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## M.J. CATALDO, INC.

Littleton, Massachusetts, firm  
eyes strong future



Joe Cataldo,  
President

Michael Cataldo,  
Vice President

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# A MESSAGE FROM THE CHAIRMAN & PRESIDENT



Robert S. Benard



Paula F. Benard

**Good news  
on the  
transportation  
front**

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Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your Wood Works magazine. Also featured is Komatsu's new, Tier 4 D61-24 dozer. Added features and enhancements make it among the best in the industry for its size class.

As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers two KDPF exchange filters on eligible equipment in the first five years, at suggested intervals of 4,500 and 9,000 hours. It also provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A C.N. Wood technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,  
C.N. WOOD COMPANY CO., INC.

Robert S. Benard  
Chairman

Paula F. Benard  
President



# WOOD WORKS

## IN THIS ISSUE

### M.J. CATALDO, INC.

This Littleton, Massachusetts, firm has its sights set on a strong future. Read more about it inside.

### SPECIAL EVENT

Ride along with customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

### INDUSTRY OUTLOOK

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### GUEST OPINION

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### DOING IT BETTER

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### PRODUCT COLLABORATION

See how Graco and Komatsu have teamed up to develop the Automatic Lubrication System for new Komatsu equipment.

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# M.J. CATALDO, INC.

## Littleton, Massachusetts, firm eyes strong future



Joe Cataldo,  
President

Joe Cataldo always loved being outside when he was growing up, and his family's farm gave him ample opportunity to do that. However, when it came time to pick a career, the farming industry didn't appeal to him, so he decided to go into landscaping.

"I knew I wanted to do something I enjoyed," said Cataldo. "I loved being outdoors and being around plants, so I began mowing lawns and planting shrubs."

Cataldo started his company in 1974. Today, he is president of M.J. Cataldo, Inc. After five years of focusing on landscaping projects, the company began to grow and eventually took on site-development projects.

That growth has continued, especially during the last five years. Today, M.J. Cataldo, Inc. has

as many as 10 projects going at a time. Jobs range from serving as general contractor on a multi-million dollar project to planting a tree in a customer's back yard. The majority of Cataldo's work is within a 50-mile radius of his home base in Littleton, Massachusetts.

"As a company, we really try to focus on what we do well and pay attention to the details," said Cataldo. "We work very hard; we're honest, fair, and we answer our phones. I think our customers appreciate that."

### First ones in, last ones out

M.J. Cataldo, Inc. has developed a broad customer base by working for general contractors, performing public work and doing private landscaping. The company won a bid for a multi-field athletic complex for Newman Elementary School in Needham, Massachusetts, in the summer of 2015 and served as the general contractor. The project called for the construction of a soccer field, two softball fields, a walking trail and an irrigation system.

"We did all the site-development work plus landscaping," he said. "We subbed out the fencing, irrigation and paving. The work was also located next to a nature boardwalk project that we were working on, which was convenient."

"As a site developer, we are usually the first ones on a project, and as a landscaper, we are usually the last ones to leave," he added. "As general contractor, I can make sure we control how the project is done from start to finish."

### "Partners" with C.N. Wood

As Cataldo grew his company, he turned to C.N. Wood's Woburn, Massachusetts,

M.J. Cataldo, Inc. uses its Komatsu D51EX dozer on a recent project. "Everyone loves this machine," said President Joe Cataldo. "It's got great visibility and power."



▶ VIDEO





► VIDEO

Operator Wally Wesinger hauls dirt with a Komatsu WA270 wheel loader on an M.J. Cataldo, Inc. project in Littleton, Massachusetts. "The 270 is a great loader. It's quiet, comfortable and responsive. Everything on it is state-of-the-art," said Wesinger.

branch. It is a relationship that goes beyond business.

"I consider C.N. Wood a partner," said Cataldo. "They are the reason we are where we are today, and I can't say enough about them. They don't pressure me and they are honest."

A key element of that partnership is the Komatsu equipment and service that C.N. Wood provides. Currently, Cataldo has 11 Komatsu excavators, ranging from a PC27 to a PC290, in addition to a D51EX dozer and two Komatsu wheel loaders.

"We like Komatsu equipment because it's reliable, holds its value and is easy to maintain," said Cataldo. "We have a PC138 tight-tail-swing excavator that we love; it's probably the most versatile machine we own. We had to rent a competitive brand one time. While it was the same size, it just wasn't as good."

