WYODAK MINE
Read how the country’s oldest surface coal operation finds ways to increase efficiency, generate power
Dear Valued Customer:

Construction’s technological revolution is on a dizzying pace. The industry has embraced telematics for gathering data; increased usage of GPS, drone surveying, parts ordering via the web; and more. Komatsu continues to be at the forefront with intelligent Machine Control dozers and excavators that are proven to increase production and efficiency, while reducing costs.

Komatsu wants customers to realize the greatest benefit from its intelligent Machine Control equipment, so when it launched the machines, we worked together to add personnel to our staff who can provide high-level technical support. Komatsu has also introduced SMARTCONSTRUCTION, a suite of services designed to assist customers with drone surveying, jobsite setup, model building and much more. Read about the benefits of SMARTCONSTRUCTION in this issue of KEC’s The Rock magazine, then contact us to see how our SMARTCONSTRUCTION team members can be of service to you.

Rear cameras are now a staple in the construction industry, allowing operators to use an in-cab monitor to see what’s behind them. Komatsu has taken the concept a step further with KomVision, which places multiple video cameras around a machine to give operators an all-around view. Check out the article on KomVision inside to learn more.

If you want a wealth of information about your machinery, as well as the ability to find parts and fulfill service needs, the new MyKomatsu website provides it all in one convenient place. More details are in this issue.

We also have informative stories about a customer using intelligent Machine Control dozers as well as Komatsu corporate trainers who can help you maximize production.

We hope 2019’s construction season is a busy and profitable one for you. If there’s anything we can do to assist you, please call or stop by one of our branch locations.

Sincerely,

KOMATSU EQUIPMENT COMPANY

John Pfisterer,
President
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Get a glimpse of the plans for a new Komatsu customer service and support facility in Elko, Nev.
In 2023, Wyodak Mine will celebrate 100 years of continuous surface mining coal at its location just outside of Gillette, Wyo. At 96, it’s already the oldest such operation in the United States.

“Those are significant accomplishments that we’re certainly very proud of,” said General Manager Marc Ostrem. “They were achieved thanks to a lot of dedicated people who take what we do very seriously. Everyone who has worked or currently works here deserves credit for Wyodak’s success.”

Located in the Powder River Basin, Wyodak Mine actually has more than 100 years of history behind it already; however, during its earliest incarnation, coal was harvested underground. The switch to surface mining began in 1923, and by the mid-1920s, crews were producing nearly 33,000 tons per year to supply energy for a nearby gold mine.

The tonnage totals have increased dramatically through the years. Today, Wyodak Mine’s production averages about 12,000 tons of coal daily, and 4 million tons annually. Loaders move the raw product from the coal face to an in-pit crusher where it’s sized to eight-inch minus. The resulting material is conveyed to the nearby power plants at the Neil Simpson Complex where it’s crushed again and stored for energy usage.

Rapid City, S.D.-based Black Hills Corporation owns both the power plants and Wyodak Mine, the latter of which it purchased in 1956. At the time of the sale, testing showed approximately 21 million tons of coal remained. Black Hills Corporation has since added coal leases on adjacent property and today has more than 200 million tons of reserves.

“Coal from Wyodak generates around 750 megawatts, which would provide energy to the homes and businesses of a city of 750,000 people,” Ostrem pointed out. “That means we generate enough power to cover all of Wyoming and beyond. There are a lot of states with lights on today because of Wyodak.”

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Approximately 25 years ago, Wyodak Mine ceased operations at its original Peerless Pit and simultaneously opened the Clovis Pit, where it continues to harvest coal from four faces today. To expose the 80-foot-thick coal seams, it first must remove topsoil. That’s followed by moving as much as 200 feet of overburden, which is used for ongoing reclamation.

Many of the overburden removal is done with a P&H 4100A electric rope shovel (P&H is part of the Komatsu Mining group). Wyodak Mine purchased the machine last fall and put it into production in early 2019. With a 60-cubic-yard-plus dipper, it can three-pass 240-ton trucks, including Wyodak’s new Tier 4 Komatsu 830E-5.
We looked at our long-term mine plan and realized we had some inefficiencies due to the size of the machines in our fleet,” said Ostrem. “Throughout the years, we continued to add larger equipment, but eventually we reached the point where the bigger trucks didn’t match up well with the existing shovels. The 4100A solves that issue. It cuts our effective number of passes in half, and we gain load efficiency.”

