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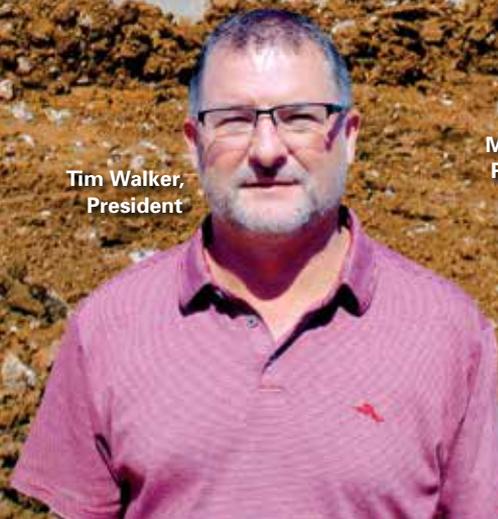
Covenant Constructors, LLC

See how integrity, trust and respect guide Nashville company's rapid growth



Tim Walker,
President

Michael Dickson,
Project Manager/
Estimator



A MESSAGE FROM THE PRESIDENT



Chris Gaylor

Passing
knowledge
through
technology



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Dear Valued Customer:

Charles Dickens once wrote, "It was the best of times, it was the worst of times." Although that may be a bit of an exaggeration in relation to the current state of construction, it does seem somewhat fitting. During the past several years, the industry has enjoyed significant gains across nearly every market sector, and unemployment is low.

On the flip side is the continuing struggle to find construction workers, specifically equipment operators. Industry groups have taken steps to recruit and retain new people to fill the numerous open positions. As people retire or otherwise leave the industry, they take a wealth of knowledge with them.

Komatsu is committed to making new dozer operators as productive as possible, as quickly as possible with its new Proactive Dozer Control logic that interprets data and makes decisions that mirror seasoned operators. Read more about how this intuitive technology can deliver productivity gains within 6 percent of an experienced operator on select Komatsu dozers.

Speaking of dozers, if you are in need of a large, low-ground-pressure machine, Komatsu's new D155AX-8 LGP is a great fit. It's especially good for applications such as energy and pipeline work. Find out more inside.

There are a couple of interesting case studies in this issue of your Power Equipmenteer magazine. One focuses on how a contractor gets jobs done faster and more efficiently with an *intelligent* Machine Control dozer. The second, takes a look at a governmental entity that's seeing similar results with a Komatsu GD655 motor grader.

Finally, I encourage you to check out the CONEXPO-CON/AGG preview that provides some insight into what you will find at the triennial event that will be held in Las Vegas in March. We've included a location map to help you find your way around. I hope you can make it to the "World's Largest Heavy Metal Show" in 2020.

As always, if there is anything we can do for you, please call or stop by one of our branch locations, or contact your Power Equipment sales representative.

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President



THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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COVENANT CONSTRUCTORS, LLC

Integrity, trust and respect guide Nashville company's rapid growth



Tim Walker,
President

Tim Walker had made his living in the construction industry for more than 30 years. During that time he paid attention, taking mental notes, hoping that one day he would lead his own company and be the one making the decisions. That day arrived in February 2017 when he started Covenant Constructors, LLC in his adopted home of Nashville.

"I was working for a company in Michigan and came to Tennessee in 2009 for a project," he recalled. "When they started talking about going back near the end of 2015, I decided to stay. I always knew I wanted to finish my career by doing my own thing, so I started looking into what it would take to accomplish that."

With a plan in mind, he sought financing to get the ball rolling.

"I thought about this for years, so once I got the opportunity, I took it," said Walker. "I found an investor who was willing to take a chance on me and put up the capital to get started."

To build a staff, Walker first turned to a former colleague, Michael Dickson. At the time, Dickson

was running his own operation; however, he gladly joined his friend in the new venture.

"I was doing pretty well with small jobs; then Tim called, and I decided to help him get started," said Dickson, who is Project Manager/Estimator. "We had a friendship from working together. He is a good guy, and I was excited to get going."

In short order, Covenant Constructors found its groove as it started with a single crew of five employees who handled site-development projects in and around Nashville. Within a year, that number was up to 19 employees and then nearly 60 were on the payroll by the end of year two.

Forget a five-year plan. In just shy of three years, Walker achieved his original target.

"My goal was to eventually reach \$20 million," shared Walker. "In 2019 alone, we have \$27 million worth of contracts on the books. We've far exceeded my expectations."

Prosperous relationship

An excellent staff and attention to detail helped build Covenant Constructors' reputation while developing solid bonds with large contractors fueled its growth.

"One of the main reasons we've essentially tripled in size each year is good relationships with our customers," stated Walker. "We have one client that's really sparked our growth through the amount of work they've hired us to do."

Covenant Constructors recently completed a major project outside of Nashville called Burkitt Ridge. The 800-home, mixed-use development in Nolensville features townhomes, condos, single-family homes, coffee shops, restaurants and other businesses.



Michael Dickson,
Project Manager/
Estimator

A Covenant Constructors operator puts a Komatsu *intelligent* Machine Control PC210LCi excavator to work digging a utility trench.





Using a Komatsu *intelligent* Machine Control PC360LCi excavator, a Covenant Constructors operator loads the company's HM300 truck while simultaneously grading a pad at Burkitt Ridge subdivision in Nolensville, Tenn. "It's a lot more efficient," said Project Manager/Estimator Michael Dickson. "With the PC360LCi, he is able to dig and fill the truck while remaining on grade."

Walker and his crews moved more than 300,000 yards of material, graded building pads for the structures and installed nearly 20 miles of utilities.

"This was one of our largest projects," said Walker. "When we showed up, this was a completely undeveloped location. We took the project to subgrade and ready for vertical construction. That's typical of what we do; there was just a lot more of it here."

