



**KOMATSU®**

# Inside TraX

A publication for Berry Tractor and Equipment customers

BerryTractor.com

April 2018

## *McCullough Excavation*



# A MESSAGE FROM the PRESIDENT



Jon Berry,  
President

Dear Valued Customer:

For the first time in a number of years, we are hopeful that Congress will finally deliver on new infrastructure legislation. In addition we are seeing positive trends in many market sectors and industry experts predict additional growth throughout the year.

This foreseeable positive growth for our industry means more demand for equipment in the field at a time when qualified operators are harder and harder to come by. To address this bottleneck, Komatsu's intelligent Machine Control dozers and excavators increase efficiency and productivity while making it easier for operators to stay on grade, every time. This in turn has the potential to make you more profitable.

For times when standard equipment is your best choice, Komatsu's unrivaled excavators, dozers wheel loaders and trucks are there for you. All of Komatsu's Tier 4 products are covered by Komatsu CARE for three years or 2,000 hours. Utilizing Komtrax, Komatsu's industry leading telematics, we track your machines' hours and contact you in advance of when services are coming due. This minimizes your downtime to maximize your profits.

Not only is Berry Tractor here when you need to update your fleets, we are also well versed in servicing older Komatsu machines as well as the other lines we offer and competitive brands. Whatever your equipment needs, we have you covered! Stop by one of our four branch locations or call your rep for more information.

Sincerely,

A handwritten signature in blue ink that reads 'Jonathan T. Berry'.

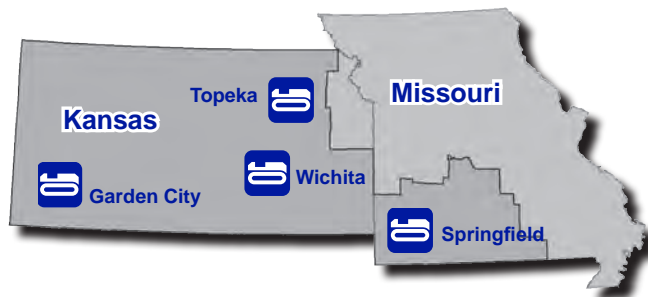
Jon Berry,  
President



# Inside TraX

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L to R: Jesse Coleman - PSSR Berry Tractor Wichita, Jess McCullough - McCullough Excavation - Owner, Ryan McCullough - McCullough Excavation - Owner, Atlee Preheim - Sales Representative Berry Tractor.

# McCullough Excavation



## BACKGROUND

The old boot-strappin' phrase "40 acres and a mule" comes to mind listening to Jess McCullough speak of the humble beginnings of McCullough Excavation. Instead of a mule, there were two used Case 580D backhoes, two employees, one truck and a 20 year old jobsite trailer sitting on a \$50-a-month rented lot. That's humble!

It was August '85 and McCullough was coming out of a losing business venture with all of the above plus debt. The ground he chose to plow was the residential sewer and septic business. McCullough laughingly referred to his fledgling company as the "Sewer Doers!"

During the course of the next 10 years, McCullough earned a reputation for doing good work, on time (or sooner) and on (or under) budget; the right ingredients necessary to grow and expand into commercial and municipal work including sewer and water main extensions plus some contract backhoe work. By 1990, there was enough to keep McCullough busy so he added an estimator which allowed him to spend more time doing what he knew how and needed to do – dig dirt.

Growth fueled by demand continued throughout the '90s. "I picked up my first Komatsu excavator in '97 because we'd expanded and were firmly entrenched in much larger projects; wet utility work...storm water and municipal deep sewer work," McCullough said. "I sold off the residential sewer business about 10 years ago in favor of the larger municipal work which included a nice chunk of business during the recession thanks to all of the construction surrounding the large bond issue for school facilities."





# WE BUILD SOLID BUSINESS RELATIONSHIPS

Today, McCullough Excavation has 43 employees and a fleet of machines that have afforded McCullough and crew opportunities at larger municipal projects including a deep sewer (27 feet) project in McPherson. In 2017, McCullough was honored by the Wichita Society of Professional Engineers for their contribution to an innovative water reuse project for Spirit Aerosystems. "That was a challenging project that included directional drilling under K-15 and 4 or 5 railroad tracks plus a very tight schedule," McCullough added.



## KOMATSU & BERRY CONNECTION

Komatsu is well represented in McCullough's current fleet which includes a total of 14 Komatsu machines, 12 excavators, most of which are PC228s, and two wheel loaders, a WA320 and a WA380.

"It may be an over-used term but 'bulletproof' describes our experience with Komatsu. Maintenance amounts to wear items – pins and bushings, undercarriage, seal work on hydraulics – normal 10,000 hour maintenance repairs. It's this kind of reliability that keeps us coming back to Komatsu."