The company also demo'd a Komatsu D61PXi *intelligent* Machine Control dozer on a recent project. Cataldo was impressed by the

dozer and said it would definitely improve operator productivity.

C.N. Wood and Sales Rep Brian Doherty have been instrumental in Cataldo's equipment purchasing.

"C.N. Wood allows us to do a purchase rental for a long period of time, so we can build equity in to a piece of equipment," said Cataldo. "We talk about the payment schedule, and they understand that our situation depends on the weather and work we have on the books. They've been wonderful to work with."

Cataldo also takes advantage of the extra services available through Komatsu and C.N. Wood, specifically the KOMTRAX machine-monitoring system and Komatsu CARE, which includes complimentary service for the first three years or 2,000 hours.

"Komatsu CARE is great for us," said Cataldo. "Sometimes when you're a contractor dealing with daily issues, machine maintenance falls to the bottom of the pile.



*Continued . . .*



# Young nucleus primed to maintain Cataldo's success

... continued

Having C.N. Wood watch that stuff for us and tell us when things need to be done has worked out very, very well."

Just as the recession forced Cataldo to look at the services he provides, it also helped shape

(L-R) M.J. Cataldo, Inc. Vice President Michael Cataldo and President Joe Cataldo meet with C.N. Wood Sales Rep Brian Doherty. "I consider C.N. Wood a partner," said Joe Cataldo. "They are the reason we are where we are today."



M.J. Cataldo, Inc. served as general contractor on a multi-field athletic complex project for Newman Elementary School in Needham, Massachusetts, in summer of 2015. Cataldo performed the site-development work and landscaping.

Kev Crory, Operator for M.J. Cataldo, Inc., uses a Komatsu PC160 excavator to install the perimeter drainage system on a project in Needham, Massachusetts.

▶ VIDEO



the way he has continued to build his fleet. C.N. Wood remained a strong part of the process.

"They have helped us build in a cautious and pragmatic way," said Cataldo. "I like to own equipment. Brian and I can sit down and talk about my fleet honestly – when to turn in machines, when to buy and when to rent. I appreciate that Brian works with us. He's on our side."

## Building for the future

At 61 years old, Cataldo says he's having too much fun to slow down, and he credits the success of the company to a core group of employees who have been with him for years.

"We have such a great group of people who work here, and I like to say we built the business around them," said Cataldo. "From our accountant to our laborers, everyone plays a big part in making us who we are."

While that group of employees has laid the groundwork for success, a homegrown group of employees – which Cataldo has dubbed as his "twenty-somethings" – is primed to lead the company into the future. That group includes Cataldo's son Michael.

"Michael is Vice President. He handles the schedules and puts his hands on all the projects we have going on," he said. "He's been with me ever since he was a kid, this is what he's always wanted to do."

"We also have a group of younger employees that has the ability to operate," he added. "They're not cowboys, they pay attention. For us to have a young, talented group is great. I try to keep them grounded and not let their heads get too big, but they really are rising stars."

For someone who started the business as an excuse to be outside, the journey has exceeded Cataldo's expectations.

"When I started out mowing lawns, I thought if I could make \$10,000 a year, I would be a pretty lucky guy. Fortunately, I make a little more than that, and I still get up everyday and look forward to going to work. I'm having fun and I get to work with my son and other great people. I plan on working until they carry me out." ■



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# KOMATSU DEMO DAYS

## Event provides customers an opportunity to operate latest equipment



Bob Post,  
Director of Marketing  
Communications

Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent Machine*

Customers operated a variety of equipment, including *intelligent Machine* Control dozers and Dash-11 excavators.



The Training & Demonstration Center's "job trailer" allowed customers to see real-time information about machines working on a jobsite with Topcon's Sitelink3D.



Among the recently introduced machines available for demonstration were WA380-8 and WA470-8 wheel loaders.



Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

Talk to your distributor to find out when the next Komatsu Demo Days will be held.



# D61PXi-23



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# TRANSPORTATION BILL APPROVED

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

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

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

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

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

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

### New initiatives

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

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

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

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







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

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

### Mixed reviews

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

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

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

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

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

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

*Continued . . .*



# Creative funding key to FAST Act

... continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water.” (For more from Ruane, please see the Guest Opinion article in this magazine.)