Crafting a fleet

Before Covenant Constructors could tackle any projects, it needed equipment. Walker was selective during this process as he wanted to assemble a modern fleet with the latest GPS technology. That quest led him to Komatsu *intelligent* Machine Control equipment from Power Equipment Company and Territory Manager Joe Tant.

"I'm a big technology guy," noted Walker. "I believe in giving operators what they need to do their jobs better. I had it in my mind that I wanted to go with the intelligent machines, and that was that. There was no doubt."

That mind-set prompted Covenant Constructors to amass one of the most advanced and robust *intelligent* Machine Control fleets in the Nashville area, boasting



WA270 wheel loaders and D61PXi and D65EXi dozers in addition to excavators ranging in size from a PC210LCi to a PC360LCi.

"All of our utility excavators are intelligent machines," said Dickson. "There's so much value in using them. Our models are built with utilities in them, so our operators are able to basically have the set of plans in the machine. It cuts down on surveying and staking tremendously. While we're still learning how to best use them, the savings and results are already there."

"The D61PXi and D65EXi have also been very good," he continued. "They do what the model tells them to do, and it's accurate. I wouldn't use a standard dozer to grade again."

Added value

Having trusted partners in Tant and Power Equipment Company is a valuable asset for Covenant Constructors.

Continued . . .

'Komatsu CARE has been great'

... continued

"Aside from a couple of rental machines, our fleet is primarily Komatsu equipment, and Power Equipment is a big reason why," said Walker. "Without the support of Joe and everyone there to keep us rolling, I don't know where we would be."

Power Equipment Company Territory Manager Joe Tant (center) calls on Covenant Constructors' President Tim Walker (left) and Project Manager/Estimator Michael Dickson. "Without the support of Joe and everyone there to keep us rolling, I don't know where we would be," said Walker.



With Covenant Constructors' rapid growth, its equipment needs are ever-changing. Managing the evolving equipment is an ongoing exercise.

"We meet weekly to determine what equipment is necessary," said Walker. "If there is a need, and it makes sense, we'll purchase a machine. If it's short-term, we'll rent it. Whatever the situation, we call Joe and he takes care of it. We trust that Power Equipment will get us what we need and work with our best interests in mind."

In addition to equipment, services like Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours, have also been very beneficial.

"We don't have a mechanic on staff, so Komatsu CARE has been great," shared Walker. "We use Power Equipment for all of our service and extend the program past the initial offering. They make it so we don't need to hire a mechanic."

Recalibrating a plan

The rate of growth has been astonishing for Covenant Constructors, and Walker knows what comes next will include a heavy dose of the things that got the company to this point.

"Our progress is a credit to Michael and employees like (Grading Superintendent) Meredith Norris and (Pipe Utility Superintendent) Billy Davis," said Walker. "They've been integral in our success in the field. I believe that if you treat people right, everything will work out."

"This is a relationship-driven business," he added. "We're here for our clients. The back of our shirts say 'Integrity. Trust. Respect.' Those are the things that drive us."

As for expansion, Walker says the company will take a measured approach.

"We're going to take it one day at a time and see what the Lord has in store for us; he drives everything," he said. "We'd like to get into more DOT and highway work; however, we'll see what happens. We'll gobble up what comes along, and if we can't, we'll pass it along." ■



An operator uses one of Covenant Constructors' Komatsu WA270 wheel loaders to help set a concrete form.

Komatsu *intelligent* Machine Control equipment, like this D65EXi dozer, makes up a significant portion of Covenant Constructors' fleet.



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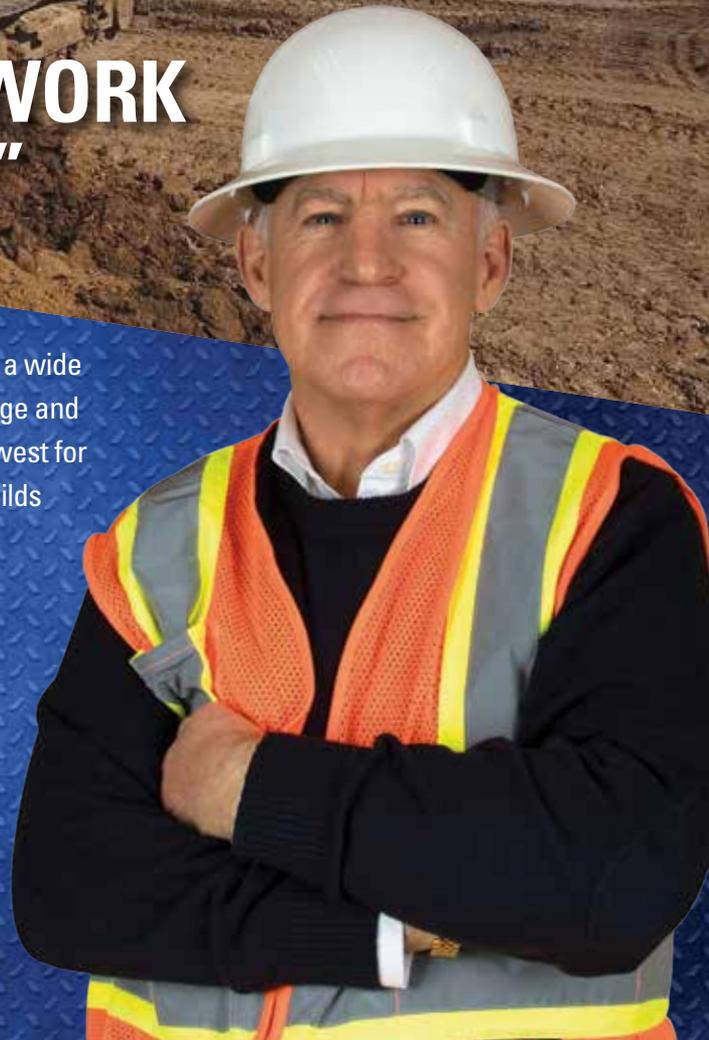
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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint

has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not be disappointed," said Mary Erholtz,

Continued . . .



