



# Inside TraX

A publication for and about Berry Tractor and Equipment Co. customers


BerryTractor.com

December 2017

## GIDEON EXCAVATING, INC.

St. Marys-based contractor succeeds  
by keeping things “small and simple”



GIDEON  EXCAVATING, Inc.

# A MESSAGE FROM the PRESIDENT



Jon Berry,  
President

Dear Valued customer:

Our Country faces an infrastructure crisis. Congested and deficient roadways and unsound bridges are safety hazards. Clean and safe water-supply pipelines are vital to our everyday needs. Yet, we consistently underinvest in these and other basic items. There is talk in Washington about addressing these issues with a \$1 trillion - or more - infrastructure plan, but nothing is concrete, and lawmakers continue to put it off.

We encourage you to contact our representative and push for proper funding to bring our nation's infrastructure well above the dismal D+ grade the American Society of Civil Engineers recently gave it.

A hearty investment in infrastructure would create numerous jobs. It's no secret that the construction industry is in the midst of a labor shortage. We hope that lawmakers can address this topic too with ways to help fund more vocational programs. In this issue of your Berry Tractor Inside TraX guide, you can read how Berry Tractor is taking steps to encourage young people to consider construction as a career.

What could be better than running equipment such as Komatsu Intelligent Machine Control excavators? You can learn about the latest model, the second generation PC210LCXi-11, inside.

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

*Wishing you and your family the best for the holidays.*

Sincerely,

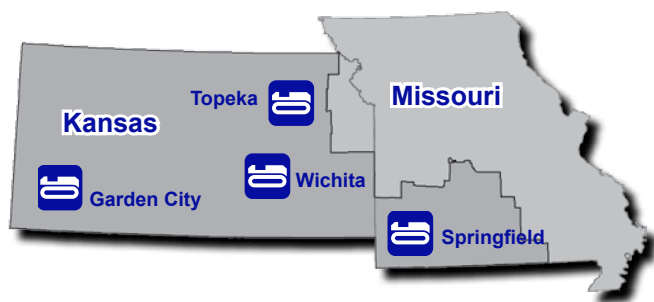
A handwritten signature in blue ink that reads 'Jon Berry'.

Jon Berry,  
President

# Inside TraX

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# GIDEON EXCAVATING, INC.

## St. Marys-based contractor succeeds by keeping things 'small and simple'



**Marvin Gideon,**  
President



**Jason Gideon,**  
Operator

Marvin Gideon opened Gideon Excavating, Inc., in 1997 with his wife, Beth, and one other employee. Their son, Jason, joined the company full time as an operator after earning a degree in civil engineering, bringing the company's employee count to four. It's a size that has worked for the company ever since.

"Our goal has always been to operate on a small scale," said Marvin, who serves as the company's president. "By doing that, we can maintain our quality, which is what we pride ourselves on. We've kept it simple, while adding some services and building strong relationships with customers."

Those long-standing connections have also allowed the company to continue to keep staff numbers low and work in a localized project area that covers nearby Manhattan. Today, Marvin and Jason head the four-person crew that includes Cody Rider and Derek Tyler, while Beth serves as secretary treasurer.

"We run pretty lean, but still have multiple projects going at any one time," shared Marvin. "Cody and Derek

have been with us for several years, and they do a great job. We have extra help on Fridays and Saturdays from people who work part time for us."

Gideon Excavating began by performing pond cleaning, basement digging and land clearing projects, and it has added building pads, demolition, underground-utility installation and other commercial work to its repertoire.

"We do a lot of light commercial work, and we offer a complete site package to our customers," noted Marvin. "We can show up to a site, clear and grub it, install the utilities as well as build the pads and parking lots."

It's a package that customers continue to request.

"The majority of our business is from repeat clients," said Marvin. "New customers have usually heard about us through word-of-mouth. Typically, we handle low-bid projects for contractors who have sought us out. We have developed lasting relationships by producing quality work and staying within the client's budget."

