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Garrett Excavating Inc.



Grant Garrett,
owner and CEO



Dalton Nokes,
general superintendent

Houts Construction



Terry Houts,
co-owner



Alan Houts,
co-owner

A Message from Power Equipment Company



Andy Moon

**Technology is
transforming
the construction
industry**



Dear Valued Customer:

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to train new operators on how to move dirt before they ever actually sit in a machine? There are now advanced training tools such as simulators that allow new employees to gain experience in a safe environment. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. You can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

While technology is relatively new in the construction industry, sustainability is not. Construction has been a leader in recycling and reusing materials, as well as diverting them away from landfills. That is great for the planet, but did you know those practices are potentially profitable, too? Discover how focusing on sustainable practices can benefit your bottom line.

Plus, after enduring the hottest summer on record last year, protecting workers from the heat should be a top priority. We offer some tips to help you get prepared for the hot summer days ahead.

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

Sincerely,
Power Equipment Company

A handwritten signature in black ink, appearing to read "Andy Moon". The signature is fluid and cursive, written over a light yellow background.

Andy Moon,
President

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Being on the forefront of technology helps Garrett Excavating be a premier turnkey site development company in Arkansas



Grant Garrett,
owner and CEO

In 1950, family patriarch Irvin Garrett and his wife, Mary, founded Garrett Excavating Inc. as an earthmoving and construction company for central Arkansas. The couple provided for their family by clearing land, building stock ponds, performing demolition work, building roads for the forestry industry, and mining. Today, third-generation owner and CEO Grant Garrett has established the company as one of the largest and most technologically advanced turnkey site development companies in the central United States, with offices in Benton, Ark., and Rogers, Ark.

"Garrett Excavating is one of the largest civil contractors for the state of Arkansas that is capable of completing commercial, residential and industrial projects," stated General Superintendent Dalton Nokes. "Our projects vary across the state. Northwest Arkansas is heavily residential work whereas central Arkansas is primarily mass excavation and industrial projects.

"We've built a large fleet of equipment that allows us to complete projects ranging from 10,000 yards to over a million yards," continued Nokes. "Because our background is primarily in

mass excavating, we're able to move at a faster production rate than our competition. We're also able to bring the skill set from our larger projects to our smaller jobs and knock them out of the park."

Implementing iMC technology

Currently, Garrett Excavating is completing work on a seven-building multifamily apartment complex in Bentonville, Ark.

"This is a typical job site for us in northwest Arkansas," said Nokes. "We do a lot of multifamily and subdivision work because the area is expanding so rapidly. We're providing turnkey services for this project, including mass excavating the site, laying all utilities, creating the building pads, installing roads and parking lots, and excavating two detention ponds."

To move material and complete the finish work on the project, the firm relies on its three Komatsu D51PXi-24 dozers with intelligent Machine Control (iMC) 2.0 technology.

"We bought our first Komatsu D51 iMC dozer in October of 2021 and added two more a month later," noted Nokes. "They've been a great tool



Dalton Nokes,
general
superintendent

Operator Evan Davis grades a slope with a Komatsu D51PXi-24 iMC 2.0 dozer on a retention pond at Garrett Excavating's multifamily apartment complex job site in Bentonville, Ark. "The machine is very operator-friendly and easy to learn," said Davis. "With the automatic grading controls set up, the entire job site is laid out on a screen in front of you. My job is mostly managing the dirt because the D51's GPS technology handles a lot of the technical work."

▶ VIDEO





▶ VIDEO

With a Komatsu D51PXi-24 iMC 2.0 dozer, an operator fine grades a pad at Garrett Excavating's multifamily apartment complex job site in Bentonville, Ark. "Whether we're finishing slopes or ponds, laying stone in parking areas, or hauling material on an import job, the D51 has enough muscle to keep pace moving material and is agile enough to fine grade as well," said Dalton Nokes, general superintendent.

to have in our fleet. Whether we're finishing slopes or ponds, laying stone in parking areas, or hauling material on an import job, the D51 has enough muscle to keep pace moving material and is agile enough to fine grade as well."

Garrett Excavating has utilized aftermarket GPS technology since it was first introduced in the late '90s.