Gearing up for 'best possible experience'

... continued

CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience

returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT); and the impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

"The main goals of the Tech Experience are to drive awareness and adoption of new technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader," said Cevero. "Our plan is to demonstrate how the three areas will transform the contractor's business of the future."



Be sure to visit with our manufacturers at CONEXPO-CON/AGG in March.

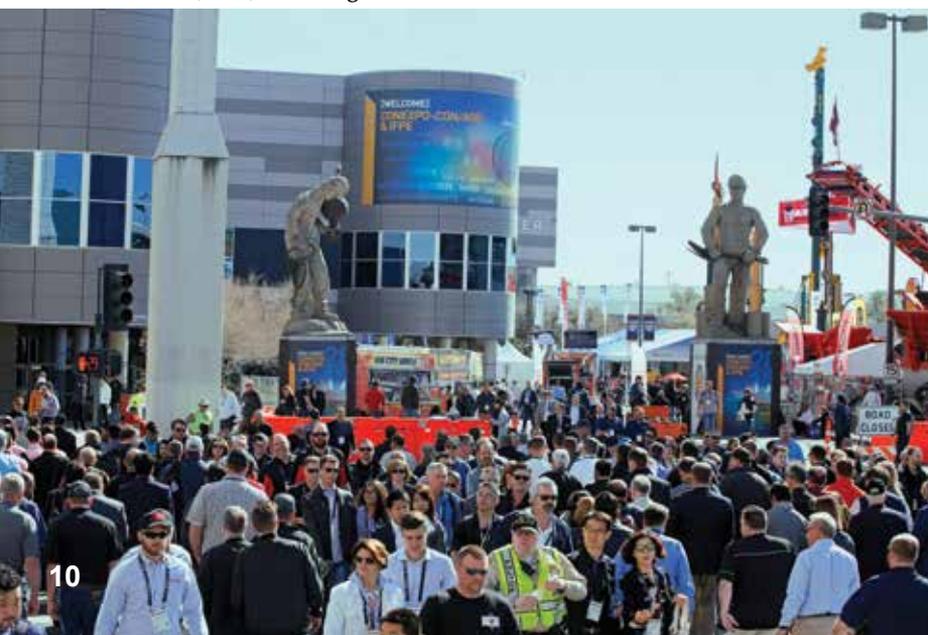
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North America's largest trade show, CONEXPO-CON/AGG will feature the latest in equipment and innovation from every key construction-related sector. It is slated for March 10-14, 2020, in Las Vegas.

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■



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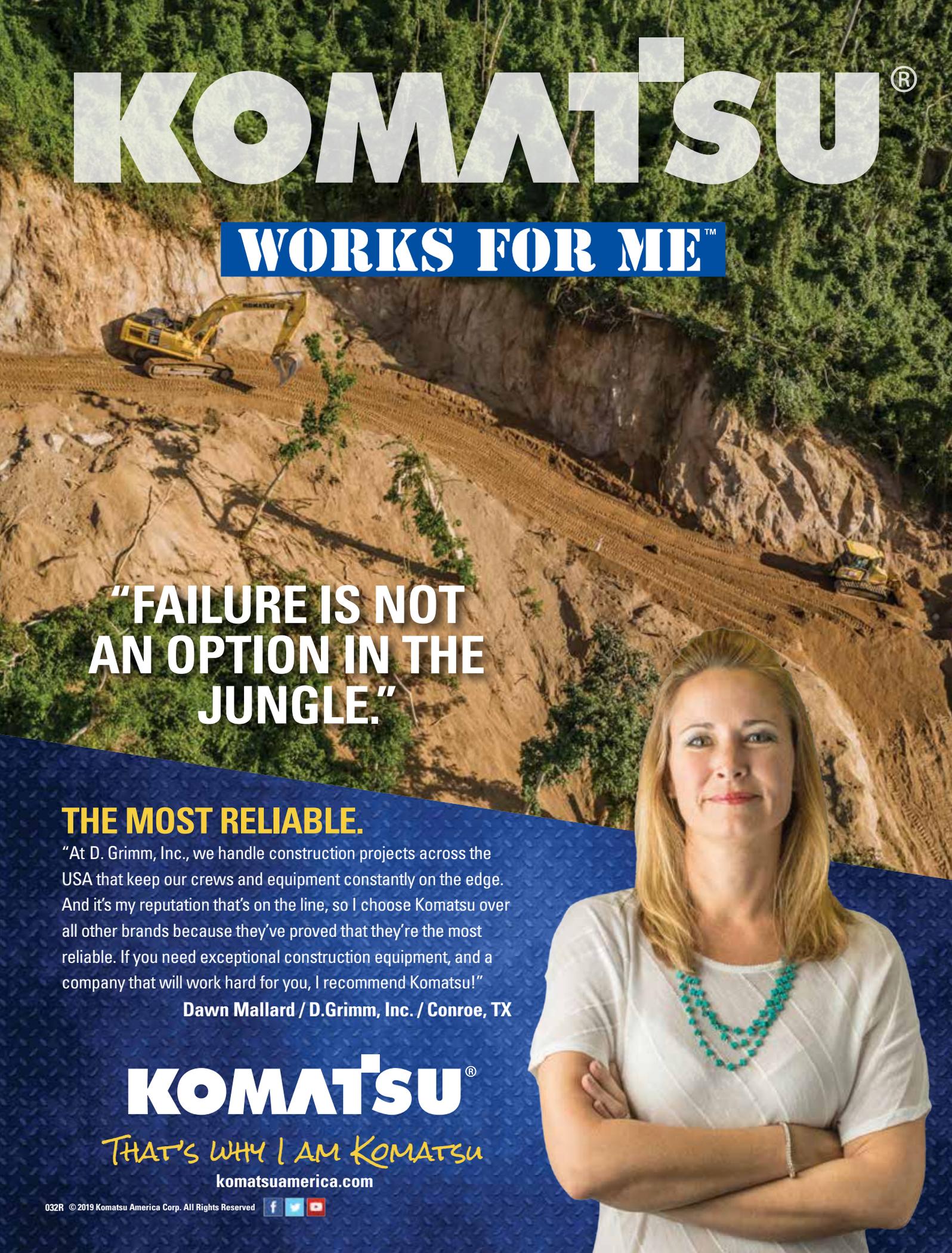
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WHAT IS THE COST OF SAFETY?