### Manhattan Connections

Gideon Excavating performs jobs in St. Marys and surrounding towns, but Marvin estimates that 90 percent of the company's work takes place roughly a half-hour to the west in Manhattan. There at Kansas State University (KSU) the company recently took on a pair of noteworthy projects. The first saw Gideon Excavating handle the installation of underground utilities and construction of three building pads for KSU's Purebred Beef Unit.

"We put in 3,000 feet of two-inch pipe, 900 feet of sanitary sewer, 700 feet of ductile iron pipe, moved approximately 35,000 yards of dirt and exported nearly 6,000 yards of material during pad construction," recalled Marvin. "The quantity wasn't huge, but we did have some unique challenges. We started in August 2016 and finished six months later, so we worked through the winter and had to remove 21 feet of rock to complete installation."

*A Gideon Excavating, Inc., operator uses one of the company's Komatsu WA320 wheel loaders to fill a truck at a jobsite in Manhattan.*





Komatsu excavators, like the PC210LC (above) and PC88MR (below right), are the go-to choices for Gideon Excavating. “All of our Komatsu excavators – no matter the size – operate and handle the same,” explained President Marvin Gideon. “They have the same metering effects of the hydraulics. That’s something we don’t find as common in other brands.”

The firm also tackled a job at KSU’s College of Business Administration the previous year that included installation of an underground, water-detention center in addition to storm sewer, water, fire and sanitary water lines.

“The water-detention center was one of the first of its kind in the state,” noted Marvin. “It had 4,005 individual tanks that fit together like a large milk crate and sat underneath the parking lot.”

“We assembled the tanks in our shop and it took us three tractor-trailer loads to get them all to the site,” recalled Jason. “We removed close to 1,300 yards of dirt, brought in six inches of rock and compacted it to make a base for the tanks before we could put them in. Then we backfilled and got the site ready for the parking lot to be paved.”

Marvin believes that both projects are good examples of what make the company successful.

“Neither one of them had huge quantities of material or large price tags, but that didn’t mean they were easy,” said Marvin. “They both had unique aspects, and we were able to handle them and deliver a quality final product.”

### Built on Trust

When Gideon Excavating needs equipment, it takes at least three factors into consideration – price, quality of the machine as well as the people and service behind the product. “I’ve always felt that people buy from people,” opined Marvin. “I find somebody who I can trust and work with, and I stick with them. That’s why we continue to go with Berry Tractor and Ron.”

That relationship with Berry Tractor has resulted in Gideon Excavating using Komatsu equipment for nearly 20 years, as the brand’s excavators have been a staple of his fleet since Marvin opened the business.

Continued . .



# 'Visibility from the inside the cab is unmatched'

"All of our Komatsu excavators – no matter the size – operate and handle the same," explained Marvin. "They all have the same metering effects of the hydraulics. That's something we don't find in other brands. The Komatsu excavators are also exceptionally smooth and reliable."

For those reasons, Gideon Excavating deploys a PC210LC for excavation, trenching and demolition applications and uses its PC88MR tight-tail-swing excavator for water line and utility installation.



(L-R) Berry Tractor District Manager Ron Karn calls on Gideon Excavating Operator Jason Gideon and President Marvin Gideon for equipment and service needs.

For building pads and other site-work projects, the company uses its Komatsu D61EX dozers. "The visibility from inside the cab is unmatched," declared Jason. "You can see so much better from inside the D61 than from any other dozer. Plus, they're powerful. We really like them."

Gideon Excavating has a pair of Komatsu WA320 wheel loaders and rents machinery as needed from Berry Tractor.

Marvin appreciates the additional services that come with his Komatsu equipment as well. Berry Tractor provides complimentary service on Gideon Excavating's Tier 4 equipment for the first 2,000 hours or three years of operation through Komatsu CARE. Marvin can also track his equipment via KOMTRAX, Komatsu's remote telematics system.

"Berry Tractor takes care of everything for us," said Marvin. "It's all there on the computer. We can do some maintenance on our own, but we trust Berry with our repairs."