"We've been on the cutting edge of technology for a long time, so transitioning to Komatsu and the fully integrated GPS system was a natural progression for us," said Nokes. "The GPS integration is a lot more efficient because you're not dealing with wires, harnesses, masts, and everything else associated with the traditional aftermarket system. The setup is a lot cleaner and simpler.

"Transporting the machine is a lot faster because it's as simple as loading the machine onto the lowboy and hauling it to the next site; there's no masts to remove," continued Nokes. "I can move the D51 dozers across town and the setup is as simple as changing the base station connection before they're moving dirt."

When operating the machine, Nokes appreciates several other features.

"The visibility you get from moving the radiator to the back of the machine and creating the slanted nose allows you to see everything in front of you," said Nokes. "They're great for any kind of slope work or trimming because you can see the blade. On top of the visibility, the dozers are comfortable and quiet to run."

Around the same time the firm added the three D51 dozers to its fleet, it hired operator Evan Davis. With little operating experience, Davis quickly picked up the integrated GPS grading controls on the D51.

"The machine is very operator-friendly and easy to learn," said Davis. "With the automatic grading controls set up, the entire job site is laid out on a screen in front of you. My job is mostly managing the dirt because the D51's GPS technology handles a lot of the technical work. Once you're at the job site, you basically turn on the machine and go to work."

Nokes added, "The machine has shown us that we can put an operator with minimal experience in a D51, and he will work as productively as one of our ace operators due to the technology. We trust that he can grade all the way across a job site and that the grade will be perfect every time. That's added to our productivity."



Discover more at
PowerEquipmenteer.com

Continued...

'Power Equipment's been there every step of the way'

... continued

Power Equipment is a great resource

Throughout the process of adding the three Komatsu D51PXi-24 iMC dozers to its fleet, Garrett Excavating worked closely with Power Equipment Company, including Branch Manager Tim Hooper and Technology Solutions Expert (TSE) Anthony Neely.



(L-R) Garrett Excavating's Dalton Nokes works closely with Power Equipment Branch Manager Tim Hooper and TSE Anthony Neely for its Komatsu equipment solutions. "The support we receive from Tim goes beyond selling equipment," said Nokes. "He takes a genuine and sincere approach to know you as a person... Anthony has done a great job of showing us how versatile these dozers can be."

"The best thing about Power Equipment has been their support," stated Nokes. "We run a mixed fleet, so any questions we've had, Power Equipment has been quick to answer. They've jumped through a lot of hoops to get us set up and going with these machines.

"The support we receive from Tim goes beyond selling equipment," continued Nokes. "He takes a genuine and sincere approach to know you as a person. When we do have any questions about the machines, he always answers his phone and makes sure we receive the service and support we need to reach maximum productivity. Power Equipment's been there every step of the way for us."

To learn some of the more technical capabilities of the machine, Garrett Excavating often turns to Neely for support.

"Anthony has done a great job of showing us how versatile these dozers can be," said Nokes. "One of my favorite capabilities the iMC 2.0 machines have is remote access. If we have model changes, updates or changes to the as-builts, we can update our models and remotely send that information to the machine without having to drive out there and physically install the new model.

"There's no lag time, which has been huge for us," continued Nokes. "My favorite thing about the service we receive from Power Equipment is their ability to keep us up and running in the field. We're able to maximize our uptime through our partnership with Power Equipment." ■

Garrett Excavating relies on its three Komatsu D51PXi-24 iMC 2.0 dozers. "We bought our first Komatsu D51 iMC dozer in October of 2021 and added two more a month later," noted Dalton Nokes, general superintendent. "They've been a great tool to have in our fleet."





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Decades of experience help Houts Construction provide turnkey sitework services to customers in the Chattanooga area



Terry Houts,
co-owner

If you ask brothers Terry and Alan Houts where their offices are located, they'll likely point to their trucks, sitting off to the side at a job site. Their lifelong dedication to the construction industry around Chattanooga, Tenn., began when they went to jobs with their father.

"Back in the '60s and '70s, our dad would build houses in the area," recalled Terry. "When Alan and I came into the fold around the '90s, we started doing our own dirt work because all the subcontractors were busy. There wasn't a focus on growing the company until the last five years; there's so much demand in the current construction climate that we had to add people."