## No gas tax increase

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

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

Future funding could also come from increased tolling. Congress lifted the ban

imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

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

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

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

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







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# MIXED REACTION

## ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill



Pete Ruane,  
President and CEO,  
ARTBA

*Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, [www.artba.org](http://www.artba.org).*

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

### The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation’s capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■

American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.







# HIGH SPEED DOZING

## 'H mode' among enhancements in Komatsu's new D61-24 dozers

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

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

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

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

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

### Improved visibility

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

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



Jonathan Tolomeo,  
Komatsu Product  
Marketing Manager,  
Crawler Dozers

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

### Quick Specs on Komatsu's D61-24 Dozers

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





# PC490LC-11

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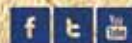
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## NEW PRODUCTS



PC45MR-5



PC55MR-5

# NEW COMPACT EXCAVATORS

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

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

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

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

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

### Versatility for a wide range of applications

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

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

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



Desmond Jarvis,  
Komatsu Product  
Marketing Manager

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

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

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







Discover more

# NEW TIGHT-TAIL-SWING MODEL

## Komatsu's PC78US-10 increases productivity in limited-space applications



Kurt Moncini,  
Komatsu Product  
Manager, Excavators

Even on congested jobsites, you expect outstanding productivity. Komatsu's new PC78US-10 hydraulic excavator delivers with a tight-tail-swing radius, offset boom and contoured cab design that allows operators to work with ease in confined spaces.

The PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaced. At the same time, it lowers fuel usage up to 5 percent with no loss of performance,

Komatsu's new tight-tail-swing PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaces. It also lowers fuel usage up to 5 percent with no loss of performance, resulting in time and cost savings.

### Quick Specs on Komatsu's PC78US-10 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC78US-10	65 hp	17,747 lbs	0.37 cu yds

thanks to a Tier 4 Final engine that provides an additional 10 horsepower more than its predecessor. The result is time and cost savings, which are further reduced because the PC78US-10's engine requires no diesel particulate filter or diesel exhaust fluid (DEF).

"The PC78US-10 uses a Komatsu Diesel Oxidation Catalyst after-treatment system that is designed specifically to provide 100 percent passive regeneration," said Kurt Moncini, Komatsu Product Manager, Excavators. "The fact that the PC78US-10 has no diesel particulate filter and uses no DEF really sets it apart. It helps reduce owning and operating costs, and puts more profit back in our customers' pockets."

### New cab design

A new cab design comes with several standard features, including ROPS and OPG Level 1 certification with a reinforced framework; high-resolution LCD screen with ecology-guidance data; rearview monitoring system with camera; a secondary shutdown switch; and in-cab-monitor control of up to 10 attachments. Other operator-friendly enhancements include a new side-by-side radiator and oil cooler to simplify cleaning, and placing all major maintenance items in areas that are accessible from the ground level. These include the engine hood, right-side hood and side-service doors.

"This is the ideal machine for anyone working on urban, utility contracting or homebuilding worksites," said Moncini. "Between the extra horsepower and generous use of boom-area castings, operators should feel confident when trenching, clearing and working on site development projects." ■







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# GIVING YOU STRONG OPTIONS

## John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense

**QUESTION:** What does the Rental & Used Equipment group offer customers?

**ANSWER:** Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

**QUESTION:** How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

**ANSWER:** When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first

*Continued ...*



**John Arapidis,**  
Vice President, Rental &  
Used Equipment

*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.*

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.



# Komatsu-certified equipment provides peace of mind

... continued

three years or 2,000 hours. Our distributors have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then

All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.



can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

**QUESTION: Does this mean customers should avoid older machines?**

**ANSWER:** Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.

**QUESTION: How should customers go about checking availability of rental and ReMarketing machines?**

**ANSWER:** The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check [www.komatsuused.com](http://www.komatsuused.com).

**QUESTION: What do the rental and used markets look like going forward?**

**ANSWER:** Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■





# PC210LCi-10

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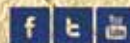
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Discover more

# ENSURE PROPER GREASING

## Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

"We worked hand-in-hand with Komatsu's engineering department to ensure our lubrication systems meet machine requirements," said Gabe Elmhurst, Global Market Specialist, Graco Lubrication Equipment. "We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself."

