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A publication for and about Power Equipment Company's customers • www.PowerEquipmenteer.com • August 2021

J&D Specialized Equipment Hauling

See how this firm successfully handles projects, from once-a-month deliveries to multimillion-dollar hauling contracts



Joe Denney,
President and Owner

Joey Denney,
Vice President

A Message from Power Equipment Company



Chris Gaylor

**Join us in
celebrating
Komatsu's 100th
anniversary**



Dear Valued Customer:

We could not be more proud of our association with Komatsu, which is celebrating its 100th anniversary. I believe you will find the article about Komatsu's rich history and how it is "creating value together" with distributors like us and customers like you to be an interesting read.

Life seems to be slowly returning to normal. While there are still challenges ahead, the future looks much brighter than it did at this time last year. That's not only due to the pandemic starting to subside, but also to the overall improved outlook for the construction industry, including the prospects for a new surface transportation bill and a boost to overall infrastructure funding.

New legislation often includes funds set aside to study modern technologies and the potential positive effects they could have on efficiency and productivity. If you are in the construction industry, you already know that technology is making a significant difference in how site work will be done. For instance, GPS grading is helping contractors get to grade faster than ever with reduced owning and operating costs.

In this issue, learn more about Komatsu's latest addition to its intelligent Machine Control 2.0 lineup: D39i-24 dozers with integrated GPS. They can push a sizable load and finish grade like no other, in a package that can be easily transported between job sites on a small trailer.

GPS systems have come a long way since their introductions and have continued to gain popularity because they were proven to work. The last few years have seen the genesis of value-added technology, such as telematics, that not only helps with your earthwork practices, but also tracks machinery so you can see trends, production and more, which can improve your management skills.

Today, companies like Komatsu are taking these systems to the next level by giving you the ability to see how your machines are running and their overall health, view manuals, order parts, and much more from a computer, tablet or your smartphone. Inside, learn about My Komatsu and how it combines several legacy systems into one easy-to-navigate application that puts fleet management at your fingertips.

The last century saw Komatsu lead the way in equipment and technology innovation. We are looking forward to what it has in store for the future.

As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,
Power Equipment Company



Chris Gaylor,
President

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Published for Power Equipment Company.

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J&D Specialized Equipment Hauling provides a wide range of hauling solutions within a 500-mile radius of Nashville



Joe Denney,
President and
Owner

Joe Denney absorbed everything there was to know about dump trucks while working for his father's trucking company. As a young adult, he learned how to repair, maintain and drive the trucks. That knowledge proved to be invaluable when he founded his own lowboy business, J&D Specialized Equipment Hauling.

"I grew up in the dump truck business working with my dad," explained Joe. "I started out doing whatever I could around the shop before I began servicing the trucks. From 18 to 20 years old, I was the tire man for all 52 of his trucks. When our dispatcher was let go, I took over coordinating deliveries for the trucks. All of those experiences gave me a strong background in operating trucks and the basics of running a successful business."

In 2000, Joe wanted to start his own hauling company, so he approached his father about purchasing a trailer and truck from him.

"When my father agreed to sell me the truck and trailer, I went to the bank that same day and got a loan for the equipment," recalled Joe. "I paid my father, slapped a logo on the trailer and started J&D Specialized Equipment Hauling. At the time, I was still dispatching full time for my dad and would haul equipment on the trailer in the evenings. I was only moving about five pieces of equipment per week during the first couple of years."

One of Joe's early customers, Power Equipment Company, would serve as the launching pad for the company's growth.

"I pulled into Power Equipment's parking lot three different times before I finally had the nerve to sit down with one of the sales managers in the office," noted Joe. "The first job for them was a one-way machine haul to Murfreesboro. That was a typical haul at the time."

"One morning in 2002, I was dropping off a machine at Power Equipment when they found out their primary hauler had closed shop," continued Joe. "Later that day, Power Equipment told me they wanted to make me their primary equipment hauler. That opportunity allowed me to leave my father's company and focus on J&D full time. Fortunately, my dad still let me use his shop to work on my trucks. If it wasn't for him, I wouldn't have been successful."

Joe's work ethic has helped the company steadily grow over the last two decades. It employs 78 team members and primarily operates within a 500-mile territory of its offices in Lebanon, Tenn., but will travel throughout North America when needed. The firm is committed to servicing its customers in a timely and professional manner.

"I've never had a free lunch in my life," stated Joe. "It's always wake up and go. If I'm not doing it, somebody else will fill the void. Our goal is to be the best at what we do so that our customers can do the same."

Diverse hauling capabilities

J&D Specialized Equipment Hauling works with over 500 customers of varying sizes. From once-a-month deliveries to multimillion-dollar hauling contracts, the firm is equipped to handle a wide range of hauling needs.

"We have 49 trucks and over 100 trailers with specialized configurations running regularly," said Joey Denney, vice president and Joe's wife. "Because of our unique trailers, we're able to take on projects in niche markets. If a customer needs it done, we'll do it."

"We'll move heavy equipment, petrol chemicals, trench boxes and everything in between," added Joe. "I look at trucking like farming: you

Team members at J&D Specialized Equipment Hauling gather for a photo in front of the office in Lebanon, Tenn. "Our customers trust us to be on time and professional," said Joe Denney, president and owner of J&D Specialized Equipment Hauling. "We have a team that takes their jobs seriously and has helped build the reputation of J&D more than I ever could."





A Komatsu excavator in Power Equipment Company's Certified Rental fleet is ready to be hauled on an Etnyre Blackhawk trailer. "I've bought trailers from Power Equipment since 2004," said Joe Denney, president and owner of J&D Specialized Equipment Hauling. "The seven Etnyre trailers we recently added have been virtually maintenance free."

have one tractor and 27 attachments, which is the same idea as one of our trucks and various lowboy trailers. Instead of only hauling an overhead crane for a customer, we'll move the crane, the equipment and the bridge beams.

"We have one truck that has been shuffling loads from Tennessee to California for the past four months," continued Joe. "The company needed one driver that could enter and leave a military installation without any hassle. We were able to get the credentials and other certifications to make the contract possible."

At a bridge replacement project, the firm provided 10 trucks to help complete the job in one weekend. Two weeks later, it had 20 trucks on-site to help remove everything from the project. When Power Equipment needed machines hauled from Washington state to Tennessee, J&D Specialized Equipment Hauling was their first call.

"Our customers trust us to be on time and professional," said Joe. "We're dependable and show up when we're supposed to, which is less common in the trucking industry than you would



A J&D Specialized Equipment Hauling truck driver prepares to haul a Komatsu D51PX dozer from Power Equipment Company's yard on an Etnyre Blackhawk trailer.

think. We have a team that takes their jobs seriously and has helped build the reputation of J&D more than I ever could."

Side-by-side partner

Outside of hauling machinery for Power Equipment, J&D Specialized Equipment Hauling works closely with sales representative Matthew Spence for its equipment needs. In 2019, the firm purchased seven Etnyre Blackhawk trailers.

"I've bought trailers from Power Equipment since 2004," noted Joe. "The seven Etnyre trailers we recently added have been virtually maintenance free. Any time you don't have to weld or work on a trailer, it's a good thing. And we haven't had to do that at all."

Continued...

'Power Equipment has been an excellent partner for us'

... continued

J&D Specialized Equipment Hauling added a Komatsu PC360LC excavator and a Komatsu D61 dozer from Power Equipment as well.

"We bought both Komatsu machines out of Power Equipment's Certified Rental fleet," noted Joe. "We use them mainly for farm use on our property, to build storage facilities and maintain the parking lots at our offices. They've been excellent for us."

"One of the main reasons we felt comfortable when adding the Komatsu equipment and Etnyre trailers was because of our relationships with Matt and Mike Luster (regional sales manager for Power Equipment)," continued Joe. "Our companies have grown side-by-side and it has been a great partnership for both parties. From sales to support, Power Equipment has been an excellent partner for us and a major contributor to why we are where we are today."