To find a 4100A that fulfilled Wyodak’s criteria, Black Hills Corporation and Wyodak Mine met with Komatsu Equipment Company (KEC) representatives, who located a previously owned unit that was no longer in use at another mine. KEC acquired the disassembled unit and transported the parts and components to various locations for refurbishing and rebuilding. It brought the components back together along with new and rebuilt pieces, then reassembled the more than 3 million-pound shovel on-site at Wyodak. In total, KEC personnel logged nearly 34,000 hours of labor preparing the machine for duty.

“This is what I call a win-win-win. The mine that sold the machine received value for equipment it no longer used,” said KEC President John Pfisterer during a presentation at the mine in January. “Wyodak got a like-new shovel at a fraction of the cost of a new unit, one that increases its productivity, and rebuilding it kept our personnel busy.”

Ostrem said Wyodak Mine sought the 4100A because it knows the reliability the P&H brand provides. The mine has used smaller 2300 and 2800 shovels for many years. Ostrem said the team at Wyodak Mine is more than pleased with the results of the “new” unit.

“KEC really went to bat for us,” Ostrem emphasized. “It all started with a casual conversation about adding a 4100-size shovel. We discussed budget and other factors, and they made it happen with a solid, reliable machine that we can count on for long time. Everyone – from our Account Manager Cody Harrod, to the techs who worked on the shovel, to John and others – has been great. We view KEC as an excellent partner.”

KEC also worked with Wyodak Mine to purchase a new Komatsu 830E-5 haul truck last year. It features a DT Hi-Load bed with a rounded canopy that has no 90-degree corners where material can build up, so there is minimal, if any, carry back.

“As with P&H, Komatsu is a familiar brand in our fleet, and again, KEC did an excellent job. The new truck has a DT Hi-Load bed with a rounded canopy, which helps keep material out of corners where it can build up.”

Operators Todd Jolovich (inset, right) and Ben Allison use Wyodak Mine’s P&H 4100A electric rope shovel to remove overburden.

“Our production is almost double, and our efficiency level has skyrocketed since we put the shovel into production,” said Jolovich.

Continued . . .
‘KEC really went to bat for us’

...continued

job of working with us to equip the 830E,” said Ostrem. “The Hi-Load bed is unique and relatively unknown in this market, and they made a special effort to ensure it was part of the new truck package. Our operators are comfortable with Komatsu trucks, so that was a consideration when buying a new one, as well as the outstanding reliability and uptime Komatsu provides.”

**Plenty in reserve**

Those selling points will remain important for as long as Wyodak Mine continues operating, and that looks like it will be the case for many years. At current production levels, it can supply coal to the generating facilities through 2055, according to Black Hills Corporation.

“Our reserves of high-quality 8,000 to 8,200 BTU coal are plentiful,” said Ostrem. “With the new shovel and truck, we are more efficient than ever, and we maintain a solid group of individuals who are committed to the mine’s success. I would say the future is very bright.”
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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.

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.”

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**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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The largest complaint that I hear from most contractors is their inability to get good workers. That situation hasn’t improved with the current low unemployment rate, combined with what is fast becoming a shortage of immigrant personnel.

One source you may not have considered are your former employees, often called “boomerang” workers. This is yet another reason to maintain a cordial relationship with employees when they leave for what they perceive as a better opportunity. Why not ask them if they want to come back, especially when they have shown they are diligent in their jobs?

Each of us makes decisions based on our personal needs at the moment. These may change through time, of course, and a previous work environment may look better with the visibility of hindsight. If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again.

Today, with the advent of social media, it has become possible to stay in touch with former employees via a professional site like LinkedIn. When previous staff members have new accomplishments, be sure to congratulate them. You may learn they have gained new skills that will make them even stronger employees than they were previously.

If you do try to entice former employees back to your firm, be ready to tell them why it will be good for them, not just a plus for you. There is a natural tendency to feel that returning to a former employer is a step backward in a career. It will be up to you to show them why that is not the case. You may also want to consider if there are any benefits you might be able to provide to confirm that returning to work for you will be positive for them and their families.

