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Power Equipment hosts first ever Demo Day showcase in Arkansas

Womble LLC

Nashville company completes turnkey site development and utility work

Peyton Womble,
Owner/CEO

A Message from Power Equipment Company



Andy Moon

**Fuel savings,
reduced
emissions**



Dear Valued Customer:

While prices at the pump have dropped for gasoline, diesel remains stubbornly high. There are many ways to reduce fuel usage such as idling less and shutting machines down when they will be out of service for extended periods of time.

Choosing the right equipment for the job can also help ensure maximum productivity and fuel efficiency. On traditional dirt jobs that involve digging, swinging and loading, a solid option is Komatsu's innovative Hybrid HB365LC-3 excavator that converts swing braking into electric energy that is stored and used to provide swing power. Compared to standard machines, the hybrid can also cut emissions significantly, which helps reduce your carbon footprint and improve sustainability measures.

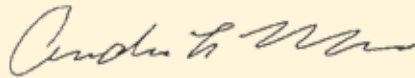
Speaking of innovation, no one does it quite like Komatsu with its suite of Smart Construction solutions. Check out the articles on how Drone, Dashboard and Remote are helping customers save time and reduce costs with the increased efficiencies these solutions provide.

Remember: If you don't take care of your machines, they won't take care of you. We offer some tips on battery maintenance and remanufactured NOx sensors that can be useful to your operation.

That has always been our mission — to provide you with helpful information, the best equipment and world-class service. We will continue to do so in 2023 and beyond.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,
Power Equipment Company



Andy Moon,
President

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Womble LLC completes turnkey site development and utility work for customers in the Nashville, Tenn., area



Peyton Womble,
Owner/CEO

In 2011, Peyton Womble's career trajectory changed for the better when he was approached by Bob Gregory, the owner of a heavy civil and utility company. Gregory was liquidating his business and initiated a meeting between Womble and four employees he had been working with for about 20 years.

"I had reached a plateau in the erosion control and small grading business and had done work for Bob," recalled Womble, who is the owner and CEO of Womble LLC. "Those guys didn't want to split up and wanted me to head a new heavy civil and utilities company. Bob was completely getting out of the business, so we would be starting from scratch, but there was an opportunity being left by his exit. I took the opportunity to grow

and worked with those guys about what the future of our company looked like."

So, Womble and Nathan Gass, President of Womble LLC, joined forces with Gene Richardson, Barry Jones, Rick Mattingly and Jimmy Eaton.

"My wife and I went to the beach for the weekend after that meeting," said Womble. "She was wondering about this new venture. I let her know it was going to be the last trip to the beach or a start of many more."

The newly expanded Womble LLC landed its first project after about six months but only had one machine, so the company rented equipment for a year and a half. Womble LLC now has 123 pieces of heavy equipment, and its staff has grown from 22 employees to 160. Currently, the company's territory extends in an 80-mile radius around Nashville, Tenn., and its jobs consist of turnkey site development and utility work.

"When we come in, it's basically raw land," explained Womble. "We install all the erosion control measures, maintain the erosion control throughout the project, build the site, and put all the utilities, house pads and roadways in. The only thing left to do once we leave is build the house or building, and that's where we step away."

Womble added, "We handle probably 80% residential and 20% commercial projects at this point. Our residential developments are anywhere from 35-acre sites to 100-acre sites. Our commercial work is smaller commercial buildings, and about 90% of our business is for repeat customers."

Womble attributes the company's success in securing repeat business to the way the staff treats customers.

"We still operate on a small business scale to where we give each customer the attention they expect to be given," said Womble. "We work with our customers in that manner versus thinking we're somebody we're not."

That approach has helped Womble LLC take on more projects.

An operator uses a Komatsu D65EXi-18 intelligent Machine Control (iMC) dozer to push material to grade. "The iMC system has been great for us," noted Peyton Womble, owner and CEO of Womble LLC.





▶ VIDEO

Womble LLC has a fleet of Komatsu equipment, including this PC490LCi-11 iMC excavator and four D65EXi-18 iMC dozers. "Every piece (of Komatsu equipment) has been reliable and lasted a good, long time," said Peyton Womble, owner and CEO of Womble LLC.

"We had one of our best years that we've ever had in 2022," declared Womble. "Last year, we had a lot of contracts already in place with a backlog that we're really excited about going into this year."

Groundbreaking technology

Womble LLC relies on a fleet of Komatsu equipment, including intelligent Machine Control (iMC) models, to reach its goals.

"The Komatsu D65EX-17 was the first Komatsu machine that we acquired," said Womble. "From that point on, we noticed its reliability, durability and the lack of downtime that we had, so we decided to keep giving them a try. Now, we have a new D71EXi-24 dozer; four D65EXi-18 dozers; two D65EX-17 dozers; four D51EXi-24 dozers; several excavators, including two PC490LCi-11 models; and wheel loaders. Every piece has been reliable and lasted a good, long time."

Womble added, "The iMC system has been great for us because we don't have to worry about the cables and masts (that are on traditional or aftermarket GPS systems) getting

damaged. The way it's all integrated into the machine just makes it more comfortable and easier for the operator to operate."

The technology has also helped Womble LLC increase job site efficiency.

"We switched to all GPS units, and the man on the ground with the rover checking grade went away," noted Womble. "The excavator, when it's in a cut, is cutting right down to the grade. We're not needing our iMC dozer to come over to check grades for the excavator. Now, we're doing a lot of digging and pushing that didn't happen before because we are maximizing our efficiency. That is maximizing our production."