Houts Construction's team of eight employees provides turnkey sitework services. The company separates itself from competitors through years of experience and knowledge.

"We've been at this a long time," said Alan. "Our biggest strength is our ability to do what our customer wants us to do when they need it done. We're available and have the background to take on any job that comes our way."

"Whether we're doing residential or commercial work, we provide the same services," stated Terry. "We'll clear any vegetation, dig footings, install storm, sewer and utilities, then take the project to final grade. Our partners trust us to do the job right and stay on schedule."

Downtown Chattanooga jobs

For the past few years, Houts Construction has primarily worked with a townhome developer in Chattanooga, with projects of different scales spanning multiple years. The company also tackles smaller commercial projects.

"We've had to get bigger to keep pace with the number of projects they want us to complete," said Terry. "It's been reassuring to stay in the Chattanooga area and not have to chase bids hundreds of miles away."

Currently, Houts Construction has about five active projects throughout downtown Chattanooga — including one along Main Street, where the firm is completing work for a commercial and residential space. Houts Construction recently dug footings for

An operator uses a Komatsu PC210LC excavator to move material. "The machine is a workhorse," said co-owner Terry Houts. "We'll load a mountain of spoils into trucks using the PC210, as well as dig sewer and utility lines."





An operator breaks up concrete with a Komatsu PC138USLC excavator that has a Montabert 501 NG hydraulic rock breaker attachment.

the commercial structure. It will then add gravel to reach subgrade inside the building and install plumbing before a subcontractor pours concrete.

Houts Construction is also performing sitework on four townhome lots, each at various stages of completion.

"There's a huge demand for housing in the downtown area where people can walk to restaurants and shops," Terry explained. "We're excited to be a part of the process bringing people to the city and adding to the local economy."

Reliable service and equipment

Completing projects in downtown Chattanooga means Houts Construction often works in confined spaces. For about 15 years, the company has utilized a Komatsu PC45MR small excavator at its jobs.

"The machine has quite a few years on it but continues to do a great job without any trouble," noted Terry. "When we started to grow, we knew we would need some new machines and always felt like Komatsu was the most reliable. We looked at several other

brands but felt confident that Komatsu machines would be the right fit."

Currently, the firm also utilizes several other Komatsu excavators — a PC88MR-11, a PC210LC-11 and a PC138USLC — to complete a wide range of tasks.

"We use the PC88 primarily to dig footings, especially the commercial footings," explained Alan. "This soil is not the best, and you have to go deep to get to hard ground. The PC88 is a perfect fit because we're able to clear any vegetation using the thumb on the bucket, excavate down to the harder material, and then backfill with gravel using one machine.

"I enjoy the way the Komatsu machines run," continued Alan. "They're easy to operate, and the controls are right there at your fingertips. The articulating boom on the PC88 makes it versatile and one of my favorite machines to operate."

Houts Construction works closely with Power Equipment Company and Territory Manager Corey Shumpert to find the right machines for its fleet.

Continued...

'Saved us money without sacrificing quality'

... continued



(L-R) Houts Construction co-owners Alan and Terry Houts work with Power Equipment Company Territory Manager Corey Shumpert to find the right Komatsu machines for their fleet.

"Corey helped us add the PC210 out of Power's rental fleet, which saved us money without sacrificing quality," Terry commented. "The machine is a workhorse. We'll load a mountain of spoils into trucks using the PC210, as well as dig sewer and utility lines."

At a separate job site, Houts Construction attached a Montabert 501 NG hydraulic rock breaker to its PC138USLC excavator. The firm uses it to break up concrete and boulders.

Looking ahead

With both brothers in their 60s, they plan to continue working with the townhome developer as long as they are needed, and Terry's son Matt is in position to take over the business.

"We've built the company up to this point, and it's up to Matt if he wants to continue growing or which direction he wants to take the business," said Terry. "For now, we plan to continue along the same path until we're ready to retire." ■

Co-owner Alan Houts uses a Komatsu PC88MR excavator to move gravel into the foundation to reach subgrade at Houts Construction's Main Street job site in Chattanooga, Tenn. "The PC88 is a perfect fit because we're able to clear any vegetation using the thumb on the bucket, excavate down to the harder material, and then backfill with gravel using one machine," said Alan.



Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished

without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." ■



Andrew Earing,
senior product
manager, tracked
products, Komatsu



Watch the video

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.



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From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, director of customer solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or

diesel. When you can transfer files electronically, there is no need to drive to the job site.

4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.



Jason Anetsberger,
director of
customer solutions,
Komatsu

Continued...

Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.



Job site connectivity can increase production, safety

... continued

5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

6. Increased safety = lower premiums

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side

benefits including the reduction of potential costs associated with accidents. A better safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

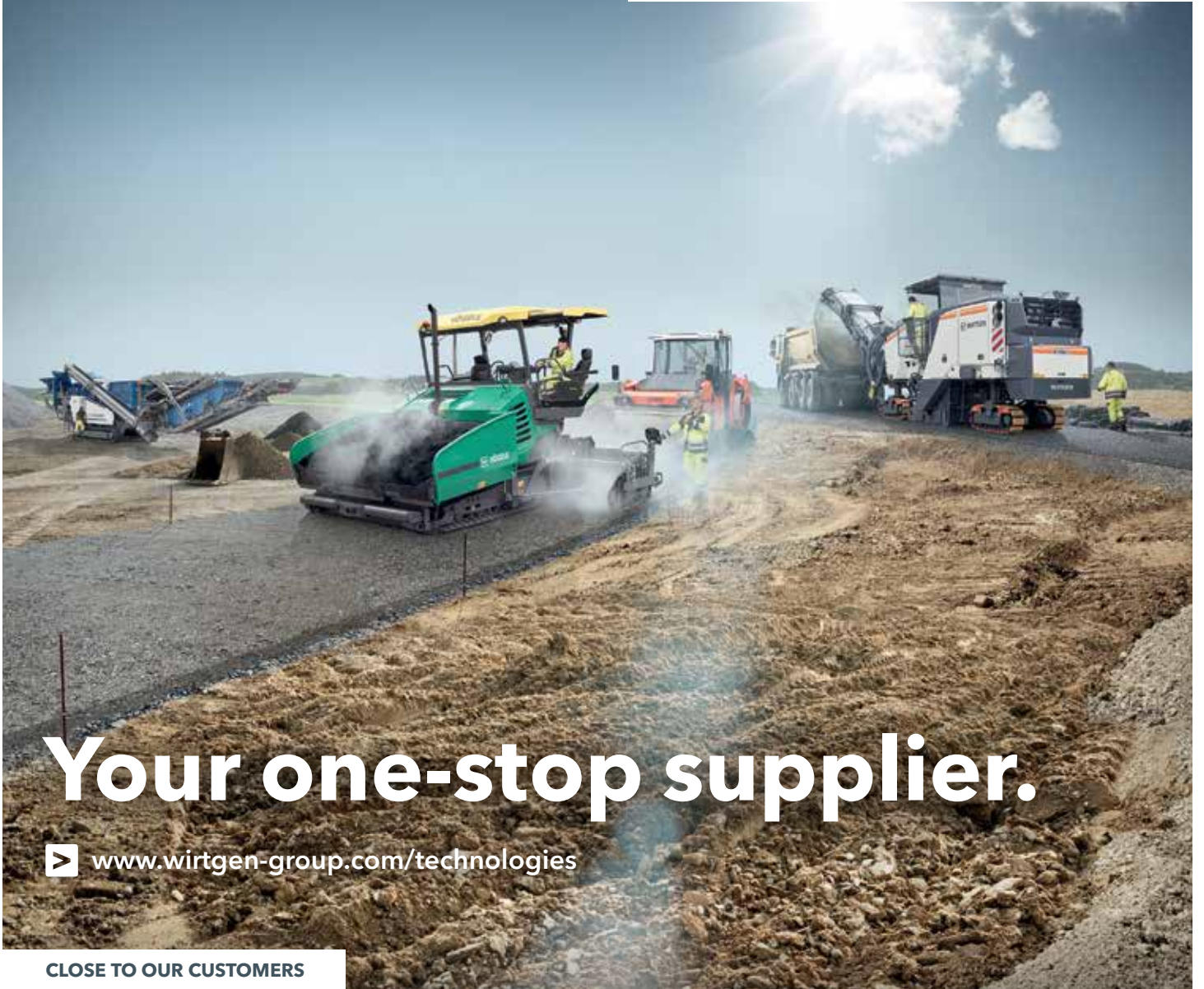
"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." ■

Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.