Continuing to grow

J&D Specialized Equipment Hauling recently began to look for a second office in Knoxville, Tenn., to meet the growing demand for local hauling services in the city.

"We're renting a yard in Knoxville and have customers that consistently ask for our services in that area," stated Joe. "We're very busy at our current location and see a lot of room for growth in Knoxville. It's something we're seriously considering."

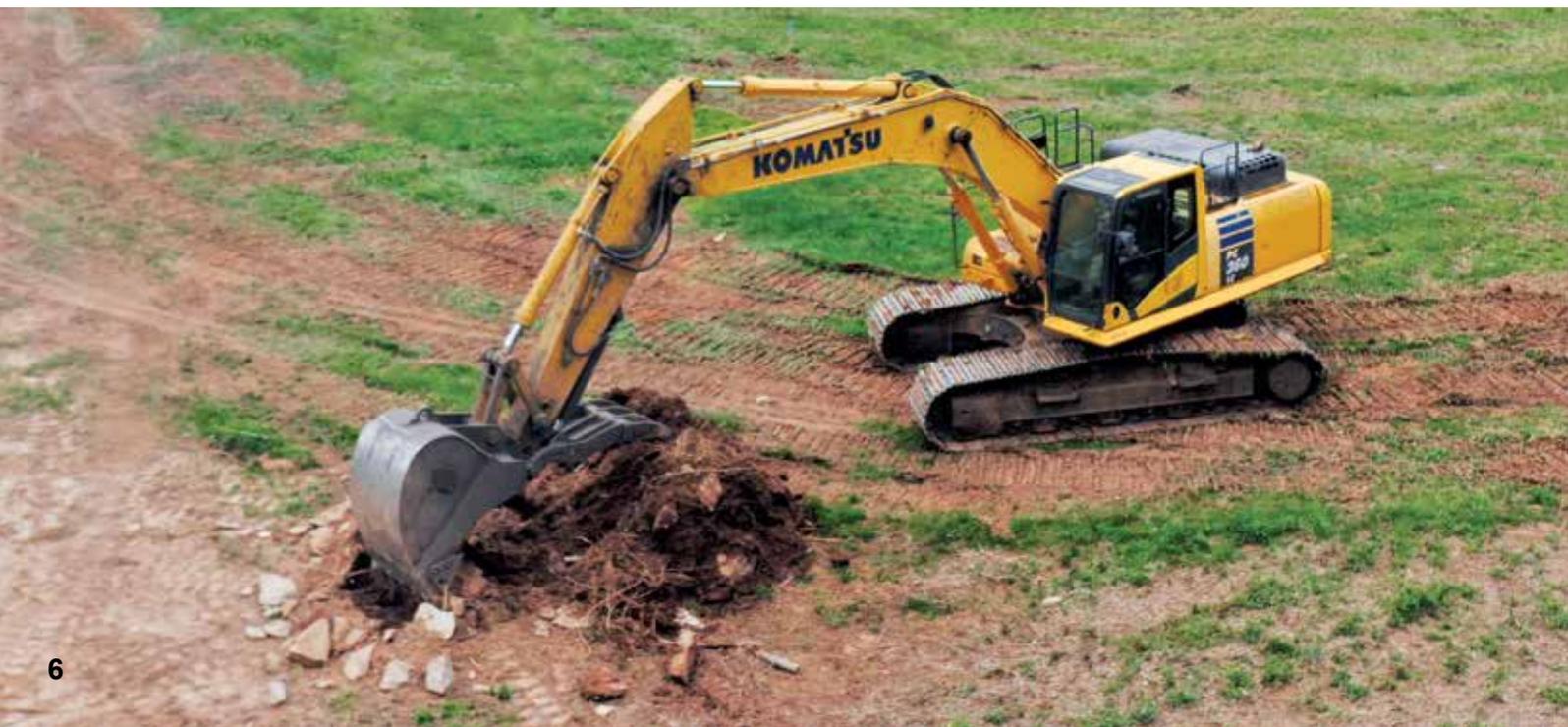
When thinking about the business long term, Joe and Joey hope their two sons, Cole and Zane, will eventually take over the company.

"We hope that in the future they would carry it on and keep moving forward," said Joe. "They've both shown interest in the business, and it would be a great opportunity for them. The company is in an excellent position to continue growing, and hopefully they're ready to step into a leadership role when the time comes." ■



(L-R) Matthew Spence, a sales representative for Power Equipment Company, talks with J&D Specialized Equipment Hauling President Joe Denney, Cole Denney and Vice President Joey Denney outside J&D Specialized Equipment Hauling offices in Lebanon, Tenn. "Our companies have grown side-by-side, and it has been a great partnership for both parties," said Joe.

Cole Denney, Joe's son, operates a Komatsu PC360LC excavator that was recently purchased from Power Equipment Company. "We use (it) mainly for farm use on our property, to build storage facilities and maintain the parking lots at our offices. (It has) been excellent for us," said Joe Denney, president and owner of J&D Specialized Equipment Hauling.





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Address cost overruns, material shortages as quickly as possible and seek equitable solutions

We've all noticed that the price of just about everything has gone up in the last year. If that isn't bad enough, obtaining many of the materials needed in construction has gotten very difficult. This combination of price escalation and material shortages is significantly disrupting a contractor's ability to properly price and timely build any project.

However, contractors are not without some remedy. They can attempt to address these issues either during the negotiation and bid process or once construction has commenced.

It is obviously easier to attend to such matters before a contract is actually signed. Look to strike any proposed language that has you absorbing the risk and exposure of any price escalation. Rather, seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order. Alert your suppliers, advising them you need guaranteed pricing for some extended period, and you need written notice significantly in advance of any anticipated increase in pricing or any delay in delivery. You might want to add a provision similar to the following:

"Where the delivery of materials is delayed or quantities are limited as a result of shortages, rationing or unavailability, subcontractor shall not be liable or responsible for any delays or damages caused thereby. When this occurs, subcontractor shall propose substitute or

alternate means of acquiring said materials and contractor and subcontractor shall negotiate an equitable price adjustment to their contract. When the costs of any material exceed 25% more than the documentable price originally quoted by the subcontractor, then subcontractor shall notice contractor in writing of such change and the parties shall come to a mutual agreement on a new price. This provision shall control over all other terms and conditions in this agreement and contract documents."

Existing contracts may be adjusted

If you've already entered a contract, it will surely be more difficult to address these issues. Depending on how the contract is written, an equitable adjustment in both time and price may still be achieved through the exercise of certain contract provisions, such as a Force Majeure clause, noting circumstances beyond your control entitle you to some modicum of relief. Pushed to honor your original pricing, you likely will be unable to complete the work — something neither the contractor nor the owner would want to see happen, as this will undoubtedly delay the progress of the project and cost them both more than the reasonable price increase you would be quoting. A good faith renegotiation should be attempted.