To better manage its fleet, Womble LLC uses My Komatsu — a digital platform that allows 24/7 access to machine telematics data, parts manuals and more.

"We use the data our Komatsu machines record, and it allows us to look at data and know when to replace tracks or when to start certain preventative maintenance," said Womble. "It helps us see a pattern in our equipment



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Continued...

'We have experienced less downtime'

... continued

and know when it needs to be replaced or upgraded."

Reliable support

When servicing or upgrading its fleet of Komatsu machines, Womble LLC depends on Power Equipment Company, especially Territory Manager Matthew Spence.



Womble LLC's Peyton Womble (left) works with Power Equipment Territory Manager Matthew Spence. "Matthew and the sales staff have been good and help us get what we need," said Womble.

"Power has a big footprint in Nashville, Tennessee," said Womble. "They have been very reliable. They're very quick to come out and fix whatever we need done. The availability of parts is good. Matthew and the sales staff have been good and help us get what we need."

Womble LLC also appreciates that Power Equipment helps the business maintain uptime.

"On the job site, downtime is the biggest killer for us with equipment," stated Womble. "If a machine goes down, that means we've got to move something else in to take its place to keep that job in production. With Power Equipment and the Komatsu equipment, we have experienced less downtime. Power gets to us quickly with a service tech to check on our machines and keep us going."

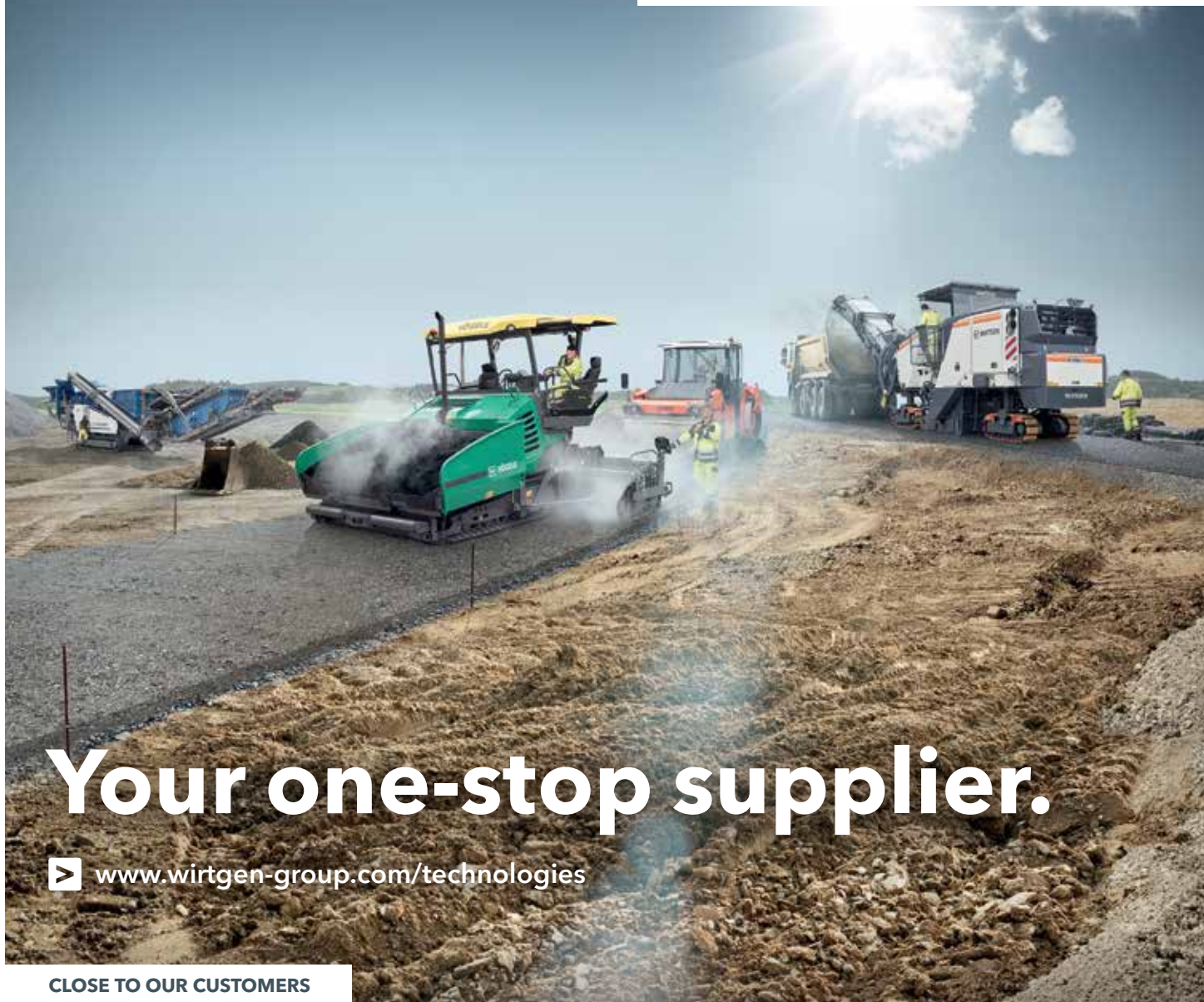
Customers first

Moving forward, Womble LLC will keep putting its customers first.

"If a customer calls, we answer the phone," said Womble. "We take care of problems as they happen. Answering the phone and doing what you say you're going to do when you say you're going to do it is the biggest key for me." ■

With a Komatsu PC490LCi-11 iMC excavator, an operator moves material into a truck.