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The heat is on. Here are some tips to prepare for the hot summer days ahead

Hot weather is particularly challenging to the construction industry because workers are often exposed to the elements, including high temperatures and humidity. After enduring the hottest summer on record last year, protecting workers from the heat should be a top priority.

Ounces of prevention

Hydration plays a significant role in reducing heat illnesses and keeping your body properly conditioned for the job. Fluid intake is essential before, during and after work. Recommendations call for drinking water or electrolyte drinks such as Gatorade every 15 minutes, even if you are not thirsty — at least 6 to 8 ounces every hour. In extreme heat, it's even more important to replenish fluids lost to perspiration.

Choose the right clothes

Appropriate clothing makes a big difference in hot environments. Choose lightweight clothing made of synthetic fabrics that wick sweat from the skin. For outdoor work, light-colored clothing is often recommended because it reflects the sun's rays. Looser-fitting clothes will also allow air to circulate and cool the body. However, job sites present hazards with

equipment and machinery that can catch baggy clothing, so be mindful.

Sunscreen is very important

Clothing is a great help in warding off the sun's rays, but it's essential to put sunscreen on any exposed skin. Pay attention to the sun protection factor (SPF) in your sunscreen. The Skin Cancer Foundation recommends using a broad-spectrum sunscreen with an SPF of 15 or higher every day. An important fact to remember: UV rays pass through glass, so even if you are operating a machine or sitting in a pickup, use sunscreen.

Working times

All job sites get hot during the summer months, especially those in urban areas where concrete and asphalt trap heat, and can send temperatures soaring. Since the sun is directly overhead at noon, the hottest part of the day is typically between 10 a.m. and 4 p.m.

Try to avoid scheduling work during those times if you can. If that's not possible, plan for more frequent breaks, and seek shade where the temperatures are cooler, such as under an awning, an umbrella or a tree. ■

Working with Komatsu means being part of a culture of zero harm where everyone is responsible for each other's safety. Learn more about Komatsu's drive to zero harm by visiting <https://www.komatsu.com/en/our-commitment/driving-to-zero-harm/>



Keeping workers safe in the summer heat is essential, so try to avoid scheduling work during the hottest hours of the day. Employees should have access to water, sunscreen and frequent breaks.





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How to integrate tech to overcome job site challenges



Jason Anetsberger,
director of
customer solutions,
Komatsu

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans. Everyone can see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally

transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, director of customer solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate the need for paper plans," said Anetsberger. "The 3D design plans can be uploaded directly into Komatsu's Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations."

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. 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.





Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. 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.

Komatsu's iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators to cut/strip from existing terrain, regardless of their experience level. This is because the machine's GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS and uploaded

For more information about Smart Construction solutions, My Komatsu, Komtrax and iMC 2.0 dozers and excavators, contact your local Power Equipment Company representative and visit www.komatsu.com.



Continued...

Reduce costs with Komatsu iMC 2.0 excavators

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3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.

"You can also remotely support operators," said Anetsberger. "If they have

an issue with their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money."

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel, machine and material costs to compare progress status in terms of schedule and costs.

See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

"My Komatsu enables users to access and evaluate their assets," said Komatsu's Gabe Saenz, digital experience manager. "It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management." ■

Editor's Note: This article is excerpted from a longer piece that appears on Komatsu's blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.





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Increase profits with sustainable practices

“Green” is a trending adjective for a practice construction companies have been following for years. Before it became the norm to recycle, construction companies were recycling construction and demolition (C&D) debris, including steel, asphalt and concrete. As an industry that works directly with the land, many have understood the importance of protecting it through sustainable practices.

While these are important practices for protecting the earth, are you aware of the increasingly wide variety of ways sustainability efforts can boost your company’s value overall? Green practices can help reduce material costs, increase employee retention and ultimately boost profitability as supply chain partners and customers see you as a company worth working with for reasons beyond the traditional requirements.