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine's lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

"Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs," said Scott Ruderman, Komatsu Marketing Engineer. "We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent." ■



Scott Ruderman,  
Komatsu Marketing  
Engineer



Gabe Elmhurst,  
Global Market  
Specialist, Graco  
Lubrication  
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine's lubrication points; and a GLC-2200 controller located in the cab.





# FINDING ANSWERS FAST

## Komatsu's Kwick Tips videos put valuable machine information at your fingertips



Craig McGinnis,  
Komatsu Product  
Marketing Manager

How do I get the most out of my equipment, and what features allow me to do that? Those are questions you probably ask yourself often. Komatsu is making it easier and faster to get answers to those and more with its Web-based Kwick Tips videos.

"People use the Web to immediately access all kinds of information, such as recipes or how to change parts on their cars," said Komatsu Product Marketing Manager Craig McGinnis. "These Kwick Tips videos are just like that. For instance, the equipment owners or operators may want a refresher on how a particular button or feature, such as traction control, affects their productivity and efficiency. The videos are a way for them to quickly get answers, and they can do that from anywhere

they have an Internet connection. It could even be while sitting in the cab of the machine using a smart phone or tablet."

Users have multiple avenues to access the videos from Komatsu America's website, [www.komatsuamerica.com](http://www.komatsuamerica.com). At the top of the home page is an icon for YouTube. Clicking on that will take you directly to the Komatsu YouTube channel where you can search for all the Kwick Tips videos, as well as some more in-depth Komatsu training videos on topics such as Tier 4 Final and diesel exhaust fluid.

Another way to access the videos is to use the search box on Komatsu's website to find a specific machine. When the page for that machine pops up, click on the Watch Our Videos tab, which will show a drop-down menu of topics. Click the one that interests you to see the video. If you are looking for a particular machine, you can also click on the equipment tab on the home page and continue to follow the tabs until you get to the model you are looking for.

### Positive feedback

McGinnis noted that the launch of Kwick Tips was well-received by users, as early traffic to the videos was encouraging. "The video series trained almost 1,500 viewers the first few months of availability. That's a good foundation to build on.

"Kwick Tips are short and to-the-point," added McGinnis. "We're constantly adding more. The main focus as we started was wheel loaders. We continue to expand on those, and we're also producing videos for our motor graders, excavators and other products. We envision having a very comprehensive list in the near future." ■

Komatsu's Kwick Tips videos provide valuable insight into machine functions and features that can potentially increase production and efficiency. The videos can be accessed anytime at [www.komatsuamerica.com](http://www.komatsuamerica.com), or by searching for Kwick Tips on Komatsu's YouTube channel.







# 'REGENERATE' THE RIGHT WAY

## Following proper procedures is imperative for Tier 4 equipment – here's how to do it

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

"Regeneration falls into two categories – active and manual – and each involves specific actions that should be taken by the operator," said Matt Beinlich, Deputy Director of Komatsu's Business Solutions Group, Products and Services Division. "Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual."

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it's imperative to park the machine in a safe location and initialize the proper idle procedure.

### Idle correctly

"If for some reason the operator can't work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative," said Beinlich. "There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration."

Proper idle includes:

- In tracked machines: All lock levers must be in the "lock" position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■



Matt Beinlich,  
Deputy Director,  
Business Solutions  
Group, Products and  
Services Division



Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.

Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.





# OSHA FINES ON THE RISE

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

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

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

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

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

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

### Groups call for education focus

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

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

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





## MORE INDUSTRY NEWS

### Four Komatsu machines make Construction Equipment's Top 100 list

Komatsu placed four machines on Construction Equipment's Top 100 for 2015, including the *intelligent* Machine Control (iMC) PC210LCi-10, the world's first

excavator to feature integrated GPS technology. The iMC D155AXi-8 dozer made the list as well. Also in the Top 100 were Komatsu's new D85-18 dozer and GD655-6 motor grader. ■

### DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at [www.rita.dot.gov/bts](http://www.rita.dot.gov/bts). ■



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# GERRY CARNEY

## Sales and Market Analyst is taking on special projects to remind customers that they are 'never alone'



Gerry Carney  
Sales and Market  
Analyst

Being around construction equipment is in Gerry Carney's blood. His father, uncle and a number of extended family members have been involved in construction equipment sales, but it was always more than just a job for Carney. "Most of my friends grew up having dinner-table discussions about how the Red Sox were doing. At our dinner table, we talked about construction equipment," said Carney.