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Power Equipment Company hosts first ever Demo Day showcase in Arkansas

Recently, Power Equipment Company held its first Demo Day at Legacy Ranch, a 600-acre property in Gravette, Ark. The event provided customers with a hands-on experience of Komatsu's intelligent Machine Control (iMC) and Smart Construction solutions.

"Komatsu has so much to offer, from quality equipment to intelligent Machine Control that can help inexperienced operators be as

effective as 20-year veterans," said Power Equipment Branch Manager Tim Hooper, who is based in Springdale, Ark. "The experienced veterans are retiring, and the trade is just not really being carried down. Many people aren't accustomed to an iron building machine manufacturer having that complete package. So, we thought it was worthwhile to put this event on to let our potential and current customers see what Power Equipment and Komatsu can offer."

"I came out to see what the new technologies are that are available" said Heath Taylor, one of the owners of Arco Excavation & Paving in Bentonville, Ark. "You have to stay on top of technology if you want to be competitive in the market. We wanted to see what's new and what's upcoming."

iMC

At the event, Power Equipment showcased several Komatsu iMC dozers, including the 51EXi, 61EXi and 71PXi models. Two Komatsu iMC excavators were also on display — a PC210LCi and a PC360LCi — as well as a Komatsu PC238LC excavator equipped with Smart Construction Retrofit.

Attendees were able to operate the machines on a construction site.

"Our customer is putting a horse arena in here," said Hooper. "One of our drone pilots flew the site, took the flight information, and uploaded it into Smart Construction Dashboard. Our TSE, Anthony Neely, collaborated with the customer about the specs of the site in order to build a 3D design file, which we made in-house. We utilized Smart Construction Remote to transfer the 3D design file from the office to all of the machines on-site. Utilizing Smart Construction Remote and a TV, customers can see exactly what the operator sees. It's very interactive. Even if you're not running a machine, you're watching other people and seeing what's going on. It's been a good show for us."

Tim Oelke, President of Oelke Construction Company Inc., tried out the PC210LCi iMC excavator.

"It's really smooth digging with the grade control," said Oelke. "You can really feel it back off when you're starting to go to grade. I think it's great technology. The price of putting it on some of our older machines with Retrofit seems



Power Equipment Branch Manager Tim Hooper (center) speaks to attendees at Demo Day. "Komatsu has so much to offer, from quality equipment to intelligent Machine Control that can help inexperienced operators be as effective as 20-year veterans," said Hooper.

At Power Equipment's Demo Day, attendees test out several Komatsu iMC dozers, including 51EXi, 61EXi and 71PXi models.





▶ VIDEO

Attendees gather around to learn about one of the Komatsu excavators on display. "We're here to help our customers advance, become more efficient and more profitable," stated Jacob Burch, Technology Solutions Business Manager for Power Equipment.

very economical. We're a typical construction company, and I think you have to embrace technology. It really is making us more efficient."

Oelke added, "We have a great relationship with all the salesmen at our local Power Equipment. Tim Hooper's a great friend. He's always been there for service. Tim wanted us to see these new machines — the grade control and everything that they do — so that's why we came out today, and I've been very happy about the experience."

Smart Construction solutions

Aside from iMC, Power Equipment showcased Komatsu's Smart Construction solutions, including Remote, Drone, Dashboard, Office, Field and Retrofit.

"The goal we had for hosting this event was not only to introduce Power Equipment into the market but also reintroduce Komatsu," stated Jacob Burch, Technology Solutions Business Manager for Power Equipment. "We want to show customers Komatsu's strategic vision for Smart Construction solutions and how Komatsu is more than just a heavy equipment manufacturer and provider. They're also focused on solving the problems that our customers face off machines. We're here to help our customers advance, become more efficient and more profitable."



An attendee moves material with a Komatsu D71PXi iMC dozer at Power Equipment's Demo Day.

One of the most popular solutions was Retrofit, according to Hooper.

"Retrofit is getting a lot of attention because a lot of our contractors have older machines," said Hooper. "The good thing about it is that it can go on any make, any model and any age."

"It is the economical aftermarket solution for a customer who's new to machine control and wants to test out 3D control on an excavator," added Burch. "It's 3D indicate."



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Continued...

'We want to do this event again'

... continued



Jacob Burch,
Technology Solutions
Business Manager,
Power Equipment
Company

Burch continued, "It knows where the teeth of the bucket are at all times with respect to their design file, which is very powerful and keeps operators from over-digging when they're doing mass excavation or when they're trenching and makes sure they're staying with their alignment and not digging too far down and having to backfill with stone. That would exceed material quantities that they had originally bid."

Smart Construction Drone also quickly revealed the advantage it can provide.

"Power Equipment was showing how it can fly, give you an existing topo (topographic survey),

and how it could integrate with the machines," said Taylor. "It will give you a daily report on where you're at with the job, what you have existing at the end of the day, and starting back over the next day."

Taylor continued, "It would save a lot of time surveying. A lot of times when we start a job the topos that we get from an engineer or from another survey company might be 10 years old. They might not even be accurate. So, we're able to fly that and see how accurate the project is that we bid."

Burch and the Power Equipment team are excited to see what type of technology Komatsu comes up with next.

"We just scratched the surface today when we introduced six different solutions for our customers," said Burch. "Komatsu continues to heavily invest in the development of more solutions that extend to different areas or pain points that the customers have across the job site and their daily operations."

Annual event

In the future, Power Equipment wants to make Demo Day a staple for its customers.

"We want to do this event again, and I think one thing that separates us from a lot of other manufacturers and distributors is we do want to be a partner," said Hooper. "Our philosophy is if you don't succeed, we're not going to succeed. We're all in this together, so let's work together as a team." ■



A Power Equipment
employee explains the
features of a Komatsu
PC360LCi iMC excavator
to an attendee.

