbound checkpoint daily, it's the busiest border crossing in the world.

(L-R) Operations Manager Justin Gafa, Sales Jordan Gafa and Estimator Mike Gafa Jr. work with their father at San Diego-based AMG Demolition.





AMG Demolition recently purchased these two Komatsu PC390LC-10 (90,000-pound) hydraulic excavators.



An example of AMG Demolition's ability to complete challenging jobs includes this \$7 million project at the world's busiest border crossing in San Ysidro, Calif.



An AMG operator uses a Komatsu PC390 to tear down a hangar at Landmark Aviation at the San Diego Airport. "Since we got the PC390s earlier this year, they've become our workhorse excavators," said Estimator Mike Gafa Jr. "Our operators love them."

"It was a \$7 million job that started in April 2011 and ended in September 2014," said Mike Jr. "It included abatement, demolishing 10 buildings and doing a substantial amount of earthwork. We prepped the site for an underground parking facility. We also exported about 80,000 yards of soil and recycled 35,000 tons of construction debris with a 97 percent recycle rate.

"What made the job unique was a huge, 40,000-square-foot building that sat 50 feet above the northbound crossing," he explained. "Every vehicle going from Mexico to the United States passed directly under it, and we had to take it down without disturbing the traffic flow. It meant dismantling the building piece-by-piece, much of it by hand. It was certainly one of the biggest and toughest demo jobs we've ever done, and it was probably one of the most difficult in all of California in recent years."

### Topnotch workforce

AMG is able to do jobs like that because of a topnotch workforce.

"We have about a dozen guys who have been with us for close to 20 years or more. They're a

large part of the reason we're always busy and in demand," said Mike Jr. "Our regular customers know our people are the best in the business, and they know we're going to do what we say we'll do.

"Plus, we're a family business, and on our big jobs like San Ysidro, there's almost always a family member on site. Both Dad and I estimate and get all of our work, and when needed, we supervise and oversee our most difficult jobs. My brother Justin runs operations, but he's also in the field as needed. My mom is a co-owner and works in the office. We've never left a client hanging by not finishing a job, and we never will. Whenever there is a hiccup on the jobsite or things don't go as we had planned, we always find a way to get it done and finish strong."

### Komatsu "workhorse" excavators

Earlier this year, AMG was in the market for some new excavators. While attending CONEXPO, they checked out the Komatsu PC390LC-10, a 257-horsepower unit that weighs just under 90,000 pounds.

"Typically, we own excavators in the 80,000- to 110,000-pound range, with our biggest being

*Continued . . .*

# AMG strives to deliver high-quality, timely projects

... continued

155,000 pounds, so the PC390 is right in between," said Mike Jr. "We were intrigued by the PC390 because it has the undercarriage of a bigger machine, so it has good weight down low, which is what we need. When we got back from CONEXPO, we demo'd one from Clairemont Equipment and liked it a lot. In addition to the heavier bottom, I liked that the PC390 seems to be more compact in the back end," he noted. "I also like how automated and easy it is to change the valves and hydraulic flow for different attachments. Following the demo, we purchased two of them, and they've become our workhorse excavators. Our operators love the Komatsu PC390s."

Although machine performance is vital, AMG considers dealer support equally important. "The Komatsu CARE program was one of the major deciding factors for us when we were on the hunt to purchase a new excavator," said Mike Jr. "At the time, we were comparing the specs of Komatsu and competitive excavators, and we were also comparing their service programs to find the best match for our company. After all the cards were on the table, the one thing we kept coming back to was the Komatsu CARE program, which provides complimentary service for the first three years or 2,000 hours for Tier 4 machines. To us, that item alone is a great cost-saving measure for our repair-cost bottom line, and more importantly, it protects the value and increases the life span of our investment. Receiving complimentary service

is always a good thing and a good-faith effort from the manufacturer to stand by their product.