Using a Komatsu D61PX dozer equipped with an aftermarket GPS system, a Gideon Excavating operator grades a building pad.



*Gideon Excavating uses the Komatsu D61EX dozers for building pads and other site-work projects.*

## Looking Ahead

The Gideon family values the opportunity to operate a small, local company with a successful reputation, and it is a model that Jason plans to continue when he takes over the business for his father some day.

“I really like our size and the services that we offer,” said Jason. “I don’t see us getting into applications like streets or paving. We are good at what we do and it works for us. We may add people and go for more jobs, but keeping it lean is the goal.”

While Gideon Excavating’s core services will remain relatively unchanged, it is inevitable that how it completes the work, will shift - sooner rather than later.

“The new technology in our industry is evolving everyday,” stated Marvin. “I remember hearing about GPS for the first time and thinking there is no way it would ever be cost-effective. Today, if you’re not using some form of GPS, you’re wasting time and money.”

“We have an aftermarket GPS system on our dozers and will probably get one of the intelligent Machine Control excavators in the next couple of years,” he continued. “The technology is amazing. As it gets harder to find experienced operators, this technology can bridge that gap. It helps companies of our size compete against bigger firms. It’s the future.”



**KOMATSU**<sup>®</sup>

# YOUR RENTAL SOURCE for HEAVY EQUIPMENT



CRAWLER DOZERS



WHEEL LOADERS



MOTOR GRADERS



EXCAVATORS



INTEGRATED  
GRADE CONTROL



HYDRAULIC BREAKERS



ARTICULATED TRUCKS



BROOMS



COMPACTION



SCREENS & 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 options.

**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.*



# MASTERS OF EFFICIENCY



**Support that matches technology advancements**



Aero Sallee,  
TSE

*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.



# YOUR PROVIDER FOR:



**GRADALL**



**GOMACO**



**TRAIL KING industries**



**BOMAG**  
FAYAT GROUP



**SCREEN MACHINE INDUSTRIES™**

## “BUILD MY FUTURE” EXHIBIT



**B**erry Tractor of Springfield was given a unique opportunity to participate in the 1<sup>st</sup> Annual “Build My Future” Exhibition at the Ozark Empire Fairgrounds. This exhibition was designed to promote and encourage high school students from Springfield and the surrounding areas to consider careers in the Construction and Heavy Equipment industries.

Over 900 students attended this exhibition and were given hands-on opportunities to not only work with the equipment through demonstration, but speak with actual employees in all of the designated areas of Construction and Heavy Equipment. Representatives from a variety of companies, including Springfield Contractors Association, Springfield NEXT, Emery Sapp, Ewing Signal, City of Springfield, MoDOT, Berry Tractor and a variety of others were on hand to provide information and simulations with equipment to encourage more participation in these career fields.

Over the past decade, participation and interest in the Construction and Heavy Equipment fields has decreased and “Build My Future” was designed to demonstrate and show the need and desirability for pursuing careers in these areas, including the ever-growing high technical demands that come with updated equipment and new and innovative procedures that are being used today to solve the complex problems in today’s world. Berry Tractor was proud to show off its line

of the latest Komatsu & Bomag equipment that demonstrated exactly the highly technical abilities that are being developed for today’s needs.

Students were given the opportunity to speak with salesmen, product support personnel and technicians about the different job opportunities and careers that they could pursue. Both male and female students were shown the diverse ways that each student could contribute in these fields.

Berry Tractor was honored to have Jason Baer and Brian Bettencourt participate in this exhibition and looks forward to continued yearly participation in this event. Berry is proud to support today’s youth in furthering their educational opportunities by being a part of such a worthwhile and outstanding event. At this time, next year’s event is already expected to draw twice the crowd from this year and will be setting the precedent for other exhibitions around the State of Missouri, as well as surrounding states.



**KOMATSU**<sup>®</sup>

# WHAT IS PRODUCT SUPPORT?

Consult with Experts; Focus on Your Business Success.

