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Surrey Homes LLC

Family-owned business
builds quality homes,
provides exceptional
customer experience



Power Equipment Company recently hosted a Demo Day in Little Rock, Ark.



Tim Byrnes,
Production Manager
and Part Owner

Oliver Constable,
General Manager
and Part Owner



Andy Moon

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Dear Valued Customer:

Can you believe we're more than halfway through 2023? I hope you've had an excellent year so far and that it only gets better from here.

I wanted to acknowledge that this year marks the 10th anniversary of Komatsu's Intelligent Machine Control (IMC). It has been an exciting decade filled with factory-integrated GPS excavators and dozers that continue to improve. Companies of every size are seeing increased savings in both time and costs, and you can read some of their stories in this issue.

With its extensive lineup of construction, mining, forestry and industrial machinery, Komatsu continues to innovate. Get a glimpse of what Komatsu has to offer and see the future of construction inside this issue. We highlight the PC210LCE electric excavator and the new PC130LC-11 that's a great all-around excavator designed to work in a wide variety of applications and is portable enough to be moved behind a dump truck or a larger pickup.

No matter what you need, we have you covered with machines and innovative products. If you are looking for equipment, you should consider tax advantages such as bonus depreciation. This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to decrease by 20% per year until it reaches 0% in 2027, so now may be a great time to make a purchase. Check out the article in this issue for more information.

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

**A message from
Power Equipment
Company**

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Family-owned Surrey Homes LLC builds quality homes, provides exceptional customer experience



Oliver Constable,
General Manager
and Part Owner



Tim Byrnes,
Production Manager
and Part Owner

Founded in 2015 and based in Smyrna, Tenn., Surrey Homes LLC is dedicated to offering a turnkey homebuilding experience that puts its customers first. The family business is majority owned by Dr. John Byrnes and led by his son-in-law, Oliver Constable, who is the general manager and a part owner. Oliver grew up in the United Kingdom in a construction family, so he gained industry experience at a young age.

“As a kid, my father had me work for the trades, so I learned a lot,” recalled Oliver. “I learned the value of the pound as opposed to the dollar, and that electricians, plumbers, groundskeepers, and infrastructure guys work hard for their money. It’s not to be taken for granted.”

While living in the U.K., Oliver met his wife, Carson, a U.S. native. The couple moved to the U.S. in 2008 during the Great Recession, and Oliver decided to put his skill set to use.

“I started a construction company with my father-in-law, and began building homes,” said Oliver. “We were having a hard time finding lots to build homes on, but Dr. Byrnes owned a bunch of land, we knew how to build homes, and I had some experience in lot building, so we put it all together. It took five or six years, but now

we’re at the point where we are building 30 to 40 homes a year that we are proud of.”

With a background in IT, John’s son Tim joined the team as the production manager and a part owner. He wanted to improve the company’s technological abilities and job site productivity.

“The sooner we started adopting technology the better,” said Tim. “It has been so much easier for us since we’ve added GPS technology to our fleet. We don’t have to rely on third-party surveyors, and I can have all the information I need right at my fingertips. That has improved our production.”

The company’s current endeavor is Oak Meadows, a 98-lot project in Smyrna, which began phase one in 2022. On all their projects, Tim and Oliver lean on their team at Surrey Homes.

“It’s tough to find good people,” said Oliver. “We’ve got great guys. They help us grow and create the type of product we want to stand behind.”

Customer-first homebuilding

In the popular housing market of Middle Tennessee, Surrey Homes can provide a more affordable product and personable experience for its customers.

“Because we’re the developer, the infrastructure company, and the homebuilder, we’re able to sell these homes for about \$20,000 to \$30,000 less than everybody else with better quality and more included in the home,” explained Oliver, who noted that typically each group involved in the process wants a certain percentage. “We just want a dollar amount on every home we build as a profit.”

For Surrey Homes, providing customers with a great experience is of utmost importance.

“Last night, I was at a homeowner’s house until 7 p.m. just chatting away with them,” said Oliver. “It’s nice to be able to do that and leave a home proud. We end up going to fix things three years after people have moved into their homes. Your reputation and the customer’s experience are everything, so for the sake of a couple hundred bucks, it’s worth every dime because it’s important to us.”

An operator places pipe with a Komatsu PC290LCi Intelligent Machine Control (IMC) 2.0 excavator. “We noticed we’re laying 10% more pipe in a day since adding IMC, which is huge,” said General Manager Oliver Constable.





▶ VIDEO

Surrey Homes uses a Komatsu PC290LCi IMC 2.0 excavator and a Komatsu PC360LC excavator equipped with a hammer to create a trench.

Surrey Homes is also happy to help homeowners or city personnel with surveying, even after the job is complete. Tim can use cached GPS information to return to project sites and quickly mark survey points.

"At a previous project called Walnut Ridge, I was able to move our GPS over there because we had a question about where a property line and storm drain were," said Tim. "I went over there, and it took me a minute to pull up the old files and set the GPS base up. I was quickly able to pull everything up and note the exact locations."

Technologically rooted production

To meet its high project standards, Surrey Homes depends on a fleet of Komatsu machinery that began with the acquisition of a PC290LCi Intelligent Machine Control (IMC) 2.0 excavator.

"The IMC has all the information about sewer lines, water lines and storm drains, including its depth," said Tim. "It prevents you from over-digging, and I've found it's accurate to a hundredth of an inch. I can do offsets, inverts, back of curb, and find anywhere on the sewer or where a manhole is. It's a big investment, but it paid for itself in the first section."

Oliver added, "We noticed we're laying 10% more pipe in a day since adding IMC, which



With a Komatsu D65EXi IMC 2.0 dozer, an operator fine grades a slope.

is huge. The guys don't need to get out of their machines to check the location of a storm drain or a sewer manhole or any of that. With IMC, it is so much quicker, and it's so incredibly accurate. Construction's all about production, so we picked up one Komatsu dozer, and then another one, and now we've got another excavator on the way."



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Continued...

'These are machines we rely on'

... continued

The company's Komatsu dozers include a D65EXi IMC dozer and a D51EXi IMC 2.0 dozer.