"The other big deciding factor for us was Komatsu's KOMTRAX monitoring system. As a family business, we always keep a close eye on costs to see how we might be able to save money, and KOMTRAX is very helpful in that regard," said Mike Jr. "We can receive real-time information about the excavator's fuel consumption, attachment usage, machine usage, work-load records, etc., all of which can be relayed to our estimating department to produce increased profit margins. It brings our fleet into the 21st century, and more importantly, it helps us provide more accurate, cost-effective bids to our clients.

"We work under tight schedules, so unexpected downtime is a killer for us. When we have a machine problem, we want a dealer that responds quickly with trained technicians who will get us back up and operating in short order. Clairemont is a great dealer, and they're right here in town. We're confident they will be here for us when we need them," added Mike Jr.

## Creating a "value proposition"

For the first time in many years, Mike Jr. says there's a good amount of demolition work in the San Diego area.

"The area economy has been consistently improving," Mike Jr. said. "We're very busy right now, which is great, but demolition is still a highly competitive market. Prices are getting better, but they aren't quite where we need for them to be. Too many companies are basically willing to work for wages just to keep their doors open. That's good for project owners, but it's tough for the rest of us demo contractors.

"At AMG, our goal is to consistently perform high-quality work and provide the most-efficient and safest demolition solutions for our clients," he continued. "We deliver the projects they want – done safely and on schedule, with no glitches or headaches. It's more than a philosophy here, it's our relentless work ethic that is ingrained in my parents and our family, and that is manifested in our work. As long as we keep delivering that value and our clients keep coming back for more, I'm excited about what lies ahead for AMG Demolition & Environmental Service." ■

Estimator Mike Gafa Jr. (right) is one of four family members directly involved with San Diego-based AMG Demolition. He's shown here with Clairemont Equipment Area Sales Manager Misti Kummerfeld (center) and AMG Operator Jose Morales.



## CUSTOMER-DRIVEN SOLUTIONS

### VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

**QUESTION:** Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

**ANSWER:** All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

**QUESTION:** How much of an increase have you seen?

**ANSWER:** More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

**QUESTION:** How have you been able to achieve that?

**ANSWER:** We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece

*Continued . . .*



**Tim Tripas,**  
Vice President of Operations,  
Komatsu Financial

*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.*

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

# Komatsu Financial tailors programs to meet customers' needs

... continued



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.



of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

**QUESTION: Could you give some other examples?**

**ANSWER:** In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

**QUESTION: Do you finance used equipment?**

**ANSWER:** Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■





## PRODUCT IMPROVEMENT

# STRONG AND EFFICIENT

## New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

### KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,  
Komatsu Product  
Manager, Excavators

*Continued . . .*

### Quick Specs on the Komatsu PC490LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

# PC490LC-11 builds off predecessor's strong attributes

... continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

"Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs," said Moncini. "Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

and allows operator ID set-up information to be sent to the machine."

## Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

"Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm," said Moncini. "It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

"Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection," Moncini added. "Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model." ■

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



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# LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

# KOMATSU®



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## NEW PRODUCT

# 'ONE MACHINE, ALL APPLICATIONS'

## Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

### Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a

multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■



Craig McGinnis,  
Komatsu Product  
Specialist, Wheel  
Loaders

### Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.



## NEW TIER 4 FINAL DOZER

### Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

#### More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

#### Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.



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## D61i-23

## Next Generation Machine Control

**No Masts**

**No Cables**

**No Connections**

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1<sup>st</sup> to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

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# INCREASED LOGGING CAPACITY

## Komatsu introduces new robust C-Series “carry style” harvesting heads

Forestry operations are always looking for increased logging capacity, as well as machinery that’s durable and reliable, and Komatsu’s new C-Series “carry-style” harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144’s recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It’s available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

### Efficient control systems

The C93 and C144 harvesting heads also feature Komatsu’s new Constant Cut™ saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

“Customers choose which head is right for them based on the diameter and weight of the timber they harvest,” said Steve Yolitz, Komatsu Manager, Marketing Forestry. “Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them.” ■



New C-Series “carry style” harvesting heads feature Komatsu’s Constant Cut™ saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.