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

Need a hand managing the details of your equipment maintenance and repairs? Need help maximizing the productivity and availability of your machine? Your business can benefit from the equipment services that Berry Tractor and Komatsu have to offer. Berry Tractor PSSRs partner with you. They familiarize themselves with your business, monitor your equipment, and meet your specific needs to keep your machine up and running while minimizing downtime.

Contact your PSSR today to learn about ways Berry Tractor can help you manage your equipment. Some of the additional services offered by your Berry Tractor PSSR are:



- Develop undercarriage management plan that includes inspections using the latest technology
- Providing information regarding maintenance and repair options, allowing you to make the best service decisions for your business.
- Customizing solutions for any equipment repair
- Answering questions about the latest Komatsu technical data
- Reviewing technical data from Komtrax reports
- Discussing repair options
- Supplying items such as ground engaging tools, filters, batteries, hardware, etc.
- Helping to predict when a major component needs repair or overhaul
- Monitoring terms and fulfillment of your Komatsu Care PM Contracts



We carry a broad range of equipment—wheel loaders, crawler dozers, excavators, motor graders, articulated trucks, rigid frame trucks, soil compactors, asphalt compactors, pneumatic tire compactors, landfill compactors, crushers, screens, conveyors, asphalt pavers, concrete pavers, curb and gutter machines, construction brooms, material trailers and equipment trailers. Berry Tractor sells only the most reliable equipment brands – Komatsu, BOMAG, CedarRapids, Gomaco, Gradall, Screen Machine Industries, Superior Broom, Trail King, Telesmith, Masaba, Mauldin, Montabert / Tramac, Hensley, and Wacker Neuson to name a few.\*



## PARTS

- Komatsu's regional parts depot in Ripley, TN assures quick availability
- Berry Tractor maintains a multimillion dollar parts inventory
- Parts for Any Brand, Any Model
- Quick Delivery
- Remanufactured OEM Parts Are Available
- Used Parts available for Komatsu and other manufacturers



## SERVICE

- Field Service - Certified Technicians service your equipment at your job site
- Shop Service - State-of-the-Art Equipment, Factory Trained Technicians



## KOMATSU CARE

Our exclusive service program featuring complimentary factory scheduled maintenance. Imagine effective and efficient-running equipment at a lower cost of ownership for the first 3 years/2000 hours.



## KOMTRAX

KOMTRAX is Komatsu's remote monitoring system. KOMTRAX or KOMTRAX Plus is standard equipment on most new Komatsu machines, with free monitoring services to the original owner, transferable under most circumstances. KOMTRAX is also available as a retrofit for older Komatsu and non-Komatsu machines.



## PLANNED MAINTENANCE

A well-planned maintenance program can save you significant money over the life of your equipment by keeping it operational and extending its life. Consider what a single catastrophic failure, due to improper maintenance can cost, in terms of increased repair costs, loss of production, rental or backup machine, idle personnel and equipment, and /or disruption of schedules.



## REMANUFACTURED PRODUCTS

From a major component replacement to a complete second-life machine rebuild, we have the genuine Komatsu Reman components to fit the needs of your business. Backed by Komatsu's Component Quality Assurance Program, we have the Komatsu Reman parts you need for both unexpected downtime, or planned rebuilds and repairs that help protect your component core value



## OIL & WEAR ANALYSIS (KOWA)

Analyzing engine oil and other fluids is the best way to look inside a machine's engine and powertrain. It can help you identify trends and make informed repair and maintenance decisions. The Komatsu Oil & Wear Analysis (KOWA) program allows you to pinpoint and solve equipment problems by providing a full range of information on both the lubricant and the machine that can support your operations and maintenance decisions.



## TRACK MANAGEMENT (TMS)

Correctly managing the undercarriage of your excavators and crawler dozers is critical to their service life and productivity. A "Run to Destruction" approach is not always the best option. Based on your machine's application and the amount and type of wear, your Berry Tractor PSSR can develop an appropriate undercarriage management program to better schedule necessary service.