Be proactive — approach each ongoing and new job with these points in mind. ■



**Alex Barthet,
Attorney**

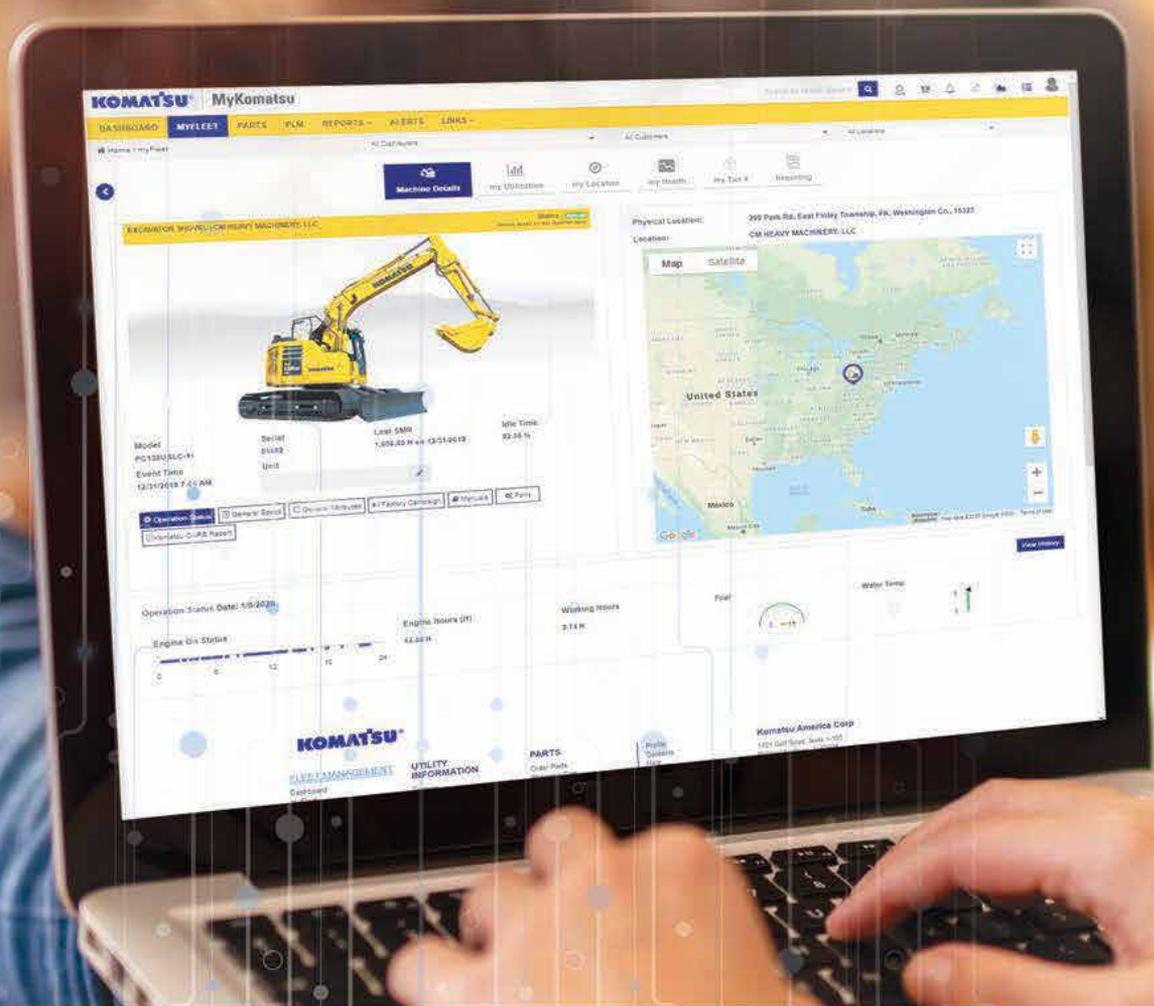
Bio: Attorney Alex Barthet (alex@barthet.com) serves as litigation counsel to many contractors and material suppliers. Board certified in construction law by the Florida Bar, he has been selected by his peers for inclusion in lists such as the Florida Super Lawyers within the specialty of construction law.

Editor's Note: This article originally appeared at TheLienZone.com.



Contractors should attempt to address the issues of higher prices and material shortages before contracts are signed and after, if possible, according to attorney Alex Barthet. "Seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order," Barthet said.

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Cyberattacks are on the rise, but there are ways to protect your valuable systems and data

Is your business vulnerable to a cyberattack? If you use the internet, it is.

Cyberattacks are attempts to access or damage a computer system. They come in various forms, but the most common are hacking and malware threats. Hacking can be done in several ways and involves criminals gaining unauthorized access to your systems, which allows them to view and change information. Malware (short for "malicious software") is "designed to cause damage to a single computer, server or computer network," according to Microsoft. It often "infects" a computer when a user clicks on an unknown link in an email that installs a virus, trojan horse or worm.

Once hackers gain access, they can wreak havoc. Currently, a popular method of attacking systems is through the use of ransomware that encrypts hard drives files. Payment is

demanded in exchange for the decryption key. The consequences can be significant, as highlighted by the recent \$5 million Colonial Pipeline paid in ransom to the hackers who shut down its pipeline. The ripple effects can spread far beyond the original victim, such as the gas shortages on the East Coast that resulted from the pipeline attack, or the shortage of meat after a similar cyberattack on JBS.

While it could be easy to dismiss these attacks because they happened to large corporations, experts say you shouldn't. Companies of all sizes are potential targets. Recent data shows that hackers attack a computer in the United States every 39 seconds, and one in four businesses face the risk of a security breach. A release by the Small Business Committee of the U.S. House of Representatives showed that 71% of cyberattacks occur at businesses with fewer than 100 employees.

Continued...

There are steps you can take to protect your business from cyberattacks. Among the most basic, easy-to-follow practices is keeping anti-virus software updated.



Easy-to-follow practices can protect your business

... continued

Stay up to date and back up data

The prospects of your business being hit with a data breach or ransomware are real. However, there are steps you can take to protect it from cyberattacks. Most are basic, easy-to-follow practices such as keeping anti-virus software updated.

"It's not clear yet which of Colonial Pipeline's systems were compromised by hackers. But many ransomware attacks in the past have been deployed against outdated operating systems and legacy applications that don't have the latest security patches and software updates in place," according to a CMIT Solutions article titled "Gas Shortages Highlight the Severity of Ransomware Threat." "Working with a trusted IT (information technology) provider, this process can be automated to run behind the scenes, keeping your computers safe without interrupting your employees' day-to-day work."

You need to be proactive, according to Murray Goldstein, vice president of marketing & sales operations at Cox Business, in the article "4 Ways Small Businesses Can Protect Themselves from Cyber Attacks." Doing so will help to protect your company against new threats and make sure your infrastructure is secure. Goldstein stated that precautions should include:

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one. "Establish rules of behavior describing how to handle and protect customer information and other vital data," said the Federal Communications Commission.

- Using a Firewall for your internet connection.
- Installing, using and regularly updating anti-malware, anti-virus and anti-spyware software on every computer in your business.
- Downloading and installing software updates as they become available.
- Securing your workplace Wi-Fi networks within the office and ensuring employees working outside the office are logged in with secure connections.
- Monitoring your systems continuously to detect potential problems.

In addition to staying up to date, it's essential to have data backed up. A recent article by Mark Rosanes for Insurance Business titled "Ten Ways to Protect Your Business from Cyberattacks" said that data backup is among the most cost-effective ways of making sure information is recovered in an event of a cyber incident or computer issues. Recommendations include using multiple backup methods, such as daily incremental backups to a portable device or cloud storage, as well as end-of-week, quarterly and yearly server backups.