"I love the D51i; it's the perfect size for a finish dozer," declared Tim. "It can handle doing ponds and steep hills with a six-way blade and IMC."

Surrey Homes also recently added a Komatsu PC360LC excavator equipped with a hammer to power through rock, as well as a KLEEMANN MOBISCREEN MS 15 Z track-mounted screening plant and a KLEEMANN MOBIREX MR 110 Zi mobile impact crusher to provide gravel for its operation.

"Being in Middle Tennessee, we're pretty much on a big rock, and it is very hard rock," said Tim. "Before we got the KLEEMANN machinery, it

used to drive me crazy that we were paying for rock to be brought in when we're sitting on top of massive amounts of rock. There were weeks where we would have \$20,000 to \$30,000 in gravel cost alone. Now, we're producing #57 stone gravel and fines. It's saved a lot of money."

Support from Power Equipment

Surrey Homes relies on Power Equipment Company, particularly Territory Manager Jeff Walker, to support its fleet and assist with any machine upgrades.

"It's good to know we have a salesman like Jeff who is knowledgeable and passionate about what he does," said Tim. "These are machines we rely on. You want a guy that visits the job site, knows what's going on, and asks questions. Jeff can point us in the right direction, like when we ordered the hammer for the PC360."

Tim added, "Eventually, we want to have all Komatsu equipment. Working toward that goal with Jeff has been extremely easy, and he's been a great help."

Focused on quality

Looking forward, Surrey Homes wants to focus on providing a quality product for its customers while maintaining its current trend of growth.

"We're growing slowly, and we want to continue doing that because we are proud of what we do," said Oliver. "We want to continue to consistently visit the homes we build and ensure we provide a quality product. That's how we got to where we're at right now, and that is how we want to approach the future." ■



(L-R) Surrey Homes' Tim Byrnes and Oliver Constable rely on support from Power Equipment's Jeff Walker. "It's good to know we have a salesman like Jeff who is knowledgeable and passionate about what he does," said Tim.

Surrey Homes uses a KLEEMANN MOBISCREEN MS 15 Z track-mounted screening plant and a KLEEMANN MOBIREX MR 110 Zi mobile impact crusher to create gravel on-site. "Now, we're producing #57 stone gravel and fines," said Production Manager Tim Byrnes. "It's saved a lot of money."





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Local customers get hands-on experience at Power Equipment's Little Rock Demo Day



Brian Bourne,
Sales Manager,
Power Equipment
Company



Roger Burke,
Owner,
Joyner, Ford and
Burke Construction



John Brewer,
Owner,
Brewer Trucking

Power Equipment Company continues to make its mark in Arkansas and recently hosted Little Rock Demo Day. The event allowed customers to get hands-on experience with several machines and speak with Power Equipment's product experts.

"As a new dealer in the market, we felt we had grown to the point where we wanted to host this event," said Brian Bourne, Sales Manager of Power Equipment's Little Rock branch. "We wanted to show off all of the capabilities of the equipment and technology we offer."

Customers were able to operate Komatsu equipment with Intelligent Machine Control (IMC) 2.0 technology, including D39PXi, D51PXi and D61EXi dozers as well as PC210LCi and PC360LCi excavators. The event also featured a Komatsu D71EX dozer, a Komatsu PC238USLC excavator, and a Takeuchi TB370 compact excavator. Both excavators were equipped with Smart Construction Retrofit, an affordable aftermarket GPS system from Komatsu.

"We wanted to provide an unstructured experience for the attendees while maintaining a safe environment for everyone," said Bourne.

The free-flowing environment allowed customers to optimize their time at the event.

"I've been to events for other brands, but they're so big I don't have the chance to learn anything," commented Roger Burke of Joyner, Ford and Burke Construction. "I like this local, one-on-one event where you can really ask questions and find something out about a machine that interests you."

With a focus on revitalizing his organization, Burke saw the event as a chance to take a step forward.

"The company's been in the highway and bridge building business for 40 years, and we're just now coming back alive," said Burke. "We're starting to bid a few more jobs and get back in the game again. I wanted to check out new equipment on the market and see how it can help us get jobs done faster."

The grassroots approach stood out for attendees.

"There isn't another dealer doing anything like this where we can go out and see machines and check out the new technologies," noted John Brewer, owner of Brewer Trucking. "Prior to me stopping in and talking to the guys at Power, I never would have even considered Komatsu until I got a chance. After speaking to them, they came out and demoed one for me."

Brewer continued, "I've been in the trucking business for 25 years and started buying earthmoving equipment to keep our trucks busy. Now, we do a lot of right-of-way and roadway work and are getting into excavation, building sites and dirt pads. At this event, I wanted to check out the new electronics, especially the IMC machines and Retrofit kits, so I could see my options."

Komatsu's IMC 2.0, Retrofit

The main draw for the event was Komatsu's GPS technology — especially its IMC 2.0 dozers and excavators.

"We can save money on materials with the precision it offers," said Brewer. "You also don't have to have as much experience to run a machine with IMC as you would a traditional machine."



A Power Equipment representative explains the features of a Komatsu PC210LCi Intelligent Machine Control (IMC) 2.0 excavator to an attendee.



▶ VIDEO

While one attendee digs a trench with a Komatsu PC360LCi IMC 2.0 excavator, another uses a Komatsu PC210LCi IMC 2.0 excavator to move material.

Burke sees IMC technology as the standard for the next generation of operators.

"The younger guys understand the technology very well," noted Burke. "It speeds the operators up and increases the pace at which they can complete a project. The whole industry is going to that technology."

With improved productivity in mind, Brewer and Burke were able to identify and test machinery that best fit their respective operations.

"The PC210i stood out to me because the size is perfect for what I do," said Brewer. "It's great for any dirt work, or if you ever want to do any kind of ditching. The productivity of IMC is what I'm sold on."

"I thought the PC360i was a well-balanced machine, and I really like the D39i because of the visibility," mentioned Burke. "I think that vision makes it a lot easier on operators. A lot of our younger guys like the visibility and like to look at the blade while they are running the dozer."

