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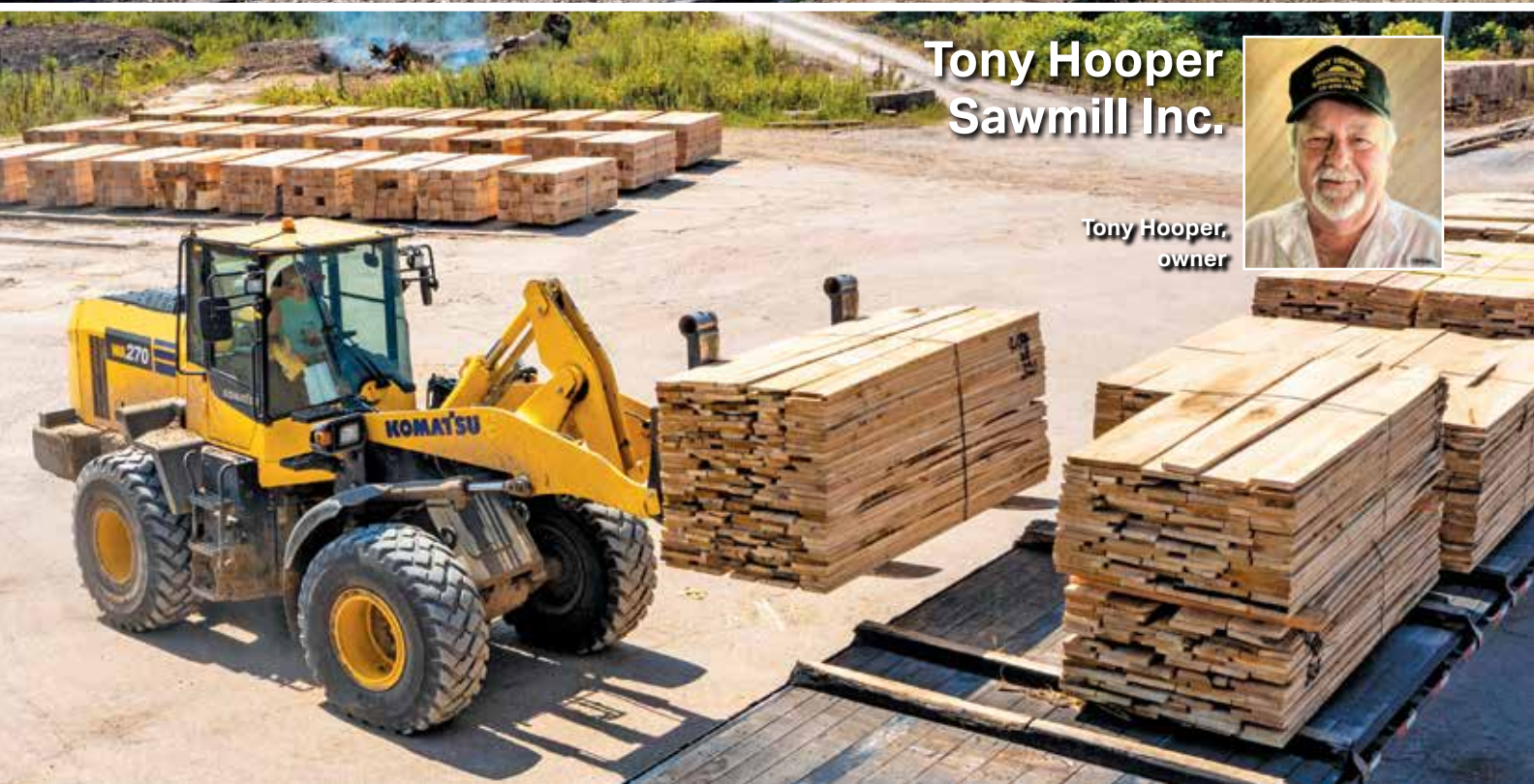


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**Grace Railroad  
Contractors Inc.**

Dustin Grace,  
president/CEO



**Tony Hooper  
Sawmill Inc.**



Tony Hooper,  
owner

## A Message from Power Equipment Company



Andy Moon



Dear Valued Customer:

We all know that high fuel prices can negatively affect profitability, but there are ways to combat those costs. In this issue, we provide some helpful tips on how to reduce fuel usage.

Technology can help play a role in lowering overall costs, from fuel to moving materials. Komatsu recently introduced its latest Smart Construction solution: Smart Construction Retrofit. This indicate-only system works well with excavators that are not already equipped with GPS. Retrofit is an excellent way to upgrade your existing excavators. See inside for details.

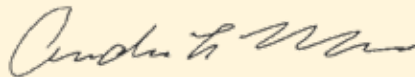
Retrofit was one of several Smart Construction solutions recently showcased at Komatsu's Demo Days. It was great to see the popular event's return after a hiatus due to the pandemic. We hope you were able to attend Demo Days, but if not, we offer information on some of the featured machines.

If you are considering Komatsu Smart Construction solutions for your business, read the informative article on how to choose the right ones to maximize your productivity. There is also an article on how to use the new ISO standard, which allows you to track your competitive machines through My Komatsu. I think you will find both beneficial.

Finally, learn more about the GD655-7 motor grader, Komatsu batteries and a new Reman engine for PC360LC-10 excavators.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,  
Power Equipment Company



Andy Moon,  
President

**Lower costs,  
maximize  
productivity**

## In this issue

### Tony Hooper Sawmill Inc. pg. 4

See how this family business provides lumber to the Southern United States.