In this tight labor market firms should consider rehiring former employees, suggests Ranger Kidwell-Ross, Executive Director, World Sweeping Association. “If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again,” said Kidwell-Ross.
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Komatsu Equipment Company (KEC) now offers the full line of BOMAG products, giving customers a well-rounded choice of compaction, milling, paving and reclaiming/stabilizing equipment for road building and other construction projects.

KEC is one of several Komatsu-owned companies adding the BOMAG name. This collaboration enables customer access to new, used and rental equipment, along with a commitment to spare parts, planned service maintenance and repairs.

BOMAG manufactures a long list of products, including Cedarapids paving equipment; tandem vibratory and pneumatic rollers; intelligent compactors; material transfer vehicles; single-drum soil rollers; cold milling machines; recyclers; and combination milling/recycling machines.

“This broadens and diversifies our offerings,” said KEC President John Pfisterer. “It makes us more of a one-stop shop for our customers.”

Continued . . .
It’s a great complement to Komatsu and other manufacturing lines. We’re pleased to introduce the BOMAG products."

“This greatly improves our standing,” said Equipment Manager Arnold Eddings. “We can provide products specifically geared toward that type of work, and it matches the high quality of the other manufacturing lines we carry.”

**Ramping up rental inventory**

KEC already has specialty BOMAG machines in its rental fleet, including stabilizers, pavers and mills. It will increase its inventory throughout the year, including more traditional compaction equipment, according to General Manager of Rentals Shaun Brown.

“Working with BOMAG gives us the ability to cover any aspect of a project, from start to finish, from an equipment standpoint,” said Brown. “To ensure proper service and support, our technicians will be trained on the lineup, and we will have a specialist dedicated to the BOMAG line, who will serve as a liaison to customers. That person will be able to provide expert advice on how to be most efficient and productive with the machinery.”

With the addition of BOMAG, KEC will no longer carry the Sakai line; however, Joel Cook, Executive Vice President, Equipment Sales, said KEC will continue to support customers who own Sakai machinery. “We will ensure they are taken care of,” Cook noted. “Taking on BOMAG is exciting as it gives us a greater depth and breadth of machines for the asphalt and dirt markets.”

BOMAG Americas President Rob Mueckler stated that the company is pleased with its new relationship with Komatsu-owned companies, such as KEC.

“With Komatsu, we are confident that BOMAG has aligned itself with the preeminent leader in the construction sector,” said Mueckler.

Komatsu America’s Tim Tripas, Vice President and General Manager, Construction Equipment said BOMAG enhances Komatsu’s extensive product line.

“It’s good business to fulfill the growing customer demand for compaction, paving and milling applications by teaming up with BOMAG and their wide array of products,” said Tripas. “Our shared values and deep commitment to customer support, product innovation, technology and helping customers thrive and grow, make this an ideal fit.”
Mountain Regional Equipment Solutions (MRES) is the premier supplier of automated lubrication systems, providing our Groeneveld Twin and Twin XL. With hundreds of installations of Komatsu- and other KEC-supported equipment of every size, before delivery or on your site, KEC and MRES partner to meet your lubrication needs.

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Dawn Mallard / D. Grimm, Inc. / Conroe, TX
Good decisions are often directly tied to profitability and prosperity. Justin Lott, Co-owner/Senior Vice President of Southern Transport & Equipment, LLC, learned that lesson after completing fire school.

“I had my sights set on being a firefighter, but I had to finish EMT training as well,” recalled Lott. “The summer after I graduated, I took a job working for an oil-field company to make some money. I quickly realized that type of work paid much better than I was projected to make as a firefighter. I was given an opportunity to grow with the business that I worked for, so I took it.”

Lott started his own land-clearing and earthwork firm to keep busy during breaks in the company’s two-weeks-on, two-weeks-off schedule. Those side jobs eventually evolved into a full-time business, and after a few years, he combined forces with three other entrepreneurs to form Southern Transport & Equipment in 2017.

The new venture needed a dozer to make aggressive pushes in tough material. A colleague suggested a standard Komatsu D155. A visit with the local Komatsu distributor convinced Lott to demo an intelligent Machine Control D155AXi-8.

