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**Robert & Cassie
Construction
Company Inc.**



**Sy-Con Excavation &
Utilities LLC**





Andy Moon

A message from Power Equipment Company



Dear Valued Customer:

I hope your year is going well. As you move further into the busy construction season, it can be easy to focus on production and lose sight of maintaining your machines. Don't let that happen.

Your newer Komatsu machines are covered for scheduled services for 2,000 hours or three years with Komatsu Care. Our skilled technicians will perform the services on-site, at your convenience. We can also service your older machines and nearly all of your non-Komatsu products. Reach out to your local service department, product support representative, territory manager or branch to learn more about the service plans that we offer and to schedule a service.

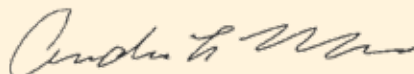
One way you can ensure you are keeping up with scheduled services is by utilizing your My Komatsu account. Komatsu's digital hub lets you monitor your entire fleet — even non-Komatsu machinery that is registered in My Komatsu — from the convenience of your office, home or other locations. Read more about this efficient fleet management system inside this issue. If you don't have a My Komatsu account, contact us for information about setting one up.

This issue also highlights the many industries that Komatsu serves. Check out the valuable articles on equipment for forestry, demolition and construction. Do you need to log on steep and soft ground? The 951XC is a good choice. Do you want to efficiently do more high-reach demolition? The PC490HRD-11 with a K100 boom change system lets you do boom changes quickly from the cab and reach up to 105 feet. Do you want a productive fleet of construction machinery? Komatsu showcased several great machines during its recent Demo Days event, including the highly efficient HB365LC-3 hybrid excavator.

If you're looking for parts, consider Komatsu Reman. Its parts and components deliver like-new performance with a great warranty, provide significant cost savings and contribute to sustainability. That's a win-win-win.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations covering Tennessee, Arkansas, and parts of Virginia and Mississippi.

Sincerely,
Power Equipment Company



Andy Moon,
President

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Sy-Con Excavation & Utilities LLC uses IMC technology on diverse turnkey sitework projects in Northwest Arkansas

At just 32 years old, Sy Kirby has established Sy-Con Excavation & Utilities LLC as a leading sitework provider in Northwest Arkansas. Before starting the company in 2016, Kirby spent five years after high school exploring different industries until finding his niche in excavation and utilities. He began his career in Pea Ridge, Ark., a small town where his children now attend school, before moving to Rogers, Ark., where the company is currently located.

"I went through 10 to 15 jobs trying to figure out where I fit best and where I could see longevity and make the most money," Kirby recalled. "I started on the municipality side in Pea Ridge, then transitioned to the contractor side, working with different companies to learn the business. I loved the work, but I wanted to create a better environment for myself and build a team around me that I could trust."

Today, Sy-Con specializes in earthwork, mass grading and utility installations, focusing primarily on water and sewer systems. Serving the growing markets of Rogers and Bentonville, Sy-Con has earned a reputation for its commitment to quality and efficiency. With a dedicated team and a customer-first approach, Sy-Con handles projects ranging from residential developments to large-scale commercial ventures, ensuring each is completed to the highest standards.

"Initially, we started with mini excavators, skid steers and backhoes, completing around 40 underground fire suppression projects in our first year," Kirby shared. "By 2022, we had doubled that number to 80 projects annually, and our clients were looking for us to take on a larger scope of work. Since then, we've expanded our services to include earthwork, mass grading and utilities, becoming a true turnkey sitework provider. Our ideal job involves 5 to 10 acres of raw material where we handle everything from earthwork and grading to installing water and sewer systems."

As the company grew, Kirby knew it was important to invest in his staff.

"Creating a family atmosphere has been key to our success, with an open-door policy that helps build a dedicated and loyal team," Kirby emphasized. "If you invest in your people, they will invest in you. It's about creating a culture of trust and support, which has allowed us to grow exponentially over the last nine years."

Outside of construction work, Sy-Con has built a following across its social media channels. From short videos explaining how to operate a machine to in-depth interviews about building a company in a blue-collar industry, Sy-Con's posts can be found by searching the company's name on any major social media platform.