Here are three ways thinking more sustainably could help boost your bottom line.

Lower costs

According to the United States Environmental Protection Agency (EPA), sustainability is based on a simple principle: Everything that we need for our survival and wellbeing depends, either directly or indirectly, on our natural environment. To pursue sustainability is to create and maintain the conditions under which humans and nature exist in productive harmony to support present and future generations.

Many new construction projects are done on sites where removing old materials like pavement, foundations, brick and concrete are part of the job. Recycling and reusing these materials on-site can provide significant savings.

Using recycled materials reduces the need to purchase virgin aggregates and the trucking costs associated with bringing them to the job site. It also reduces the need to transport C&D debris off-site, as well as the potential fees to put it in a landfill. Less fuel use as well as reduced wear and tear on trucks lowers repair and replacement costs for consumable items such as brakes and tires.

In some cases, old materials can’t be reused on-site and must be hauled off. These can still have significant value. That’s why numerous

companies have set up recycling yards that accept C&D waste and turn it into new products.

Attract and retain top talent

Employee turnover is costly and is estimated to equate to 1.5 to 2 times an employee’s salary when you factor in advertising, training and lost productivity, according to the article “The True Costs of Employee Turnover” published by *Built In*. While you may not have considered it, reducing your environmental impact could be key to lowering those workforce costs, retaining existing talent and attracting new employees, especially younger workers.

“There are numerous surveys that show that younger employees want to work for companies that demonstrate they are committed to sustainability,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content. “That includes on the job site, as well as in the office through practices such as reducing paper, water

Editor’s Note: This article is excerpted from a longer piece that appears on Komatsu’s blog. For more information about how focusing on sustainable practices can benefit your business, visit <https://www.komatsu.com/blog/2022/increase-profits-with-sustainable-practices/>



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Studies show today’s workforce takes corporate responsibility and sustainable business practices into account when choosing an employer. In this photo, Komatsu executives help plant trees for a corporate reforestation project in West Virginia. “Prospective employees want to know about your community involvement and how you’re giving back...,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content.



Sustainable practices stand out to prospective employees

... continued

and electricity use. Prospective employees also want to know about your community involvement and how you're giving back in ways that contribute to environmental improvements such as donating equipment, time and labor to projects like tree planting."

Clinton added that it's important for companies to highlight their sustainable practices in prominent ways so that they stand out to prospective employees.

"Having a section of your website dedicated to what you are doing to reduce your carbon footprint and water usage should seriously be considered," Clinton indicated. "Pictures showing your efforts are helpful. Icons such as the recycling symbol that show your commitment to green practices should be prominent on all your materials, including recruiting items, company brochures and other marketing items. It's an essential part of your brand's value, as long as it is actually a part of your company's culture."

Land more jobs

Just like employees want to work for businesses committed to sustainability, other companies want to work with those who emphasize greener business practices.

In many cases, companies or governments are making it a requirement to work on their projects.

"Companies that advance their approach to sustainability now can get the benefit of doing it for the right reasons, being on the forefront of the curve, and helping lead the way in their industries," Clinton emphasized. "If you wait until it's required and have to submit a report to a customer or another contractor you want to work with — and only then realize you don't have all the requirements — you may be at a disadvantage in the near future."

Tips to get started

Clinton said measuring your sustainability is going to be increasingly more essential, and it's never been easier to do.

"There are many companies with software that help track practically everything you do related to sustainable practices," Clinton noted. "Right now, that's mostly at a nice-to-have level, but as more and more requirements are built into regulatory aspects of how companies have to do business, it's going to be essential. Those who don't have those metrics are probably going to miss most, if not all, opportunities. Those that do will likely land more jobs." ■

Recycling and reusing materials such as old pavement on-site reduces transportation costs, potentially increases profits and lowers emissions, which benefits the environment.



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Bramco introduces Chad Dobson as its new chief financial officer



Chad Dobson,
CFO, Bramco

Bramco Inc., parent company for Power Equipment Company, Brandeis Machinery & Supply Company, Certified Rental and Bramco-MPS, introduces Chad Dobson as chief financial officer, effective April 11, 2022.