Investing in workers' well-being is good for the bottom line, your company's standing in the industry

It may seem callous to look at worker safety from the standpoint of profit versus cost. Let's face it, there are those who don't see the value in making the necessary investment in jobsite safety. They may espouse "safety first" and have signage reflecting this message across their jobsites. Yet, when it comes to application, the message falls short, and they end up playing Russian roulette with their workers' well-being.

Hopefully you aren't one of those who subscribe to this perspective on safety. Even those who make a concerted effort to maximize safety on their sites need occasional reinforcement as to why this investment pays off. As for those who don't, here's a breakdown of the costs of worker injuries and fatalities in hard terms that might just prompt them to reassess their current approach.

By the numbers

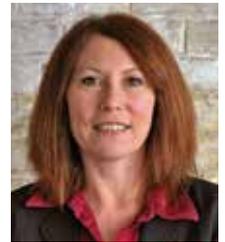
According to National Safety Council estimates, the cost of work injuries per worker in 2017 was \$1,100 (this is not the average). The cost per injury requiring medical consultation/attention was \$39,000, while the cost per fatality was a whopping \$1.15 million. These figures include estimates of wage losses, medical bills, administrative expenses and employer costs, but not property damage, except that to vehicles.

Now, add the potential expenses of fines should an employer be found negligent in the incident. As of January 2019, the maximum penalty amount per willful or repeat violation was set at \$132,598 per violation. Keep in mind that most accidents on construction jobsites typically result in multiple violations. Such estimates are based on the direct costs of workplace injuries and illnesses. There are indirect costs that must be factored in as well.

Perhaps a better way to view safety is not as a cost but as a long-term investment in your company's profitability. One way safety has a direct impact on the bottom line is in workers' compensation insurance costs. A company with a good safety record will typically pay far less in premiums per year than one with a higher experience modification rating.

To delve even further into the benefits, Dodge Data & Analytics began conducting studies on safety management practices in the construction industry in 2012. Conducted every three years, the study results consistently show that contractors experience a payback from their safety investments, including a positive impact on their budgets and ability to find new work, a reduction in reportable injuries and better staff retention, among other outcomes. Implementing safe practices is well worth the investment. ■

Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared on the For Construction Pros website. To read the article in its entirety, visit www.ForConstructionPros.com/21081057.



Becky Schultz,
Editor,
Equipment Today

Becky Schultz says a commitment to safety has a direct impact on a company's bottom line and its reputation, making implementation of safe practices well worth the investment.



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PROACTIVE DOZING CONTROL

New intuitive technology uses real-time data collection to mimic actions of experienced operators

Construction companies continue to face a growing shortage of operators. Whether they retire or leave for other opportunities, firms often struggle to find new personnel with the skills and knowledge to replace them.

Komatsu aims to help bring newer operators up to speed faster with the intuitive technology of its Proactive Dozing Control logic. The GPS-grading system is designed to collect and interpret data and make decisions that mimic those of seasoned professionals. The system is available on four dozers: D51EXi-24, D51PXi-24, D61EXi-24 and D61PXi-24.

“Like an experienced operator, Proactive Dozing Control logic understands what the terrain around the machine looks like and decides on the appropriate action such as

whether to cut and carry material, spread or fill that material or whether it should be finish grading,” explained Derek Morris, Product Marketing Manager, *intelligent Machine Control*. “The system provides the real-time position of the dozer on the jobsite to create a highly accurate elevation for it to drive the blade to the precise grade needed.”

Improving productivity

Proactive Dozing Control logic can be used from first pass to last to perform auto-stripping, auto-spreading, high production dozing and finish grading. Morris stated that it gives operators the ability to use dozers to their full capacity, leading to increased utilization, better return on investment and greater production.

Continued . . .



Derek Morris,
Product Marketing
Manager,
*intelligent Machine
Control*

▶ VIDEO



Proactive Dozing Control logic understands what the terrain around the machine looks like and decides whether to cut and carry material, spread or fill with it or whether it should finish grade, just like an experienced operator. The integrated GPS grade control system works from first pass to last to perform everything from auto-stripping to final grading.

'Entirely new level of efficiency'

... continued

Morris added that owning and operating costs are also lowered because wear and tear on the machine is reduced with automated operation, including minimized track slippage during operation, which lengthens undercarriage life.

"Proactive Dozing Control logic opens up a world of application possibilities for machine control technology," said Morris. "Traditionally, GPS machine control focused on finish grading, which meant that operators only used the technology approximately 10 to 20 percent of the time. Proactive Dozing Control logic is a game-changer because the

integrated system now lets operators use automation any time."

A difference in data

Morris emphasized that Proactive Dozing Control logic collects real-time data from the tracks, a significant difference from traditional blade-mounted aftermarket systems.

"Conventional systems only understand the position of the blade and capture data at the cutting edge, so when an operator backs up and raises the blade, he or she could potentially be capturing false data," said Morris. "Because our data is collected at the tracks, that's not an issue.

"We took the data that was always naturally available and provided it directly to the machine, making it highly intelligent and giving the dozer awareness of the terrain around it," Morris continued. "The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

"By using the tracks, we have created machine control that is far more advanced, offering an entirely new level of efficiency," he added. "Whether you are an experienced operator or someone new to the job, Proactive Dozing Control logic enables precision work every time, making operation easier and more productive." ■

With Proactive Dozing Control logic, data is collected at the tracks and provided to the machine, making it highly intelligent and giving the dozer awareness of the surrounding terrain.