Investing in IMC

Sy-Con's current job in Bentonville, Ark., is a light commercial project that involves converting duplexes into quadplexes, which is a departure from its typical large-scale commercial endeavors. According to Kirby, working within the tight parameters of an urban environment has been particularly challenging.

President and Operations Manager Sy Kirby (right) runs Sy-Con Excavation & Utilities LLC with his wife, Sara.



An operator loads a truck with a Komatsu PC138USLC tight tail swing excavator.





▶ VIDEO

With a Komatsu D51EXi-24 Intelligent Machine Control (IMC) dozer, an operator pushes dirt along a slope.

“We’re not out in a 15-acre field,” Kirby emphasized. “We’re dealing with existing infrastructure, including power poles and tenant-occupied residences, which makes the work much more complex. It’s a smaller scale and presents new challenges, but it’s a great learning experience for our team.”

As a younger owner in an industry full of seasoned veterans, Kirby stressed the importance of using technology to keep the company ahead of the competition. To efficiently tackle this project, Sy-Con relies on its Komatsu equipment, especially its D51EXi-24 Intelligent Machine Control (IMC) dozer.

“Our fleet includes Komatsu excavators ranging in size from the PC138 to the PC210 and up to the PC360,” described Kirby. “We also use a Komatsu WA200 wheel loader and a Komatsu D51EXi dozer, which has revolutionized how we handle dirt operations. These machines are critical for our operations, allowing us to efficiently move earth and complete projects on time.”

Kirby accentuated the importance of IMC technology in improving productivity and accuracy.

“The IMC technology provides precise control, which is crucial for achieving the stringent specifications required on today’s projects,” commented Kirby. “The IMC technology also allows us to document everything we do, ensuring we’re following the engineer’s designs. Because the sensors are integrated into the machine, the dozer can build an existing surface

model for our operator, helping him stay on grade. Most importantly, the IMC technology has built confidence in our work, both for us and our clients.”

Kirby noted that while the investment in IMC equipment requires time and training, it pays off significantly in the long run.

“It’s not just money; it’s about the time you save and the quality of work you can deliver,” Kirby stated. “With the right training and support, these machines can transform your operations and drive success.”

Support from Power Equipment

For training and support, Sy-Con works closely with Power Equipment Company. Kirby’s relationship with Branch Manager Tim Hooper and Territory Sales Manager Brandon Crawford played an important role in the decision to invest in larger equipment.

“As we took on new projects, we kept renting bigger equipment and needing more trucks,” Kirby recalled. “In August 2022, we decided to make the jump and invest in purchasing some of our own Komatsu equipment through Power Equipment. Tim and Brandon have helped me feel 100% comfortable switching from renting to owning machines. While we continue to rent some machines as needed, they worked closely with us on our financials, making it much easier to purchase our equipment and control our costs.”

Outside of purchasing equipment, Kirby appreciates Power Equipment’s parts



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[PowerEquipmenteer.com](https://www.PowerEquipmenteer.com)

Continued...

'We have the equipment, dealer support and a fantastic team'

... continued

and service support, which helps keep his machines running.

"Power Equipment's service is bar none," declared Kirby. "If I'm going to spend a quarter million dollars on a piece of equipment, I want a company that knows everything about the machine and cares as much as I do when something goes wrong. As a younger company, we rely heavily on Power Equipment's expertise and support. Their knowledge and commitment to seeing us succeed has helped us scale and continue to grow."

Committed to innovation

Kirby is optimistic about Sy-Con's future, despite the challenges of 2024. Kirby acknowledges the

tough market conditions but remains focused on adapting and thriving.

"Navigating through '24, we get past that, '25 and beyond, man, it is absolutely sky's the limit," Kirby remarked. "We have the equipment, dealer support and a fantastic team ready to tackle any project."

Kirby plans to expand Sy-Con's operations into more public works and utility provider roles in Northwest Arkansas.

"We've been working with local municipalities and see great opportunities there," Kirby explained. "Our aim is to push harder into these areas while continuing our strong presence in the private sector."

Moving forward, Kirby is committed to innovation and maintaining high standards.