Carney's passion eventually led to his current position at C.N. Wood. Graduating from the University of Miami in 2005 with a degree in Architecture unfortunately left very little opportunity in the recession-strapped market, so he returned to the industry that was second-nature to him.

"My degree was certainly limiting when it came to employment opportunities, however I believe that my education really ingrained within me a thought process to define problems and sort out solutions. That being said, I use my degree every single day," said Carney.

"I am passionate about equipment and the construction industry, so with minimal architecture opportunities, I took a job as an inside sales person at a local equipment dealership in 2006. Since then, I have worked with a few different dealerships in a wide range of capacities and feel that my experiences have given me a very well-rounded outlook."

### Customer-focused projects

When the opportunity to work at C.N. Wood came up, Carney jumped on it and immediately moved his family to Burlington to give it his all. Carney's unique background has served him well in his current position. The Sales and Market Analyst is involved in various aspects within the company, but his main role is to focus on how

C.N. Wood goes to the marketplace and interacts with customers. One of his initial major projects is to implement a customer relationship management (CRM) system.

"If one of our sales reps is meeting with a customer, and that customer has a question, the rep needs to be able to easily access that information, or log the request into the system so that the appropriate individual can address the request," he said. "Our goal is to measure and then fine-tune our process in order to give our customers the best possible experiences within all departments."

### Familiar saying fuels latest project

The main drive for implementing the CRM system blends the past and the future for C.N. Wood. "The slogan 'you're never alone' has been the guiding principle for the company, and we want to remind our customers that it still applies," said Carney. "We have a talented team of people working here, and some procedural changes will help us improve our own capabilities so we can continue to be there for our customers. Bob Benard has built a great company during the last 50-plus years; I plan on being part of its success throughout the next 50 years."

Outside of work, Carney continues to pursue his passion for the construction industry. He sits on the board of directors for the Utility Contractors' Association of New England. Work also finds its way into family time with his wife, Debra, and their children – Gerald III (4) and Jane (1). "We have similar dinner-table conversations that I had with my dad. When we are driving down the road, young Gerry will call out the excavators and dozers on the various jobsites. He once corrected his preschool teacher when she called a dozer a truck. I am proud to have continued the tradition." ■





# C.N. WOOD

## USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Stock No.	Year	Hours
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### EXCAVATORS

Komatsu PC138USLC-2	KM6090	2003	11,675
Komatsu PC138USLC-8	KM5805	2009	9,286
Komatsu PC228USLC-3	KM5886	2003	9,422
Komatsu PC228USLC-3	KM6073	2008	11,285
Komatsu PC360LC-10	KM6099	2014	1,789
Volvo EC140DL	CE2814	2012	1,466
Volvo ECR235DL	CE2607	2013	1,314
Volvo ECR235DL	CE4873	2013	2,934
Volvo EC460C	CE2934	2013	7,534
CAT 365CL	KM6045	2006	14,808
Sany SY215C	SY0007	2013	278

### MATERIAL HANDLERS

SENNEBOGEN 821R	SE0056	2007	8,152
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### WHEEL LOADERS

Komatsu WA380-7	KM6042	2014	1,118
Komatsu WA500-3	KM6068	2003	24,500
Komatsu WA320-7	KM6059	2012	2,642
Volvo L30ZSX	CE2402	2012	2,068

Manufacturer/Model	Stock No.	Year	Hours
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### STREET SWEEPERS

Elgin Pelican NP	EG1724	2008	8,921
Elgin Pelican SE	EG2017	2004	4,797
Elgin Whirlwind	EG1976	2005	4,563

### SKID STEER LOADERS

Komatsu SK1026	KM6098	2007	1,977
Mustang 1750RT	MU0012		102
Mustang 2100RT	MU0015	2012	295

### COMPACTION EQUIPMENT

Bomag BW266AD-4	B00037	2013	1,800
Bomag BW284	B00021	2012	1,754
Volvo DD90HF	CE2291	2011	700
Volvo DD90HF	CE2292	2011	600
Volvo DD138FA	CE2867	2010	1,930
Volvo DD112HF	CE2289	2011	1,500

### SEWER TRUCKS

Vactor 2110	VA0231	2002	2,400
Vactor 2112	VA0228	1999	5,584
Vac Con	VA0220	1998	2,273

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