At Demo Day, an attendee tries out a Komatsu PC360LCi iMC excavator while others observe.



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Bipartisan Infrastructure Law positively impacts transportation, overall forecast is mainly flat due to inflation concerns

In late 2021, President Joe Biden signed the \$1.2 trillion Infrastructure and Investment Jobs Act (IIJA) into law, which was a historic investment in the nation's infrastructure and transportation funding. The Bipartisan Infrastructure Law has had a positive effect and will continue to do so in 2023, according to several construction industry professionals as they forecast this year's outlook.

During testimony before the Environment & Public Works (EPW) Committee in late 2022, American Road & Transportation Builders Association (ARTBA) President and CEO Dave Bauer told senators that 29,000 transportation improvement projects are moving forward thanks to the Bipartisan Infrastructure Law. Bauer highlighted ARTBA's economic analysis, showing that highway formula funds supported 2,500 more safety, mobility and maintenance improvements in 2022 than in 2021, while the number of \$100 million projects increased from 18 in 11 states to 24 in 14 states.

"Though each project has a unique story of need and solution, they are all tangible illustrations of the impacts underway from the leadership of this committee in delivering generational investments through

a multiyear surface transportation program reauthorization," said Bauer.

The Bipartisan Infrastructure Law reauthorized surface transportation programs for five years, investing \$110 billion in America's aging roads and bridges.

ARTBA estimated that highway and bridge construction spending will increase 13.4% this year to a total of \$119 billion, according to the article "2023 Forecast: Markets are Mixed for Year Ahead" published by Engineering News-Record (ENR). Dodge Data & Analytics Inc. is even more optimistic, predicting new starts will be as high as 20%, thanks to infrastructure funding. That would be an increase beyond the 23% rise Dodge forecast for the end of 2022. Dodge Chief Economist Richard Branch pointed out that only 19% of funding from the Bipartisan Infrastructure Law had been allocated by late last year.

"There's a lot of money still on the table waiting to be spent," said Branch in the Equipment World article "Dodge Economist: Prepare for a Rocky First Half of 2023." "We continue to think 2023 and 2024 are the best years for infrastructure construction. But, I could foresee, again, if we have appropriation delays, that maybe 2024 and 2025 are the best years."

Modest downturn, quick recovery

Infrastructure projects are bright spots in the overall construction industry, which has been slowed by several factors during the past year. Dodge sees it as relatively flat in 2023, with a slight decline. Fails Management Institute (FMI) forecasts a 1.3% decline.

"I don't think this is another great recession," said Jay Bowman, Principal of Industry Management Consultant for FMI in the ENR article. "I'll take flat over down any day of the week."

Branch noted that inflation will be a big factor going forward, along with other causes for concern such as the war in Ukraine and oil production cuts by the Organization of the Petroleum Exporting Countries (OPEC). Branch's forecast assumes that core inflation will improve, and there will not be any major shocks. If his predictions are correct and everything remains stable, Branch believes a "technical

Multifamily housing appears to be a bright spot in the residential sector. Dodge predicts a 1.4% rise in starts, while FMI sees a nearly 6% jump.





The Bipartisan Infrastructure Law will give a boost to projects such as roads, bridges, canals, broadband, utility upgrades and more in 2023, according to industry forecasters. ARTBA estimated that highway and bridge construction spending will increase 13.4% this year to a total of \$119 billion. Dodge is even more optimistic, predicting new starts to be as high as 20%, thanks to infrastructure funding.



recession" could be avoided with economic stabilization and recovery starting in the latter half of 2023. He added that a strong banking system and undersupplied housing market are favorable for the construction industry.

"We're sitting at 14- to 15-year highs in the Dodge Momentum Index, so it should provide some semblance of confidence and reassurance that developers and owners are continuing to put projects into the queue despite the fact that we're concerned about what might happen when interest rates keep rising and the economy slows down in 2023," said Branch.

In its most recent outlook, the Portland Cement Association (PCA) projected a near-term demand decline of about 3.5% for 2023, the first decline in 13 years. It expects the slowdown to be short, with growth returning in 2024.

"Due to inflation and rising interest rates, economic growth is expected to remain sluggish through mid-2023 with unemployment

reaching 4.7%," said Edward J. Sullivan, PCA Chief Economist and Senior Vice President. "Inflation is expected to remain high, leading to further monetary policy tightening through this year and into early next."

Sector gains

While both Dodge and FMI predict overall construction starts to be down in 2023, both foresee increases within several sectors. Dodge predicts a slight increase in total residential construction, including 1.4% in the multifamily category. FMI anticipates a nearly 6% jump in multifamily, despite overall residential starts being lower.

Dodge and FMI have opposing outlooks on total non-residential as well. FMI is optimistic of a 4.4% rise, led by the manufacturing sector with a jump of 15.4%. It sees lodging, amusements and recreation, education, health care, commercial and public safety all getting boosts. Dodge predicts increases for hotels and motels, stores and shopping centers, and education. ■



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Subcontractors, don't waive your right to a lien

In the course of reviewing construction subcontracts, I've recently seen provisions similar to the following (simplified for convenience and confidentiality):

- "The subcontractor shall reimburse the [contractor and/or owner] for any costs and expenses for any claim, obligation, or lien that arises from the performance of the work."
- "The subcontractor shall remove and discharge any lien, claim, security interest, or other encumbrance related to the subcontractor's performance of the work."