For many attendees, upgrading their existing fleet with Smart Construction Retrofit is a more accessible way to gain GPS capabilities. Brewer noted that he was interested in adding a kit to



Demo Day attendee John Brewer tests Komatsu's Smart Construction Retrofit on a Takeuchi TB370 compact excavator. "I like the idea that you can put GPS and 3D technology on a small machine," said Brewer. "With Retrofit, you get a series of beeps you can listen to, and it keeps you on grade as you go."



Discover more at PowerEquipmenteer.com

his company's recent acquisition: a Takeuchi TB250-2 compact excavator.

"I like the idea that you can put GPS and 3D technology on a small machine," said Brewer. "With Retrofit, you get a series of beeps you can listen to, and it keeps you on grade as

Continued...

'What makes me like Komatsu the best is the longevity'

... continued

you go. They let you know if you went too deep or were right on grade. I like that you don't have to look at a screen and lose focus on what you are doing."

Longevity and dependable support

While GPS technology represents an ever-evolving step forward for the

construction industry, reliability continues to draw customers to Komatsu machinery.

"What makes me like Komatsu the best is the longevity," declared Burke. "We have had a Komatsu for over 20 years and have put 18,000 hours on it. The only things we have had to do to it are new pins and an undercarriage, which means less expenses on upkeep. That made me come back to Komatsu, and we have had great service from Power."

Brewer also appreciates Power Equipment's excellent support and service, which encouraged him to acquire more Komatsu machinery.

"Power has good machines, but the main thing is having dealer support," noted Brewer. "They've been spot on with any issues I have had. I was on a project that was an hour away and had a machine go down. It was only down for two hours before a Power mechanic had us up and running again, so it was pretty quick."

More to come

Power Equipment was pleased with the positive reactions from attendees and hopes to host a new and improved Demo Day in the future.

"We want to continue to develop the event, so customers feel they have the opportunity to learn or grow as a company," said Bourne. "The fact that the customers are so open-minded and willing to try new things says a lot about the opportunity that's available here." ■



At Demo Day in Little Rock, Ark., attendees and a Power Equipment representative discuss the performance of a Komatsu PC238USLC excavator equipped with Smart Construction Retrofit.

With a Komatsu D39PXi IMC 2.0 dozer, an attendee pushes material.



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The 10th anniversary of IMC confirms that users have saved time, lowered costs with integrated GPS grade control



Andrew Earing,
Director of Tracked
Products and
Technical Service,
Komatsu

In 2013, Komatsu changed the landscape of the construction equipment industry with the introduction of the first Intelligent Machine Control (IMC) dozer that provided fully automatic blade control from rough cut to finish grade. The D61i-23 made an immediate impact, and a decade later, there is plenty of evidence that IMC equipment has cut costs significantly for customers and increased operator efficiency.

“Providing that semi-autonomous functionality in the dozers from the factory was unheard of in the industry,” said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu. “It was revolutionary. The integrated GPS grade control gave operators the ability to move dirt faster and more accurately with fewer stakes and reduced surveying costs. We found that novice operators saw their skill set grow rather quickly when using Intelligent Machine Control, because the semi-autonomous operation is a learning tool that is teaching them proper operation. Experienced operators found that it helped them work more comfortably throughout the day, and we found those operators willing to stay in the workforce a little bit longer because of the more enjoyable experience that the technology provided them.”

Upgrades

The D61i-23's success set the stage for additional models, as well as IMC excavators that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator doesn't allow it. This reduces wasted time and the need for expensive fill materials.

Liesfeld Contractor, based in Richmond, Va., was the first company to adopt a D61i-23 dozer in 2013. It has since upgraded its fleet multiple times and currently has 10 IMC dozers and three IMC excavators, including some IMC 2.0 models with advanced features that help further increase productivity. The IMC 2.0 dozers have proactive dozing control, which enables even less-experienced operators to cut/strip automatically from existing terrain, as well as lift layer control, tilt steering control, and quick surface creation.

The IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they are more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface.

Komatsu IMC excavators go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface.





Komatsu's D61i-24 IMC 2.0 dozer is the second generation of the original IMC dozer introduced in 2013. Its features include proactive dozing control, lift layer control, tilt steering control, and quick surface creation.

"We have come to rely on IMC, as it puts a lot of the information about the job right in front of the operator on the monitor," said Kelby Morgan, Operations Manager at Liesfeld Contractor. "The more we can put on the job site, the better off we are. We can get jobs done with fewer worker hours. We're less reliant on surveying. Everything combined makes us more efficient. I think it gives us an advantage over those who don't use it."

Increased efficiency, lower costs

Wisconsin-based Soper Companies performs earthwork and various other services with a sizable fleet of equipment that includes several Komatsu IMC excavators and dozers.

"We're committed to incorporating technology into our practices — from having our own survey techs who lay out jobs to digital plans to using the latest innovations in grade control — because we see increased efficiency and overall lower costs," said Vice President Ethan Engel. "Our labor expenses are down because we don't need grade checkers, and we're moving material faster and more accurately."

Engel praised the Komatsu PC290LCi-11 IMC 2.0 excavator for its ability to follow complex design plans in foundation and utility digs.

"It's been spot-on, and once you hit target depth on the model that's been uploaded to the excavator, it won't let you dig any deeper," said Engel. "Operators hit final elevation without over-digging, so we are not replacing dirt with expensive backfill. In turn, that reduces trucking, lowers fuel consumption, and helps profitability. We are seeing similar savings with the dozers. Our operators get to grade faster with less material movement."

Frank A. Rogers & Company Inc. (FARCO), a general contractor in Arkansas, saw similar results when an operator used a D39PXi-24 IMC dozer to complete a 52,000-square-foot commercial building that included 4 acres of pads. According to President Taylor Meharg, it saved approximately 10% to 20% on costs compared to a similar project the company did with rental equipment. FARCO has also found that the D39PXi-24 cuts down on surveying time.

"We can do most of our surveying with one piece of equipment," said Meharg. "The level of accuracy you get with IMC is an upgrade over traditional equipment, and I think even the best operators in our company would agree with me that it makes their job easier and helps get the project done faster."