### Grace Railroad Contractors Inc. pg. 8

Meet Dustin Grace, whose company offers 24/7 rail services across the country.

### Guest Opinion pg. 13

Follow these suggestions if you are new to bidding federal projects.

### Fuel Facts pg. 14

Learn how to lower fuel costs even when prices are high.

### Back in Action pg. 16

Get a glimpse of Komatsu's Demo Days.

### Tech Talk pg. 18

Find out how to incorporate the right Smart Construction solutions into your operations.

### New Solution pg. 21

Take a look at Komatsu's new Smart Construction Retrofit.

### Improved Fleet Management pg. 22

Discover how to access telematics data from Komatsu and non-Komatsu machines with My Komatsu.

### Plan Ahead pg. 25

Understand how to prepare for extreme weather events.

### Insider Tips pg. 29

Read about Komatsu's new products and programs.

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Vice President,  
Product Support

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Credit & Finance

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## Family business Tony Hooper Sawmill Inc. provides jobs to the Toone community, lumber to the South



**Tony Hooper,**  
owner

Standing on a porch in Hardeman County, Tenn., Tony Hooper looked out at his sawmill across the road — just like his father, Malcolm, used to.

“My dad lived across the road right here in this house,” said Tony. “He’d sit over here and watch the operation for a long time while he was still around.”

Malcolm began his sawmill operation in the 1970s and introduced Tony to the industry at a young age.

“I was 15 when I started sawmilling, and I’ve been at it for 52 years,” said Tony.

Tony used that experience to start his own company, Tony Hooper Sawmill Inc., in 2000 at its current location in Toone, Tenn. Tony’s sons-in-law Blake Sowder and Richard Crowley are mill managers and help him oversee the business. Prior to joining Tony at the mill, Blake had a maintenance background, and Richard worked a factory position for 20 years.

Tony, Blake and Richard oversee over 100 employees at the mill — making them one of the largest employers in the area, which distinguishes the business as more than a sawmill.

“What people don’t realize is we are a large part of Toone,” noted Richard. “Half the people that live in this town work with us. We provide jobs for them, and they can provide for their families. That community element is important in our business.”

### Into the Hatchie

Tony Hooper Sawmill currently has four sawmills from Hurdle Machine Works, operates year-round, and primarily cuts hardwood timber.

“We mainly cut a lot of railroad ties for companies and sell some wood to furniture companies,” said Tony. “We don’t dry any wood, and we do most of our own logging. We cut about 400,000 to 500,000 board feet a week.”

Tony Hooper Sawmill logs within a 100-mile radius of their mill location and can handle up to 35 log loads a day. The lumber is shipped across the Southern United States.

One of Tony Hooper Sawmill’s logging efforts this year is near Pocahontas, Tenn., at the Hatchie River’s bottomland hardwood forests.

“The Hatchie grows some of the best timber in this part of the country that we can provide to our customers,” said Tony. “There is lots



**Richard Crowley,**  
mill manager



**Blake Sowder,**  
mill manager

An operator uses a Barko 595B trailer mount loader to cut timber to length.

▶ VIDEO





▶ VIDEO

An operator uses a Komatsu WA270 wheel loader to load lumber for shipment. "Our operators like the operating ability of the WA270," remarked owner Tony Hooper. "They are hydrostat machines that handle well and get around the yard quickly and safely."

of good red oak along with mixed woods including cypress."

### A record of reliability

When Tony Hooper Sawmill needs equipment, it turns to Power Equipment Company Territory Sales Manager Chad Roberts and Customer Support Representative Robbie Hutchens.

"I've known Chad for a long time, and he's a good friend to know," said Tony. "Power Equipment and Robbie have been good to us and helped us when we've needed it."

Tony Hooper Sawmill's fleet includes a Komatsu WA200 wheel loader. Conditions at the sawmill can create tough conditions for equipment, and the WA200 has been put to the test.

"We're hard on our machines — especially in the winter when it's so muddy, and the summers are so dusty — but the WA200 has been a workhorse," said Richard. "It's at over 7,000 hours, and it's holding up great. It's very rare we've had any issues with any of our machines, but if we do, Chad and Power Equipment are always there."

The company wanted a larger machine, so it worked with Power Equipment to acquire a Komatsu WA270 wheel loader.

"Our operators like the operating ability of the WA270," remarked Tony. "They are hydrostat machines that handle well and get around the yard quickly and safely."

Tony Hooper Sawmill uses the loaders for a variety of purposes.

"They do a little bit of everything — from yard maintenance to loading log trucks and dust to wood chips," said Richard. "They're our Swiss Army knives."

In addition to the wheel loaders, Tony Hooper Sawmill uses two Barko trailer mount loaders, a 295B and a 595B.

"We use the Barko machines to cut up logs to length for the mills to saw," said Tony. "The 595B unloads tree length logs and cuts them. We can move it around the yard, which is helpful when the ground is wet or muddy because it can track across like a dozer."



Discover more at  
[PowerEquipmenteer.com](http://PowerEquipmenteer.com)

*Continued...*

# 'Power Equipment has the parts to service machines'

... continued

To keep the operation running smoothly, Tony Hooper Sawmill relies on Power Equipment's support.

"We really like the Komatsu and Barko machines for the service we get from

Power Equipment," said Tony. "We've had good service out of them and haven't had any major breakdowns. Power Equipment has the parts to service machines, and that means a lot. Some places don't stock any parts, and you have to order it."