The provisions are often followed with boilerplate requirements for paying the third-party claimant, bonding, reimbursement of attorneys' fees, indemnification responsibilities, or other ways of providing security to the owner or general contractor.

The purpose of these types of provisions is clear: Owners want their projects completed free of liens, and they want the person responsible for the work to make sure that happens. This is an understandable position, and it is reasonable for any construction contract to require lien waivers. The problem is that these provisions do not require payment prior to the waiver.

Yes, if a subcontractor is paid, it should agree to keep the project clear of liens and remove any

liens filed by its respective subcontractors or suppliers. But, until payment has occurred, retaining the powerful lien right is essential for any prudent subcontractor. Whether intentional by the drafting party or not, these provisions suggest the subcontractor is agreeing to waive its lien rights even when the owner or contractor fails to pay.

Simple solution

With these specific provisions, I find the solution is simple and relatively unobjectionable; I like to add "provided subcontractor has been paid for the work" at the beginning of the phrase.

Subcontractors should be on the lookout for these and other potential pitfalls, and make sure they do not unwittingly leave themselves unprotected by accepting provisions that are inherently unfair. ■

About the Author: Sam DeBaltzo has a wide variety of experience representing clients in real estate transactions and the purchase, sale and leasing of real property. He additionally provides counsel in several related industries, working routinely with construction, architect and engineering contracts. His business law experience includes general corporate matters and representation of both for-profit and non-profit businesses in mergers, acquisitions and dispositions. For more information, visit tonkon.com.



Sam DeBaltzo,
Associate Attorney,
Tonkon Torp LLP



Until payment has occurred, retaining the powerful lien right is essential for any prudent subcontractor.

Smart Construction solutions, iMC help Castle's Renewable Energy Division move earth faster with decreased costs



Chris Scheve,
Vice President,
Renewable Energy



Joel Brewton,
Vice President of
Asset Management &
Centralized Services

The company known today simply as Castle was originally founded as Progressive Pipeline in 1999 by Mike Castle Sr. His business focused on providing service to the oil and gas industry with jobs done with integrity, on time and on budget. That strategy proved highly successful, and within three years, the company landed its first multimillion-dollar contract, which led to the creation of more divisions within the firm.

In addition to Pipeline, Castle's divisions now include an Integrity Group, a Facility Group, Directional Drilling, Environmental Reclamation, and its latest undertaking: Renewable Energy, which focuses on sitework and other services for wind and solar projects.

"Castle saw the transition to renewables and wanted to be a part of that," said Vice President Chris Scheve, who joined the company about a year ago and has helped spearhead the formation and expansion of the Renewable Energy Division. "With our skilled workforce and our equipment, it's a nice fit to move over and do the renewables effort."

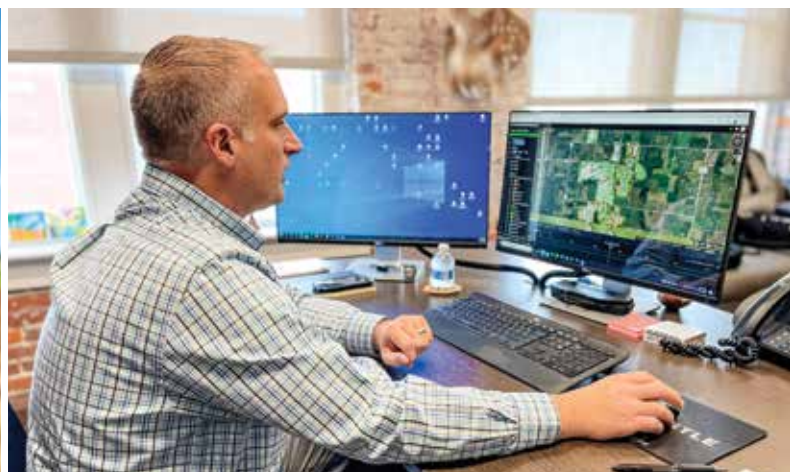
Joel Brewton, Vice President of Asset Management & Centralized Services, added, "Outstanding service is our hallmark, and that's really built around doing things safely and efficiently. We believe that goes hand in hand with delivering solid production. We are

always seeking ways to improve our practices. Technology — such as the Komatsu Smart Construction machinery and solutions we now use — is playing an increasingly bigger role for us because we see the benefits it is delivering in terms of cost and time savings."

Brewton and Scheve emphasized that the two large solar projects that Castle's Renewable Energy Division recently took on in Wisconsin are prime examples. About a year ago, Castle began site preparation, including putting the sites to grade, building basins, and handling erosion control. Between the two, Castle team members moved about 700,000 yards of dirt.

"Our Onion River project, which is the bigger of the two, involved about 18 different sites, so it was pretty spread out," explained Superintendent Rocky Hartwick. "We started in July and had the mass grading done by the end of the year. Our Crawfish River project began earlier, and the grading was basically done within a relatively short timeframe."

Hartwick continued, "These projects were our first ones using Komatsu's intelligent machines, and we were very impressed with the ability to use the integrated GPS from grass to grade. Using traditional methods, we cut approximately two acres to grade each day. Komatsu's intelligent machines allowed us to



Komatsu's Jason Anetsberger (left) uploads data from the Smart Construction Drone flights to Smart Construction Dashboard. Castle's Joel Brewton (right) uses Komatsu's Smart Construction Dashboard in his office in Meridian, Miss., to check the progress of Castle's job sites in Wisconsin.