Continued...

'We view IMC as a time-saving tool'

... continued

Texas-based Baker & Company Construction LLC realized the benefits of IMC when it compared a GPS-integrated dozer to a competitive model with an aftermarket system.

"Komatsu was the clear winner," stated President Brad Baker. "Operation was smooth, and the fact that there are no masts or cables to deal with made it a no-brainer. We now have four IMC dozers that we rely on heavily for stripping to finish grade. Our productivity is higher, and our costs are reduced because those dozers allow us to move material once and more efficiently. Operators know exactly where to place, cut and grade because the plans are in the dozer, and it's automatically doing what's needed in relation to reaching finished elevation. They have cut our mass grading time by roughly 50%."

Specialty situations

Komatsu IMC technology works in specialty situations as well as traditional earthmoving. ABR Construction Inc., which is headquartered in Nicholasville, Ky., equips its PC360LCi-11 excavators with rock grinders.

"Using a grinder with the IMC technology allows you to achieve grade without over-digging or misalignment because misaligning a rock trench can be a very expensive mistake," explained Project Manager Ben Troxell.

ABR Construction also uses IMC dozers to complete everything from stripping to finish grade. The company gets further versatility by outfitting the dozers with rippers.

"We were constantly replacing stakes, and now, the whole site plan is in the dozer itself," said President Christian Ach. "We have less downtime, so we view IMC as a time-saving tool that makes our operators more functional. Now, they produce eight to 10 hours a day rather than worrying about knocking down stakes."

"I feel as though our overall efficiency has gone up 100% since we aren't wasting time staking, and that also frees up project managers to do other tasks," noted Senior Project Manager Darrin Darnell.

Continuing to build

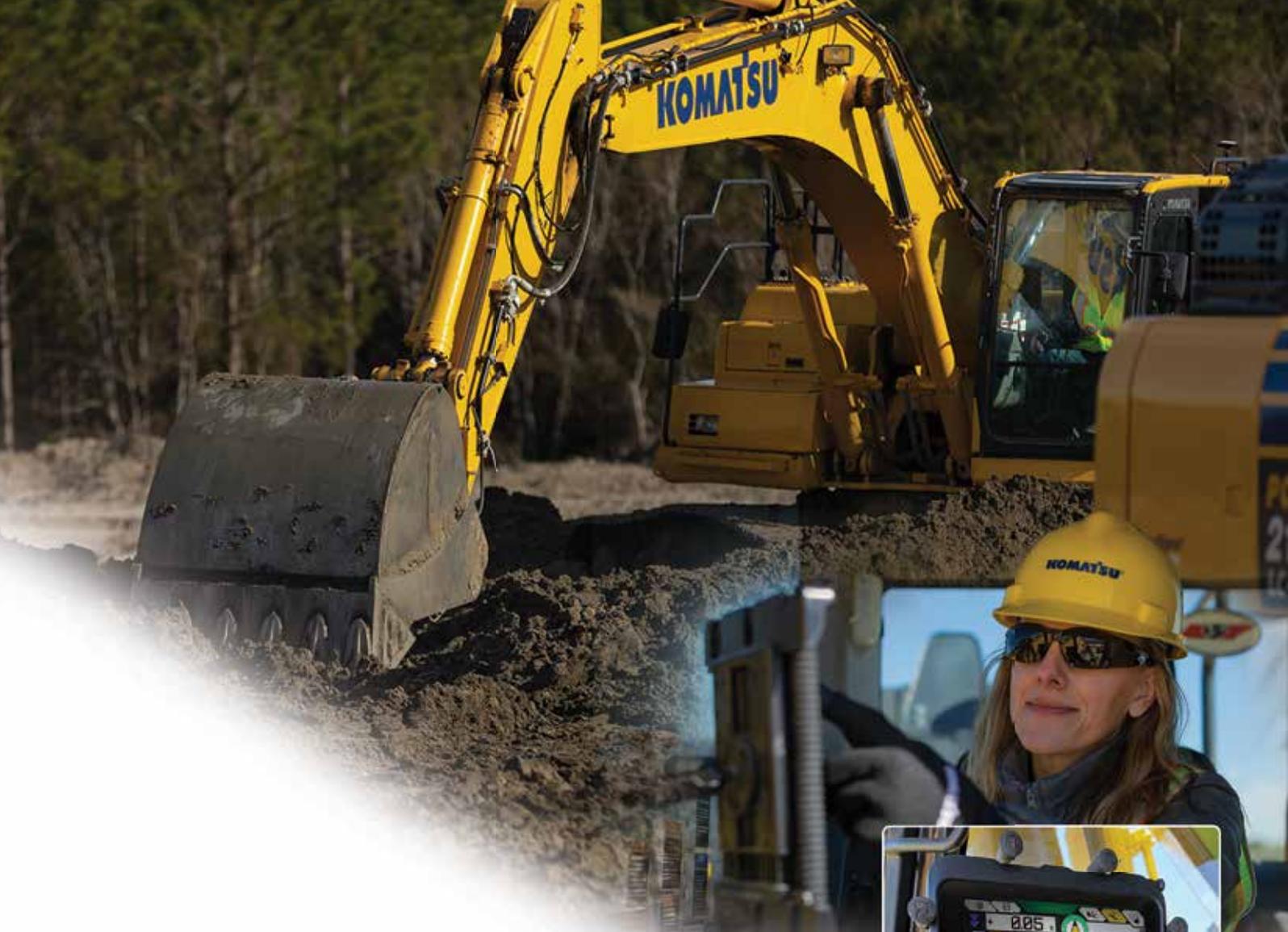
According to Earing, customers across North America — and the world — have seen similar results with IMC equipment.

"The original vision for IMC was to provide a solution that all of our customers can benefit from," said Earing. "We wanted to make this available, scalable and really intuitive enough that everyone can use it, no matter the size of the contractor. Ten years later, we can pointedly say that we believe we achieved that and much more. We're continuing to build on it, and with customer input, we are seeing applications for IMC machines that we hadn't thought of at the beginning." ■

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

The D71i-24 models are the newest Komatsu IMC 2.0 dozers.