Train your employees

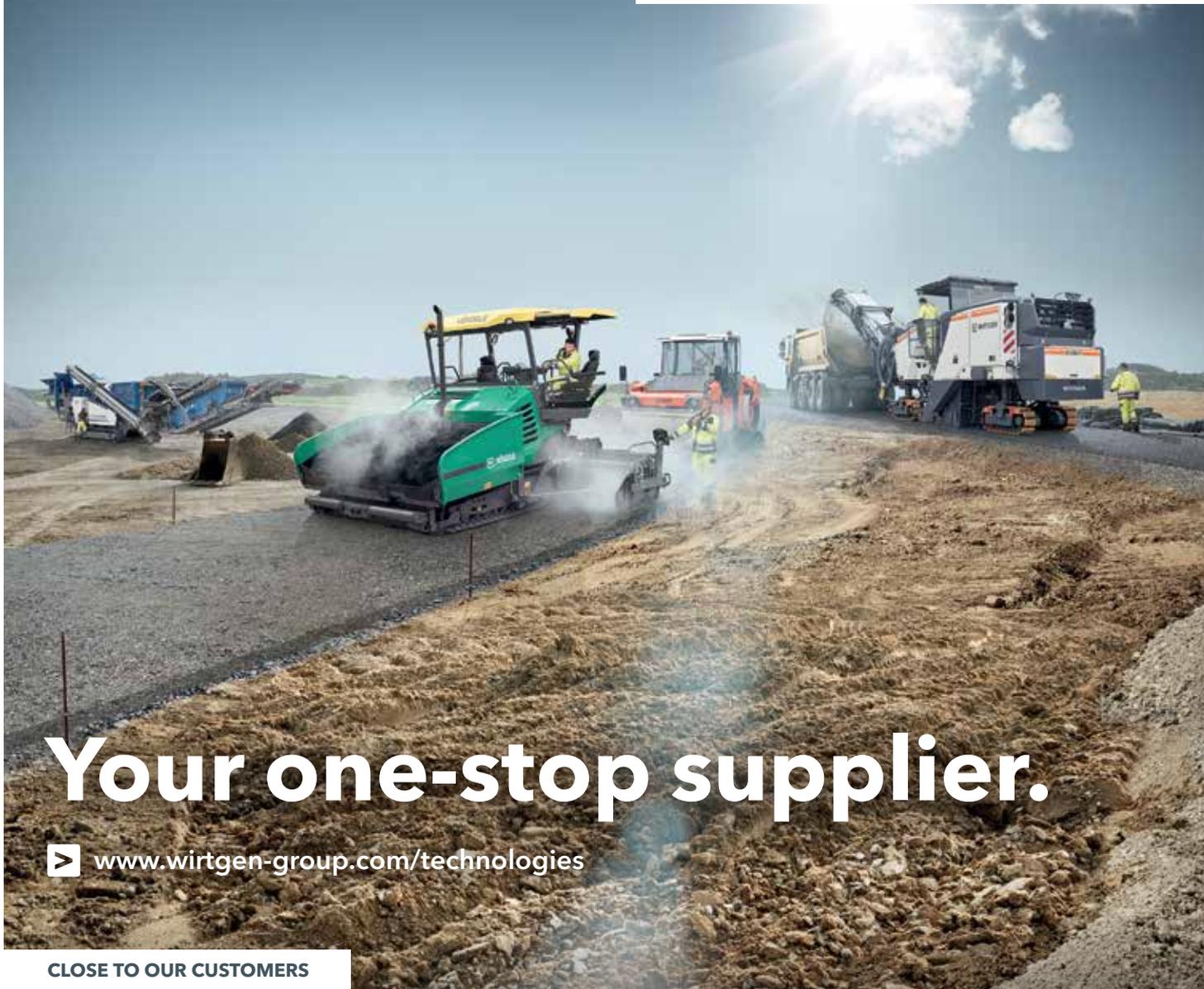
Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one.

"Establish basic security practices and policies for employees, such as requiring strong passwords, and establish appropriate internet use guidelines that detail penalties for violating company cybersecurity policies," says the Federal Communications Commission (FCC). "Establish rules of behavior describing how to handle and protect customer information and other vital data."

If an attack occurs, you can limit the damage, according to the FCC. It recommends immediately changing passwords; scanning and cleaning devices; turning off the device and possibly taking it to a professional to scan and fix; letting the IT department know immediately; and contacting banks, credit card companies and other financial accounts.

"As cybersecurity threats evolve and the general public becomes more aware of ransomware's impact, businesses across North America can leverage this moment to better protect their information and operations," said CMIT Solutions. "However, that can only happen if we take ransomware more seriously." ■





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Komatsu continues to shape the future of construction and mining operations as it celebrates its 100th anniversary

One hundred years ago, Komatsu City, Japan, faced a potential crisis with the closure of a nearby copper mine that was a vital source of jobs. Meitaro Takeuchi, an entrepreneur dedicated to advancing educational opportunities and improving mine efficiency, knew there had to be a way to save the livelihoods of the community members who relied on the mine.

In 1917, he established Komatsu Iron Works, a machinery company for maintaining mining equipment. In 1921, Takeuchi and a group of investors founded Komatsu Ltd., which began producing cast steel products, providing new employment to those who had been dependent on the now-depleted mine. The first product, produced in 1924, was a one-cylinder sheet-forming machine.

While Komatsu continues to manufacture industrial presses, over the past 100 years it has expanded its portfolio of products to include forklifts as well as construction and mining equipment. The first machine Komatsu shipped outside of Japan was in 1955, when it sent a motor grader to Argentina. A Komatsu dozer

arrived in North America in 1964, marking the company's presence in that market.

Komatsu celebrated its official 100th anniversary on May 13, 2021. Throughout the next year, there will be a series of activities focused on the company's commitment to its new brand promise of "creating value together." That value will be created "through manufacturing and technology innovation to empower a sustainable future where people, businesses and our planet thrive together," according to Komatsu.

The company added that its core values include:

- **Ambition:** With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.
- **Perseverance:** Even when the work is difficult, we remain committed to our promises and reliably carry them through to completion.
- **Collaboration:** Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.
- **Authenticity:** To earn and maintain trust, we always act with sincerity, integrity and honesty, and communicate transparently.

Continual innovation

Back in 1902, prior to founding Komatsu Ltd., Takeuchi was already helping the community and mine employees by taking over operations at the copper mine. He funded projects to mechanize processes and teach new skills to the people. Takeuchi established schools, sent staff overseas to learn the latest techniques, and purchased machines to improve efficiency. He funded and supported a science and engineering department at a university in Tokyo, as well as a local industrial school to significantly advance educational opportunities and options in the rural areas near Komatsu City.

As Takeuchi and his team worked to grow operations, he remained true to his principles: quality first, technology innovation, globalization and the development of people.

"As we expanded around the world, we leveraged the strengths of global production while nurturing local leadership and creating

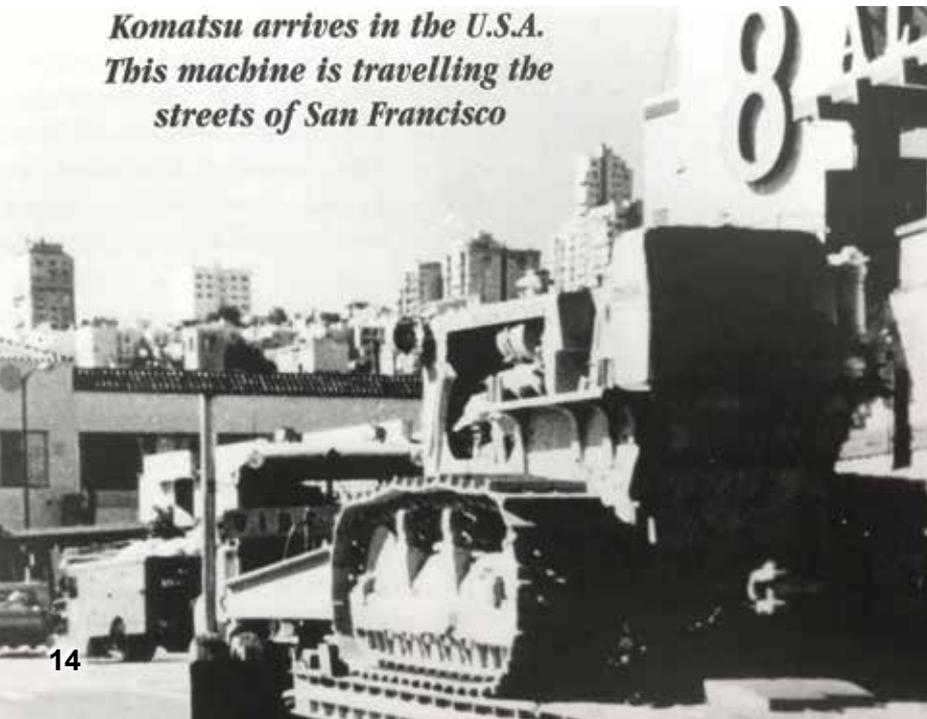
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Discover more

In 1970, the first Komatsu headquarters in North America was established in San Francisco. Subsequent headquarters were in Atlanta and the Chicago suburbs. The company is now based in the city of Chicago.