► VIDEO



An operator cuts grade with a Komatsu D71PXi-24 intelligent Machine Control (iMC) dozer on Castle's Onion River project near Adell, Wis. "We were very impressed with the ability to use the integrated GPS from grass to grade," said Superintendent Rocky Hartwick. "The accuracy and efficiency are spot on."

do 10 to 12 acres without the need for a grade checker because the machines always know where they are in relation to final grade. The accuracy and efficiency are spot on."

Using Smart Construction solutions

Throughout the projects, Castle has used Komatsu intelligent Machine Control (iMC) dozers and excavators, as well as Smart Construction Drone, Smart Construction Dashboard and Smart Construction Remote. Castle also purchased its own drone, and staff members received training from Komatsu, so they could conduct flights independently.

"Komatsu corporate has been a big part of helping us learn the intelligent system as well as incorporating drone flights to verify that what the machines are seeing is exactly what we're seeing," Scheve explained. "We've made drone flights a standard, so before we ever move a speck of dirt, we do an initial flight of the sites to make sure we have accurate models to work from. CAD (computer-aided design) files are developed from those, and those models are uploaded to the intelligent machines. We do subsequent flights about a month apart to check progress and verify how much dirt was moved, and that gets uploaded to Dashboard. That information helps us put together as-built models we can show to the customer and keep accurate records."

Brewton said that level of accuracy has been impressive to Castle and its customers.

"We are a very schedule-driven contractor," Brewton stated. "When we make a schedule, we want to stay on it. Drone flights let you verify a site within a matter of hours rather than days with the old methods of walking the site and staking it. Instead of taking maybe 20 shots with a rover and a stick within a 10-foot section, the drone is shooting thousands of points in that same area, so it's delivering a more accurate picture. Billing is another advantage we see. We don't want to overcharge our customer or be underpaid. With the drone, you can verify exact quantities, and you get paid for exactly the work you've done, and that's what we want."

Additional adoption

Increased productivity and efficiency with Komatsu iMC machines and Smart Construction solutions on the Renewable Energy Division's Wisconsin projects have encouraged the Castle team to expand their usage of technology.

"Recent legislation is only going to put additional significant dollars into renewables, and we have customers asking us for commitments for several years out; making the investment makes sense," said Scheve. "We see the applications for the machines and solutions in our other divisions too, such as Pipeline, so we are looking into how to adopt it for those going forward." ■

***The opinions expressed here are from the end users who are quoted.*



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Hybrid HB365LC-3 excavator offers significant fuel savings and helps reduce your carbon footprint with lower emissions

Looking for ways to increase production while reducing costs? In today's economy with diesel prices higher than ever, using a hybrid excavator such as Komatsu's Hybrid HB365LC-3 is a solid solution, according to Kurt Moncini, Senior Product Manager, Komatsu.

"Hybrid technology continues to grow and be adopted in the automotive world, and the construction industry is coming around to the benefits such as lower fuel costs and emissions," said Moncini. "The HB365LC-3 offers increased fuel efficiency without sacrificing power, so the overall performance is outstanding. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability."

Moncini continued, "Based on EPA's (Environmental Protection Agency) CO2 formula, the Hybrid potentially offers an up to 20% reduction in CO2 emissions compared to the standard PC360LC-11. It's a big win all around."

Komatsu introduced the 36-ton Hybrid HB365LC-3 — the industry's first true hybrid in that class size — in 2017. Since then, thousands have been used around the world for all types of excavation, loading trucks and to perform other tasks. The HB365LC-3 followed the introduction of Komatsu's first hybrid excavator, which was launched in 2008.

"The Hybrid HB365LC-3 has equal or better performance than our standard PC360LC excavator, but with fuel savings that could be as high as 20%, depending on application," said Moncini. "It's a great fit for construction companies that use excavators in high-swing applications, as well as for feeding crushers in quarry, recycling and demolition applications where swing is a constant."

An electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

Highly responsive

The energy captured during each swing braking cycle is stored in the Hybrid HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

Continued...



Kurt Moncini,
Senior Product
Manager,
Komatsu



Learn more

Komatsu recently improved the warranty on the HB365LC-3's hybrid components to seven years or 15,000 hours. The warranty covers the electric swing motor, motor-generator, capacitor and inverter.



'Users are raving about their productivity and cost savings'

... continued

He added, "When it comes to the boom arm and bucket, the capacitor drives the swing, and all available engine horsepower can go into the hydraulic system. This creates faster cycle time and a very quick, responsive swing. It's snappy."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

Tier 4 and more

Komatsu recently improved the warranty on the HB365LC-3's hybrid components. The special hybrid component warranty term is now up to seven years or 15,000 hours and covers the electric swing motor, motor-generator, capacitor and inverter. If you sell the excavator, the warranty is transferrable.

The Hybrid HB365LC-3's 269-horsepower engine is a six-cylinder with a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter (KDPF) and Selective Catalytic Reduction (SCR) work together to inject Diesel Exhaust Fluid (DEF) and decompose nitrous oxide into non-toxic water and nitrogen.

Komatsu Care comes standard, including two complimentary KDPF exchanges and two SCR services during the first five years with unlimited hours. It also covers scheduled maintenance for the first three years or 2,000 hours. All work is done by factory-trained distributor technicians.

Hours and key performance data can be tracked remotely with Komtrax. Operators can see the information first-hand on the 7-inch, color LCD monitor, including a capacitor charge gauge, DEF levels and a rear-view camera. Komtrax has an Operator Identification System that records machine-operation and application data for up to 100 individual ID codes.

Operators will also appreciate lower noise levels in the spacious ROPS (roll-over protective structure)-certified cab. Features include vibration-dampening mountings and a fully adjustable, air-suspension seat and arm rests. A Bluetooth AM/FM radio is now standard on new machines.