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Do you know the drill? The importance of preparation and timeliness for reporting construction site injuries

With nearly 6.5 million people on construction sites across the U.S. each day, accidents are likely to occur. In 2020, the U.S. Bureau of Labor Statistics reported 1,008 fatal and 174,000 non-fatal construction injuries. The injuries included falls, structural collapses, electric shocks, failure to use proper protective equipment, and many others. While safety guidelines from the Occupational Safety and Health Administration (OSHA) are put in place, accidents still happen. Are you and your crew prepared for the aftermath? When an injury inevitably occurs, employers must understand their roles as business owners, especially when it comes to the claims process.

Before an injury occurs, employers should educate all team members on workers' compensation injury and illness reporting requirements, outline who an employee should report an incident to, and how that report should be handled.

How does the workers' compensation claim process work?

When an injury occurs, the injured employee must notify their employer and file a formal workers' compensation claim. The employer is then responsible for giving the employee the appropriate paperwork and guidance, as well as filing the claim with the insurance provider in compliance with state law for reporting workplace injuries. However, it's important to remember that every situation is different. State workers' compensation laws and deadlines vary considerably, so employers should do their research and speak with a trusted advisor when an employee injury occurs at the workplace.

Once reported by the employee, the employer has limited time to submit the paperwork for the employee to receive workers' compensation benefits. The timeline for filing a workers' compensation claim for benefits varies significantly depending on the state and can range from one to three years or more. It's always best to report an incident as soon as possible, as this often reduces the time it takes to close a claim. Both parties should act quickly when workplace injuries occur as the claim can be denied if a state's workers' compensation claim deadline is missed.

Important steps construction business owners should take when filing a workers' compensation claim

Educating employees on proper reporting processes can help streamline claims if and when injuries occur. When an injury occurs, employers must:

- Ensure the injured employee receives immediate medical care
- Complete an injury/illness report and file it with the organization's workers' compensation carrier — within 24 hours of the injury if possible
- Keep communication open with the workers' compensation carrier and the injured employee
- When appropriate, establish a timeline for returning to work
- Support the injured employee as they transition back into their role within the organization

While not all accidents can be prevented, having a clear plan in place when they occur is essential. Employers must understand their responsibility to employees and their businesses' bottom line when correctly and efficiently filing workers' compensation claims. ■

Editor's Note: This article is for informational purpose only and not an endorsement of any particular insurance carrier.

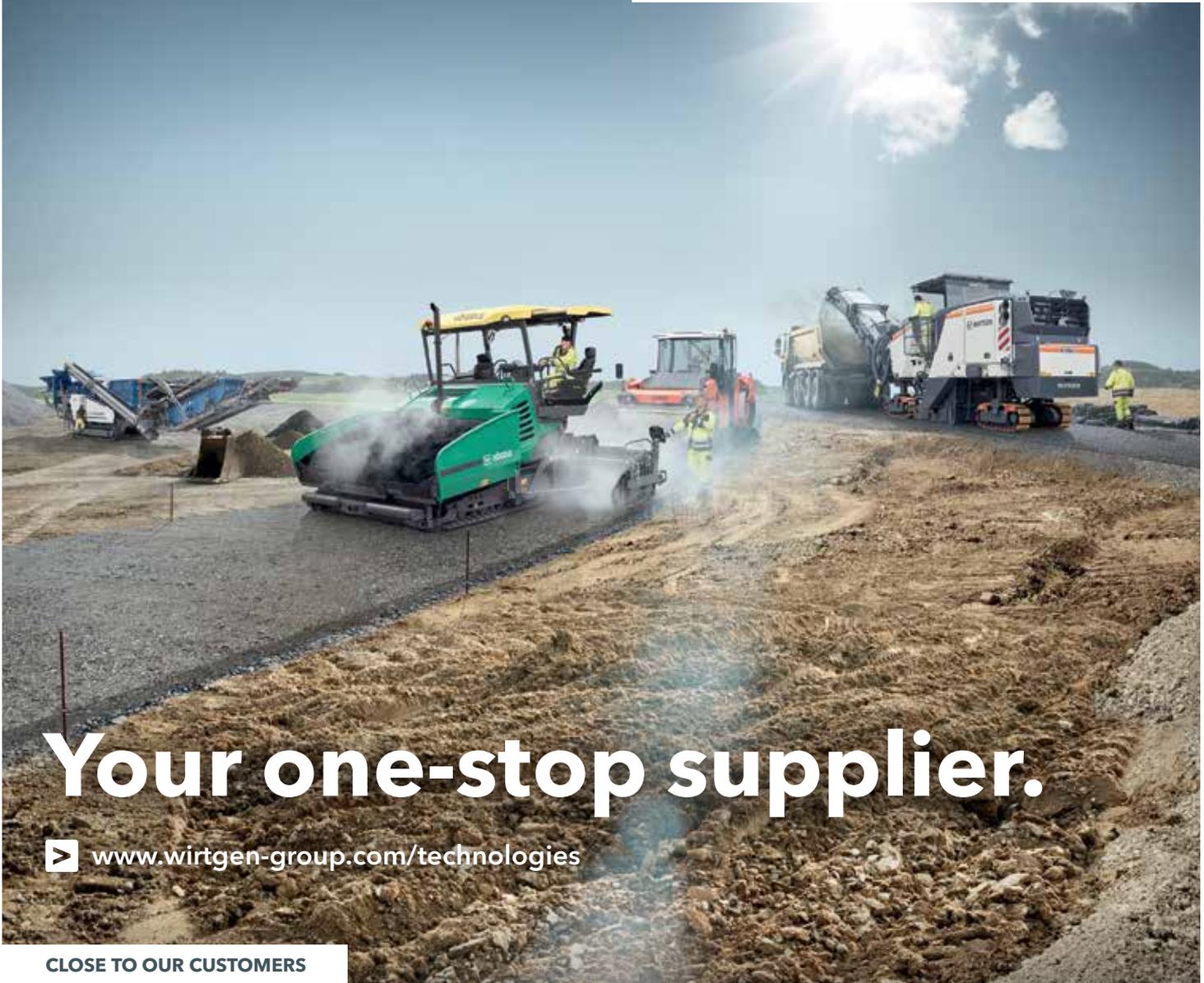
Accidents happen. Having a clear plan in place when they occur is essential, according to Dimitrius King, Chief Claims Officer for Pie Insurance.