McCullough continued, "And we really value the 'no secrets' relationship with Steve Sanders, (Berry's Trainer and Technical Communicator). That guy is a genius. We call him up, describe the issue and he's visualized the problem, confidently states the probable cause and a solution...no service visit required. Now that's real value."

## BOTTOM UP / TOP DOWN & ALL TOGETHER

No doubt about it, Jess has seen this business from the trenches, many and deep. Now there's someone there giving McCullough fresh eyes and ideas. Despite the business' growth and success, McCullough never sacrificed his family. To this day, Jess's grown son Ryan lives within a half-mile as the crow flies. "Dad was always there, at times, leaving money on the table, to be with us," the younger McCullough said. "And he never missed a chance for a lake outing or the annual dirt bike ride in the mountains."

"Ryan grew up while I was growing the business. Next thing you know, he comes home from college and sees there's a business with opportunity. It's been great ever since because he brings the top-down civil engineering know-how and I bring my gut-level, from the trench-up know-how. We work really well together and I trust him to capture a vision and make McCullough grow."



# YOUR RENTAL SOURCE for HEAVY EQUIPMENT



CRAWLER DOZERS



WHEEL LOADERS



MOTOR GRADERS



EXCAVATORS

INTEGRATED  
GRADE CONTROL

HYDRAULIC BREAKERS



ARTICULATED TRUCKS



BROOMS



COMPACTION



SCREENS &amp; CONVEYORS



## Equipment

Berry tractor offers clean, late model equipment for rent or rent-to-purchase. Each rental unit is inspected before delivery. These units are maintained for quality and safety and are ready for peak performance.

## Uptime

Let Berry Tractor worry about keeping you productive in the field. If there is a problem with the equipment, we either fix it right away or we will send a replacement unit to keep you up and running.

## Competitive Rental Rates

Rental rates are based on a maximum of eight hours of operation, per 24-hour day; 40 hours per seven-day week; and 160 hours per 28-day four-week period. Overtime will be prorated. All Berry Tractor rental equipment is for sale. Contact your rep today to get set up with a rental purchase option.

David Taylor,  
Rental Manager  
316.943.4246



Go to: [www.BerryTractor.com](http://www.BerryTractor.com) and  
download our credit application to get  
started today!

*All rates are quoted FOB our facilities and do not include taxes, damage waiver, or transportation. Delivery/Pickup is available upon request at an additional charge. Proof of insurance is required or a physical damage waiver of 15% of the equipment rental will be charged. Fuel charges apply to machines not returned with a full tank of fuel. See Berry Tractor's Rental Agreement for full terms and conditions.*



APPLIED TECHNOLOGY

# CONTROL THE FUTURE. WE DO.



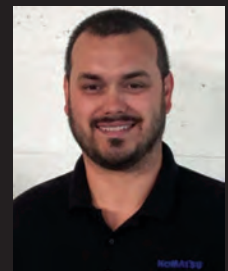
Support that  
matches  
technology  
advancements

*Komatsu's intelligent Machine Control equipment helps Berry Tractor customers work faster, more accurately.*

To ensure that customers can maximize the benefits of intelligent Machine Control, Berry Tractor hired a Technology Solutions Expert (TSE) Aero Sallee, to work closely with customers to provide initial training and continued support after the sale.

"The TSE provides intelligent Machine Control customers with service and support tailored specifically to their needs," said Berry Tractor TSE Aero Sallee. "Our main goal is to work with owners and operators so they know how to get the most out of the machines. The technology is a big jump forward, and that can be intimidating for customers. However, once they start using it, they pick it up quickly."

If our customers have questions, Aero can usually give advice over the phone or from his computer. Having the ability to solve problems instead of waiting for a service truck to come out is a big advantage for our customers. If they're waiting, they're losing money.



*Aero Sallee, TSE*



## EXTRA BENEFITS

### Tier 4 Final technology brings more than fuel efficiency to Komatsu excavators



*Justin Lantin,  
Komatsu Product Manager,  
Excavators*

Whether your business loads trucks, digs trenches, provides mass excavation or all of the above, Komatsu has a Tier 4 Final construction-size excavator equipped to get the job done. Komatsu designed the excavators to do more than meet the stringent emissions standards that come with Tier 4 Final regulations.

"They maintain, or improve, the production of their predecessors, while being more fuel-efficient," said Justin Lantin, Komatsu Product Manager, Excavators. "As an added bonus, with new Komatsu technology and innovation, in some cases you can do the same work with a Dash-11 excavator that's a size-class-smaller than the one you are replacing. For example, a

customer who owns an older PC400, which we no longer manufacture, may be able to get as much or more production with a new PC390LC-11. In that case, they wouldn't need to go to the next size class to replace it. We would work with them to find the right fit."