"We're not just doing things the old way; we're bringing a new approach to the industry," Kirby emphasized. "Our clients can expect top-notch service, quality and a team that truly cares about their projects from start to finish." ■

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

Sy-Con Excavation & Utilities President and Operations Manager Sy Kirby (right) works closely with Power Equipment Territory Sales Manager Brandon Crawford to find the right equipment for his projects.



Sy-Con Excavation & Utilities' Komatsu PC138USLC tight tail swing excavator is ideal on job sites with limited space, such as next to a lane of traffic.



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No matter the complexity, Robert & Cassie Construction Company Inc. offers safe and reliable blasting solutions



Robert Spickard,
President and
Senior Blaster

Robert Spickard, alongside his wife, Cassie, founded Robert & Cassie Construction Company Inc. in 1984 in Gladeville, Tenn. Initially established as a sole proprietorship, the family business quickly expanded and was officially incorporated later that same year. Under the Spickards' leadership, Robert & Cassie Construction Company has solidified its position as a prominent figure in the drilling and blasting industry across the state of Tennessee.

Over the past 40 years, family has been an integral aspect to Robert & Cassie Construction Company's longevity. In addition to Robert serving as the president and the senior blaster, and Cassie handling invoicing and bill payments, the Spickards' daughter Cookie manages the office, their son Robert Jr. is a junior blaster, and their other daughter Stacy contributes to office management part time. The Spickards also have three grandsons who are interested in joining the business in the future, and two of them are currently studying engineering.

Today, Robert & Cassie Construction Company primarily performs drilling and blasting services for general contractors across Tennessee, from excavating and blasting hillsides for apartment complexes in booming areas like Nashville and Murfreesboro to undertaking challenging tasks such as blasting for high-rise buildings and underground parking garages in downtown Nashville. The family business has

four blasting crews spread between five to 10 jobs at any given time.

"We've learned how to be professional and safe blasters, and our clients rely on that," commented Robert. "With urban development encroaching on rocky terrains historically avoided by builders, the responsibility our company shoulders is immense. Our success is attributed to the professionalism and safety standards we've honed over the years."

Reflecting on the company's journey to its current size of 22 employees, Robert recalled his humble beginnings in the industry.

"I've always been in construction," explained Robert. "I started as a laborer and worked my way up to being a powder man and explosive blaster. Over time, I became proficient in the blasting trade and saw the opportunity to venture out on my own."

Robert continued, "I was fortunate to have good customers who believed in me, many of whom I had known from my previous years working for another company. This trust and familiarity made it easier for me to secure work, and as I gained experience, I learned how to bid jobs. From there, the years have been good to me, and the business has continued to grow."

Urban blasting challenges

For a recent project near Nashville, Robert & Cassie Construction Company was tasked

Robert & Cassie Construction Company removes large quantities of rock from a hillside that overlooks Interstate 65 just outside of Nashville, Tenn.





Robert Spickard moves a blast mat with a Komatsu PC210LC-11 excavator outfitted with a hydraulic bucket and thumb.

with removing large quantities of rock from a hillside that overlooks Interstate 65. Because part of the blasting for a utility line occurred within 300 feet of the interstate, the business worked closely with highway patrol and state regulators to coordinate 10 rolling roadblocks throughout the duration of the project. With each roadblock lasting just seven minutes, the company needed to perfectly time blasting 800 feet of rock per shot within the window.

To create the blast holes, Robert & Cassie Construction Company utilized a fleet of Epiroc machines, including two SmartROC T45 surface drill rigs. Robert appreciates the SmartROC for its speed, accuracy and versatility in maneuvering and determining depth.

"We've gravitated toward Epiroc machines over the years," shared Robert. "Initially, we explored other options due to cost concerns, but we eventually realized the necessity of returning to Epiroc for their operational efficiency and longevity. Based on our experience, the SmartROC's capabilities make it our top choice because they enable us to complete jobs quickly and efficiently, improving our overall productivity."

Robert & Cassie Construction Company's blasting process follows a systematic approach, according to Robert.