Dimitrius King,
Chief Claims
Officer,
Pie Insurance

About the Author: As Pie's first chief claims officer, Dimitrius is responsible for leading and implementing the company's claims strategy. Over the past 15 years, Dimitrius has held various strategic and claims leadership roles in both personal lines and commercial lines. His background includes leading in workers' compensation, group benefits, auto, property, and catastrophe claims organizations. To learn more about Dimitrius, construction safety and workers' compensation claims, visit Pie Insurance.





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Upgraded PC130LC-11 excavator increases lifting capacity while remaining highly portable for use in a variety of applications

Looking for an excavator that can help complete jobs faster? Easily transported from job to job, Komatsu's newly upgraded PC130LC-11 increases lifting capacity by up to 20%, compared to the previous model.

"The new PC130LC-11 has a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight," said Nathaniel Waldschmidt, Komatsu Product Manager. "The result is increased lifting capacity both over the front and side. The upgraded PC130LC-11 can easily handle a wide variety of utility work or small construction jobs."

With fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, the PC130LC-11 uses up to 12% less fuel, compared to the PC130-8. To further reduce fuel usage, the excavator also features auto idle shutdown, which stops the engine after a preset amount of time.

Its operating weight of 28,440 to 29,101 pounds makes the PC130LC-11 highly portable,

and users can move it with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility remains a clear asset," said Waldschmidt. "When a contractor finishes one job, they can easily load the PC130LC-11 and quickly be on their way to the next job site. When they get there, it's a matter of minutes to unload and start working, so it maximizes productivity."

Built-in durability

Steel castings in the boom foot, boom nose and arm tip provide durability. The large one-piece hood, ground-level grease points, engine oil, and fuel filters provide quick-and-easy service access. Plus, high hydraulic pressures help optimize high arm and bucket digging forces.

Waldschmidt concluded, "We encourage anyone who's looking for a smaller conventional tail swing excavator that's proven to get the job done to contact their distributor for additional information and to set up a demo." ■



Nathaniel Waldschmidt,
Product Manager,
Komatsu



Learn more

Komatsu's PC130LC-11 excavator features a longer undercarriage that contributes to greater lifting capacity, compared to the previous model. It has fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, while also being more fuel efficient.



Quick Specs

Model

PC130LC-11

Operating Weight

28,440-29,101 lbs.

Horsepower

97.2 hp

Bucket Capacity

0.34-0.78 cu. yd.



Customer feedback helps drive innovation at Komatsu Demo Days 2023 in Georgia



Michael Gidaspow,
Vice President of
Product Service
and Solutions,
Komatsu

Komatsu customers had their first chance to get their hands on the new products that were featured at CONEXPO-CON/AGG at the company's annual Demo Days in Cartersville, Ga.

"We had about 400 customers come through the event with their distributors," said Michael Gidaspow, Vice President of Product Service and Solutions for Komatsu. "There were many Komatsu experts who talked to customers and got their feedback on our equipment and our solutions."

Customers at the event were eager to get in the operator's seat of two new excavators showcased at CONEXPO-CON/AGG: the PC900LC-11 excavator and the PC210LCE electric excavator.

"Those two machines were the stars of the show; they got a lot of feedback and operation," said Gidaspow. "Customers want to know how the PC210LCE electric excavator compares to their traditional excavator, or how the PC900 operates."

The event also featured Intelligent Machine Control (IMC) 2.0 equipment; Smart Construction and Smart Quarry solutions;

Montabert, Lehnhoff and Hensley products; and Komatsu's newest forestry machine: a PC230F-11.

"We want to make sure that Komatsu equipment is fully utilized, and that our customers' entire job sites are as efficient as possible," said Gidaspow. "That is where Komatsu technologies come in, so they can help customers hit their goals. When they come to Cartersville, customers can see what Komatsu does and learn about how our offerings can assist them."

While new machines and technology were a significant draw for the event, some customers noted the overall reliability Komatsu has provided their operations over the years.

"My experience with Komatsu is that the machines are very reliable," commented Kurt Renzland, owner of K.J. Renzland Excavating Inc. "That's why I'm here. My PC400 excavator is over 20 years old, and it has over 20,000 hours with the original motor and hydraulic pumps. For us, that reliability means we can keep working and aren't wasting time repairing machinery or having to deal with expensive repair bills. Even when we went



Kurt Renzland,
Owner,
K.J. Renzland
Excavating Inc.



Thomas Wayson,
Operator,
The Quartz Corp.
of America



Bennett Conrad,
Operator/
Fleet Manager/
Technician,
Conrad Brothers

At Demo Days, an attendee scoops material with a Komatsu PC900LC-11 excavator equipped with an 8-yard bucket.

▶ VIDEO





A Komatsu instructor guides an operator through the capabilities of a Komatsu PC900LC-11 excavator.

through tough times, I was able to lean on our Komatsu machines and get through."

Powerful, efficient PC900LC-11

Towering above the other machinery and quickly drawing a crowd at Demo Days was Komatsu's PC900LC-11 excavator equipped with an 8-yard bucket.

"My first thought was that the bucket is monstrous," stated Thomas Wayson, an operator for The Quartz Corp. of America. "It would increase our production by being able to load trucks faster. You probably only need two buckets to fill the rigid frame dump trucks, so you'd be able to speed up the process quickly."

Despite its size, the machine shares similarities with smaller models.

"I like how the cab and controls are the same, so it doesn't matter if you're on a 160 or the 900 because everything's the same inside," said Bennett Conrad, a third-generation operator, fleet manager and technician at Conrad Brothers. "I like the visibility with the cameras and the serviceability. The filters are easy to get to and are in a good spot."