"The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator," said Derek Morris, Product Marketing Manager, *intelligent Machine Control*.



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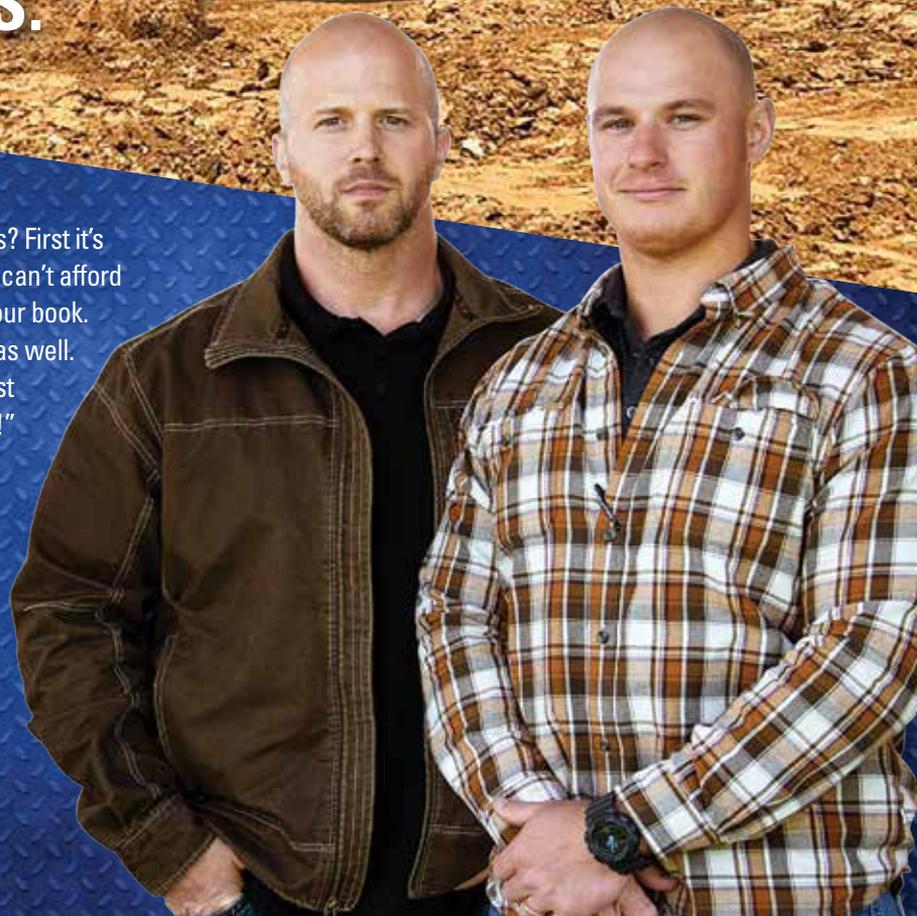
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Discover more

NEW SPECIALTY DOZER

Machine minimizes ground disturbance while providing high production on sensitive jobsites

Equipment users often balance the need to minimize ground disturbance while maintaining high production. That can be especially challenging for larger tracked equipment. Komatsu's new D155AX-8 LGP (low ground pressure) dozer strikes the right balance.

"The D155AX-8 LGP's newly designed eight-roller undercarriage distributes weight and provides optimum balance and traction while reducing ground pressure," said Komatsu Product Manager Chuck Murawski. "Previously, there were few machines with those attributes in this size class. Now, the D155AX-8 LGP is ideal for mining and reclamation operations, especially mine-site applications such as leach-pond cleanup, tailing, settling and drainage-pond work, as well as liner installations."

Murawski illustrated that despite a heavier operating weight than a standard model, the D155AX-8 LGP's longer and wider tracks maintain the lowest-in-class ground pressure of 7.7 psi. The ground contact area is increased by 72 percent, improving flotation in soft conditions and reducing ground pressure by up to 47 percent. The D155AX-8 LGP has a 12-percent wider track gauge and 9-percent longer track on ground than a standard D155AX-8.

Fewer passes to move more

"The D155AX-8 LGP is excellent for applications that require low ground pressure and can be especially useful for energy and pipeline work, as well as mining," said Murawski. "When equipped with 38-inch extreme service shoes, angle blade and towing winch, it has a higher operating weight compared to competitors. That increases usable drawbar pull when using a powerful towing winch."

Murawski added that the dozer can be equipped with either a 12.9-yard semi-u blade or a 9.6-yard angle blade. Optional rear attachments include a counterweight with rigid drawbar, hydraulic winch, long drawbar and a multi-shank variable pitch ripper.

"The D155AX-8 LGP can move large amounts of material, while the wider cutting edge reduces the number of passes needed when grading," said Murawski. "For applications that don't require an angle blade, the higher-capacity semi-u with dual tilt and pitch hydraulics is a great choice. For sandy soil applications, an abrasion-resistant spec with rotating bushing undercarriage is available." ■



Chuck Murawski,
Komatsu Product
Manager

Brief Specs for Komatsu's D155AX-8 LGP Dozer

Model	Net Horsepower	Operating Weight	Ground Pressure
D155AX-8 LGP	354 hp	92,800-100,000 lb	7.7 psi

The new D155AX-8 LGP's eight-roller undercarriage provides excellent traction and optimum balance while reducing ground pressure, said Komatsu Product Manager Chuck Murawski.





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HEAVY-DUTY DIRT MOVER

D65PXi-18 dozer checks all the right boxes, boosts productivity



Jeff Peterson,
President

James Peterson Sons, Inc., wanted to boost its productivity for a recent 200-acre site development project. To accomplish that, it required a dozer that could handle the varying job tasks while also moving serious quantities of dirt.