#### Performance and production

Production is the name of the game when it comes to excavators. Each Komatsu Tier 4 Final machine features a Closed-Center Load Sensing Hydraulic System that provides quick response and smooth operation to maximize productivity. An electronic-control system optimally controls the engine and hydraulic system according to the operating conditions.

Operators can match the machine to the work at hand by selecting the proper working mode, each of which matches the engine speed, pump delivery and system pressure to the application for maximum efficiency. Six modes are available, including Power, Economy, Lifting, Breaker, Attachment Power and Attachment Economy.

"Today's market requires excavators to be more than digging machines. For example, customers want hydraulic packages to run multiple attachments," said Lantin. "Our Dash-11 excavators have standard electrical connectors that allow users to easily add proportional joysticks, either at the factory or as a kit that doesn't require extensive wiring. Operators can control attachments with a thumb button on the joysticks."

The PC360LC-11 and PC390LC-11 feature an enhanced Power mode that provides improved performance in demanding applications. In standard Power mode, the new logic provides up to a 12 percent increase in production, compared to Dash-10 models.

"The enhanced Power mode combines flow from both pumps and provides greater available torque to the hydraulic pumps when digging," said Lantin. "That creates better cycle times and digging performance and lowers per-ton costs."

#### Durability, stability

All Komatsu excavators are built to last. Komatsu uses one-piece steel castings in the booms and arms, providing increased durability to the front work equipment. The loads are spread out through the use of castings, minimizing high-stress areas. Larger machines used for heavier workloads have unique characteristics that further improve their durability and stability. The PC290LC-11 has a longer



*The 10LC-11 features additional horsepower and increased operating weight, compared to its predecessor.*





Komatsu's standard Dash-11 excavator lineup features nine models, ranging in size from the tight-tail-swing 97.2-horsepower PC138USLC-11 to the 359-horsepower PC490LC-11. Each provides excellent production, stability, durability and power along with features that make them more efficient and offer lower owning and operating costs, compared to their predecessors.

#### Quick Specs on Komatsu's Dash-11 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,563-37,547 lb	0.34-1.00 cu yd
PC238USLC-11	165 hp	54,230-55,660 lb	0.66-1.57 cu yd
PC170LC-11	121 hp	38,720-43,115 lb	0.48-1.24 cu yd
PC210LC-11	165 hp	51,397-53,882 lb	0.66-1.57 cu yd
PC240LC-11	177 hp	55,763-56,360 lb	0.76-1.85 cu yd
PC290LC-11	196 hp	70,702-72,091 lb	0.76-2.13 cu yd
PC360LC-11	257 hp	78,645-80,547 lb	0.89-2.56 cu yd
PC390LC-11	257 hp	87,867-90,441 lb	0.89-2.91 cu yd
PC490LC-11	359 hp	105,670-110,220 lb	1.47-4.15 cu yd

arm and boom for extended reach and a heavy-duty undercarriage for stability and long life.

"The PC240LC-11 is a great machine that fits a lot of contractors. The next-size-larger PC290 is a PC240 on steroids," said Lantin. "It has a larger counterweight, and a larger and longer boom, as well as bigger arm and bucket cylinders. The PC290 also has improved lifting and digging performance. The productivity is fantastic."

The PC360LC-11, PC390LC-11 and PC490LC-11 feature a heavy-duty design. For instance, the PC390LC-11 has a more robust undercarriage that uses larger-size-class components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11.

"The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators," said Lantin. "It's great for pipeline and general construction, site development and trenching. When a company needs extra lift capacity, that's where the PC390LC-11 comes in, and the PC490LC-11 is great for moving mass quantities of material in short order."

#### New standards

Komatsu added standard features to the Dash-11 excavators to increase operator comfort, efficiency and monitoring. Enhanced work environments in the ROPS-certified cab meet Level 1 Operator Protective Guard requirements. Features include a high-back, heated, air-suspension seat with adjustable arm rests;

a large, LCD color-monitor panel with a 7-inch, high-resolution screen; Eco-Guidance that offers tips for lowering fuel consumption; and enhanced attachment control. In addition, an Equipment Management Monitoring System continuously checks the machine operation and vital systems to identify issues and assist with troubleshooting.

Komatsu carried over the standard rearview camera from its Dash-10 models and improved operator usage. The monitor now has a combination screen that shows a view from the camera, and it sits alongside all the main gauges.

"That gives operators greater situational awareness and helps improve productivity," according to Lantin. "They don't have to pause operation and push a button to get the camera view."

All Tier 4 Final excavators have Komatsu Auto Idle Shutdown that helps reduce unnecessary idle time and operating costs. They also include a standard Operator Identification System, which reports key machine information for multiple operators, applications and job locations.

"Operators are only limited by their imaginations when it comes to using the system," Lantin pointed out. "They can get data for a particular project, do bucket-versus-hammer or other attachment analyses and a whole lot more. It allows them to set very specific benchmarks."