"First, we drill our holes according to a predetermined pattern for precision and safety," described Robert. "Then, we pump them full of emulsion using Dyno Nobel equipment, scheduling a date for the pumping process and coordinating the delivery with their team. Following the emulsion pumping, the blaster takes over to perform the hookup, carefully planning the layout of the shot and connecting the non-electric caps. Once completed, we inspect the setup to ensure everything is properly connected, place blast mats over the blast zone, clear the site of equipment and debris, then post workers around the job to maintain site security and prevent unauthorized access."

While adding blast mats to a job is not always required, Robert & Cassie Construction Company use them frequently when working in urban areas to protect its staff and the public, avoid ejecting rock, and prevent the disruption of utilities. With each mat weighing roughly 7,000 pounds and covering 10 blast holes, the company needed to place 14 mats



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Continued...

'Power Equipment takes good care of us'

... continued

per blast at the Nashville hillside project. To move the mats into place, the company recently acquired a Komatsu PC210LC-11 excavator with a hydraulic bucket and thumb.

"We added the PC210 to replace one of our older excavators," noted Robert.



Power Equipment's Matthew Spence (left), Stacy Lynn (left center) and Mike Luster (right) work closely with Robert Spickard (right center) to service and support his company's drilling and blasting equipment.

An operator uses an Epiroc SmartROC T45 surface drill rig to dig blast holes.

▶ VIDEO



"Adding the hydraulic thumb makes picking up and swinging the mats more efficient. Overall, the 210 has the power to quickly and efficiently place and remove the mats without worrying about straining the machine."

Close relationship with Power Equipment

Since taking over as the preferred provider of Epiroc equipment for the state of Tennessee in 2019, Power Equipment Company has built a close relationship with Robert & Cassie Construction Company. Epiroc Drill Representative Stacy Lynn supports the company's drilling needs, while Territory Manager Matthew Spence provides support for the company's Komatsu equipment.

"Power Equipment takes good care of us," stated Robert. "Anytime I need help from Power Equipment, whether it's with the Epiroc machines or for our Komatsu excavator, Stacy and Matthew are on top of it. To have that support means we're able to stay on schedule with our work."

Robert also appreciates Power Equipment's parts and service departments, especially Epiroc Product Support Manager Joey Cox.

"Just like with any machine, things are bound to break," Robert noted. "When that happens, Joey and the rest of the team are willing to spend lots of hours assessing the situation and fixing what's wrong. I appreciate their knowledge and attention to detail."

Continued success

With four decades of experience running the company, Robert is preparing the next generation to take over the business. He is optimistic about the future, recognizing the need for companies like his. Robert is also quick to acknowledge that building a business the right way and focusing on quality work has helped Robert & Cassie Construction Company grow to where it is currently and will help it continue to flourish in the future.

"If you hire us, not only will you get a professional job, but you'll also get a good relationship with people who you have a lot in common with," declared Robert. "I employ people who are like myself. We do right, and we treat other people right. As long as we continue to operate with that philosophy, we'll be here for years to come." ■

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Speak up and stay safe — your question could save a life



Ronnie Freeman

About the Author:
Ronnie Freeman is the safety director for Mount Pleasant (South Carolina) Waterworks and Safety Committee chair for the Water Environmental Association of South Carolina.

I'm sure you've heard the phrase, "There is no such thing as a stupid question, except the one that didn't get asked."

Some people have trouble raising their hand and asking the question that's important to them. Perhaps it's the possible embarrassment of being the only one who doesn't know the answer, or it could be that you missed an important point during a discussion and are afraid of looking like you weren't paying attention. Sometimes other employees may show some frustrations when you ask questions and that can also discourage you from asking. Whatever the reason, we can sometimes talk ourselves out of asking a very important question that could very well be important to our safety.

In our industry many employees face different kinds of hazards on a daily basis — risks such as entering a confined space, operating heavy equipment, digging and working in trenches, handling chemicals, and fall hazards. Part of mitigating those hazards is preplanning and implementing safeguards to protect us from those hazards. Sometimes though, things change, conditions around us change, a new piece of equipment is brought on-site. If employees are afraid to ask questions, they could be putting themselves at risk of injury or even death. When it comes to safety, it's critical that you ask questions

like what could go wrong, how can you prevent it from happening, how do you protect yourself, and what do you do if something does go wrong. By being willing to ask these and other important questions you might be helping your coworkers who may have similar questions.