The cohesiveness among models lends itself to faster operator training.

"It was like running a 390, just bigger; there was no change or parasitic drag," said Wayson. "For training, it would be a quick transition from a smaller Komatsu machine to the PC900."

Testing Komatsu's electric excavator

Demo Days attendees were some of the first customers in North America to get behind the controls of the PC210LCE electric excavator, which will be field tested later this year.

"I currently run a diesel-powered PC210 excavator, and I think that if you were blindfolded, you would not be able to tell the difference between the two," said Wayson. "I expected the electric excavator to be underpowered, but it was not. It exceeded my expectations."

Wayson was also surprised by the comfort of the machine.

"When I was operating, I turned the air conditioner off just to get a feel for the machine and see how quiet it actually is," noted Wayson. "It was astonishingly quiet."



Joel Nicol,
Vice President,
Nicol and Sons Inc.



Watch the video

Continued...

'The Komatsu motor grader is smooth, quiet and powerful'

... continued

Hands on with GD655-6, IMC 2.0

Attendees were also quick to note the performance of the Komatsu GD655-6 motor grader.

"I use motor graders for fine grading quarry stone for parking lots," explained Renzland. "The Komatsu motor grader is smooth, quiet and powerful. The controls are super sensitive, and the visibility allows me to sit in my seat while operating. I'm used to standing up and working large levers, so the operator comfort is better in the Komatsu machine."



(L-R) Power Equipment's Jesse Harris and Pardue Excavating's Jason and Dalton Pardue check out the equipment.



(L-R) Tennessee Construction LLC's JoAnn and Gabe Hoover take a look at the powerful Komatsu PC900LC-11 excavator with Power Equipment's Jesse Harris.



(L-R) Loyston Quarry's Kyle Gearke, Power Equipment's Joey Baker and Black Oak Contracting's Rob Gregory get hands-on experience with Komatsu's IMC 2.0 machinery.

Plus, Demo Days gave customers the ability to test Komatsu technology, such as IMC 2.0.

"I ran the D71PXi, which was my first experience with the 2.0 technology," said Joel Nicol, Vice President of Nicol and Sons Inc. "I could not believe the advancements in the mapping system, and an operator doesn't have to interfere with the process, it just pushes."

Visit Cartersville

Moving forward, Gidaspow encourages customers to visit Komatsu in Georgia and take the opportunity to operate new machinery and technologies.

"Any customers who haven't had a chance to come out, please talk to us, and talk to your distributor," said Gidaspow. "We have customers visit us year-round, and we have equipment here that hasn't yet been released to the market. We encourage feedback from our customers, so we can learn what's working or what we can do to make our equipment and our solutions better for you." ■

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions.*



Power Equipment's Corey Shumpert (left) and Joe Brogdon of Brogdon Construction explore the Smart Construction and Smart Quarry solutions.



(L-R) With a focus on customer feedback, Komatsu employees discussed the products on display with TVA's Steve Hester, Misty Reece, Ashley Tidwell, and Skyla Baldwin, as well as Power Equipment's Justin Kiser and Steve Woodby.



(L-R) Power Equipment's Ryan Murphy and The Quartz Corp. of America's Thomas Wayson and Isaac English attend Demo Days.

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Komatsu launches Komatsu Academy, a new online training system for customers and dealers

Komatsu Academy, a new online training system that is currently available for Komatsu dealers, will become available for Komatsu customers this fall via the My Komatsu app.

Intended to easily provide educational content to users at any time, "Komatsu Academy is designed to help our dealers and customers recruit, strengthen their workforce, and retain their technicians and operators," said Craig Yager, Training Manager for Komatsu. "It's part of an ecosystem to bolster and improve the skill sets of current technicians and operators, while drawing new people to this industry by providing access to high school and technical school students."

Yager continued, "It's important for Komatsu to provide our dealers with in-depth knowledge of our products, so they can support our customers. And, for our customers, Komatsu Academy can provide training to support the creation of a skilled workforce that can operate our equipment more efficiently and

effectively, to help reduce machine downtime by identifying problems before they worsen."

Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, machine maintenance and operating best practices. These modules can be accessed easily through a mobile app and completed at an individual's own pace. For Komatsu customers, Komatsu Academy will offer some free courses and content, but the full suite of content will be accessible on a subscription or a per-course cost.

Flexible career development

Aside from relevant job training, Komatsu Academy will also provide career paths for users, allowing them to learn additional skills and become certified, which could help them advance within their organization.



Watch the video

Continued...

In the fall, Komatsu Academy will be accessible for customers via the My Komatsu app and will provide educational content wherever users have internet access.



Komatsu Academy will help strengthen the workforce

... continued

"The ability to develop a career path is going to help an employee grow by identifying what training and skills are needed for advancement," explained Yager. "For example, Komatsu Academy can help an employee who works at the parts counter and wants to be a parts manager by providing a view to their career path and explaining what training and skills they need to achieve their goal."

When a person logs into Komatsu Academy, they are identified by their job role, and then the system tailors recommended courses for them.

"The system recognizes any potential career paths and displays certifications based on the job role information," said Yager. "Users can

find additional certifications and information relevant to their career path and see how the content they have taken to date applies to other potential careers."

For certifications, users can supplement hands-on training with educational content on Komatsu Academy to minimize time away from their organization.

"Our dealers are often faced with the difficult choice between supporting their customers or sending their technicians to do training to improve their skills," said Yager. "Komatsu Academy will provide them with an option to do both simultaneously. The technician can learn more about our products and how to troubleshoot them on their own, on the job, all with microlearning content at their fingertips. Instead of attending a traditional 40-hour class, they have access to content that's online, easily searchable, and consumed in small modules. They could be standing out at the machine on their lunch break and learn something about an excavator."

Development of VR training

As technology continues to evolve in the construction industry, virtual reality (VR) will likely be a crucial aspect of Komatsu Academy in the not-so-distant future.

"Our team at Komatsu is working with Arizona State University to develop virtual operator training using haptic gloves and VR goggles," said Yager. "Haptic gloves give you the feel of interacting with the machine. The user feels feedback through the gloves, and the VR gives them a 360-degree view of the machine. They can actually feel and see that they are grabbing a wrench and can feel the bolt tightening."