*Komatsu arrives in the U.S.A.
This machine is travelling the
streets of San Francisco*

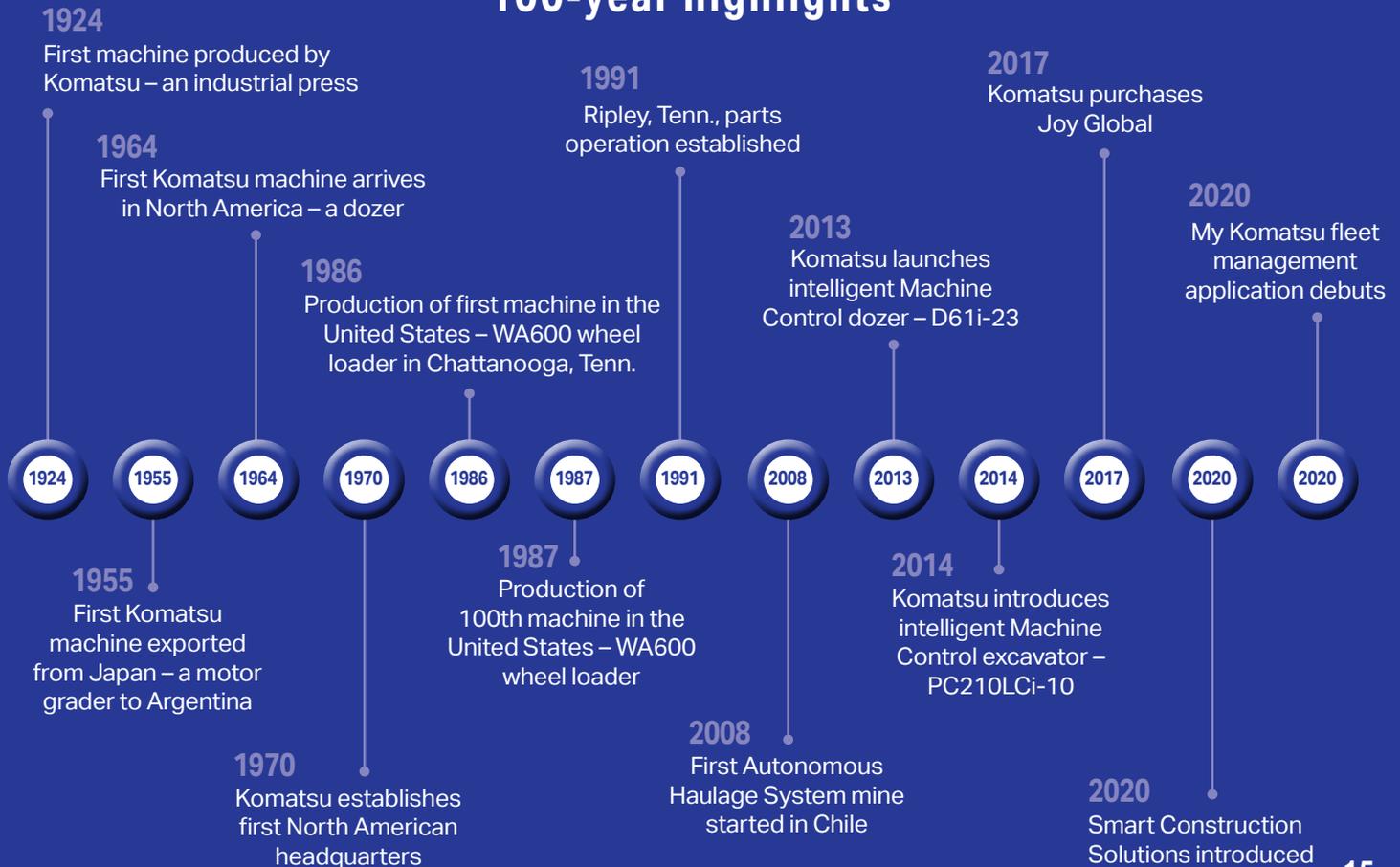




▶ VIDEO

Komatsu Ltd. was founded in 1921 by Meitaro Takeuchi and a group of investors. Takeuchi was an entrepreneur with a humanitarian vision committed to enhancing the quality of life, developing future generations and growing society's needs.

100-year highlights



Takeuchi's innovative spirit

... continued

value for the customers we serve, investing in every community and supporting society where we worked. With each challenge faced, Komatsu teams pushed forward together, working to innovate, diversify into new markets and expand globally," Komatsu's origin story states.

Takeuchi's innovative spirit can still be seen today. Komatsu pioneered autonomous technology and has had driverless trucks in mines around the world since 2008, and by July 2020, over 3 billion metric tons had been hauled autonomously. It brought integrated GPS to dozers and excavators with intelligent Machine Control to help operators get to grade faster with less staking and without masts or cables. It introduced complimentary, scheduled maintenance and tools such as My Komatsu to provide more efficient fleet management. To help customers manage projects from preconstruction to project closeout, increase productivity and efficiency, and digitize the job site, Komatsu is rolling out its suite of Smart Construction solutions.

"In our next 100 years, Komatsu will focus on supporting the mining, construction, forestry, industrial machinery and agriculture industries in their transformations to the digital workplace of the future: equipment and people, connected through smart technologies on an open platform, driving towards zero harm, zero waste

and zero emissions. By helping to digitize job sites worldwide, our customers can optimize on-site operations towards a carbon-neutral environment," the company stated.

Long-term sustainability efforts

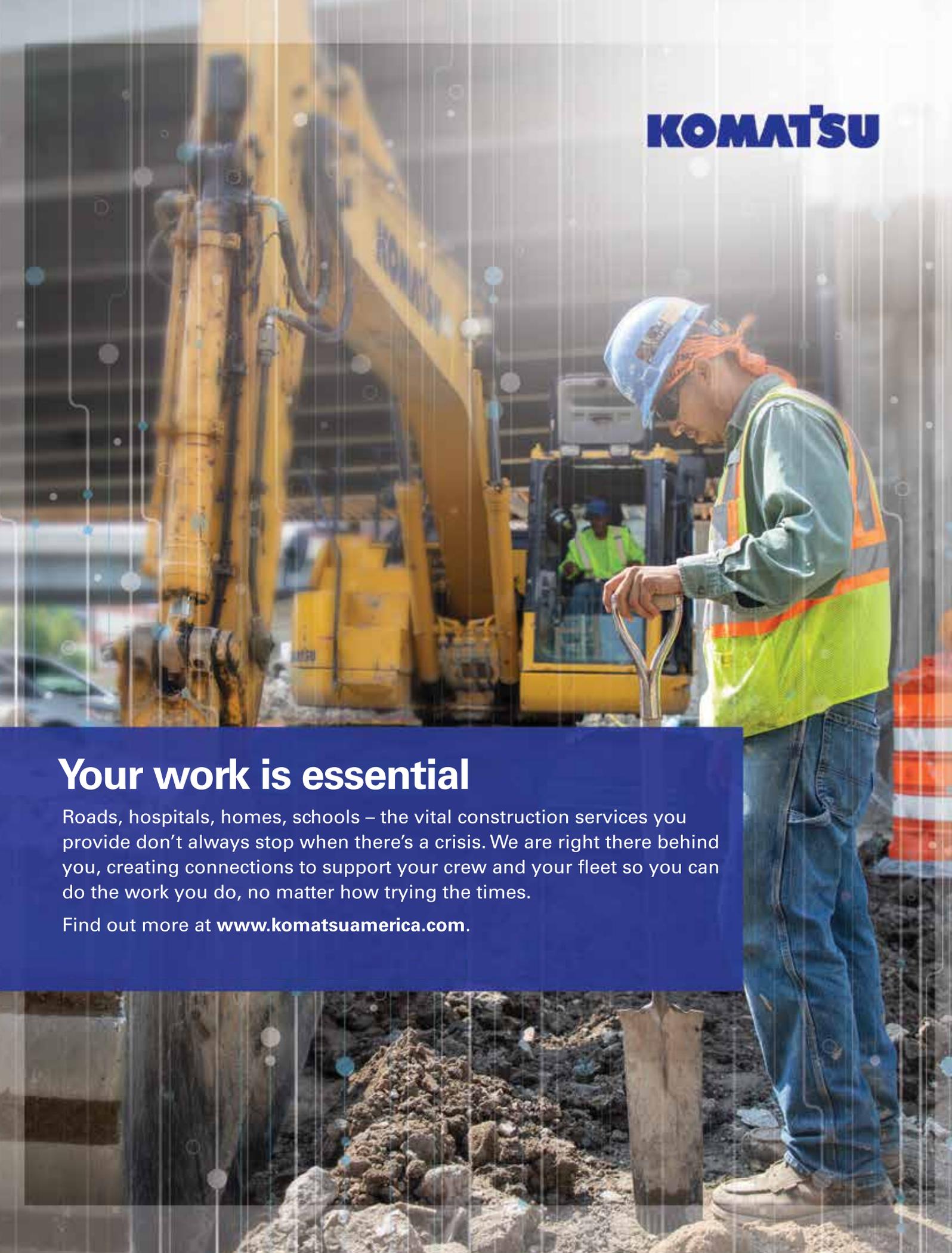
Takeuchi's vision and strong guiding principles stood the test of time. Through the years, Komatsu's continued investment in core capabilities and strategic acquisitions have connected smart, diverse people and cutting-edge technologies with a shared belief that partnerships are the best way to solve challenges and meet society's needs.