## AFTERMARKET PARTS FOR ALL BRANDS

### Oil Program



### Heavy Duty Filtration Products



Luber-finer® provides premium filtration solutions for fleets operating vehicles on-highway as well as for off-road applications such as heavy construction, mining, agriculture, the oil and gas industry, and marine.



### Parts Manufactured to New Original Equipment Standards



- Undercarriage
- Repair Parts
- Engine Parts
- Drive Train



## SCHEDULE 179 TAX REDUCTION



### What is Section 179?

Section 179 was designed with businesses in mind. That's why almost all types of "business equipment" that your company buys or finances qualifies for the Section 179 deduction.

All businesses need equipment on an ongoing basis, be it machinery, computers, software, office furniture, vehicles, or other tangible goods. It's very likely that your business will purchase many of these goods during the year, and will do so again and again. Section 179 is designed to make purchasing that equipment during this calendar year financially attractive.

Section 179 can provide you with significant tax relief for this 2017 tax year, but equipment must be financed and in place by December 31, 2017.

### How much can you deduct?

Until further notice, Section 179 is permanent at the \$500,000 level. Businesses exceeding a total of \$2 million of purchases in qualifying equipment have the Section 179 deduction phase-out dollar-for-dollar and completely eliminated above \$2.5 million. Additionally, the Section 179 cap will be indexed to inflation in \$10,000 increments in future years.

50% Bonus Depreciation will be extended through 2019. Businesses of all sizes will be able to depreciate 50 percent of the cost of equipment acquired and put in service during 2015, 2016 and 2017. Then bonus depreciation will phase down to 40 percent in 2018 and 30 percent in 2019.

Section 179 can provide you with significant tax relief for this 2017 tax year, but equipment and software must be financed and in place by midnight December 31, 2017.

*Note: This is provided as a courtesy to equipment buyers and should not be construed as tax advice or as a promise of potential tax savings or reduced tax liability. Please contact your own CPA or tax attorney to see how this may apply to your situation.*



# SECOND-GENERATION PC210LCi

## New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up

to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

### Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■

### Quick Specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.





***“Superior Quality and Performance!”***





## FEATURED ATTACHMENT

# RDM52EX EXCAVATOR FORESTRY MULCHER



Advanced Forest Equipment



## MAXIMIZE MULCHING POWER & PRODUCTION

Powerful, Profitable Forestry Mulcher with RDM Technology fits on different excavator models - call us to see which mulcher fits your excavator! No Power Booster required!

When you see a RDM Forestry Mulcher working in the field you'll notice several things:

- 1) No extra power pack! Our RDM technology transfers more power to the attachment, eliminating the need for expensive extra hardware.
- 2) Works fast! RDM forestry mulcher owners report as much as 40% increase in productivity. That's good for the land, good for our customer and your bottom line.
- 3) You'll be surprised to see how much work can be accomplished with a small carrier. RDM technology is so efficient, even a smaller, lighter excavator can easily do the work— that saves you money!

The RDM Series is built contractor tough! The ridged steel mounting system is so rugged that it allows you to pick your excavator up and turn on a dime.

It also showcases our Digging Spade feature which is designed to load logs, pull out tree stumps and aids when moving the excavator. You can mulch an overgrown road and restore it back to nearly new. This is the most versatile and advanced mulching attachment in the industry! The Rexworth hydraulic motor used in the RDM52EX is the best in the industry. We build our attachments to match your current thumb and quick coupler.

*Please note, matching up the right mulching attachment to a specific carrier will determine how well the mulcher package will function in your region. We highly recommend reviewing your machine before purchasing a forestry mulcher.*



# BERRY TRACTOR SPONSORS

## RED HILLS CEDAR RODEO



*L to R: Clayton Shively, Sales/Berry Tractor, Ted Alexander, Brian Alexander of Alexander Ranch, Jesse Coleman, PSSR/Berry Tractor.*

**B**erry Tractor spent the last day of summer 2017 hosting lunch for the Red Hills Cedar Rodeo west of Medicine Lodge in rural Barber County, KS. The crowd of approximately 75 attendees (dealer reps, end users, and land owners) enjoyed grilled burgers and hot dogs while talking to one another about land management, equipment and best practices.