“The material at the test site was a very coarse aggregate, and the dozer handled it with ease,” Lott recalled. “The grade control is phenomenal, and the fact that we can use a machine of its size from first pass to last on large-scale projects is incredible.”

After purchasing the initial D155AXi-8 and then a second, Southern Transport & Equipment also added two intelligent Machine Control D65PXi-18s, a D61PXi-24 and a D85PXi-18. “No matter the size of the dozer, the integrated GPS system works flawlessly,” reported Lott. “The costs savings are apparent. Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases time spent moving material.”

The company has invested in standard Komatsu machinery as well, including a WA500 wheel loader it uses to fill trucks at a gravel pit. On some projects, Southern Transport & Equipment utilizes PC360LC-11 excavators and HM400 articulated trucks to move mass amounts of material.

“Once we tried the intelligent dozers, Komatsu equipment became our brand of choice,” declared Lott.

Southern Transport & Equipment relies heavily on Komatsu intelligent Machine Control dozers. “No matter the size, the integrated system works flawlessly,” said Justin Lott, Co-owner/Senior Vice President. “The cost savings are apparent. Fuel usage is down, while production and efficiency are up.”

CASE STUDY

‘OUR BRAND OF CHOICE’

High production, costs savings with intelligent Machine Control dozer spur growing firm to build Komatsu fleet

First impressions

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Technology continues to evolve at a rapid pace in the construction industry, and those companies that embrace and fully utilize it are more likely to win future bids and finish jobs faster and more profitably. Komatsu is committed to helping customers optimize their jobsite productivity through its SMARTCONSTRUCTION suite of offerings, including intelligent Machine Control dozers and excavators.

Available through Komatsu distributors, SMARTCONSTRUCTION provides aerial mapping, 3-D modeling, training and consultation, GPS hardware and jobsite setup. Komatsu-certified Technology Solutions Experts (TSEs) and SMARTCONSTRUCTION consultants can assist customers with technology implementation as well as optimization of the jobsite.

“We want every user to realize the full potential of their jobsite,” stated Jason Anetsberger, Komatsu Senior Product Manager. “Technology is changing every day, and our customers want to be on the cutting edge. With SMARTCONSTRUCTION, we can help them access the latest innovations. Our TSEs and consultants have the knowledge and skills to help with every aspect, whether it’s choosing the right intelligent machinery and implementing it into a fleet, training on base and rover usage or providing aerial mapping and other solutions that maximize production and efficiency.”

Komatsu sparked a revolutionary leap in machinery with the introduction of its GPS-integrated intelligent Machine Control dozers in 2013. Excavators followed soon after. Komatsu developed SMARTCONSTRUCTION as a one-stop source for solutions that help intelligent Machine Control users maximize the advantages of the technology throughout a project.

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“Improved accuracy with aerial mapping”

One popular SMARTCONSTRUCTION service is aerial mapping, which gathers topographic data from above. Surveys can be
completed before, during and after a project to measure existing and ongoing volumetric changes, stockpile calculations, record amounts of material moved and gather final as-built data.

Anetsberger said customers are amazed by the resolution and accuracy of the data collected. The highly detailed information gathered prior to the start of a project helps in preparing better estimates and bids, as well as in jobsite planning for greater production and efficiency.

During the construction phase, drones can finish numerous surveys per day without disrupting an active jobsite. That allows companies to get a more accurate picture of progress in less time compared to traditional methods.

“Aerial mapping with drones is something that customers request frequently,” said Anetsberger. “Time savings is one of the main reasons. We find that it takes one drone operator roughly 30 minutes to survey a 40-acre site. Compare that to the half-day it typically takes a manned topography crew, and it’s easy to see why there’s a demand for this service. Additionally, on many jobsites, manned topography may measure only every 20 or 50 feet on a grid, whereas a drone can map nearly every tenth of a foot. That offers greater resolution and improved accuracy.”

**Allows excavation companies to concentrate on moving dirt**

SMARTCONSTRUCTION personnel can not only help companies utilize the data collected from aerial mapping, but also with other data services such as takeoffs.

3-D data modeling services are offered to provide customers of all sizes and capabilities with information for their GPS equipment.