# Dash-11 excavators armed with latest technology

..... continued

All Dash-11 excavators feature the latest version of KOMTRAX monitoring technology, which is available via the Internet or through a mobile app on a smart phone or tablet. Data now includes diesel exhaust fluid (DEF) levels, ambient air temperatures and pressures, as well as standard items, such as locations, hours and codes.

"Every manufacturer is required to use DEF in Tier 4 Final equipment, but we stand out in a couple of ways," said Lantin. "I believe Komatsu is the only manufacturer that puts a site gauge on the tank, which allows users to quickly check the DEF level without getting in and turning on the machine to read the gauge. More significantly, we separated the DEF pump from the tank, placing the pump in a more accessible location. If the pump needs a new filter, it's done in minutes, whereas other manufacturers combine the pump and tank, requiring a lengthy process to simply change a pump filter."

"Another standout feature is that Komatsu's design gives operators some peace of mind when it comes to DEF level and working on slope," he added. "Even if the gauge reads empty, there is actually enough reserve margin in the tank. The DEF pick-up will remain submerged up to the slope limit of 70 percent. Overall, we're seeing that DEF usage is running close to where we expected it to be – at about two gallons for every 100 gallons of fuel, if not a little lower. Komatsu has also designed DEF tank capacity to run through two full tanks of fuel before requiring DEF."

When Komatsu rolled out its Tier 4 Interim machines, it also introduced Komatsu CARE, which provides complimentary scheduled service for the first three years or 2,000 hours. Factory-trained technicians perform all work at a convenient

time and location and conduct a 50-point inspection at the same time. Komatsu distributors track the machines through KOMTRAX, contact the owner when a service is due and schedule the work.

"Komatsu CARE also covers two Komatsu Diesel Particulate Filter (DPF) exchanges in the first five years," Lantin noted. "Most manufacturers charge for changing the DPF. That is complimentary with Komatsu and done with minimal downtime because the service tech puts in a fresh filter, versus waiting for the old filter to be cleaned and reinstalled. Komatsu CARE is a great program that provides world-class support to world-class machines."

## KOMATSU®



The PC390LC-11 has a robust undercarriage that uses larger-size-class components. The bigger undercarriage has a 6 percent wider track gauge and offers up to 18 percent greater over-the-side lift capacity than the PC360LC-11. "When a company needs extra lift capacity, that's where the PC390LC-11 comes in," said Justin Lantin, Komatsu Product Manager, Excavators.



# Superior Broom



*"Superior Quality and Performance!"*



**BERRY**  
TRACTOR

# MEET YOUR PRODUCT SUPPORT REP!

*Your Berry Tractor Product Support Sales Rep (PSSR) is ready to assist you.*



### Jesse Coleman, Wichita, KS

Jesse Coleman has been with Berry Tractor for 5 years, working in business development and product support. Jesse was recently certified as an Equipment Management Specialist from Association of Equipment Management Professionals. He has a wife Megan and two daughters Morley and Hadley. His hobbies include family, hanging out at the lake in the summer and outdoor activities.



### Clint Golay, Topeka, KS

Clint Golay has been in the heavy equipment industry for 18 years. He enjoys working with customers to help manage their fleet of equipment and lower their overall cost of ownership. He has the ability to find the right solution for each situation for his customers. This includes providing the parts, service, sales, rentals and fleet inspections. He says *"Helping customers build a plan and forecast for the future is always exciting."* Away from work, he enjoys spending time with his wife Ashley, 8 year old son Garrett, and 5 year old daughter Abigail. *"With kids, every moment is filled with adventure. I love my family and love what I do for work, so I feel I'm pretty lucky in life."*



### Israel Ayala, Garden City, KS

Israel Ayala was born and raised in Garden City and has lived there his whole life. He graduated from Garden City High School then attended KSU-Salina Technology and Aviation School for 3 years. He then moved back to Garden City where he was self employed in the body shop field. In 2005 he sold parts at CarQuest, and has been selling parts ever since. He joined Berry Companies in 2015 as a PSSR. His family includes his mom dad, a younger brother, and a cat named Max. Hobbies are working on cars and traveling when there is time.