Bramco CEO Mike Paradis stated, "The Bramco Family of Companies are well respected throughout our region and accustomed to delivering a high level of trust and value to our stakeholders. As we continue to expand, we feel it is important to invest in experience and leadership for all aspects of our business."

"Our companies are continuing to grow and change," emphasized Michael Brennan, president of Bramco. "It is imperative we have a strong financial leader at the helm, ensuring we continue to deliver exceptional quality and service to our customers."

Dobson is excited for this opportunity and commented, "Bramco has a wonderful reputation in the industry. With such an established history, it is truly remarkable to be part of the growth that is currently taking place at the company. I look forward to being a part of the leadership team and am honored to take part in the company's already prestigious legacy."

Dobson comes to Bramco with over 20 years of executive-level finance management experience, both in public and private accounting. He began his career with PricewaterhouseCoopers, and he most recently worked at Churchill Downs Incorporated as vice president and chief accounting officer. He is a certified public accountant (CPA) and a proud graduate of the University of Kentucky. Dobson resides in Louisville, Ky., with his wife, Abby, and their three children: Miles, 15; Briggs, 13; and Duncan, 9. ■

Tim Hancock promoted to general manager, credit and finance



Tim Hancock,
general manager,
credit and finance

Power Equipment Company is pleased to announce the promotion of Tim Hancock to general manager, credit and finance. Tim replaces Jim McNeillie, who has retired from Power Equipment after 40 years. Tim will lead the credit and finance department for all Power Equipment branches.

"Tim has been with Power Equipment for 13 years, serving in the credit department," said Andy Moon, president of Power Equipment. "Tim's patient and courteous approach with our customers will certainly be an asset for our company. Tim is a great leader, and I look forward to working with him as our company continues to grow."

Tim is excited for this opportunity and commented, "I have enjoyed and

appreciated all the advantages Power has provided to me during my tenure. The stability of our company and the team atmosphere make this a great place to work. Moving forward, my aim is to create a more seamless partnership with our sales department, which in turn will help our customers."

Prior to this new role, Tim served as the general manager of credit for Power Equipment. He also worked in the banking industry for a number of years. Tim resides in Knoxville, Tenn., with his wife, Jennifer, and their three kids: Olivia, 17; Lincoln, 15; and Ridleigh Jayne, 7. When not at work, you can find Tim involved with his children's many different activities. ■

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Get to target grade faster

Reach maximum productivity faster. With automated features such as auto tilt bucket control and bucket angle hold control, Komatsu's 70,000-pound-plus PC290LCi-11 intelligent Machine Control (iMC) 2.0 excavator can empower operators of all skill levels to dig straight to grade quickly and accurately.

Andrew Earing, Komatsu senior product manager, said the PC290LCi-11 is well suited for nonresidential applications such as commercial developments and infrastructures. It delivers large production

volumes with a relatively small footprint and low transportation weight.

Insider Tip: "Consider adding the auto-tilt bucket IMU (inertial measurement unit) field install kit for even greater levels of productivity and efficiency. This allows for expanded grading capabilities as well as auto return to horizontal," said Earing. ■

Learn more about iMC 2.0



Doing more with less

Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

Insider Tip: "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■



Learn more about the D71-24



Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.* In most cases, that's 20,000 hours.

Insider Tip: "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining

their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■

**Based on model. Exclusions apply. Please see your Komatsu dealer for full terms and conditions.*



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2021 Takeuchi TB370CL, S/N 170000606, 54 hrs.



2019 Komatsu PC240LC-11, S/N 95427, 2,678 hrs.



2019 Komatsu PC650LC-11, S/N 80108, 4,502 hrs.

Year/Make/Model	S/N	Equip #	Location	Hours
Excavators				
2021 Takeuchi TB370CL	170000606	J00674	Corbin, KY	54
2019 Komatsu PC240LC-11	95427	J00671	Louisville, KY	2,678
2019 Komatsu PC650LC-11	80108	J00670	Memphis, TN	4,502
Feller Bunchers				
2016 Komatsu 445L-3	A3124	PT28642-1	Knoxville, TN	4,825
Wheel Loaders				
2018 Komatsu WA320-8	A38264	PT30228-1	Nashville, TN	6,618



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