“We needed a machine that could push; cut and fill; place topsoil; shape slopes on ponds; and move a lot of dirt,” said President Jeff Peterson. “The D65PXi checked those boxes.”



Tim Peterson,
Vice President

When the dozer arrived in late 2018, it was the first Komatsu D65PXi-18 sold in the state of Wisconsin.

“We wanted a model that could do some heavy-duty pushing, and the D65PXi has delivered,” said Vice President Tim Peterson. “We can move about 6,000 yards of material per day with it.”



James Peterson Sons, Inc., Operator Jay ‘Snarf’ Kleist uses a Komatsu *intelligent* Machine Control D65PXi-18 dozer to grade a jobsite. “The GPS is an amazing tool that works great,” said Kleist. “The D65PXi is pretty smooth.”

▶ VIDEO

To hit those high production numbers, James Peterson Sons required every bit of the D65PXi’s 220-horsepower Tier 4 Final engine and 24.4-ton operating weight. More importantly, it needed that muscle in the correct package. That’s why the company selected the PX model, which features wider tracks and a six-way blade.

“We’re in soft ground all of the time, so the float is very important,” explained Operator Jay ‘Snarf’ Kleist. “Being able to get 36-inch grousers on a dozer with a six-way blade wasn’t an option with the competition. That was a deal-breaker.”

Added value

In addition to the size of the D65PXi-18, James Peterson Sons desired the added production that Komatsu’s *intelligent* Machine Control technology offered.

“We replaced a competitive machine with the D65PXi, and we’ve seen production gains,” Jeff said. “It’s balanced, powerful, saves on fuel, the GPS system works great and the operators love running it.”

The D65PXi-18 also delivers productivity beyond the traditional measures of material moved, gas and time.

“There are so many benefits,” said Jeff. “We no longer need a person dedicated to checking grade. The machine keeps track of where we are. We can download information and know what volumes are being moved. It also allows us to change grades easily. Customers expect this technology on their jobsites. We couldn’t do grading on this scale without a GPS dozer.” ■





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PRODUCTIVITY IMPROVEMENT

Motor graders enable Texas county to finish jobs faster at lower costs



Wesley Link,
Crew Foreman



Jay Clement,
Operator

If a road is located within Montague County, Texas, it's likely maintained by county employees. For nearly 220 miles of roadway, they handle everything from grading to ditch cleaning. About 10 percent of that roadway is pavement; the rest is gravel, which takes nearly constant maintenance to keep them in good condition.

Montague County Precinct 2 began using two Komatsu GD655-6 motor graders in 2018 to spread rock on roads and shoulders as well as to clean ditches. The GD655 has the longest wheel base in its size class for fine grading. Additionally, it has a 25-degree articulation to allow the grader to maintain a tight turning radius of 24 feet, 3 inches.

"The visibility is better than the competitive graders that we replaced," said Crew Foreman Wesley Link. "You have a full view of the blade when feathering rock or cutting into ditches, so we're more productive. You can get the job done in fewer passes."

Eliminating stall outs

Link added that the GD655's dual-mode transmission makes a significant difference too,

because it delivers high ground speeds and tractive effort, while providing superior control at low speed, with the anti-stall features of a torque-converter transmission.

"Even at lower RPMs, you get the full functionality and quickness of the hydraulic system," explained Link. "That gives us better fuel economy and when working at lower speeds, the grader keeps moving without stalling. With the competitive brand, we had to throttle up to get the hydraulics to work, and at idle the motor would, or almost would, stall out."

Operator Jay Clement shared that he values the relatively high road speeds of the 218-horsepower graders, which allow him to move from the maintenance yard to the project site faster. The GD655 has eight forward and four reverse gears and a top speed of 28 miles per hour.

"We drive them to and from wherever we are working, so having a machine that can get there faster means we can get to the job and finish it quicker than before," said Clement. "They are also comfortable with plenty of room in the cab." ■

Montague County Precinct 2 maintains gravel roads with its Komatsu GD655-6 motor graders. "Even at lower RPMs you get the full functionality and quickness of the hydraulic system," said Crew Foreman Wesley Link.



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IMPROVING YOUR PRODUCTIVITY

Director of Parts Marketing Chris Wasik shares programs for minimizing downtime, operating costs

QUESTION: What does Komatsu offer beyond Komatsu CARE, which covers routine scheduled maintenance?

ANSWER: To help maintain peak performance and minimize downtime, we recently introduced Genuine Care to extend the benefits of Komatsu CARE, where services are completed by certified technicians using Komatsu genuine parts, filters and fluids. Customers can sign up with their distributors for customized solutions that best matches their needs. That may be performing services on the same schedule as Komatsu CARE, or perhaps they prefer to have major services done every 1,000 hours. Options are definitely available. Genuine Care gives customers peace of mind knowing that services are done on time and on location with the right parts.

QUESTION: What other new programs can assist customers?

ANSWER: Recently, we launched the MyKomatsu website application that ties together machine telematics, manuals and online parts ordering. Customers can access information about their machines from any computer or mobile device. The web app allows owners to monitor their fleets and find the items necessary to maintain them. Parts can be selected from the parts book and dropped into a shopping cart. The order is then sent to a Komatsu distributor for quick fulfillment. MyKomatsu brings together initiatives such as KOMTRAX and eParts into a single location.

QUESTION: Does Komatsu still maintain its other support initiatives?

ANSWER: Absolutely. Many remain popular because they have been proven to save

Continued . . .



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.

Chris Wasik,
Komatsu Director of
Parts Marketing

Earlier this year, Chris Wasik received a 20-year service award from Komatsu and shared why he has stayed with the company so long.

“It’s the people I work with,” explained Wasik. “We genuinely want each other to succeed. We all know, too, that our success is directly tied to our customers’ success, so we are working toward a common goal to deliver the best equipment and support in the industry.”