Also, asking the right questions begins with the willingness to admit you aren't trained in working certain types of equipment or projects. Sometimes our ego can get in the way of asking questions as we don't want to be considered the weak link on a work crew. So, we just begin working, putting ourselves at risk. Don't let this be you. Ask the questions you need to ask.

Don't let complacency creep in

Complacency can creep in when we do the same work tasks over and over again. Workers with experience can easily become complacent and not even recognize the hazards, or they feel like there is less risk because they've seen it before. These employees are less likely to ask the questions that can get hazards addressed. If the work environment discourages questions, that just adds to the hazard.

Also, an employee's lack of knowledge can be a danger too as they might not recognize the hazards that are present. This can come from a lack of training or the employee being too new to the task at hand. They probably will not ask the necessary questions because they simply don't know what to ask.

Don't let the responsibility of knowing all the answers fall to them. Encouraging questions can help employees stay safe on the job. The willingness to ask the necessary questions about tasks, risks, hazards and worst-case scenarios helps maintain a good safety culture while on the job.

If you are a supervisor, encourage questions. This is just one simple step, but it can make a difference in improving the overall safety culture at your workplace. ■

Editor's Note: This article originally appeared as an online exclusive on DigDifferent.com (https://www.digdifferent.com/online_exclusives/2024/01/speak-up-and-stay-safe-your-question-could-save-a-life) and has been reused with its and the author's permission.

Encouraging questions can help employees stay safe on the job. The willingness to ask the necessary questions about tasks, risks, hazards and worst-case scenarios helps maintain a good safety culture.





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Tommy Hergenreder,
North American
Manager,
Digital Product,
Komatsu



Andrew Casey,
Digital Solutions
Analyst,
Komatsu

Do you want an easy way to track telematics data from your mixed fleet? My Komatsu, Komatsu's comprehensive digital hub, gives you an efficient way to monitor all of your assets in one complimentary fleet management tool that gives users machine-specific views for utilization and health and production information without the need for multiple user IDs and passwords.

With ISO 15143-3 API integration, My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) information from other original equipment manufacturers (OEMs), using the ISO feed to import numerous key data points defined by the Association of Equipment Management Professionals. You can quickly view and manage information on one dashboard, receive alerts and order parts, troubleshoot to help minimize downtime, monitor machine location, benchmark performance, track fuel consumption, and manage fuel efficiency.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu

doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

The first step to adding non-Komatsu machines is obtaining API credentials from your OEM representative. Once you have those, log into your My Komatsu account and follow these steps:

- Click on the My Fleet page
- Navigate to the Other OEM Configuration screen and click the +Add OEM Configuration button
- Enter your credential information
- Test the connection
- Save your API (a green confirmation text box will indicate that you saved successfully)

"One API credential from the OEM covers all of the manufacturers' machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■

My Komatsu lets you access telematics data from non-Komatsu OEMs with an ISO 15143-3 API integration. You can import numerous key data points and quickly view and manage your mixed fleet on one dashboard.





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Customers learn how Komatsu products can help improve efficiencies, performance during Demo Days



Andrew Earing,
Director of Operator
and Technical
Training,
Komatsu



Eli McDonald,
Equipment Coordinator,
Reece Albert Inc. and
CSA Materials Inc.



Dan Earley,
Co-owner,
LEI

Learning about what equipment can do provides valuable insights into how it can help your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees opportunities to do both during its recent Demo Days event at its Cartersville Customer Center in Georgia.

More than 30 products were available for customers to see up close and operate, ranging from compact excavators to large construction, demolition, forestry and mining machines. Representatives from Komatsu and Komatsu affiliates Montabert, Lehnhoff and Hensley Industries provided insight on how to effectively implement the equipment and attachments into attendees' operations.

Komatsu Smart Construction and Smart Quarry representatives had display areas set up to provide information on solutions available for job site management such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives provided information about Komatsu's central hub for fleet management.