### Brian Bettencourt, Springfield, MO

Brian Bettencourt has been with Berry Tractor for 8 years. He has over 25 years in the heavy equipment dealership world. Holding positions as a shop/field tech, shop foreman, service manager, and finally, product support sale rep. In his spare time... he can be found taking his son to ALL of his numerous activities, especially all of his various band competitions. He also serves as the lead set designer at Glendale High School where his wife is the director of drama. *(Obviously did not read the fine print on that marriage contract).* Brian and his family also host a foreign exchange student each year and this year they are looking forward to welcoming a young woman from Brazil. In the almost 8 years he has seen the Springfield branch blossom into a top competitor in the Springfield market. He believes this is the result of a great team of people! *"Our team is ready to help you! Ask me about undercarriage management and machine inspections to help manage your fleet."*



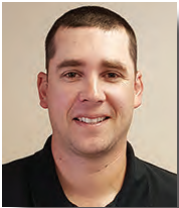


# BERRY TRACTOR SPONSORS

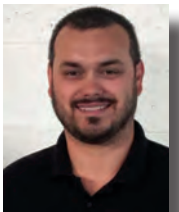
## “BUILD MY FUTURE”



Brian Bettencourt,  
PSSR  
Springfield



Beau Mathieson,  
Sales Representative  
Springfield



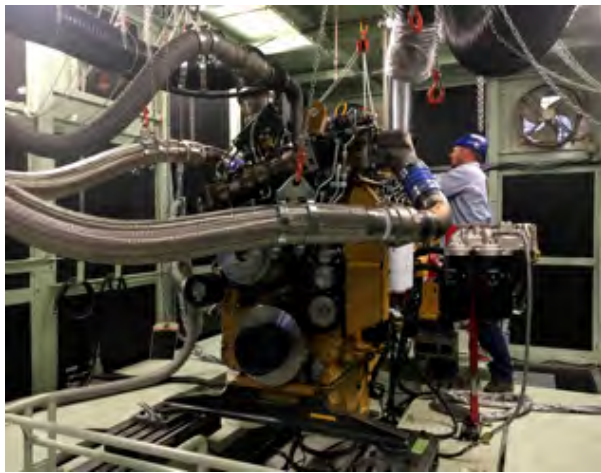
Aero Sallee,  
Technology Support  
Expert

For the second year in a row, Berry Tractor of Springfield was proud to participate in the 2nd Annual Build My Future for Springfield Public Schools in Springfield Missouri. This year's event was double in size from the previous year, with over 1800 students attending the event. Both Brian Bettencourt and Beau Mathieson, along with Aero Sallee were present to help guide and answer questions for students who might be interested in the construction or heavy equipment field. Emery Sapp, Hamilton & Dad, Conco, and DeWitt & Associates, were some of the contractors there in support as well. Brian, Beau and Aero were able to give students a hands-on experience with several pieces of equipment, including two mini-excavators and an asphalt roller. These students were able to get into the machines and actually experience what it was like to run the equipment firsthand.

Berry Tractor supports its local communities and enjoys the opportunity to affect young lives at a critical time when they are deciding which directions they will take for their future. This event has shown that many young people are excited about this industry and with the right encouragement will keep it going for years to come. It enables students to find out their different interests and focuses on the diversity of learning experiences and styles of education that will impact our future and the way we continue to educate young people. Berry Tractor of Springfield is excited to continue to support the Annual Build my Future event.



## Introduction of the New Komatsu Reman Facilities in the U.S.



**Komatsu opened its new Reman Facility at the Chattanooga Manufacturing Operation (CMO) location.**

Designed to meet the needs for the remanufactured Engine market, the new Facility has the same systems and equipment as the original Equipment Factory. Trained experts from Japan

will bring their advanced technical knowledge and experience to North America. Here they will utilize specialized equipment, tooling and testing to achieve Oyama factory specifications. The teams at the new Reman Facilities in Chattanooga will be able to assemble and test 12 models, to match the global standard and synchronized systems of Komatsu.

From April 2018, the CMO Reman Engine Factory will be equipped to provide Reman Testing Services for all Komatsu engines. These tests are designed to replicate the various operating conditions encountered on your machine.

The benefits of the new Komatsu Reman Facility:

- State of the art engineering applied throughout all the Remanufacturing Process
- Expanded offering
- Better lead time through more effective stocking and remanufacturing
- Dyno testing for all models

## Special Parts Sales Ending Soon: Spring Stock Program 2018

Komatsu will be extending discounts on our most popular All-Makes Direct ship programs until March 31st. Discounts include an additional 5% from what may already be offered on the current program. The governing PPL/PMN are: Fleetguard (PPL1093), Cabin Filters (KUSS) -(PPL1025), Diesel Injection Fluid (PPL1031/1034), Loctite (PPL1019), Supercoolant (PPL891), Batteries (PPL1124), Shop & Maintenance (PPL1043r1) and Parker Hannifin (PMN700-11) program -that was released earlier this month. Once again, if you achieve a 10% increase over your purchases from the same period a year ago, Komatsu



will rebate 5% of your total purchases into the DF. For more information, please visit: [https://www.komatsuamerica.net/northamerica/parts/parts\\_marketing\\_news/data//PMN2100-80\\_Spring%20Stock%20Special\\_2018\\_110479.pdf](https://www.komatsuamerica.net/northamerica/parts/parts_marketing_news/data//PMN2100-80_Spring%20Stock%20Special_2018_110479.pdf)





## *Komatsu America Corp. introduces* The new PC390LCi-11 Intelligent Machine Control Hydraulic Excavator

First 3D semi-automatic excavator to combine 36-ton-machine speed, next-size-class-up stability and intelligent machine control accuracy conveniently located in the operator joystick.