Plus, with a Komatsu parts warehouse just an hour away in Ripley, Tenn., the sawmill can work directly with the warehouse to get any parts they might need.

"When you have a machine down, people are standing around looking at you and it costs money, and we can avoid that," noted Tony.

## Looking ahead

Moving forward, Tony Hooper Sawmill will continue its operation in Hardeman County and adapt to the ever-changing lumber market, but Tony might be stepping down soon.

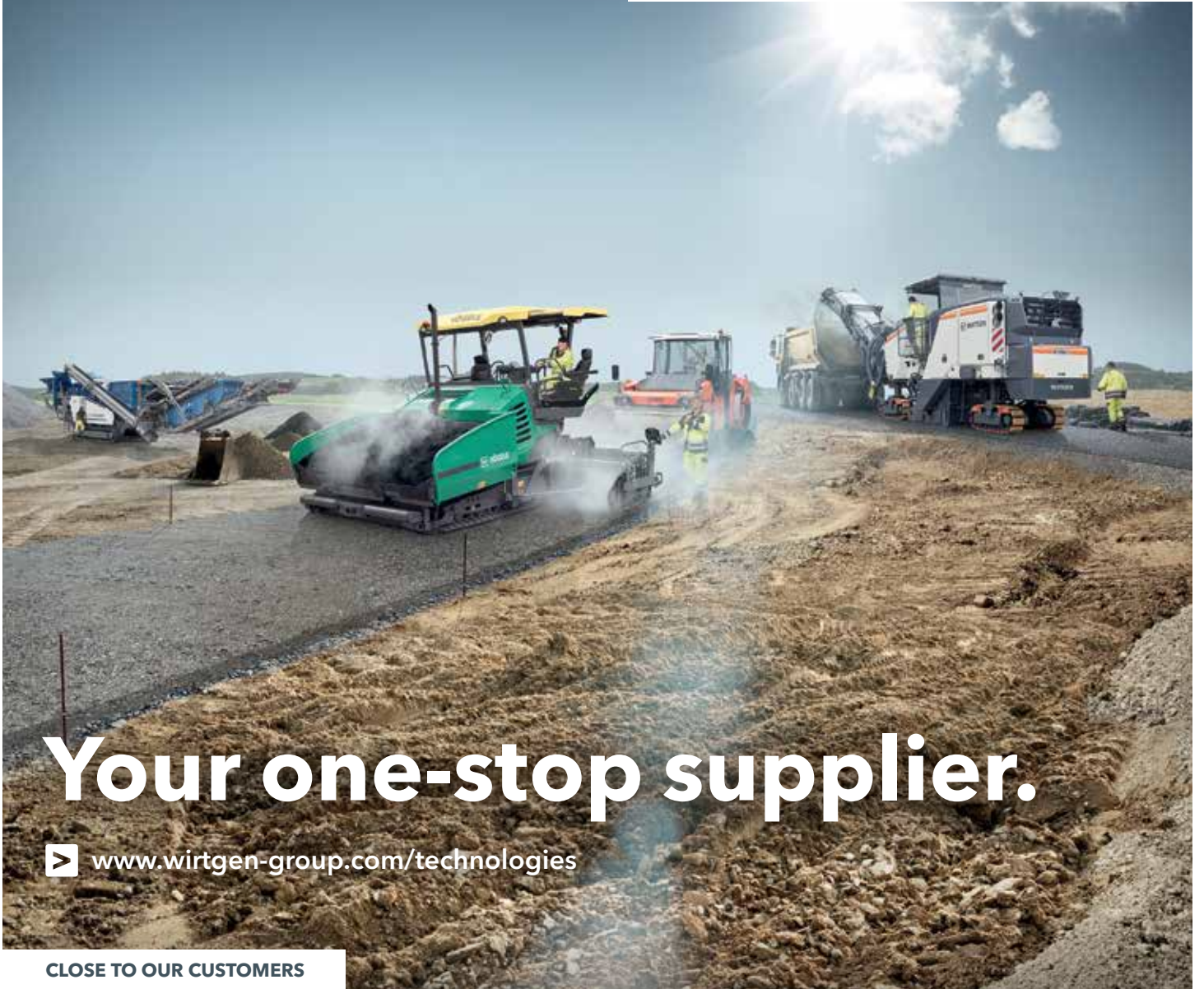
"I've been saying it for 10 years, but I plan on slowing down and for Blake and Richard to take over," remarked Tony. "They are hardworking guys and mean a lot for this company." ■



(L-R) Power Equipment's Robbie Hutchens and Chad Roberts and Tony Hooper Sawmill's Richard Crowley and Tony Hooper stand on the porch of Malcolm Hooper's former house that overlooks the sawmill. "I've known Chad for a long time and he's a good friend to know," said Tony. "Power Equipment and Robbie have been good to us and helped us when we've needed it."

One operator processes lumber with a Barko 295B trailer mount loader, while another operator moves lumber bundles with a Komatsu WA270 wheel loader. "We really like the Komatsu and Barko machines for the service we get from Power Equipment," said owner Tony Hooper. "We've had good service out of them and haven't had any major breakdowns."





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## Grace Railroad Contractors Inc. provides 24/7 rail services across the country



**Dustin Grace,**  
president/CEO

From train derailments to rail maintenance and construction, Grace Railroad Contractors Inc. travels coast to coast to provide services for their clients.