"What we're hoping our customers take away is our dedication to them and their business," said Andrew Earing, Director of Operator and Technical Training at Komatsu's Cartersville Customer Center. "We have more than 100 Komatsu employees here, ranging from service engineers to product management, to answer questions and listen to customers in an effort to learn more about their needs and how Komatsu can help them improve their job site efficiencies."

Mix of equipment

Each day began with informative presentations about equipment, Smart Construction solutions and Smart Quarry solutions that Komatsu offers to increase productivity, efficiency and sustainability. Hands-on operation followed, letting customers operate a mix of standard and Intelligent Machine Control (IMC) equipment in working environments on the 38-acre site.

"It's neat to see all the yellow iron together, from motor graders to dozers to excavators, loaders and the intelligent machines," said Eli McDonald, Equipment Coordinator for Reece Albert Inc. and CSA Materials Inc. in San Angelo, Texas. "It's rare to see this many assets in one spot. I hope to take away the knowledge to go back and reassess our fleet and improve our operations."

IMC 2.0 dozers ranging from the D39EXi-24 to the D71PXi-24 and IMC 2.0 excavators ranging from the PC210LCi-11 to the PC490LCi-11 — all of which are equipped with factory-integrated GPS machine control — were highly popular during the event. Customers could also operate a PC138USLC-11 with 3D Machine Guidance, a Smart Construction solution that brings 3D to most conventional excavators and gives operators in the field and managers in the office access to 3D design and topography data that helps drive accuracy.

"Our big excavators are 90% Komatsu, including IMC machines, and we also have IMC dozers," said Dan Earley, a co-owner of LEI in Rapid City, S.D., noting that his company also uses Komatsu's Smart Construction Office and Dashboard. "It makes my operators way more efficient. There's so much data in there we can collect and see where production is on a daily basis. Now, with Office and Dashboard, we can see in real time what was done that day. Did we get enough moved? The information is invaluable. I appreciate coming down here and getting to run what we want. I hope to keep coming back. This is a great event."

Hybrid highlight

Komatsu also featured its HB365LC-3 hybrid excavator that delivers eco-conscious performance as energy is captured during swing and stored in the ultracapacitor. When swinging, all available hydraulic power is sent to the boom,

Komatsu product managers conduct informative walk-arounds of equipment to provide insights about each machine's features and benefits.





▶ **VIDEO**
 Customers test out various machines during Demo Days at Komatsu's 38-acre demonstration site in Cartersville, Ga.

arm and bucket for improved cycle time, reduced fuel consumption and increased production.

"It seemed like it was stronger on the swing and something that I think we would really like in our company," said Troy Henderson, a part owner of KTA Construction in San Diego. "Being in California with the emissions that we have to deal with, the hybrid is a great choice to improve our fleet and reduce emissions."

Harry Olsen, the chief operating officer and a co-owner of Hugo Tree, a company that does land clearing, sitework and demolition in Hugo, Minn., commented, "With the hybrid specifically, I really like that the fuel consumption has dropped down. I think one of the things Komatsu's always done really well is made a very efficient, smooth machine, and I think the hybrid is the next evolution. We do a lot of stacking and material handling, so being able to have that very finite swing is nice. It's efficient."

Learning opportunity

Additionally, there were demonstrations of Komatsu's new PC490HRD-11 high-reach demolition excavator equipped with a K100 boom change system that allows for hands-free boom changes from the cab of the machine, as well as a soon-to-be-available Komatsu PC360LC-11 straight boom demolition machine. Attendees could also check out demonstrations of Komatsu's Smart Construction Drone and Komatsu's RF-5 reclaim feeder.

"One of things we are proud of here is we let customers get in the equipment, touch the quality, feel the performance and get the full experience of our product, but Demo Days



(L-R) Power Equipment Company's Matthew Lewanski; Blalock Construction's Scotty McClure, Tedd Ogle and Wes Hawley; and Power Equipment's Joey Baker explore Demo Days.



Troy Henderson,
 Part Owner,
 KTA Construction



Komatsu's HB365LC-3 hybrid excavator delivers eco-conscious performance as energy is captured during swing and stored in the ultracapacitor.