Features that make the PC390LCi-11 a unique hydraulic excavator include:

- Intelligent Machine Control Joysticks: semi-auto/manual mode-switching and design surface offset function can be operated with switches on the control levers.
- Auto Grade Assist - as the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep.
- Auto Stop Control - during boom and bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface, thus minimizing design surface damage.
- Minimum Distance Control – the machine controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.
- Facing Angle Compass – the orientation of the facing angle compass' arrow shows the operator the facing angle, relative to target surface. This allows the bucket edge to be accurately positioned square with the target surface.
- Realistic 3D Display – the machine and design surfaces are shown in realistic 3D. The angle and magnification of the views can be changed, allowing the operator to select the optimum view, depending on work conditions.
- Control Box – the Intelligent Machine Control monitor uses a large 12.1 screen for visibility and ease of use. The simple screen layout displays the necessary information in an easily understood fashion. A touch screen icon interface, instead of a multi-step menu, simplifies operation



## WHEEL LOADERS

**Confidence is what operators get from the great balance between power, speed and stability**



Komatsu wheel loaders are comfortable, efficient and productive, making them operator favorites and making production managers heroes. Using innovative hydraulic and drive train technology and rock solid quality, Komatsu loaders are satisfying the toughest quarry and mining production demands around North America. Take a closer look and you'll see products that quarry, construction, and mining managers have discovered will positively impact their bottom lines.

## MID-SIZE WHEEL LOADERS

Hydrostatic drive sets these machines apart. Komatsu small wheel loaders are quick but smooth, powerful but extremely operator friendly and controllable. The operator can use his traction control system to adjust the traction output to match his underfoot and digging conditions.



### WA200-7

HORSEPOWER: 126 @ 2000 rpm

OPERATING WEIGHT: 25,199 - 26,070 lbs.

BUCKET CAPACITY: 2.2 - 3.1 yd<sup>3</sup>

### WA320-7

HORSEPOWER: 165 @ 2100 rpm

OPERATING WEIGHT: 33,731 - 33,984 lbs.

BUCKET CAPACITY: 2.2 - 3.1 yd<sup>3</sup>

### WA320-8

HORSEPOWER: 165 @ 2100 rpm

OPERATING WEIGHT: 34,128 - 34,987 lbs.

BUCKET CAPACITY: 3 - 3.2 yd<sup>3</sup>



# NEW PRODUCT LINE

## Komatsu General Construction undercarriage provides an additional replacement option



**Jim Funk,**  
Komatsu Senior Product  
Manager – Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

### High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk.

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*Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.*



## Field Service

### *Certified technicians service your equipment at your jobsite*

- Scheduled on-site preventive maintenance service
- Emergency repair service available
- Fully equipped service trucks
- Portable diagnostic tools for troubleshooting in the field



Berry Tractor can schedule regular maintenance for your equipment right at the job site. Routine maintenance can be performed during off hours to avoid disrupting your work schedule. Our certified technicians adhere to strict safety guidelines while servicing equipment at your location.

#### Monitor Equipment for Irregularities

If your machines are equipped with KOMTRAX, Komatsu's wireless monitoring system, we will monitor your equipment and alert you to any operational irregularities. Emergency service is available for repairs that can't wait.

#### Portable Diagnostic Tools

Our service trucks are equipped with portable diagnostic tools and everything we need for maintenance and repair procedures. We can change your oil and filters, even estimate the expected date for your undercarriage replacement.

#### 22 Point Inspection

Assure that your equipment is functioning properly with Berry Tractor's 22+ Point Inspection. This complete inspection identifies problems with the engine, cooling system, hydraulic systems, and other critical functions.

## Certified Technicians

### *Komatsu and Berry Tractor partner for continuous training*

- Berry Tractor's technicians are equipment experts
- Komatsu's general training facility offers hands-on experience



#### Berry Tractor's Technicians Are Trained and Tested

Berry Tractor has rigorous training requirements to certify our technicians before they begin servicing your equipment. They undergo extensive technical training on all aspects of equipment operation, including heavy equipment diagnostics, maintenance and repair. Our technicians have experienced training in both classroom settings and on-the-job.

#### Komatsu Provides Training and Support

Komatsu America provides hands on training in its state-of-the-art facility in Cartersville, Georgia, guided by a team of technical specialists. Courses on the function and performance of specific machines cover preventive maintenance inspections, adjusting, testing, troubleshooting and repair.

Component courses focus on engines, transmissions, hydraulics and other systems and include disassembly, assembly and testing. On staff are the Parts Technical Team, a group of service engineers and a highly trained field force to provide expert technical assistance on any equipment service topic.