Prior to its current widespread operation, the company had a humble beginning with founder Thomas Grace in the 1980s.

"My dad had a backhoe and a dump truck working here in Pine Bluff, Arkansas," said Dustin Grace. "The railroad called him to come help on a project one day. He eventually started up a crew to go out into plants to do track maintenance and track repairs."

Thomas hired about nine employees and continued to grow the business.

Dustin joined the company in 1995 when he was 17 and learned the business from the ground up before his father retired in 2012, leaving Dustin as the president and CEO.

"The last 10 years we've grown a lot," said Dustin. "We've been from the East Coast to the West Coast since then. We're working all over

the country building new facilities for the track system in the new paper mills and oil refineries."

### Derailment services and more

As Grace Railroad Contractors took on more projects, its staff expanded.

"We're still seeing strong growth," said Dustin. "We have around 100 employees. We do any aspect of railroads from track maintenance, building brand new track, track repairs, trucking, and 24/7 call outs and derailment services. We pick up any kind of train derailment no matter how big."

Derailments can range from a railcar having just one wheel off the track to a multiple-railcar crash. Grace Railroad Contractors typically uses sidebooms to lift the railcars.

"We go out, pick them up and put them back on the track," explained Dustin. "We have trailers that can haul the cars if they aren't rail worthy."

Recently, Grace Railroad Contractors picked up two locomotives that had been hit by a log truck in Waldo, Ark. The company spent one night clearing the crash and the next day repairing the track.

"It was a mess, and we cleared everything — including logs — and made it the way it was before," recalled Dustin.

**A Komatsu PC238USLC-11 is upfitted with hi-rail gear that allows the excavator to travel on a rail up to 30 miles per hour.**







Operators use a Komatsu PC238USLC-11 excavator and two Komatsu PC360LC-11 excavators to lay railway tracks. While one of the PC360LC-11 excavators is standard, the other is upfitted with a recovery winch mounted to the track frame for train wrecks.

Grace Railroad Contractors handles equipment recovery as well.

"We had to recover an excavator, and there was nothing but the stick and the top of the cab sticking out of a sandbar when we got there," exclaimed Dustin. "We took our equipment, matted the site and dug it out. We had five sidebooms and a trackhoe to get it out and put it on a trailer."

### Customizable equipment

To meet its equipment needs, Grace Railroad Contractors turns to Power Equipment Company and Territory Manager Barrett Howell.

"We're considered a first-responder, so we are like a company you see at a wreck in the middle of the night on the highway," said Dustin. "We are the same — except we do railroads — and we need quality equipment, which we have found with Power Equipment."

Grace Railroad Contractors made the switch after having issues with their old machines.

"Four years ago, we pretty much had all of another brand in our fleet," said Dustin. "We started having bad luck with them and

*Continued...*



Grace Railroad Contractors' fleet includes a Takeuchi TL12V2 compact track loader. "We use it when we are replacing track for larger railroads or if a derailment causes a track wipeout," said Dustin Grace, president/CEO. "We take the excavators and throw all the steel and cross ties out of the way and use the compact track loader to knock it flat, so we can put down new track. You can pull up to a pile and shove through it like a dozer."

# 'We're on a steady growth pattern'

... continued

started having breakdowns. I tried a Komatsu excavator, and I've bought them from Power Equipment ever since. The excavators are stronger and walk faster, and parts are easier to get compared to other brands."

Grace Railroad Contractors' current fleet consists of two PC360LC-11 large hydraulic excavators, a PC238USLC-11 tight tail excavator, and a PC88MR-11 small hydraulic excavator.

While one of the PC360LC-11 excavators is standard, the other is upfitted with a recovery winch mounted to the track frame for

train wrecks. The PC238USLC-11 is upfitted with hi-rail gear that allows the excavator to travel on a rail up to 30 miles per hour. Other attachments allow the excavators to cut brush, clear ditches, undercut, tamp, and set panels.

With the Komtrax system in the excavators, Grace Railroad Contractors can maintain uptime by quickly diagnosing any issues that may arise in the field.

"You don't have to have a guy come out with a computer to work on them because it's all on the screen," noted Dustin. "We can do everything. Power Equipment showed us how we can diagnose the problem and fix it."

The company has also purchased a Takeuchi TL12V2 compact track loader from Power Equipment.

"We use it when we are replacing track for larger railroads or if a derailment causes a track wipeout," said Dustin. "We take the excavators and throw all the steel and crossies out of the way and use the compact track loader to knock it flat, so we can put down new track. You can pull up to a pile and shove through it like a dozer."

## More to come

Progressing into the future, Dustin said he wants to continue growing the company and will be working with Power Equipment to acquire a new excavator.

"We're on a steady growth pattern right now," said Dustin. "I'm adding equipment and people as fast as I can find them." ■



(L-R) Power Equipment's Barrett Howell and Grace Railroad Contractors' Dustin Grace pose in front of a Komatsu PC238USLC-11 excavator. "We're considered a first-responder, so we are like a company you see at a wreck in the middle of the night on the highway," said Dustin. "We are the same — except we do railroads — and we need quality equipment, which we have found with Power Equipment."

An operator carries railway tracks with a Komatsu PC238USLC-11 excavator. "Komatsu excavators are stronger and walk faster, and parts are easier to get compared to other brands," said Dustin Grace, the president/CEO of Grace Railroad Contractors.