“We are providing quality 3-D data, and our TSEs and consultants know how to optimize it for the machine and the application,” said Anetsberger. “With SMARTCONSTRUCTION, we are able to take all of the knowledge and data we have compiled and use it as a total solution to help our customers operate their jobsites at maximum efficiency. That lets earthmoving and excavation companies concentrate on what they do best – move dirt.”
Geith attachments are made **stronger**, designed to **work harder**, and engineered to **fit perfectly** on your excavator. There are buckets, and then there are Geith buckets.

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QUESTION: What is the Komatsu Arizona Proving Grounds?

ANSWER: It’s a 660-acre facility in Sahuarita, Ariz., where up to 40 employees conduct research and development primarily for Komatsu mining haul trucks. However, with the formation of Komatsu Mining, we are expanding our reach to test other mining products. We currently have a PC7000 excavator and P&H 77XR drill here.

QUESTION: What kind of testing takes place at the facility?

ANSWER: We focus on three types of testing: performance, structural and durability. Typically, we address the first two on our site. We have a mine operation set up here, and we spend hours running the equipment through various exercises. Once we complete performance and structural testing, we closely monitor the durability of the machine at a customer’s site for approximately 2,500 hours.

QUESTION: What role does the Arizona Proving Grounds play in the development and testing of Komatsu’s Autonomous Haulage System (AHS)?

ANSWER: We are the only Komatsu site that engages in AHS development and benchmarking. We have the same testing process for AHS as we do for the trucks. The group in Peoria, Ill., handles the design and integration, and we put it to work in the field to validate performance. We ensure that the sensors in all structures meet life expectancy and measure stress as well as vibration on those components.

Here in Arizona, we also analyze software updates before they are integrated into Komatsu

Continued . . .

Neil Johnson, General Manager, Komatsu’s Arizona Proving Grounds

Neil Johnson has spent his entire career with Komatsu. After graduating with a degree in mechanical engineering in Newcastle, England, he began conducting research and development on excavators for Komatsu UK Limited.

“For nine years, I worked with wheeled, crawler, high-reach, road-rail, super-long-front and utility excavators,” recalled Johnson.

In 2009, he moved stateside to Komatsu’s U.S. Test Group (USTG) in Cartersville, Ga.

“When I came to the States, I visited customer sites and conducted many field tests,” shared Johnson. “Then, I got involved with the intelligent Machine Control machines, which used a D51-22 dozer that was converted to the prototype for the D61PX dozer.”

Two years after arriving in Georgia, he moved to the Arizona Proving Grounds, where he served as Chief Engineer and was eventually promoted to his current role of General Manager. His tenure at the facility has included several exciting projects.

“One of the major events was moving to this current facility in 2015,” noted Johnson. “We put a lot of thought into the building design, test courses and the mining site, in addition to installing permanent infrastructure for the Autonomous Haulage System.”

In his free time, Johnson enjoys traveling with his wife, Angela, and riding motorcycles, in addition to mechanical projects.
equipment. Our group performs a stability test, which is a 150-hour exercise that searches for any failures in the system. If issues are detected, they are addressed and testing begins again. We pride ourselves on delivering products and technology that perform to our customers’ high standards from the very beginning.

**QUESTION:** In addition to addressing equipment and technology, are there other ways you help customers increase productivity?

**ANSWER:** While equipment and technology are major components to efficient operation, we also look at site design. Sometimes removing three stop signs from an operation or changing an incline can result in significant fuel savings, so we work with customers to address those as well.

**QUESTION:** What does the future look like for the Arizona Proving Grounds?

**ANSWER:** We have several new things coming up, including larger customer events. In the past, we primarily hosted individual customer demos, but, for the first time, we recently held an AHS event for a group of customers, and we have others planned. It’s exciting to open the doors to the facility so that people can see it and experience the equipment, because both are really impressive.

We will continue to work with AHS, including testing the Innovative Autonomous Haul Vehicle. It is the world’s first cableless, driverless haul truck. Komatsu debuted the prototype at MINExpo in 2016. After the show, it came straight here for testing. It’s been a very good research platform.