### Quick Specs on the Komatsu Harvesting Heads

Model	Weight	Max. Cutting Diameter
C93	2,138 lbs.	23.6 in.
C144	3,086 lbs.	28 in.

# TRAINING TOMORROW'S WORKERS

## As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

### Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012

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Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

### **Attracting younger workers**

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." (See the Guest Opinion article in this issue, from Build Your Future Executive Director Diane Greene.) Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in

the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

### **Promoting the "cool factor"**

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

*Continued . . .*

# Educating younger workers is a great return on investment

... continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



"Construction work is somewhat different from what it was," said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

## Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future." ■

# MORE THAN A PAYCHECK

## A career in construction offers young people the chance to craft a legacy and take pride in a job well-done

Looking back at my own career, I can't imagine where I would be today without the construction industry. The impact it's had on me is indescribable. That is why I am such an advocate today, and I am committed to sharing with others the many lucrative and gratifying career paths in our industry.

Career opportunities in the construction industry are endless, and the rewards are great.

One young man who spoke at this year's Construction Industry Institute's Annual Conference is a 23-year-old welder earning \$30 an hour. I hear this kind of story all the time – people in their 20s and 30s who choose to be craft professionals who earn above-average salaries, have stable employment and have the ability to advance and grow within their companies – all without student debt! All four young craft professionals who spoke at the conference referenced a high level of pay, a reliable profession, no student loan debt and pride in what they do, as the four main reasons they chose a career in construction.

### Encouraged by their passion

I am always encouraged to hear young craft professionals talk about their careers because they are so passionate about their work and what they contribute to the industry. They enjoy their professions and take great pride in being part of something bigger.

One young lady who works as a welder for a large industrial contractor proudly showed me a building she worked on and described how she was specifically requested to work in a certain area of the building because of her expertise. That building is now part of her

legacy, and it will be there for years to come for her children and grandchildren to see.

I have seen so many examples of young people who enter the industry and work their way into management and even company ownership in a short period of time. In what other industry can a person experience opportunities like these? ■

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*This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org). Diane Greene is the Executive Director of the Build Your Future initiative at the National Center for Construction Education and Research. The initiative focuses on recruitment, training and placement of candidates into the construction industry. Greene has more than 25 years of experience in human resources and training, almost exclusively in the education and construction industries.*



**Diane Greene,**  
Executive Director,  
Build Your Future,  
National Center  
for Construction  
Education and  
Research

Construction can be a high-paying, rewarding career, and the industry should continue promoting that to young people, according to Diane Greene, Executive Director of Build Your Future. It has and will continue to do that through camps and by other means, such as the Construction Challenge at CONEXPO. For more information about students and construction, see the Focus on the Future article in this issue.



# SHORT-TERM FUNDING

## Last-minute bill keeps Highway Trust Fund from insolvency

A short-term measure passed and signed just before the Highway Trust Fund (HTF) was about to run out of money provides nearly \$11 billion for road and transportation projects. The bill – H.R. 5021, the Highway and Transportation Funding Act of 2014 – is a nine-month extension to the previous highway bill, MAP-21, that expired in September.

H.R. 5021 expires in May 2015, giving lawmakers a chance to work through a longer-term bill. While proposals for a broader measure had been brought up, including a \$302 billion, four-year bill from President Obama, Congress eventually passed H.R. 5021, which authorized a transfer from the general fund to pay for it.

A short-term bill provides nearly \$11 billion in funding for transportation projects and runs through May of 2015.

The current short-term measure is funded by a budget maneuver known as “pension smoothing.” It allows corporations to reduce contributions to employee retirement plans. In turn, the government’s tax revenues increase because companies can no longer take tax deductions for the contributions.