"Komatsu's philosophy is passed down from generation to generation through our principles, strategies, The Komatsu Way and the belief that Corporate Social Responsibility is part of our core business and the value we create," the company said. "In regions across the globe, Komatsu continues to provide products and solutions which address social needs and give back to communities where we do business by leveraging the skills and the passion of our people. We seek to play an active role in supporting the long-term success of society through sustainable efforts that reach far beyond Komatsu.

"From our founding city to the global community in which we operate today, we know we are stronger when we are creating value together." ■

Komatsu's collaboration with customers has led to innovative solutions, such as intelligent Machine Control and Smart Construction, that leverage the latest technology to digitize and optimize the job site.





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Small dozers with integrated technology give you the ability to run automatics from grass to grade

Small dozers have generally been considered finish grading machines. They are usually put on job sites to clean up or place the topsoil.

"House pads and sites where space is at a premium have mostly been the applications where you find dozers under 22,000 pounds," said Jon Jennings, product marketing manager, Komatsu. "They normally have not been viewed as 'grass to grade' or high production machines where you are doing everything from stripping to finishing."

Jennings said that view is evolving with today's technology.

"If you have a site that involves a large amount of dirt where thousands of yards have to be moved each day, larger dozers are still your best bet," explained Jennings. "However, smaller dozers equipped with GPS are gaining popularity on medium-sized projects. As the needs for staking and surveying are reduced, there is less need to stop and check grade, so operators can continue to push dirt and be more productive. The ability to do that with a smaller dozer that uses less fuel is a significant advantage."

It's even better when the technology is integrated because it further reduces owning and operating costs, according to Jennings.

"Not having to take down and put up masts and cables gives you more production time, and there is a reduced risk of injury," stated Jennings. "You also don't have those items getting damaged, so the expense of replacing them is eliminated."

Learns as it works

Komatsu introduced factory-integrated intelligent Machine Control (iMC) GPS on dozers nearly a decade ago. It recently brought iMC 2.0 to market with added technology that enables operators at all skill levels to be even more effective at moving dirt productively and efficiently, according to Jennings.

Among Komatsu's iMC 2.0 dozers is the 105-horsepower D39i-24, the smallest in the lineup. Like its larger counterparts, it has the same new features, including Proactive Dozing Control that enables operators to cut/strip from

existing terrain, regardless of their experience level. The dozer measures the terrain as it tracks over it and uses the data to plan the next pass — improving productivity by up to 60%, compared to previous models.

"The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive Dozing Control decides on the action — such as whether to cut and carry material, spread or fill that material, or whether it should finish grade."



Jon Jennings,
Product Marketing
Manager, Komatsu

Continued...

Quick Specs			
Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lb	2.89 cu yd
D39PXi-24	105 hp	22,774 lb	2.89 cu yd

New technology, such as Proactive Dozing Control, combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jon Jennings, product marketing manager, Komatsu.



Discover more

'D39i-24 offers greater versatility'

... continued

Additional new technology features include:

- Lift layer control, which optimizes earthwork productivity with the press of a button. Time savings are realized because each layer is precise, reducing or eliminating the need for rework for over or under compaction.
- Tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation that lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input, while waiting for the finish grade model.
- iMC 2.0 models with dual antennas and added satellite systems to improve satellite coverage, which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

"The D39i-24 offers greater versatility, and the new technology opens up a lot of possibilities for all types of businesses," said Jennings. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. For instance, a small homebuilder could use it to level house pads, or a landscaper can build a pond or create a unique surface. A large site work company may backfill curbs or build a drainage ditch with it, while it utilizes a bigger dozer for mass cut/fill operations.

"The possibilities are extensive, and as an added bonus, its size allows for transport on a tag trailer behind a dump truck, so it would be a great tool for those just starting their own business, who want to be highly competitive and productive right away," Jennings added. "There are some additional upgrades as well, such as LED lights and Bluetooth. We encourage anyone looking for a small dozer with the ability to be more than a finish grading machine to contact their distributor for a demonstration or more information." ■

New technology features combined with iMC 2.0 give operators of small dozers the ability to do more with one machine. "The D39i-24 offers greater versatility," said Jon Jennings, product marketing manager, Komatsu. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. The possibilities are extensive."





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Are you looking for an excavator that provides high production when working in tight quarters?

High production in confined spaces can be hard to achieve. An excavator with a large counterweight that could swing into an obstruction or a lane of traffic is not practical, nor is shoveling, which could potentially put you behind schedule.

"There are situations where hand digging is the only option, but in most instances, there is a tight tail swing or compact excavator that fits on the job site and allows you to get the production you need to stay on schedule and remain profitable," said Jonathan Tolomeo, product manager, Komatsu. "For that reason, they have become increasingly popular on sites where space is at a premium."

Tolomeo added that there are a large number of tight tail swing and compact excavators in the marketplace. Careful consideration should be given when choosing one.

"The right tool makes all the difference, because if you purchase or rent a machine that's too big, too small, doesn't dig deep enough or in any other way misses the mark, production suffers, and you will be more than disappointed," Tolomeo emphasized. "You should factor in what types of jobs you are doing the most, how often you will use the machine and what the transportation needs are, among other things. Demonstrations can be very helpful in ensuring you have the right fit."

Increased productivity and availability

For landscaping and small utility jobs — especially where lower ground pressure is a consideration — Tolomeo suggests a mid-sized compact excavator, such as Komatsu's new PC78US-11. It is an ultra short (US) tail excavator with a rounded cab design that allows it to swing within the same swing radius as the counterweight.

According to Tolomeo, the PC78US-11 features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model it replaced. Leveling work speed, hoist swing, lift rate and hydraulic flow to attachments all increased. Hydraulic pressure and flow can be set from the cab, further increasing productivity.

Tolomeo added that you can also expand versatility with attachments such as hammers

and grapples. "The PC78US-11 has the standard two-way auxiliary hydraulic control and a dual-stage relief valve; simply add the optional thumb mounting bracket and you are ready to run practically any tool in the industry. That increases availability with additional applications, as well as potentially better profitability and return on investment."