Komatsu’s Arizona Proving Grounds is a 660-acre facility north of Tucson in Sahuarita, Ariz. It primarily handles research and development for mining haul trucks and recently began testing other Komatsu Mining equipment and alternative technology.
“At Selge Construction, we’re a family business. We’ve constructed a wide range of projects, built on a foundation of integrity, industry knowledge and quality workmanship. Selge has gained respect throughout the Midwest for the highest quality work built in the safest way possible. Komatsu builds a quality product that performs as promised and helps us get the job done. That’s why Komatsu works for me!”

Marv Selge / Selge Construction, Inc. / Niles, MI
MAKING MORE TOP OPERATORS

Komatsu helps build combination of skilled operators and well-designed machines for maximum production

Ask any group of construction equipment owners about the importance of their operators, and chances are you will hear very positive comments about the people in their cabs. That’s because, according to Kurt Wilson, it takes a combination of well-designed machines and proficient operators to achieve top production.

Wilson is one of three corporate trainers certified and qualified by Komatsu to offer expert-level instruction. They work with equipment owners and their staff members to help them get the most from Komatsu machines. With years of experience running equipment – as well as delivering training – all Komatsu corporate trainers have the skills and knowledge to help companies increase job efficiencies and operators enhance their skills.

They offer training at Komatsu’s Cartersville Customer Center in Georgia or at a customer’s requested location.

“As we work with operators, we are learning too,” said Wilson. “We have techniques, tips and information about the machines that we can share based on our experiences. At the same time, they often provide us with valuable insight that we can incorporate into our training and pass along to others. It’s a two-way street.”

Focusing on safety

Safety is of utmost importance, so Komatsu corporate trainers emphasize it in every session. “Once we have established that safety comes first, then we typically begin with classroom activities,” explained Todd Bresemann, another Komatsu trainer. “During these meetings, we present information about the machines, and, at the same time, participants help us better understand their particular circumstances and needs.”

When a group moves from the classroom to a site, they begin with a complete walkaround of the machine. “We go over pre-operation inspections thoroughly, then move to systems, functions and actual operation,” said Jason Gillard, the third training team member.

“We help operators familiarize themselves with the latest machine features as well as proven operational techniques,” noted Gillard. “Our aim is to assist those who run equipment to boost operational effectiveness, and to do so in ways that reduce maintenance issues. That leads to increased machine availability, which, in turn, provides even greater output and lower per-ton and per-yard costs.”

“Observing people in action is always part of the process, with the goal of pointing out strategies to use the machinery most effectively,” added Wilson. “We want to see companies achieve the greatest returns on their equipment investment as possible, and we know that skilled employees are one of the keys to doing that.”

(Left to right) Komatsu Corporate Trainers Kurt Wilson, Todd Bresemann and Jason Gillard assist companies in improving return on investment through hands-on and classroom learning. Training can be arranged through your Komatsu distributor.

★ VIDEO

(Focusing on safety)

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★ VIDEO

(Focusing on safety)
“WE’RE NOT A BIG COMPANY, BUT KOMATSU TREATS US LIKE WE ARE.”

BETTER SUPPORT.

“My cousin Thomas and I started our construction company on a wing and a prayer. We couldn’t have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That’s why Komatsu works for us!”

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

That’s why I am Komatsu
komatsuamerica.com
Jobsites are often described as choreographed chaos – multiple machines and workers completing tasks in tight spaces and under extreme deadline pressure. That is why Komatsu developed KomVision, a multi-camera system that helps operators better track activity around their machines.

“Rearview cameras are already standard on our machines today; this was the next logical step,” said Komatsu Senior Product Marketing Manager, Tracked Products Kurt Moncini. “Inside an excavator, the counterweight as well as the engine and pump compartments create unavoidable blind spots for the operator. KomVision helps eliminate them and improve situational awareness for everyone on a jobsite.”

KomVision uses software to stitch together video from mounted cameras and then displays it on the in-cab monitor in real-time as one image that looks as if it were filmed from above the machine.

“It gives the operator a bird’s-eye view of everything surrounding the excavator,” Moncini added. “This is a great feature, especially for those who work in confined spaces. The operator has a complete view of the area to locate poles, equipment or crew members near the machine. It significantly improves situational awareness.”