The event, coordinated by Ted and Brian Alexander of Alexander Ranch, was intended to bring awareness to land owners about the benefits of red cedar removal and prescribed burning. Brian (aka The Red Hills Rancher), has done some great things to his 7000-plus acres over the last year with the help of his Komatsu PC290LC-11, which is equipped with a RDM52EX mulcher by Advanced Forest Equipment.

Brian began his quest to remove both dead, and invasive live Eastern Red Cedar trees from his land following the devastating Anderson Creek fire of 2016, which burned almost 400,000 acres in Kansas and Oklahoma. It's estimated that the Eastern Red Cedar consumes 40 gallons of ground water per day, and since beginning his removal of the species, Brian has gotten creeks to begin flowing once again on his land. That water flow is vital to the cattle grazing operation at Alexander Ranch.

Something else that is vital to the operation is the fuel savings that Brian enjoys from his PC290LC-11, which he says is a substantial amount over competitive models, all without affecting the performance of the mulcher attachment.



*Sean Buchanan,  
Berry Companies  
Inc.*





*L to R: Clayton Shively, Sales/Berry Tractor, Ralph Rogge of Rogge Excavating and Jesse Coleman/PSSR Berry Tractor.*

*L to R: Roy Henson, Owner of State Line Land Management and Nathan Sciara.*



# 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.



# KOMATSU<sup>®</sup> UNDERCARRIAGE

Komatsu  
Undercarriages Meet  
the Challenge



Komatsu Undercarriages Offer the Highest Value and Performance for Your Machine

Komatsu supplies undercarriage for all applications and ground condition. From utility, construction and mining, for dozers, excavators and shovels, Komatsu has you covered. Komatsu undercarriage is designed for each machine to deliver long life and reliable performance.

If you're running a tracked machine, it's the one area of your equipment that is guaranteed to wear out sooner or later. So why not ensure that you're getting the most bang for your equipment maintenance dollar? At Berry Tractor, we have trained and experienced Product Support Sales Representatives (PSSR) that are here to help ensure that you're getting all that you can from your undercarriage. Regular undercarriage inspections by a PSSR will tell you how far the components are worn, and how much life you have left. And when the time comes to replace those components, they can help find you the best option for your application and budget.

Komatsu has become the industry leader in undercarriage component longevity with their new Undercarriage Assurance Program, which is a proration style plan aimed at ensuring that you get every ounce of life out of your Komatsu Genuine Undercarriage components. Contact your PSSR for details and restrictions.

When component replacement is required, our PSSRs can help find the right option for your equipment's application, along with your budget. We want to make sure you get the right components at the right price, whether it be Komatsu Genuine Parts or an aftermarket alternative. And we're not limited to Komatsu; our PSSRs, parts, and service departments are equipped to help you with all makes of heavy equipment.



HM400-5

# HM400-5 ARTICULATED TRUCK



## General Features:

- Rear View Monitoring System
- Center-located Operator Seat
- Short Nose
- Round Convex Mirrors & Standard Heated Rear View Mirrors
- LED Rear Combination Lamps (Standard)
- Hydraulically Controlled Wet Multiple-disc Brakes and Retarder
- Secondary Steering
- Secondary Engine Shutdown Switch