"Users are raving about their productivity and cost savings," said Moncini. "It's not the right machine for every application or job site, but on those swing intensive jobs where it fits, it really stands out. We encourage anyone who uses excavators in the 36-ton class to contact their distributor for more information and to set up a demonstration." ■

"The Hybrid HB365LC-3 has equal or better performance than our standard PC360LC excavator, but with fuel savings that could be as high as 20%, depending on application," said Kurt Moncini, Senior Product Manager, Komatsu. "It's a great fit for construction companies that use excavators in high-swing applications, as well as for feeding crushers in quarry, recycling and demolition applications where swing is a constant."

Quick Specs	
Model	Hybrid HB365LC-3
Horsepower	269 hp
Operating Weight	81,791-85,495 lbs.
Bucket Capacity	0.89-2.56 cu. yd.





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Emery Sapp & Sons Inc. reduces costs by utilizing Smart Construction Remote to transfer files from the office to the field

Valuing hard work, investing in its employees, adapting to the markets, and taking chances on new opportunities has made Emery Sapp & Sons Inc. (ESS) successful. For the past 50 years, that formula has propelled the Columbia-based firm into one of Missouri's largest full-service civil contractors with about 1,800 employees.

"Our capabilities include everything from full site development to bridge installation to every aspect of paving," said Tyler Grotewiel, Surveying and Construction Technology Manager. "We have over 200 projects in the works at any one time. In addition to core values, ESS has always been very forward-looking when it comes to adopting technology that increases efficiency on every site."

One of the company's earliest technology adoptions was adding aftermarket GPS grade control systems into its earthmoving operations, which improved its productivity. More recently, ESS began utilizing Komatsu's intelligent Machine Control (IMC) dozers.

"When I started here 17 years ago, we had a few machines with GPS, and now we have more than 100," said Grotewiel, noting that ESS has also adopted GPS in its paving operations. "Knowing where you are in relation to final elevation and only having to move dirt once really increased our efficiency. It also cut costs because there is no rework, less wasted material, and no need for a grade checker. Every site we do now has a GPS model, whether it's a small parking lot or a large highway job."

"Solution we needed"

Grotewiel manages a group of about 30 people at ESS who focus on construction layout and prepare data files for machine control. About one-third of them are building 3D GPS models from the data as well as from CAD (computer-aided design) drawings from engineers and transportation departments.

"Our staff is outstanding at building accurate models that can be uploaded directly into the machines, but as anyone in the construction industry knows, plan changes are inevitable," said Grotewiel. "In the past, that meant we had to physically drive to a project with a thumb drive to update files. Our projects are spread

out across a large territory that covers multiple states, so it's time-consuming and a major expense in fuel to do that. We were looking for a way to reduce or eliminate the hassle, and our research determined that Komatsu's Smart Construction Remote was the solution we needed. The fact that it's compatible with both Topcon and Trimble systems is a huge benefit. We have used it with both our Komatsu and competitive machines."

Grotewiel added, "We compared it to other solutions in the market and found Smart Construction Remote to be more user-friendly, too. The process is simple. All you have to do is log into the website, find the machine or machines that you want to send the file to, and drag and drop the file to them. It's nearly instantaneous, and the operator doesn't have to do anything. We have four offices, and I estimate that we use Smart Construction Remote about 15 times per week at each one. I don't have to



Tyler Grotewiel,
Surveying and
Construction
Technology
Manager



Watch the video

Continued...



▶ VIDEO

Tyler Grotewiel, Surveying and Construction Technology Manager at ESS, updates plans on machines in the field from his office with Komatsu's Smart Construction Remote. "The process is simple," said Grotewiel. "All you have to do is log into the website, find the machine or machines that you want to send the file to, and drag and drop the file to them. It's nearly instantaneous, and the operator doesn't have to do anything."

'Operators get the information faster'

... continued



**Gage Snider,
Operator**

pay someone to drive the file to the job site, and the operators get the information faster."

See what the operator does

If an operator has a question or an issue, Grotewiel and his team can assist them from the office because Smart Construction Remote allows direct remote access to a machine.

"Instead of having to drive to the site, we can see what the operator sees on the screen in the machine," said Grotewiel. "If necessary, I can actually take control remotely to directly address the issue."

Operator Gage Snider says Smart Construction Remote has also notably increased the company's production.

"If there is an update, it's just done," stated Snider. "You don't have to wait on somebody to show up. It comes to the machine and is done automatically, so I keep moving dirt without having to worry about the plan being outdated. Because it's done remotely, most of the time I don't even know it's been done."

Initial setup, ongoing support

ESS worked with its local Komatsu distributor to access Smart Construction Remote. Distributor representatives helped ESS with the setup, including the installation of cellular modems that are used for communication to load and update plans.

"They remain an invaluable resource because they guided us through the initial setup, helped us through the learning curve, and provide ongoing support," said Grotewiel. "As we were adding Smart Construction Remote, our modems had to be upgraded to 4G, which was a big undertaking, and they were there every step of the way. They have ensured our successful use of Smart Construction Remote. Because of that — and the savings we are seeing — our plans include working with them to add it to more machines. We highly recommend Smart Construction Remote." ■

***The opinions expressed here are from the end users who are quoted.*

With Komatsu's Smart Construction Remote, ESS can send plans and updates to its machines without driving to the job site. "Our projects are spread out across a large territory that covers multiple states, so it's time-consuming and a major expense in fuel to do that," said Tyler Grotewiel, Surveying and Construction Technology Manager. "Komatsu's Smart Construction Remote was the solution we needed."