KomVision is currently available on six Komatsu excavators – PC170LC, PC238USLC, HB365LC, PC650LC, PC1250 and PC1250LC – and Moncini expects that number to increase in the near future.

**Customized views**

On standard excavators, the four-camera system captures a 300-degree view, while short-tail models use three cameras to monitor 240 degrees, with the remaining area in clear, first-person view of the operator. KomVision’s view reaches beyond a fully extended arm and bucket to cover the entire work zone. Additionally, the counterweight swing radius is marked with a red line while a yellow one denotes a “caution area” with a radius that is two meters wider.

“You get an optimal view of your surroundings to easily identify any potential hazards within those zones,” noted Moncini. “Increasing an operator’s situational awareness is the primary objective.”

Operators can use the default, split-screen mode, which displays the bird’s-eye view on the left and a selectable camera view on the right, or they can switch to full-screen mode to display the feed from all cameras simultaneously.

“When backing up, for example, the operator can use the split-screen mode to see the rearview camera on one side and the overhead view on the other,” noted Moncini. “It’s customizable and easy to toggle between cameras.”
The numbers doubled quickly. In 2016, Komatsu’s FrontRunner Autonomous Haulage System (AHS) marked 1 billion tons hauled since its first commercial deployment in 2008. Then, in 2018, AHS hit the 2-billion-ton mark, which is higher than all other commercial systems combined.

The feat was accomplished with more than 130 driverless trucks in operation in mines across the world. The number of tons hauled will keep rising significantly, with an additional 150 trucks slated for deployment in the Canadian oil sands throughout the next seven years.

“AHS continues to play an increasingly crucial role in effective mine management as more and more operations transition from manned to unmanned fleets,” said Dan Funcannon, Vice President/General Manager, Large Mining Truck Division, Komatsu America. “As the demand for AHS grows, Komatsu will continue raising the bar in an effort to help mines provide safer environments, maximize production and reduce operating costs.”

Future focused

Komatsu has accelerated the pace of AHS deployment by working closely with customers and educating them about the system’s 10-year, zero-harm and productivity record as well as unmatched ability to accommodate an array of mining environments. Today’s FrontRunner system operates around the clock to haul copper, iron and oil sands at seven sites across three continents.

“The ongoing investment in technology and equipment by major mining companies underscores their belief in the value of autonomous haulage,” said Anthony Cook, Vice President Autonomous and Communications Solutions at Modular Mining Systems, a subsidiary of Komatsu.

Komatsu’s best-in-class approach for FrontRunner AHS brings the world’s best-selling, ultra-class dump trucks together with Modular Mining Systems’ industry-leading DISPATCH Fleet Management System, the preferred management system in nine of the 10 largest mining operations in the world. The system enables 100-percent compliance with proven optimization methodology, delivering unrivaled performance.

Komatsu plans to enhance AHS’ mixed-operations functions. In an effort to enhance safety and efficiency, Komatsu is working with industry stakeholders to standardize interoperability between Komatsu and non-Komatsu autonomous vehicles.
What if you could check the location of your machines, their health and how they are being used and then order parts or learn the status of an order already placed, all from the same tool? Soon, you will be able do all of that and more with the MyKomatsu website, set to launch in early 2019. The rollout across the country in the months to follow promises to bring a variety of information about your fleet and the support you need to maintain it, right to your desktop, laptop, tablet or mobile device.

“Customers told us they wanted comprehensive information in one convenient spot, instead of looking for it through multiple applications,” said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division. “We responded with the new MyKomatsu website. Owners can monitor their fleet and find the necessary items to maintain it with a solid integration of the parts world.”

MyKomatsu is more than just a telematics tool, it’s also a complete redesign of Komatsu America’s eCommerce solution. “We understand our customers require a tool that brings everything into one place, so our goal was to create a single environment where owners can learn about their machines, monitor jobsites, and maintain equipment with the highest quality Komatsu Genuine Parts, all in the same place.”

The MyKomatsu website (https://mykomatsu.komatsu) will offer a familiar suite of all-inclusive telematics solutions, allowing owners to access information about their equipment location, machine hours, load factors, cautions and more, as reported through Komatsu’s existing telematics resources, such as KOMTRAX or KOMTRAX Plus. Signing up for an account is free and simple and can be done through your local Komatsu distributor.