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# Here are some considerations if you are new to bidding federal projects

The \$1.2 trillion Bipartisan Infrastructure Law, also known as the Infrastructure Investment and Jobs Act (IIJA), has many contractors considering federal projects for the first time. Before you dive into the world of federal construction, there are a few key factors you should examine to ensure you are well-equipped and ready for the challenge.

### Federal projects are slow paying

If you are working directly for the government, it could easily be 90 days from the time you submit a pay application to when you get paid. If you are a subcontractor, it could take even longer because of the Pay-When-Paid (PWP) clause. Before taking on a federal project, ensure that your cash flow is steady enough to handle financing your materials and labor for the project for several months after submitting your pay applications.

### Federal projects often require bonds

Nearly every federal construction project requires bonds. There are two types: a payment bond and a performance bond. A payment bond guarantees that all your laborers and material suppliers are paid. A performance bond covers the cost of completing your scope of work if you abandon or are terminated from the project.

The law requires that the general contractor acquires a payment bond for federal projects, but the federal government has no duty to make sure that one is actually provided. This is why it is so important to get a copy of the general contractor's bond before you start work, so you know exactly who you need to contact if you don't get paid.

The general contractor's bond company will usually require that all subcontractors "bond back," which means that they will receive both a payment and performance bond in the full amount of their subcontract that is payable to the general contractor in case they cannot pay their team or complete their work. If you are a subcontractor or material supplier, you must send the general contractor notice of your bond claim. The notice must be sent within 90 days of the last day of work or the last time materials were supplied. While you don't have to send it to the bond company, you'll probably have more leverage if you do.

### Be prepared

If you rarely sign public works contracts, consider having your contract reviewed by an experienced construction attorney. Even if you do not want to negotiate any of the terms, it's wise to clearly understand what you are agreeing to do when you sign the contract, and be prepared on the front end. ■



**Karalynn Cromeens**

*About the Author: Published author, award-winning lawyer, devoted wife and mother, and owner and seasoned managing partner of The Cromeens Law Firm (TCLF), Karalynn Cromeens is a true jack of all trades. She is the co-founder of Morrell Masonry Supply and owner of The Subcontractor Institute, an easy-access online educational platform for contractors. In the 17 years Cromeens has practiced construction, real estate and business law, she has reviewed and explained thousands of subcontracts. Providing education to contractors on a national level has become her personal mission, and she is always doing what she can to help make it a reality.*

**The new \$1.2 trillion Bipartisan Infrastructure Law provides a wealth of new opportunities, but if you have not done federal work before, you should carefully consider some things, such as delayed payments, before diving right into bidding.**



# Here are some tips on how to lower fuel costs even when prices are high

Fuel is a major expense for most construction companies — and when its cost goes up, so does the threat to companies' bottom lines.

While we cannot control the price at the pump, the good news is there are still ways for construction companies to reduce their fuel usage and lower costs.

### Negotiate

In some cases, you can help defray costs through contracts and agreements. Negotiating a surcharge clause that gives you the ability to raise prices if fuel costs reach a certain level is a possibility. You may also have a simple deal with a customer that gives you the ability to do the same. If you signed a contract before prices soared and don't have fuel surcharges in place, you can try to add them, but it's more likely you will have to seek ways to reduce your owning and operating costs to offset the higher price.

### Reduce your idle time

If you are idling for extended, unproductive periods of time, you are wasting fuel.

Idling is necessary in certain situations such as warming up and cooling down a machine. It could also be justified when you

are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics let fleet managers easily track idle time by machine for their entire equipment lineup. If they see excessive idling, they can address it with operators and other on-site personnel.

Using Auto Idle Shutdown, a feature available on most Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Your machines' operations and maintenance manuals can show you how to set it — the minimum is five minutes before shutdown begins in most cases — and your local dealer can help too.

### Heed ECO Guidance suggestions

ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption, is a feature on most machines introduced during the past 10 years. It displays messages on the monitor in certain situations, such as an idling stop guidance if



Watch the video

**Excessive idle time wastes fuel and reducing it can be one of your biggest cost savers. Using Auto Idle Shutdown, a feature available on most Komatsu Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Another available feature is ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption.**

### ► VIDEO





**Fuel is a major expense for construction companies, but no matter the price, there are easy ways to reduce usage, such as using technology, choosing properly sized machines, and running them in the right mode.**

no operation is performed for more than five minutes, and the engine is idling.

### **Choose the most effective mode**

ECO Guidance might also suggest operating in Economy (E) mode instead of Power (P) mode.

E mode provides better fuel efficiency, so it's often the best choice. Excavators and dozers are used for both digging and moving naturally compacted soils, and in most instances, E mode will get the job done without unnecessary fuel burn. However, if the material is hard such as heavy clay and requires greater power to move, then P mode should be used.

### **Properly size and match equipment for the task**

Bigger is not always better and using a large machine for a job that a smaller one can efficiently do increases fuel usage and overall operating costs. Fleet managers need to consider several factors when utilizing equipment, including choosing the right size for the job.

It is also important to consider sizing attachments correctly. Excavator buckets are

a prime example. Many contractors believe bigger is always better with buckets. However, at the end of the day, the pile of dirt excavated or loaded is often the same with a properly sized smaller bucket. Larger buckets extend cycle times, work a machine harder, spend more time over hydraulic relief, and end up burning more fuel.