*Photos may include optional equipment.*

### Horsepower

Gross: 473 HP 353 kW  
Net: 466 HP 348 kW

### Payload

44.1 tons 40.0 metric tons

### Body Capacity

Heaped (SAE 2:1): 31.4 yd<sup>3</sup> 24.0 m<sup>3</sup>





2012 Komatsu D65EX-17-U, #1057640, 4522 hrs. \$ 130,500



2014 Komatsu WA-320-7-U, #1152577, 3000 hrs. \$ 114,000



2012 Komatsu PC160LC-8-R, # 1123795, 3645 hrs. \$ 87,750



2015 Wecker Neuson, 81W28 #1151773, \$ 40,345

Year	Model	Hours	EQ#	SN#	Price
2000	SCALPING SCREEN		1050565	10505658	\$ 12,500
2013	4043T-R	1045	1079244	AC2731	\$250,000
2011	516T SPYDER-R	2345	1047893	D516T-SPY-0-AA2498	\$109,750
2011	612W-R	1070	1043086	D6212-B-AA2459	\$ 89,500
2006	BW278AD-4-R	676	3323214	501012	\$ 49,900
2013	BW284-R	217	1077506	901A22911062	\$ 95,000
2013	CR462-N	170	1076632	D-0462BHD406	\$366,013
2006	D65EX-15E0-U	6348	1039704	70963	\$ 88,000
2012	D65EX-17-U	4522	1057640	1582	\$139,500
2014	D65EX-17-U	1300	1084197	2096	\$185,000
2007	D65WX-15E0-R	3263	1046344	69046	\$104,500
2013	D65WX-17-R	1680	1066424	1395BT	\$215,000
2016	DT80K-R	175	1121783	816221	\$ 42,000
2016	DT80K-R	391	1126360	816353	\$ 41,000
2016	DT80K-R	220	1126361	816352	\$ 42,000
2007	GD655-3EO-R	5585	3322674	51528	\$ 75,542
2006	GD655-3EO-R	5806	3323094	51622	\$ 80,000
2009	GD655-3EO-R	7249	3323310	51680	\$ 70,000
2011	HB215LC-1-R	2620	1045821	1253	\$129,900
2006	PC078MR-6-R	3868	1046213	3568	\$ 30,000
2014	PC138USLC-10-P	3131	1152571	40416	\$ 96,500
2014	PC138USLC-10-P	3360	1152574	40535	\$ 96,500
2012	PC160LC-8-R	3645	1123795	25345	\$ 87,750
2007	PC300LC-7E0-R	6241	1050373	A88720	\$ 89,000
2006	PC300LC-8-R	5560	1049896	A90426	\$ 83,500
2013	PC360LC-10-R	3213	1107389	A32556	\$149,900
2004	TK110HDG-U	N/A	1115657	1TKJ050394M125744	\$ 39,900
2004	TK20-U	N/A	3322998	1TKC0252X4M036739	\$ 17,000
2012	TK24LP-N	N/A	1057663	1TKC02620CM047021	\$ 12,679
2007	TK54BDU-U	N/A	3319366	1TKS04023VM127870	\$ 15,793
2012	TK70SA-U	N/A	1051446	1TKA04827CM109076	\$ 54,902
2015	TKT50LP-U	N/A	1103913	1TKC03036FR026902	\$ 32,680
2011	WA320-6-U	4025	1050224	A35251	\$ 90,000
2014	WA320-7-U	3000	1152577	A36143	\$114,900
2012	WA380-7-R	2922	1050525	A64133	\$125,000
2007	WB146-S-R	2323	3322951	A24255	\$ 28,588



2014 Komatsu PC138USLC-10-P, #1152571, 3131 hrs. \$ 96,500



2007 Komatsu GD655-3EO-R, #3322674, 5585 hrs. \$ 75,542

**CALL Bill Simmon  
for more information  
316.943.4246**

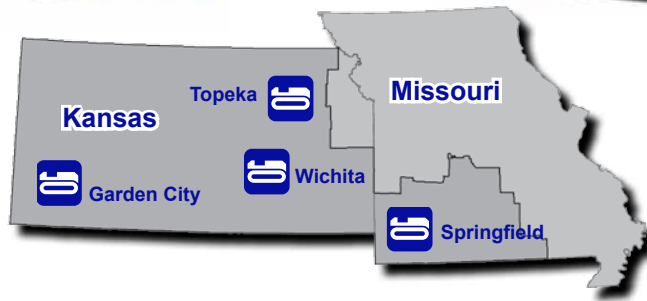
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