“You can get a general overview of an entire fleet, such as average idle time, as well as have the ability to drill down to specific machines for greater detail,” said Mirza. “For example, owners can take a quick glance at the machine’s performance or health; pull up a specific machine’s spec sheet; look up operator and maintenance manuals or parts and service news; plus use a catalog to find a part and place an order online with a local Komatsu distributor.”

“To best serve our customers and continue to earn the right to be their partner in business, we are offering tools to simplify the entire ownership experience. Being able to view and manage your business in this environment in the same way as you do in reality was the smartest place to start,” added Chapeck.

For more information or to register for MyKomatsu, contact your local authorized Komatsu distributor.
That’s why I am Komatsu

"How does Komatsu work for our construction business? First it’s their reliable, quality designed and built equipment. We can’t afford downtime, and Komatsu’s products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

"WE PUSH EVERYTHING TO THE LIMITS."

MORE RELIABLE.

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kotatsuamerica.com
Local and state officials, Komatsu America representatives, Komatsu Equipment Company (KEC) personnel and project team members helped break ground for the new Elko, Nev., service center last October.

The facility will serve all of northern Nevada as well as most of the Western United States and Canada for certain types of repairs. It will rank as Komatsu’s largest combined service center in North America.

When completed in early 2020, the new structure will include:
- A six-bay, full-service construction equipment and mechanical rebuild shop;
- A heavy welding and fabricating shop with space to rebuild and manufacture large shovel and truck structures and bodies;
- A heavy machine shop with large, horizontal milling and boring machines, plus vertical lathe capability; and
- A construction equipment and rental-machine yard with easy interstate access.

The site will combine the operations of KEC’s Elko branch, Komatsu Mining Corp as well as a facility previously owned by Joy Global, a mining equipment company, which Komatsu acquired in 2017.

“Rather than expanding all three sites, we decided the best option was to build one facility that incorporates all three operations,” explained Rod Schrader, Komatsu America Chairman and CEO, who participated in the groundbreaking festivities.

The 155,000-square-foot building is the first of two phases, with the final 35,000 square feet designated for warehouse space to be built in the next few years. The total cost
for the 30-acre project is expected to reach approximately $50 million.

“This certainly demonstrates Komatsu’s commitment to northern Nevada, the economy here, our customers as well as our employees,” noted KEC President John Pfisterer.

KEC currently employs 140 people in the state. Pfisterer predicts that once the new operation is completed, the company will hire between 10 and 20 additional employees each year.

“Part of what we are doing here is creating a safe, enjoyable work environment that will help us attract top-notch technicians,” shared Pfisterer.

Komatsu chose Elko as the location for the venture based on several factors.

“It was the employees and their expertise that led Komatsu to select this community. The human capital, intellect and innovation are all here and that’s why we chose to invest more in the region,” explained Schrader.

Area firms involved in building the new center include Hughes General Contractors, Hunt Electric, Inc., CCI Mechanical, Inc., as well as the architectural firm of AE URBIA.
CONEXPO-CON/AGG was named as the number-one exhibition in any industry in the United States, and ICUEE-The Demo Expo took the number-three spot in the annual Gold 100 list of top U.S. trade shows. Trade Show Executive (TSE) magazine compiles the rankings based on exhibit space size and also presents awards in several exhibition categories.

As owner and producer of the shows, Association of Equipment Manufacturers (AEM) earned three best-in-class Grand Awards, including Best Use of Data Analysis and Marketing Genius for CONEXPO-CON/AGG and Knowledge is Power for ICUEE. In announcing the awards, TSE cited CONEXPO-CON/AGG’s new tech experience for bringing “high-tech construction innovators to the show floor,” and ICUEE’s “ample opportunities for test drives as well as interactive product demonstrations.”

ICUEE returns October 1-3, 2019, to Louisville, Ky.; CONEXPO-CON/AGG is next slated for March 10-14, 2020, in Las Vegas.
## USED EQUIPMENT

For current list, scan QR or visit [www.komatsueq.com](http://www.komatsueq.com) and click on "USED" tab

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<td>Casper</td>
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</tbody>
</table>

### FEATURED MACHINES

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Here to Help.