Supplementary upgrades include an improved blade design that better rolls material for more efficient dozing and backfill work. Larger service doors and centralized ground-level access to filters located within a common area reduces service downtime.

"The PC78US-11 has a long list of enhancements, improvements and upgrades. You can haul it behind a dump truck or large pickup with a tag trailer for easy transport," Tolomeo pointed out. "We encourage anyone who is looking for a productive compact excavator that increases versatility to contact their distributor for a demonstration." ■



Jonathan Tolomeo,
Product Manager,
Komatsu

Quick Specs

Model	Net horsepower	Operating Weight	Bucket Capacity
PC78US-11	67.9 hp	17,439-17,813 lb	.11-.26 cu yd

The new PC78US-11 has a rounded cab design that allows it to swing within the same swing radius as the counterweight. It features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model.



Dozer with intelligent Machine Control allows James Julian Grading LLC to 'get on the machine and go straight to cut'



James Julian,
Owner



Discover more at
PowerEquipmenteer.com

James Julian has nearly five decades of experience in the heavy equipment industry. He spent his early career as a truck driver before starting his own contracting business. His love of working with soil initially drew him to the industry and keeps him involved to this day.

"My dad and I were farmers, and I grew up loving the smell of dirt," recalled Julian. "I bought my first tractor while working for a trucking company, just to play with it. It was an old machine at the time, but I enjoyed being in the open air."

After starting a clearing business with his brother in the early 1970s, and another trucking company about a decade later, he founded James Julian Grading LLC. The small company primarily focuses on residential projects but has completed a wide range of work. The firm provides turnkey operations and will partner with other contractors to complete jobs.

'Completely changed the way I grade'

"Historically, we always moved soil with scrapers, which were ideal for large, flat job sites," said Julian. "We recently transitioned to using GPS dozers, which have exceeded my expectations. The GPS technology has changed how we move dirt and improved our efficiency."

Included among James Julian Grading's fleet is a Komatsu D61PXi-24 intelligent Machine Control (iMC) dozer with factory-integrated GPS. "With the D61i, I know exactly where I'm at as I go," said Julian. "It allows me to work as I see fit. It's completely changed the way I grade a project.

"At first, I didn't believe it was possible to grade without stakes," Julian added. "By the second day of running the D61i dozer, I was comfortable with the GPS technology and really saw the difference it could make. I'm able to get on the machine and go straight to cut instead of worrying about stakes. When I'm moving dirt, I can push it where it needs to go instead of piling it up and then transferring it back. Our productivity and efficiency have greatly improved since adding the dozer."

The D61PXi-24 is the initial iMC machine for James Julian Grading, but not its first piece of Komatsu equipment. The company has run Komatsu since the early 1990s.

"I enjoy Komatsu equipment because it has stood up over time and is backed by great support," stated Julian. ■

Owner James Julian utilizes a Komatsu D61PXi-24 dozer with intelligent Machine Control technology to cut to grade without using stakes. "I really saw the difference it could make," said Julian. "When I'm moving dirt, I can push it where it needs to go instead of piling it up and then transferring it back. Our productivity and efficiency have greatly improved since adding the dozer."





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Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.

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- Track job site progress in near real time.
- Document site conditions as evidence for change orders.
- Quickly and easily measure stockpile quantities.

"What is really cool is that the flight surface data from our drone is loaded to the Smart Construction Dashboard, and we can very quickly see changes — the actual progress," said Andie Rodenkirch, project manager for Hunzinger Construction Company. The firm is using the Smart Construction Dashboard as it builds Komatsu Mining Corp.'s new headquarters in Milwaukee. "Technologies that let operators do the job one time — and do it correctly — increase efficiency, so it's been a great tool for us."

Smart Construction Dashboard is powered by the 3D visualization power and geospatial accuracy of Cesium, a leading platform to visualize, analyze and share 3D data. Cesium's 3D visualization engine combines video game computer graphics technology with accuracy that ties data to its precise location on the globe. ■

You can learn more about Komatsu's suite of Smart Construction solutions at <https://www.komatsuamerica.com/smart-construction/solutions>.

Komatsu's new Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.



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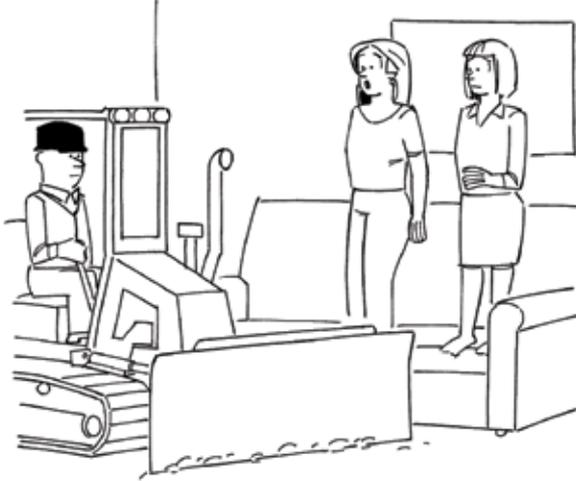
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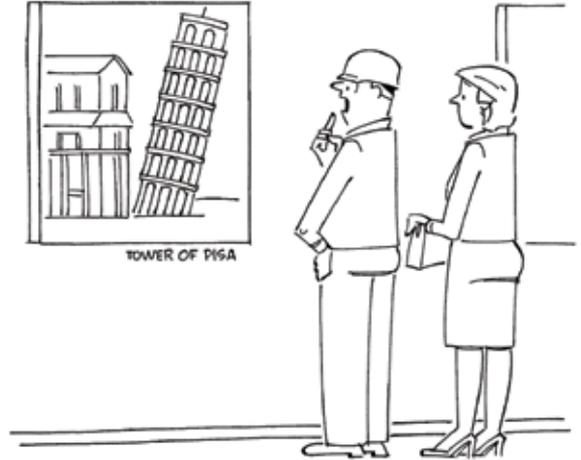
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Did you know?

- If you sampled Earth's crust, you'd find that 47% of it is oxygen.
- It's illegal to own just one guinea pig in Switzerland because they are social animals that prefer the companionship of another guinea pig.
- "Strengths" is the longest word in the English language with one vowel.
- Bubble wrap was originally invented as wallpaper.
- The top speed of the winning car in the first U.S. race in 1895 was 7 mph.
- Antarctica is covered in a sheet of ice that's 7,000 feet thick.
- The average U.S. household has 300,000 things in it.
- Beyoncé is the most awarded female artist in Grammys history with 28 awards.
- The 1939 novel Gadsby is the longest book ever published that doesn't contain the letter 'e.'
- The deepest canyon in the world is not the Grand Canyon. Tibet's Yarlung Tsangpo is more than 2 miles deeper and drops 17,567 feet.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at PowerEquipmenteer.com

1. LEPI _____
2. RIDT _____
3. KRCUT _____
4. ULEF _____
5. DROLAE _____



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Power Equipment Company expands territory in Arkansas and into southwest Virginia