Traditionally, the HTF is funded from the 18.4-cents-per-gallon gas tax. In recent years, revenues have fallen short, forcing transfers from the general fund to pay for road repairs and construction. The tax hasn’t been increased in more than 20 years, and as cars have become more fuel-efficient and people drive less, the gas tax hasn’t kept up with needed transit spending.

### Another ‘crisis’ next spring

Congress will need to address revenues next spring when it takes up transportation funding. Lawmakers have proposed several ideas, including raising the gas tax and indexing it to inflation, charging drivers a per-mile fee, more tolling and combinations of all of the above.

Transportation Secretary Anthony Foxx said he was disappointed in the short-term fix.

“This latest band-aid expires right as the next season begins, setting up another crisis next spring,” said Foxx. “So in the coming months, the Department will again be required to prepare cash-management procedures in anticipation of repeating the same Highway Trust Fund insolvency crisis. Americans deserve a multi-year transportation bill that provides the certainty that businesses and communities deserve, creates jobs and makes necessary policy updates to lay the foundation for lasting economic growth.” ■

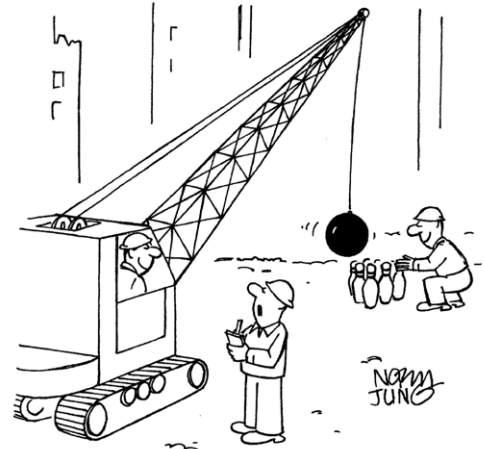


## SIDE TRACKS

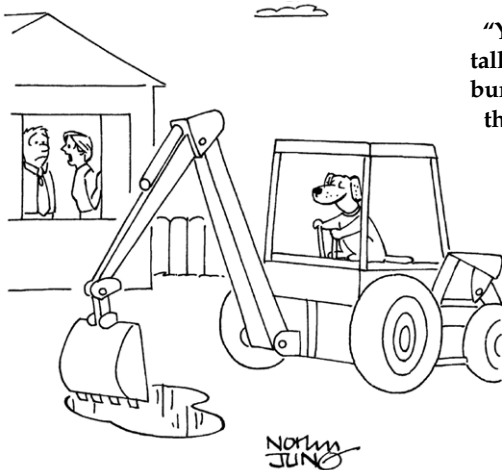
### On the light side



"The minimum wage is being upgraded, so how about the minimum allowance?"



"That last strike put you two pins up!"



"You'll have to talk to him about burying bones in the backyard."

### Did you know...

- President Lincoln proclaimed the first national Thanksgiving Day in 1863. Christmas became a national holiday in the United States in 1890.
- Glass takes one million years to decompose, which means it never wears out and can be recycled an infinite amount of times.
- First occupied by John Adams in 1800, the White House has witnessed one presidential wedding, five first-family weddings, 11 births and seven presidential funerals. Recent additions include John F. Kennedy's swimming pool, Richard Nixon's bowling alley and Bill Clinton's running track.
- The largest gold nugget ever found was discovered in 1869. It weighed 173 pounds and was named The Welcome Stranger.
- Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450° F.
- Your tongue is the only muscle in your body that is attached at only one end.

### Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.CECPushingAhead.com](http://www.CECPushingAhead.com)

1. B U R C \_ \_ \_ R \_ \_
2. T R O M O \_ \_ \_ T \_ \_ \_
3. A R E R P I R \_ \_ \_ \_ I \_ \_
4. L A P A S T H \_ \_ S \_ \_ \_ \_ L \_ \_
5. N A E D L I E D \_ D \_ \_ \_ D \_ \_ \_ \_

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