The technology enables people to have hands-on experiences with a machine, even if there's not a physical model on-site. VR training can circumvent any machine availability issues and provide hands-on content whenever and wherever.

"Someone training could be in a small classroom a thousand miles from the instructor, but they could virtually see and feel the machine and interact with the instructor," said Yager. "The potential use cases are endless. VR is going to be important for technical training, and Komatsu Academy will provide the necessary training information to make the workforce stronger and to spark renewed interest in careers within the construction and mining industry." ■

Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, maintenance and machine operation.



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Komatsu selected as a Sourcwell heavy equipment provider

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

Among the largest governmental cooperative agencies in North America, Sourcwell represents more than 60,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcwell, the procurement process is simplified.

First named a Sourcwell partner in 2019, after an extensive evaluation process, Komatsu was again awarded a national cooperative contract for construction equipment with related attachments and technology. Sourcwell members can

choose to purchase from more than 50 Komatsu models of construction and compact equipment, across 10 product groups. Komatsu's distribution network, which includes 29 dealers with collectively more than 200 branches across North America, will provide support to Sourcwell members.

"Sourcwell provides its members with a unique advantage in the cooperative purchasing process by leveraging qualified suppliers and ensuring that the process and pricing is streamlined to increase efficiency and generate savings for their members," said Komatsu's Robert Richens, Director of National Accounts. "Komatsu is thrilled to continue our relationship with Sourcwell and build upon our previous successes in North America. Sourcwell is a strategic partner in the governmental, education and non-profit sector, and we look forward to continuing to provide their members with our world-class products, services and customer-focused solutions." ■

Sourcwell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu another national cooperative contract for heavy equipment and related accessories, attachments and supplies.



Bonus depreciation has dropped to 80%; equipment must be purchased, placed into service by midnight Dec. 31

This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to drop by 20% per year until it reaches 0% in 2027.

Bonus depreciation is available for both new and used equipment placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

"The purpose of bonus depreciation is to encourage businesses to invest in new equipment and machinery," said Sean Farrell in the article "A Guide to the Bonus Depreciation Phase-Out 2023" on SharedEconomyCPA.com. "It provides businesses a tax incentive to do so."

With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase, according to Dan Furman, Vice President of Strategy at Crest Capital.

In the article "Goodbye, 100% Bonus Depreciation — Phase-Out Begins in 2023" published by Equipment World, Furman writes, "To qualify, the equipment must be bought and placed into service during the calendar year, so making your bonus depreciation purchase

as early as possible has advantages (avoiding supply-chain issues delaying shipment/etc.). Further, if you were considering a major purchase in 2024 or beyond and planned to use bonus depreciation, perhaps bumping that purchase to 2023 makes sense (80% depreciation this year vs. 60% next, and so on). In addition, finance rates are predicted to keep rising, so if you were planning to finance your purchase, there's another advantage to buying earlier."

Higher amounts for Section 179

An additional advantage with bonus depreciation is that it has no limit on the amount. It can be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

Section 179 limits the 100% depreciation amount to \$1,160,000 in 2023, an increase of \$80,000 compared to 2022. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$2,890,000, which is up from \$2.7 million. ■

Editor's Note: This article is for informational purposes only. To learn more about how to take advantage of these tax savings, contact your tax adviser or equipment dealer for more information.



You can take 80% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31. The percentage drops to 60% in 2024.



2022 WIRTGEN W 120 FTi, S/N 2710.0067, 223 hrs.



2014 Komatsu HM300-3, S/N 3391, 9,314 hrs.

Year/Make/Model	S/N	Equip #	Location	Hours
Compaction				
2022 HAMM H 7i	H270.1478	J00760	Louisville, KY	25
2018 HAMM H 10i	235HAA00681	J00724	Chattanooga, TN	2,394
2017 HAMM H 10i	H2350253	J00725	Knoxville, TN	1,703
2023 HAMM HC 120i	H252.0062	J00745	Louisville, KY	3
Dozers				
2022 Komatsu D51PXi-24	B25088	J00739	Paducah, KY	2,006
2013 Komatsu D61EX-23	30028	BTE22D18	Knoxville, TN	6,509
2020 Komatsu D65EXi-18	92296	J00767	Knoxville, TN	1,560
2021 Komatsu D65EXi-18	92697	J00764	Nashville, TN	2,308
Excavators				
2018 Komatsu PC138USLC	52262	J00742	Little Rock, AR	1,892
2018 Komatsu PC210LC-11	C80357	J00731	Little Rock, AR	3,935
2019 Komatsu PC210LC-11	C80699	J00750	Little Rock, AR	2,648
2019 Komatsu PC210LC-11	C80708	J00749	Paducah, KY	3,014
2019 Komatsu PC210LC-11	C80841	J00754	Knoxville, TN	3,422
2021 Komatsu PC290LC-11	A28260	J00765	Knoxville, TN	2,385
2021 Komatsu PC360LC-11	A38305	J00756	Louisville, KY	3,967
Skid Steer				
2019 Takeuchi TL10V2-CR	410003209	PPR56388	Little Rock, AR	1,914
Trucks (Articulated)				
2020 Komatsu HM300-5	10952	J00748	Louisville, KY	6,262
Water Trucks				
2013 Komatsu HM300-3	3183	J00762	Louisville, KY	9,700
2014 Komatsu HM300-3	3391	J00763	Louisville, KY	9,314
2009 Komatsu HM400-2	A11305	J00761	Paducah, KY	6,988
Wheel Loaders				
2018 Komatsu WA270-8	83648	J00744	Little Rock, AR	2,466
2018 Komatsu WA270-8	83876	J00751	Paducah, KY	3,311
2018 Komatsu WA270-8	A28440	J00743	Louisville, KY	2,584
2018 Komatsu WA270-8	A28443	J00752	Little Rock, AR	3,165
Milling Machine				
2022 WIRTGEN W 120 FTi	2710.0067	B58073-1	Memphis, TN	223



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