Chris Gaylor,
President



Chad Sluss,
Sales
Representative

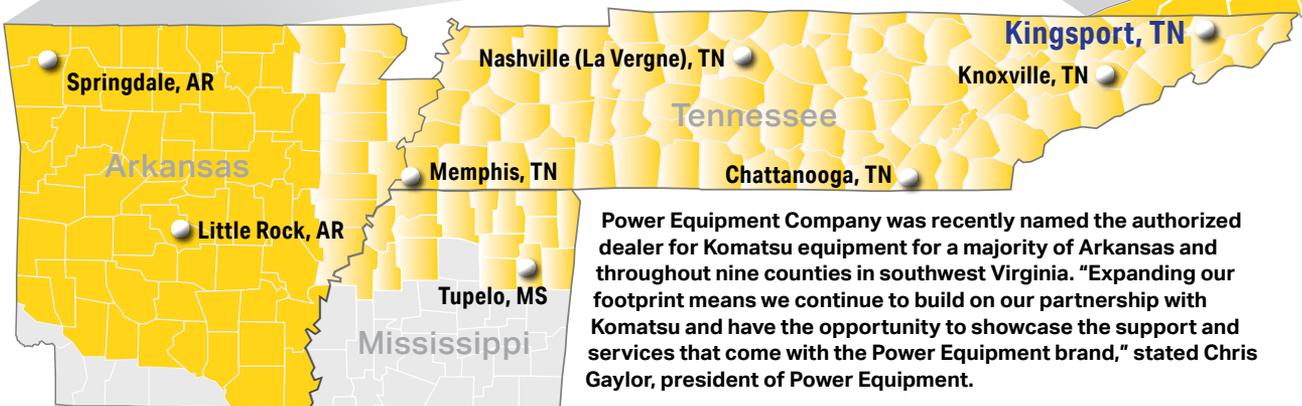
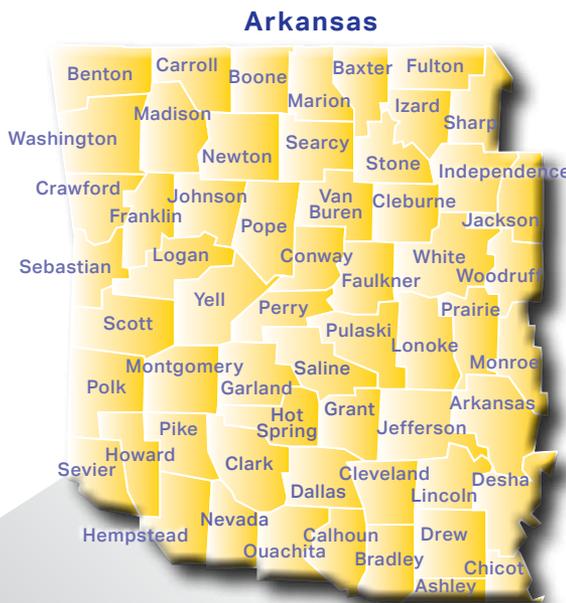
Power Equipment Company has had a presence in Arkansas since 1989. The expanded Arkansas territory will be serviced by existing authorized Komatsu branches in Little Rock, Ark., and Springdale, Ark. Power Equipment will retain all current distribution business employees at these branches.

Andy Moon, vice president of sales for Power Equipment, noted, "We are excited to bring Power Equipment's full capabilities and services to the entire state. Our goals include not only increasing Komatsu's market presence, but also significantly investing in expanding product support capabilities for our entire Arkansas Komatsu customer base;

including adding technicians and customer service representatives, expanding training, and increasing parts availability."

Power Equipment was also recently named the authorized dealer for Komatsu equipment throughout nine counties in southwest Virginia, including Washington, Lee, Wise, Scott, Dickenson, Buchanan, Russell, Tazewell and Smyth. The new territory in Virginia will be serviced by Power Equipment's Kingsport, Tenn., branch and sales representative Chad Sluss, who has 15 years of experience working with Komatsu customers in southwest Virginia.

"We take great pride in our relationship with Komatsu, and we are pleased that we get to expand our customer base in southwest Virginia," stated Chris Gaylor, president of Power Equipment. "Expanding our footprint means we continue to build on our partnership with Komatsu and have the opportunity to showcase the support and services that come with the Power Equipment brand." ■



Power Equipment Company was recently named the authorized dealer for Komatsu equipment for a majority of Arkansas and throughout nine counties in southwest Virginia. "Expanding our footprint means we continue to build on our partnership with Komatsu and have the opportunity to showcase the support and services that come with the Power Equipment brand," stated Chris Gaylor, president of Power Equipment.



2016 Komatsu WA500-7, S/N A94355, 9,067 hrs.



2015 Komatsu PC88MR-10, S/N 7238, 3,442 hrs.

Year/Make/Model	S/N	Description	Hours
Asphalt Pavers			
2016 LeeBoy 8515D	144214	8' to 15' Legend 815HD electric screed	890
2015 LeeBoy 8515C	130766	8' to 15' electric screed, new screed plate and heaters	2,882
Dozers			
2021 Komatsu D37EX-24	85612	Cab, AC, 18" SG tracks, 107" PAT blade, hitch	206
2020 Komatsu D39PX-24	96423	Cab, AC, 25" SG tracks, front sweeps, rear screen	294
2020 Komatsu D65PX-18	92320	Cab, AC, 30" SG tracks, PAT blade, d+F18 draw bar	2,218
2019 Komatsu D155AX-8	100320	Cab, AC, 28" grousers, sigma blade, LF cw with draw bar	2,752
2018 Komatsu D39PXi-24	95628	Cab, AC	2,134
2018 Komatsu D39PXi-24	95900	Cab, AC	2,457
Excavators			
2017 Komatsu PC210LCi-10	452694	Cab, AC, 31.5" TG, 9'7" arm, UHF, JRB power latch coupler, no bucket	2,162
2019 Komatsu PC240LC-11	K73077	Cab, AC, 10' arm, 31.5" TG tracks, 42" bucket	1,771
2018 Komatsu PC290LC-11	A27902	Cab, AC, 10'6" arm, 31.5" TG shoes, coupler, 60" bucket	3,619
2018 Komatsu PC290LC-11	A27749	Cab, AC, 10'6" arm, 33.5" TG shoes, coupler, bucket	2,351
2019 Komatsu PC290LC-11	K73078	Cab, AC, 31.5 TG shoes, 10'6" stick, aux hydraulics, coupler, 33" bucket	1,176
2019 Komatsu PC360LC-11	A36769	Cab, AC, 33.5 TG shoes, 10'6" stick, V46SHD breaker, Cab guard screen	2,316
2020 Komatsu PC360LC-11	A37641	Cab, AC, aux hydraulics (hammer) 10'5" stick, 42" bucket	735
2019 Komatsu PC360LC-11	A37423	Cab, AC, aux hydraulics, 10'5" stick, JRB coupler, 48" bucket	1,466
2020 Komatsu PC360LC-11	A37902	Cab, AC, 33.5" TG shoes, aux hydraulics, 10'5" stick, 48" bucket	1,373
2016 Komatsu PC390LC-11	A30453	Cab, AC, 35.5" TG, 21'3" boom, 13'2" stick, 48" bucket	6,750
2014 Komatsu PC490LC-10	A40529	Cab, AC, heat, 11'3" arm	4,816
2013 Komatsu PC228USLC-8	51561	Cab, AC	6,204
2015 Komatsu PC88MR-10	7238	Cab, AC	3,442
Skid Steer Loaders			
2018 Takeuchi TL8CRWH	200807391	Cab, AC, wide tracks, hi flow, bucket, forks	1,606
2020 Takeuchi TL8R2-CR	408000395		188
2020 Bobcat T870	B47C15272	Cab, AC, high flow, 86" gp bucket, root grapple bucket, 17.7" tracks	95
Wheel Loaders			
2018 Komatsu WA200-8	85058	Cab, AC, coupler, bucket, third-spool, LSD, full fenders	825
2019 Komatsu WA270-8	83870	Cab, AC, bucket, scales with printer	2,660
2016 Komatsu WA500-7	A94355	Cab, AC, 8.2 yard loose material bucket, 29.5R25 tires	9,067
2020 Komatsu WA200-8	86320	Cab, AC, quick coupler, forks, bucket	540
2017 Komatsu WA200-7	81425	Cab, AC, coupler, bucket, forks	3,941
Misc.			
2014 Flexiroc D60	AV014A1130	Surface drill rig	9,457
2019 Sennebogen 855M	855.0.1009	Green Hybrid E-series material handler	1,927
2019 Hamm HD12VV	H2301814	Tandem roller, folding ROPS	287
2017 Komatsu HM400-5	10490	Articulated truck	5,442



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