*Field Technicians Steve Richard and John Schoenenberger service a Komatsu HD465-7EO with 27,000 hours at the APAC Quartzite Quarry in Lincoln, KS.*



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# RETIREMENT



## for Dianna Hofflinger & Jay Davis!



L to R; Carol Bachman-Accounting/BC; Jon Berry-President/BT; Dianna Hofflinger-Retiree/BT; Denise Wickham - Executive Assistant/BC.



L to R; Jay Davis-Retiree/BT; Fred Berry-Emeritus/BC; Aero Sallee-TSE Intelligent Machine Rep.



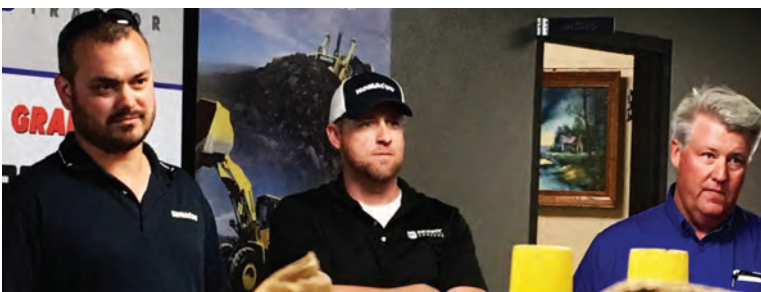
A retirement celebration was recently held at Berry Tractor Wichita for Dianna Hofflinger and Jay Davis. Dianna has been the Credit Manager for 38 years and Jay has been with Berry Tractor since 2006. Jay started in the Parts Department and then transferred to Warranty Administrator.

Dianna plans to use her time enjoying hobbies, crafts and travel. She received a Makita drill and can't wait to use it on her projects. Jay plans to enjoy the outdoors with vegetable gardening, boating, hunting and fishing.

Teri Albers is Berry Tractor's new credit manager and has several years of experience in banking. Her last position was a branch manager. Teri lives in Cheney with her husband Bret. They have three children: Taylor (22), Blake (14) and Brooklyn (6). They enjoy going to the lake, having game nights with cousins, watching WSU basketball (GO Shocks!) and just hanging with family. Teri says "She is excited to be at Berry Tractor and looks forward to putting her past experiences to work and continue to learn more about Berry Tractor."



L: Teri Albers - New Credit Manager for BT; back: David Taylor, Rental Manager. Teri being welcomed to BT by Fred Berry.



L to R; Aero Sallee, Jesse Coleman and Atlee Preheim.



L to R; Teri Albers, Racheal Bird, David Taylor, Jon Berry and Bill Simmon.



# BERRY TRACTOR HAPPENINGS



AGCMO Annual Convention: L to R; Mark Ramsey - Ramsey Excavating; Trent Ramsey - Ramsey Excavating; Travis Yake - Cole Creek Timber.



PCL1250LC-8 shipped to a towboat company out of S. Carolina, sold by Jesse Coleman.



Berry Tractor Springfield Christmas Get Together!