The northern Illinois native said he noticed this culture from the minute he joined Komatsu in 1999 to work on the initiative that eventually led to Komatsu’s KOMTRAX telematics system.

In 2015, Wasik became Director of Parts Marketing, where he oversees programs to promote undercarriage, filters, batteries, reman products, kitting and more.

Wasik married his wife, Denise, the same year he joined Komatsu. The couple has a 14-year-old son, and Wasik enjoys coaching his son’s baseball team and camping.

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

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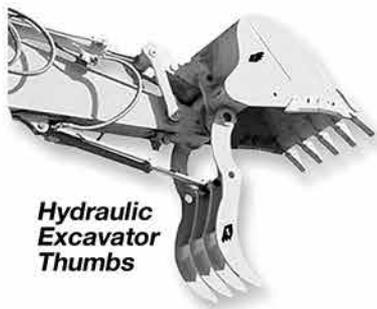
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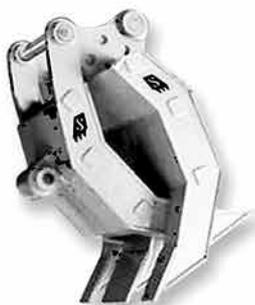
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EQUIPMENT BUYING MADE EASIER

Here's what Komatsu's Sourcewell certification means to purchasers

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest government cooperative agencies in North America, Sourcewell (formerly the National Joint Powers Alliance) represents more than 50,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

Ready-to-use contracts

Following an extensive evaluation, Sourcewell recently awarded Komatsu America a four-year contract to provide

members with access to more than 50 heavy-construction-equipment products, as well as Komatsu's technology, service and solutions. Komatsu's distribution network, which includes 34 dealers with collectively more than 200 branches across North America, will provide support to Sourcewell members.

"It stands to reason that if a well-respected agency, such as Sourcewell, thoroughly vets a manufacturer and selects it as a trusted heavy-equipment provider for governmental entities, then it meets the criteria for high-quality machines and world-class service," said Doug Morris, Director, Sales and Marketing, Komatsu America. "That should that give members and nonmembers alike confidence to source equipment solutions from a Komatsu distributor."

To learn more about Komatsu's contract with Sourcewell, visit komatsuamerica.com/sourcewell-cooperative-purchasing. ■



Doug Morris,
Director, Sales
and Marketing,
Komatsu America



Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu America a four-year national cooperative contract for heavy-construction equipment and related accessories, attachments and supplies.

ABOVE AVERAGE WAGES

Amid growing labor shortage, construction earnings continue to rise



Stephen E. Sandherr,
AGC Chief
Executive Officer

Average hourly earnings in construction recently hit \$30.73 per hour, surpassing other private-sector industries by 10 percent, according to an analysis of governmental data by the Associated General Contractors of America (AGC). According to AGC, the figure reflects a 3.2-percent year-over-year increase and is a measure of all wages and salaries.

The organization announced the data in July after figures showed a jump in construction employment of 21,000 jobs, compared to the previous month, and by 224,000 during the prior 12 months. Association officials noted that companies are increasing pay to attract new hires in an ever-tighter labor market.

“Construction firms continue to go to great lengths to recruit and retain workers during one of the tightest labor markets many of

them have ever experienced,” said Stephen E. Sandherr, AGC’s Chief Executive Officer. “Making matters worse, relatively few school districts offer the kind of career and technical education programs that encourage students to explore careers in high-paying fields like construction.”

Little to no experience required

Sandherr noted that the unemployment rate for jobseekers who last worked in construction declined to 4 percent from 4.7 percent in June 2018, and the number of such workers decreased in the last year from 466,000 to 390,000. Additional government data showed the number of job openings in construction, last reported for May, totaled 360,000, the highest May total in the 10-year history of that category.

Association officials pointed out that in addition to rising pay and other benefits, many firms have increased their investments in training as they recruit workers with little or no prior experience in construction. According to AGC, federal officials could help attract more people into high-paying construction careers by boosting funding for career and technical education programs in schools and enacting immigration reform that allows more people with construction skills to legally enter the country.

“The nation’s education system continues to produce too many over-qualified baristas and not enough qualified bricklayers and other craft, construction professionals,” said Sandherr. “As a result of these educational imbalances, too many young adults are struggling to pay off college debts while many construction firms are struggling to fill job positions that pay well and don’t require costly degrees.” ■

Average construction earnings recently topped \$30 per hour, surpassing other private-sector industries by 10 percent, according to an analysis by the Associated General Contractors of America. Organization officials noted that firms continue to increase pay as they attract new hires in an ever-tighter labor market.



MORE INDUSTRY NEWS

ASCE earns commendation for including stormwater in next report card

The American Society of Civil Engineers (ASCE) and the Environmental & Water Resources Institute added a stormwater chapter to its 2021 Infrastructure Report Card. This is the first time that drainage structures and facilities will be graded by the organization, which issues the report every four years. In its most recent report in 2017, the United States' overall infrastructure condition earned a grade of D⁺.

Adding stormwater to the report drew praise from the Water Environment Federation (WEF), which conducted an analysis earlier

this year that showed an estimated annual funding gap of \$7.5 billion in that sector.

"The inclusion of stormwater to ASCE's report card will provide a much-deserved boost in visibility for infrastructure that is vital to communities across the country," said WEF Executive Director Eileen O'Neill in a recent Concrete News article. "We hope that adding stormwater to the report card will result in more resources and focus directed to this essential part of our infrastructure and subsequent improvements in water quality." ■



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Jim Asbury



“Both our customers and my coworkers at Power Equipment make it a great place to work.”

- Jim Asbury

Meet Jim Asbury, Power Equipment Scrap & Waste Specialist for east and middle Tennessee. Jim is a third-generation Power employee. His grandfather, who is also named Jim Asbury, was Power’s first employee when the company opened in 1946.

Asbury began his career with Power in 2016 as a Customer Service Representative. Before joining Power, he worked at a John Deere agricultural equipment dealership in both the parts and service departments.