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Reman NOx sensors deliver optimal performance while lowering costs, controlling emissions and promoting sustainability

Equipment users often think of remanufacturing when it comes to engines and large components because the cost savings are significant, and they are getting “like-new” with a warranty. However, you could also save resources with smaller remanufactured items you may not have considered.

“NOx (nitrogen oxides) sensors are a great example of a high-quality, low-cost replacement option that help avoid breakdowns and reduce owning and operating expenses,” said Komatsu’s Goran Zeravica, Senior Product Manager, Reman. “A Reman NOx sensor protects your diesel engine’s aftertreatment system and promotes optimal performance with the added benefit of lowering emissions and promoting sustainability.”

Komatsu genuine Reman NOx sensors meet original equipment specifications, assembly processes and test procedures to match the performance of a new part. They help equipment users stay in compliance with regulations while maintaining productivity.

Komatsu genuine Reman NOx sensors can also help you:

- Avoid maintenance issues with new/upgraded probe tips fitted with an anti-seize lubricant that is pre-applied to the sensor threads

- Reduce wear with watertight inline connectors that verify electronic continuity between the probe and the control module
- Operate predictably with limited data from the control panel, including temperature, mileage and hours
- Reduce waste and save natural resources by reusing and salvaging components

Get the credit you deserve

Zeravica noted that sensor probes are a common failure, so remanufactured NOx sensors are fitted with new probe tips. Once the sensor probe is replaced, Komatsu Reman NOx sensors are calibrated and bench tested. Reman components are backed by a one-year, unlimited-hour warranty.

“We highly encourage that you return your used NOx sensor, so you get full core credit, even if the probe has been cut,” said Zeravica. “Contact your Komatsu distributor for additional details and work with them to acquire the right sensor and for proper installation.” ■

To learn more about Komatsu Reman, visit <https://www.komatsu.com/services-and-support/equipment-reman-assembly/>.



Goran Zeravica,
Senior Product
Manager,
Reman,
Komatsu



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Proper storage and handling of your equipment's batteries ensure safety, help maintain peak performance

Batteries are crucial to your equipment's productivity, and properly caring for them can ensure their performance and longevity. Here are some tips to prepare batteries for storage, so they are ready to work when you are.

"Safety is of utmost importance because batteries generate explosive hydrogen gas," emphasized Komatsu's Veronica Vargas, Product Manager, Parts. "Always wear safety glasses, a face shield and proper gloves when working on or near them. Batteries also contain corrosive sulfuric acid that can destroy clothing and burn the skin. Neutralize acid spills with a paste made of baking soda and water or large quantities of water."

To stay safe when handling batteries, remember these tips:

- Keep sparks, flames and cigarettes away from batteries
- Do not connect or disconnect "live" circuits
- Always turn charging and testing equipment off before attaching or removing clamps to avoid creating sparks
- Perform work in a ventilated area
- Never lean directly over a battery while boosting, testing or charging it

Always store batteries in a cool, dry place, and do not store batteries outside or high on racks. Add demineralized water to non-maintenance-free batteries as required.

Test, inspect

When it's time to use the batteries again, testing should be done prior to installation. Use load testers to simulate starting, and test for conductance and voltage. Charge batteries, if necessary.

"Just as you do with batteries, it's important to maintain testing and charging equipment," said Vargas. "Clean the terminals and cable ends. Check for correct output, check leads for corrosion, and change leads annually. As you prepare to test the batteries, check them for any signs of damage, and if there is any, or if there is any doubt about their safe usage, replace them immediately as usage may lead to severe consequences."

Vargas concluded, "If you take care of batteries, they will take care of you. We recommend that when it's time to replace them, you use genuine Komatsu products from your Komatsu distributor." ■



**Veronica Vargas,
Product Manager,
Parts,
Komatsu**



Proper battery care ensures your equipment's productivity and long battery life. If you are storing batteries, it's essential to follow safety guidelines.





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2022 Komatsu D61PXi-24, S/N B65512, 431 hrs.



2022 Komatsu PC170LC-11, S/N 36188, 921 hrs.

Year/Make/Model	S/N	Equip #	Location	Hours
Dozers				
2020 Komatsu D51PX-24	10840	J00722	Memphis, TN	2,190
2022 Komatsu D51PX-24	B25177	J00721	Lexington, KY	538
2018 Komatsu D51PXi-24	10528	J00701	Louisville, KY	4,468
2017 Komatsu D61PXi-24	B60248	J00696	Evansville, IN	6,198
2019 Komatsu D61PXi-24	B60727	J00709	Louisville, KY	2,892
2022 Komatsu D61PXi-24	B65512	J00695	Knoxville, TN	431
2021 Komatsu D71PX-24	70264	J00697	Nashville, TN	1,480
Excavators				
2022 Komatsu PC170LC-11	36136	J00720	Lexington, KY	1,112
2022 Komatsu PC170LC-11	36188	J00705	Knoxville, TN	921
2020 Komatsu PC210LCi-11	502650	J00708	Tupelo, MS	1,973
2019 Komatsu PC490LCi-11	A45148	J00704	Louisville, KY	4,995
Forestry				
2019 FECON FTX150	0FTX150193025	PT36227	Memphis, TN	1,618
Trucks (Articulated)				
2018 Komatsu HM300-5	10717	J00707	Nashville, TN	4,453
2016 Komatsu HM400-5	10266	J00680	Chattanooga, TN	8,633
Trucks (Rigid Frame)				
2017 Komatsu HD325-8	50027	J00699	Louisville, KY	2,921
2017 Komatsu HD325-8	50028	J00700	Louisville, KY	7,840



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