## WELCOME New Employees



Teri Albers  
Credit Manager  
Wichita, KS



Bryan Butters  
Parts Counter Sales  
Springfield, MO



Dalton Ochs  
Parts Counter Sales  
Wichita, KS



Ricky Bordwell  
Mechanic  
Springfield, MO



Brad Robb  
Mechanic  
Springfield, MO



## FEATURED USED EQUIPMENT



**KOMATSU®**

2010 Komatsu GD655-5  
2,329 Hours  
#1033430  
\$ 187,989



 **BOMAG**  
FAYAT GROUP

2013 Bomag C4462 10' Paver  
170 Hours  
#1076632  
\$ 366,012



**KOMATSU®**

2014 Komatsu WA320-7 Wheel Loader  
2,329 Hours  
#1078584  
\$ 144,211



**KOMATSU®**

2014 Komatsu HM300-E ArticTruck - 30 Ton  
4,812 Hours  
#1124991  
*CALL for Price*



# USED EQUIPMENT



MAKE	MODEL	DESCRIPTION	SERIAL	HOURS	YEAR	SELL PRICE
1026304	Komatsu GD655-3E0	GRADER	51787	3,005	2010	\$151,801
1033430	Komatsu GD655-5	GRADER	55035	2,329	2010	\$197,884
1045821	Komatsu HB215LC-1	EXCAV Hybrid	1253	2,993	2011	\$136,737
1066424	Komatsu D65WX-17	DOZER	1395	2,100	2013	\$206,923
1069814	Komatsu GD655-5	GRADER	55515	2,459	2013	\$223,047
1071772	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	80169	2,579	2013	\$150,693
1078282	Komatsu WA380-7 WHEEL LOADER	4.0 YD LOADER	10207	3,366	2014	\$153,857
1078584	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	80296	2,939	2014	\$151,801
1082294	Komatsu WA380-7 WHEEL LOADER	4.0 YD LOADER	A64246	2,830	2014	\$166,289
1082300	Komatsu WA270-7 WHEEL LOADER	3.00 YD LOADER	80125	2,475	2014	\$132,118
1082883	Komatsu WA380-7 WHEEL LOADER	4.0 YD LOADER	10197	3,364	2014	\$156,491
1087589	Komatsu PC210LC-10 EXCAVATOR	20 - 29 TON	A10635	2,862	2014	\$131,745
1088744	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36119	3,934	2014	\$123,126
1094429	Komatsu PC360LC-10 EXCAVATOR	30 - 39 TON	A33646	2,556	2015	\$207,891
1102279	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36517	4,589	2015	\$138,504
1104108	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36396	4,411	2015	\$130,748
1110112	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36241	2,670	2015	\$149,314
1111853	Komatsu WA380-8 WHEEL LOADER	4.0 YD LOADER	A74021	4,737	2015	\$145,855
1112019	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36356	3,788	2015	\$134,072
1113253	Komatsu WA270-7 WHEEL LOADER	3.00 YD LOADER	80811	3,489	2016	\$135,351
1114532	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36245	3,227	2015	\$141,828
1117138	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36550	4,477	2016	\$126,507
1118185	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36465	2,738	2016	\$154,758
1120859	Komatsu HM400-3 ARTIC TRUCK	40 TON	3536	4,141	2013	Call For Price
1121596	Komatsu WA320-7 WHEEL LOADER	3.25 YD LOADER	A36468	5,162	2016	\$115,740
1121671	Komatsu PC360LC-10 EXCAVATOR	30 - 39 TON	A33422	2,705	2014	\$205,437
1124991	Komatsu HM300-3 ARTIC TRUCK	30 TON	3412	4,812	2014	Call For Price
1126613	Komatsu HM400-3 ARTIC TRUCK	40 TON	3729	4,033	2014	Call For Price
1127477	Komatsu HM400-3 ARTIC TRUCK	40 TON	3538	2,721	2013	Call For Price
1146181	Komatsu PC360LC-10 EXCAVATOR	30 - 39 TON	A32966	2,051	2013	\$198,564
1149984	Komatsu HM400-5 ARTIC TRUCK	40 TON	10155	2,638	2015	Call For Price
1152569	Bobcat S590 COMP EQUIP	SKIDSTEER	ANMN13335	2207	2014	\$ 23,799
1152571	Komatsu PC138USLC-10 EXCAV	10 - 19 TON TT	40416	3,140	2014	\$101,579
1152574	Komatsu PC138USLC-10 EXCAV	10 - 19 TON TT	40535	3,365	2014	\$101,579
1154427	Komatsu PC138USLC-2E0 EXCAV	10 - 19 TON TT	2030	6,728	2006	\$ 61,719
1157715	Komatsu PC200LC-7 EXCAV	20 - 29 TON	C50211	8,083	2004	\$ 49,186
1158570	Komatsu HM400-5 ARTIC TRUCK	40 TON	10146	2,438	2015	Call For Price
1159776	Komatsu HM300-5 ARTIC TRUCK	30 TON	10304	2,350	2016	Call For Price
1160728	Komatsu PC240LC-10 EXCAV	20 - 29 TON	90179	1400	2014	\$226,870
1160732	Komatsu PC290LC-10 EXCAV	20 - 29 TON	A25392	2,740	2013	\$208,864
1160910	Komatsu PC200LC-5 EXCAV	20 - 29 TON	A71011	9,936	1993	\$ 28,588
3319589	Komatsu WA250-3 WHEEL LOADER	2.50 YD LOADER	A70169	8,097	1997	\$ 31,429
3322674	Komatsu GD655-3E0	GRADER	51528	5,698	2007	\$ 79,518
1076632	Bomag CR462	10' Paver	D-0462BHD406	170	2013	\$366,012

CALL Bill Simmon for more information 316.943.4246  
or email: [bsimmon@berrytractor.com](mailto:bsimmon@berrytractor.com)

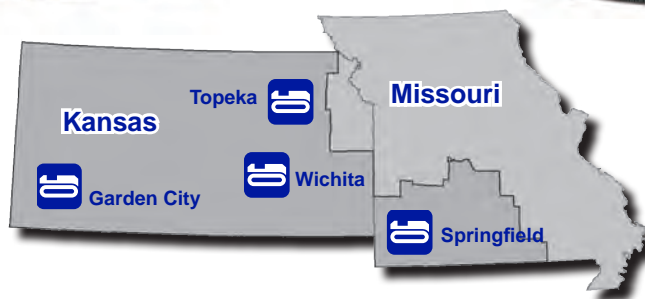
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