### **Use technology**

GPS-based grading helps increase productivity and lower per-yard costs to move material. In the last 20 years, GPS technology has improved significantly with integrated machine control that lowered costs associated with replacing cables, masts and additional satellites that increased accuracy.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's Proactive Dozing Control logic, that help operators get to grade even faster and at lower costs, including reduced fuel usage. An added benefit is that technology is helping new operators become proficient at moving dirt faster than ever before. ■

*Editor's Note: This article is excerpted from a longer blog. To read it in its entirety and find out more about fuel savings, visit <https://www.komatsu.com/en/blog/2022/tips-for-lowering-your-fuel-costs-even-when-prices-are-high/>.*



# New tech helps drive record attendance at Demo Days, extra day added to the event



**▶ VIDEO**  
Ryan Stachowski,  
lead demonstration  
instructor and  
sales trainer,  
Komatsu



Watch the videos

**K**omatsu's 2022 Demo Days was years in the making — three, to be exact. Komatsu last held the event — which invites customers to try its latest machines and technologies — in the fall of 2019 before the COVID-19 pandemic shut down large gatherings. While events might have been paused, Komatsu innovation wasn't. During the pandemic, the company released new machines and technologies that many customers were eager to try.

So, when Komatsu announced it was bringing back the popular event at its Training Center in Cartersville, Ga., current and potential customers, as well as their distributors, couldn't wait to get back. Interest was so high that Komatsu turned Demo Days into a four-day event instead of its usual three.

"We could definitely see there was pent-up demand," said Komatsu's Ryan Stachowski, lead demonstration instructor and sales trainer, who was the emcee and host of Demo Days. "Our number of available slots were filled almost immediately. It took a lot of work and long hours to put Demo Days together, and the payoff is seeing the smiles on customers' faces. You can tell that they truly enjoy being here."

Among the highlighted machines was the D71PXi-24 intelligent Machine Control (iMC) 2.0 dozer that features new technology such as lift layer control, tilt steering control, quick surface creation and proactive dozing control. It's now the largest of Komatsu's hydrostatic dozers and maintains the super-slant nose design.

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excitation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.

In total, more than 20 machines and haul trucks were available to operate at Demo Days. Komatsu also displayed products from its forestry and forklift lines, as well as provided information on ground engaging tools from Hensley Industries (a Komatsu company). Additionally, attendees could tour Komatsu's Chattanooga Manufacturing Operation and see excavators and forestry equipment being built.

Attendees could speak with Komatsu personnel about machine features and how they could benefit their business.

**▶ VIDEO**







## ▶ VIDEO

During Demo Days, attendees could operate more than 20 machines, including the popular D71PXi-24 iMC 2.0 dozer, a PC210LCi-11 iMC 2.0 excavator with tilt bucket control, and a PC238USLC-11 excavator with a Smart Construction Retrofit kit.

Komatsu Smart Construction solutions managers were on hand to answer questions and provide information about Smart Construction solutions, including the upcoming Smart Construction Office.

“Smart Construction is a foundation for what’s coming in the future,” said Bryce Satterly, Smart Construction solutions manager. “If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions.”

### Attendees have fun

Stachowski emphasized that in addition to being able to operate equipment, attendees were eager to learn.

“They had really in-depth conversations with our experts and really challenged them for real solutions,” said Stachowski. “What I hope they take away from an event like this is that they learn a little bit more about Komatsu that they didn’t know before, and that this is a place they can get their questions answered by the people



that work day in and day out to develop these machines for them.”

Komatsu plans to host another event sometime this fall. ■

**Smart Construction personnel were on hand to answer questions about how the solutions can transform attendees’ businesses and make them more efficient.**



*Editor’s Note: This article is excerpted from a longer blog. Learn more about Demo Days by visiting <https://www.komatsu.com/en/blog/2022/new-tech-helps-drive-record-attendance-at-demo-days/>.*

# Incorporate the right Smart Construction solutions by assessing your operations and goals



**Jason Anetsberger,**  
director,  
customer solutions,  
Komatsu

Construction technology continues to play an ever-increasing role on today's job sites and in the office. Companies and their fleet managers can use technology from pre-bid to final closeout to help improve productivity, increase efficiency and reduce costs.

"If you are not using technology, you are being left behind," said Komatsu's Jason Anetsberger, director, customer solutions. "When aftermarket GPS grading was introduced, it reduced the amount of time to get to grade. Intelligent machines now have it integrated, which is further reducing costs and increasing productivity because you don't have hardware on the machine that can get damaged or stolen, and you don't have to take time to put up and take down masts and cables."

**In addition to intelligent Machine Control (iMC) excavators and dozers, Komatsu offers a suite of Smart Construction solutions to help you maximize job site and personnel tracking as well as use the data to make faster decisions on how to best utilize your assets. Smart Construction specialists can help you determine which are the best options for you.**

Anetsberger noted that in addition to intelligent Machine Control (iMC) dozers and excavators, Komatsu's suite of Smart Construction solutions includes Smart Construction Dashboard, Design, Drone, Field and Remote. While iMC machines help with excavation and earthmoving, the others assist with tracking production and progress, managing time, and remotely supporting field operations, including updating plans from the office directly to iMC machines.

"With the number of Smart Construction solutions we have, now is a great time to get connected," stated Anetsberger. "Adopting the right solution to give you maximum value involves assessing your operations and determining which ones are the right fit. Start with the low-hanging fruit that's going to bring you the fastest payback or reward."