“I grew up around the construction and equipment industries and always wanted to be a part of them. I enjoy interacting with our customers, hearing their stories and learning about their businesses,” said Asbury.

Asbury is a graduate of University of Tennessee where he earned an Agricultural Business degree. He enjoys hunting and hiking and loves to watch college football on Saturdays in the fall.

Jim Asbury

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TAKING SHAPE

New Nashville-area location rounding into form as completion date nears

Now more than an image on a blueprint or a vision in the imaginations of customers and employees, Power Equipment Company's new Nashville branch is rounding into its final form as construction continues in the last stages of the project.

"The exterior of the building is essentially finished, and now the focus is inside," said Project Manager Chuck Mueller. "The weather this spring and summer caused some minor delays; however, we're anticipating early January as our move-in date and hope to have it all completed in within the month."

The new 55,000-square-foot facility will provide significant upgrades in nearly every aspect compared to the current branch, which sits less than one mile away.

"The size of the building is more than double what we currently have," stated Mueller. "The garage has 20 equipment bays with four overhead cranes – we could fit two of our current garages in here and still have room. The parts warehouse is about one-and-a-half times larger and has an open warehouse, which is a covered outdoor space for larger items. That further increases the capacity. Plus, our Epiroc line will be here, too; unlike our current set up where it's in a separate facility."

Focus on training

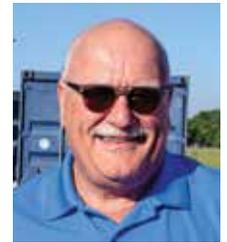
In addition to more square footage for equipment, the new building also boasts a state-of-the-art training center.

"Because Nashville is centrally located for Power Equipment, this will serve as our new regional training area," noted Mueller. "We designed the rooms to be larger and suited

for mechanics, our sales team or customers. There is a canopy outside the training room, so even if there is inclement weather we can park a machine under it and continue."

Situated on 17 acres, the facility will include a dedicated track press building and a demonstration area. It will house nearly 80 employees when fully operational. A paint bay will also be added after initial construction is completed.

"When we began planning, our goal was to have a bigger shop, more warehouse capacity and improve our training facilities," explained Mueller. "This building accomplishes that and more. The greater Nashville area is such a strong market, and this expansion will allow us to better serve customers. We're very excited to get it online." ■



Chuck Mueller,
Project Manager

With external construction nearing completion, crews are wrapping up the interior of Power Equipment Company's new 55,000-square-foot Nashville branch.



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2012 Komatsu WA320-6
Pin-on bkt, Cab, A/C, new tires, S/N A35087, 4,314 hrs.

Year/Make/Model	Description	S/N	Hrs.
EXCAVATORS			
2017 Komatsu PC210LC-11		A12190	2,960
2011 Komatsu PC220LC-8LR	55' Young, front-ditching bucket	A89057	4,438
2015 Komatsu PC290LC-10	Esco hydraulic coupler, bucket	A25880	3,950
2012 Komatsu PC360LC-10	Hydraulic thumb, bucket	A32139	5,000
2018 Komatsu PC360LC-11	10'6" arm, 48" bucket	A36362	1,844
2017 Komatsu PC390LC-11	Cab, A/C, 10'6" stick, 60" bucket	A30487	2,673
2013 Komatsu PC490LC-10		A40341	7,767
2016 Komatsu PC490LCi-11	Equipped with <i>intelligent</i> Machine Control	85166	4,022

Year/Make/Model	Description	S/N	Hrs.
DOZERS			
2013 Komatsu D39EX-23	Cab, A/C, front sweeps, rear screen	90062	2,700
2014 Komatsu D39EX-23	Cab, A/C	90217	1,670
2015 Komatsu D39EX-23	Cab, A/C	90256	1,922
2016 Komatsu D39PX-24	Cab, A/C	95062	905
2017 Komatsu D39PX-24	Cab, A/C	95435	550
2018 Komatsu D51PXi-24	Cab, A/C, UHF	B20170	1,381
2018 Komatsu D51PXi-24	<i>intelligent</i> Machine Control, Cab, A/C	B20093	1,028
2011 Komatsu D65EX16	Cab, A/C, & sigma blade	80599	6,047

Year/Make/Model	Description	S/N	Hrs.
WHEEL LOADERS			
2013 Komatsu WA150-6	Cab, A/C, pin on forks	80874	4,793
2017 Komatsu WA200-7	20.5R25 tires, coupler, bucket, 3rds spool	81204	904
2017 Komatsu WA270-8	Cab, A/C, coupler, bucket, 2-spool valve	A28008	98
2019 Komatsu WA270-8	Cab, A/C, coupler, bucket, 2-spool valve	A28444	163
2019 Komatsu WA270-8	Cab, A/C, coupler, bucket, 2-spool valve	A28506	140
2017 Komatsu WA320-8	Cab, A/C, coupler, bucket, 2-spool valve	A38086	505
2012 Komatsu WA320-6	Pin-on bkt, Cab, A/C, new tires	A35087	4,314
2015 Komatsu WA320-7	Pin-on bkt, Cab, A/C	A36456	6,030

Year/Make/Model	Description	S/N	Hrs.
ARTICULATED TRUCK			
2014 Komatsu HM300-3	Cab, A/C	3455	5,123
2014 Komatsu HM300-3	Cab, A/C	3522	6,049
2014 Komatsu HM300-3	Cab, A/C	3476	5,650
2014 Komatsu HM300-3	Cab, A/C	3499	5,665

Year/Make/Model	Description	S/N	Hrs.
PAVING/COMPACTION			
2013 HAMM 3307	Open rops, smooth drum	H1891097	1,236
2016 HAMM H 7i	Open rops, smooth drum, shell kit	H2220092	110
2000 Blaw Knox PF3172	Paver	317227-22	6,509

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