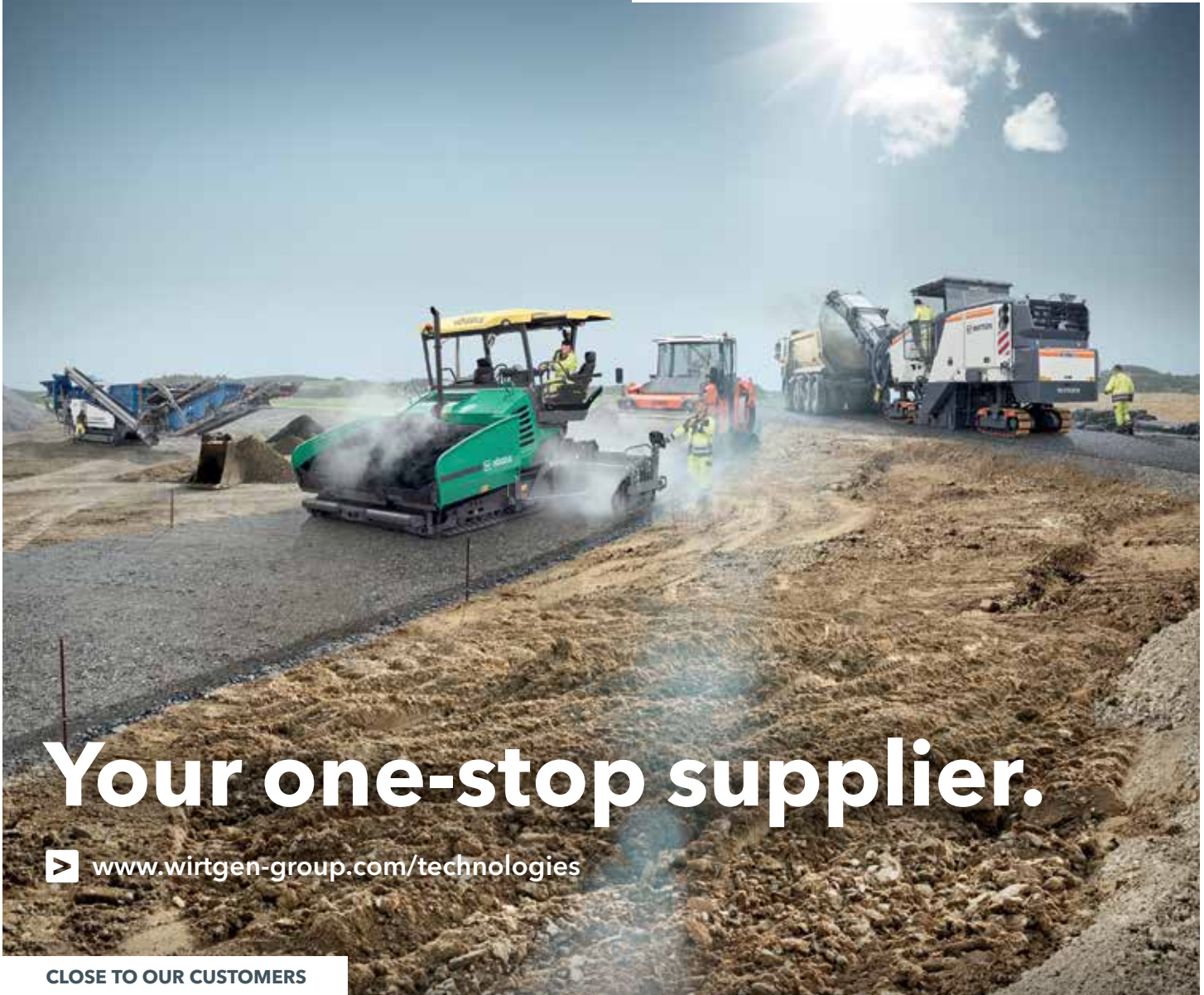
Harry Olsen,
 COO/Co-owner,
 Hugo Tree

is about more than that," stated Earing. "It's an opportunity for both us and our customers to learn more about each other. It's a great platform and venue to connect with our customers and truly understand their needs." ■

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



Watch the video



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PC490HRD-11 demolition excavator helps increase efficiency with fast boom change system, reach of up to 105 feet

From hammering to processing to loading, demolition often involves quickly changing tasks. With easy attachment switches and the ability to work at heights of up to 105 feet, Komatsu's new PC490HRD-11 high-reach demolition excavator helps achieve greater efficiency, according to Matt Buerstetta, North American Product Manager for Demolition Machines, Komatsu.