As an example, Anetsberger said if you are not already using iMC machines, that may be a great starting point. With automatic features, they are proven to reduce staking, get you to grade faster, decrease material costs and help new operators become more effective faster.

## What's your pain point?

"If you have iMC machines, the next step is determining your biggest pain point," commented Anetsberger. "Do you want faster, more accurate mapping and progress tracking? Do you want to move from 2D to 3D digital design files? Do you want to combine drone data with 3D design data to confirm quantities? Do you want better labor, machine and material cost tracking? Do you want to save time and fuel costs by remotely supporting operators without driving to the job? Do you want better fleet management? Maybe it's all of the above."

Anetsberger emphasized that Komatsu and its distributors have Smart Construction specialists that can help determine which solution is the best fit.

"We encourage anyone who wants improvement in their operations and bottom line to reach out for more information." ■





## Now there is an easy, affordable way to bridge the technology gap

Smart Construction Retrofit equips legacy machines with 3D guidance and payload monitoring — tools to drive accuracy and efficiency at your job site.

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# Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, senior product manager, iMC and hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps

keep operators from digging too deep, saves valuable time and lowers costs."

### A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



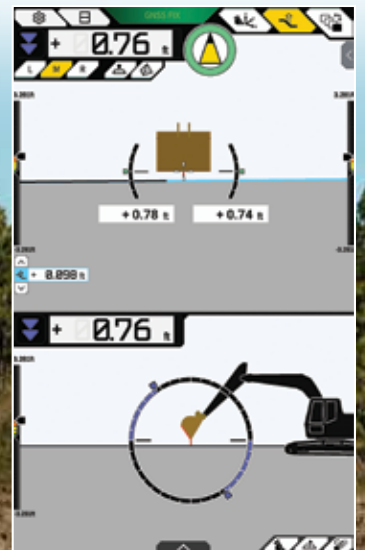
**Ron Schwieters,**  
senior product manager,  
iMC and hardware,  
Komatsu



Watch the video

The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.

▶ VIDEO



# Get impactful visual analyses of telematics data from your mixed fleet in one convenient location with My Komatsu



Michael Carranza,  
manager,  
digital experience,  
Komatsu

### Simple steps to add non-Komatsu machines to My Komatsu

1. Get credentials from your OEM representative
2. Log into your My Komatsu account
3. Click on the My Fleet page
4. Enter your credentials under Manage Other OEM
5. Test the connection
6. Monitor your mixed fleet

"The information will show up the next morning, and you can start collecting data and utilizing the benefits of having all that key information in My Komatsu," said Komatsu's Michael Carranza, manager, digital experience.

My Komatsu now lets you access telematics data from Komatsu and non-Komatsu machines. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production," said Komatsu's Michael Carranza, manager, digital experience.

To get the most value from your telematics data, you need an efficient way to interpret it. What if you could monitor the health of your entire mixed-equipment fleet from one dashboard, receive maintenance alerts on your phone, and order parts without searching through manuals?

With Komatsu's comprehensive digital hub, My Komatsu, you get easy-to-interpret visual analyses of data collected from numerous sources displayed on easy-to-read dashboards. My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) data from other OEMs (original equipment manufacturers). It can also provide powerful analytics to help you manage your fleet and drive your business without managing multiple IDs and passwords.

The system has been designed to make it easy to collect, visualize and monitor telematics data from Komatsu and non-Komatsu machines.

You can:

- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to help minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency
- Access data anytime

"This allows customers to add telematics data from any manufacturer who is compliant with the ISO standard and see all their assets in one convenient place," said Komatsu's Michael Carranza, manager, digital experience. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production. My Komatsu is complimentary and so is access to this valuable data from other OEMs through My Komatsu. We recommend contacting your Komatsu dealer for assistance." ■



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the video



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# How to prepare for extreme weather events to help keep workers, property safe

**S**evere weather and natural disasters can strike anytime. Whether from climate change, natural weather patterns or other causes, their frequency has increased during the past two decades. Now more than ever, it's essential to be prepared and have plans in place that protect staff members and your valuable business assets in the event of extreme weather and/or natural disasters. Here are some tips for putting a good plan together.

### Create an emergency response plan

Preplanning is a main factor in successful project completion, and it's also essential for responding to emergency situations, according to Troy Tepp, director of safety services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans," said Tepp during a webinar for the Associated Equipment Distributors titled "Developing Your Emergency Response & Recovery Plans – Before They're Needed." "Thoughtful preplanning that addresses potential scenarios is vital."

As a starting point, Tepp suggested establishing goals and priorities.

"The top priority within any emergency response plan must be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities. Keep in mind, your procedures also need to account for employees outside of your fixed-base operations, such as field personnel, drivers and equipment operators."

In Jacksonville, Texas, WHM Construction Inc. uses technology to help protect personnel from severe weather.

"Watching the weather is essential because it can affect everything we do, but keeping our staff safe is of utmost importance," said Justin Holman, vice president. "We prepare by having apps on our smartphones that alert us if severe weather is imminent. If that's the case, everyone is instructed to get out of harm's way as safely and quickly as possible. After it's passed, we assess the situation and determine our next course of action."



**If a weather event hits your business during work hours, there should be designated areas for workers to report to.**

*Continued . . .*

**Severe weather such as thunderstorms can happen anywhere and at any time of the year. Having emergency plans and procedures in place can protect lives and property.**



# Response procedures should be specific

... continued

## Prioritize for your area(s)

Natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow, and earthquakes are all considerations for weather plans. Prioritize those that are most prevalent and likely to occur in your area.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness and stated, "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify those events. Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage, and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If personnel are off-site, have a communication plan to check on their safety and well-being."

When designing your response procedures, make sure they are specific. They should define roles and responsibilities as well as activate an assigned response team.

Kort Wittich, owner of Kort's Construction Services Inc. in Covington, La., knows that preparation for multiple scenarios is essential.

"We have a couple of major considerations in this region," said Wittich, who provides a diversified list of site construction offerings, mainly in the New Orleans metro area. "One is thunderstorms. We keep our eyes and ears open to the television and radio stations for forecasts and updates and base decisions from those, as well as looking at radar on our phones and watching the sky. If we determine that severe weather is coming, we pull personnel off-site, so they can get to safety.

"Unfortunately, hurricanes come with the territory, but unlike thunderstorms, which can pop up anytime, you generally have a few to several days' notice before a hurricane," said Wittich. "That gives us time to move assets out of areas where they may potentially be damaged and get them to a more secure location. Our goal is to do that in a safe manner as quickly as possible, so our staff also has time to prepare their homes and families."

Blue Mountain Minerals also faces multiple scenarios at its limestone quarry in Columbia, Calif., including fires.

"Like anyplace that's surrounded by timber and mountains, wildfires are more prevalent," added Richard Stringham, plant manager. "We had one across the lake adjacent to our property last year, and we had to evacuate. Our plans definitely include that situation. We have roads besides our main road that lead out of the site for us to exit. Being in Northern California, there is less of a chance of an earthquake than in the southern part of the state, but the possibility is always there, so we are prepared for that too."

## Communication remains key

To prepare effectively, create a business-recovery plan. According to Tepp, the plan should designate a pre-assigned business-recovery team. Other elements of the plan should include determining essential staff versus support staff, creating recovering operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing, and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step [after an incident has occurred]," said Tepp. "The faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee successful recovery by putting the plans in place that you developed to deal with emergency events." ■

*Editor's Note: This article is excerpted from a longer blog. To read it in its entirety, visit <https://www.komatsu.com/en/blog/2022/extreme-weather-is-predicted-are-you-prepared/>.*



There are apps for smartphones and tablets that can give workers the ability to track weather and plan for potential emergency situations.





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### Precise control for the perfect crown

A 2D cross slope system on a motor grader allows operators to control the slope angle more easily for the entire length of the moldboard while effortlessly adjusting on the fly. That's why the system is a standard feature on Komatsu GD655-7 motor graders.

The operator controls the height of the moldboard by adjusting just one end while the 2D system automatically maintains the desired cross slope angle. This allows operators to focus more on the leading or trailing end of the blade and the machine's travel path. Automatic or manual mode can be set for either end of the moldboard.

With the 2D cross slope system, operator fatigue and stress can be reduced when making

precision passes. The system also allows for quick slope angle when cutting road crowns and shoulders. It works even if the machine is articulated and does not require daily recalibration.

**Insider Tip:** "The memory presets and the slope match features make it easy for the operator to quickly maintain slope angle when returning in the opposite direction," said Nathan Repp, product marketing manager, Komatsu. "One of the memory presets could be a mirror angle setting, and the slope match setting means that the operator can set the blade on an existing slope and use it as the base setting for the moldboard cross slope angle." ■



### Genuine batteries for proven performance

If you're looking for a battery that's proven to perform under nearly all circumstances, Komatsu recommends its genuine Komatsu batteries for its machines. They undergo numerous quality-control checks and are manufactured to stand up to challenging conditions.

With proper maintenance, Komatsu batteries typically last three years or longer — even under rigorous demands. A wide range of 6- and 12-volt sizes are available, as well as less common types through Power Equipment Company. Komatsu supports all batteries with its standard parts' warranty, which is one or two years depending on the part number.

**Insider Tip:** "If you think Komatsu genuine batteries are great in our machines, consider them for other uses," said Komatsu's Veronica

Vargas, product manager, parts. "They also power class 1 through class 8 on-highway trucks, boats, RVs, power sports products, golf carts and more." ■



### Want to extend your PC360LC-10's service life?

Remanufactured engines can provide significant up-front cost savings compared to new ones. A Komatsu Genuine Reman engine also helps maximize the life of your equipment.

Komatsu now offers a completely remanufactured engine for its popular PC360LC-10 excavator. This valuable option comes with a standard one-year, unlimited-hours warranty. A four-year, 10,000-hour Komatsu Genuine Reman

Component Quality Assurance warranty is also available.

**Insider Tip:** "This is a fully remanufactured engine designed specifically to fit in the PC360LC-10," said Komatsu's Goran Zeravica, senior product manager for reman. "It is available by contacting your local Komatsu distributor, and we recommend installation by their highly skilled and trained technicians." ■





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2019 Komatsu PC290LC-11, S/N A28065, 1,944 hrs.



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

Year/Make/Model	S/N	Equip #	Location	Hours
<b>Excavators</b>				
2015 Komatsu PC210LC-10	A10925	J00683	Knoxville, TN	4,467
2019 Komatsu PC290LC-11	A28065	J00677	Memphis, TN	1,944
2019 Komatsu PC650LC-11	80108	J00670	Memphis, TN	4,502
<b>Feller Bunchers</b>				
2016 Komatsu 445L-3	A3124	PT28642-1	Knoxville, TN	4,825



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