"The PC490HRD-11 is a highly versatile machine that's easily reconfigurable for changing work demands and can run a wide variety of attachments, including grapples, hammers, processors and buckets," said Buerstetta. "One of the biggest advantages is our K100 boom change system that lets operators quickly switch out booms. What would normally have taken up to a day in the past can now be done in a mere fraction of the time."

The in-house K100 boom change system uses oversized quick connectors for the hydraulic lines that minimize back pressure and oil heating without restricting oil flow. The system also features hydraulically powered pins mounted inside the main boom structure to help reduce the risk of damage to the equipment during reconfiguration. With the K100 system, operators can easily reconfigure the machine from the cab, improving safety, productivity and efficiency.

Expandable undercarriage

The PC490HRD-11 has a base weight of 128,199 pounds and a weight of 161,500 pounds with the extended high-reach boom. At full extension,

it can handle a maximum attachment weight of 5,512 pounds. A 360-degree Working Range Indicator system with side stability provides a pre-alert function.

A hydraulically expandable undercarriage enables the tracks to be narrowed for transportation and expanded for working. The tilting demolition cab can be tilted up to 45 degrees and allows the operator to use joysticks to position the cab for an optimal view.

Full demolition guarding helps protect components and keep the PC490HRD-11 running in harsh conditions. It has guards on the revolving frame and undercover, as well as level two window guards for the front and top glass. A dust protection system minimizes dust and debris in the engine and cab.

"The PC490HRD-11 has a heavier counterweight, coming in at about 18 tons, which is bigger than our standard PC490 excavator," said Buerstetta. "It has been a proven winner in Europe for several years already. We're excited to bring it to the North American market, and we encourage anyone who has large demolition work and wants a versatile machine that will handle a wide variety of tasks to contact their local distributor." ■



Matt Buerstetta,
North American
Product Manager for
Demolition Machines,
Komatsu



Watch the video

Quick Specs

Model
PC490HRD-11

Horsepower
362 hp

Operating Weight
128,199-161,500 lbs.

Maximum Reach
105 ft.

Komatsu's PC490HRD-11 is a proven demolition machine that can quickly and easily be reconfigured with the K100 boom change system to tackle a wide variety of projects and applications. It offers six working arrangements, with a boom extension for higher reach or extended digging.

▶ VIDEO



Montabert, Lehnhoff showcase easy switches with quick coupler, attachments during annual demolition show



Simon Maurath,
Sales Representative,
Lehnhoff



Michelle Wilson,
Sales Engineer,
Montabert



Watch the video

Lehnhoff, Montabert and Komatsu personnel speak with attendees at the annual National Demolition Association show.

At the annual National Demolition Association (NDA) show, attendees could test out Lehnhoff and Montabert products during the event's live demonstration, as well as talk to their manufacturing representatives. Both Lehnhoff and Montabert are Komatsu-owned companies.

Lehnhoff's new SQ80V fully automatic symmetric quick coupler was popular at the show. It connects an attachment to an



The Lehnhoff SQ80V fully automatic symmetric quick coupler connects an attachment to an excavator in the same way as a hydraulic line — without the need to disconnect and reconnect a hose.



excavator in the same way as a hydraulic line — without the need to disconnect and reconnect a hose. Operators can make the connection from the cab of an 8-ton to a 70-ton machine.

"Time savings and increased productivity are big advantages with the SQ80V," stated Simon Maurath, a sales representative for Lehnhoff. "It's a matter of seconds compared to minutes or hours because there are no hoses or pins to connect. It is a great match for a demolition machine that comes plumbed for a coupler. With the proper kit, it can also be added to a standard excavator to increase its versatility."

Lehnhoff also displayed an HTL35 HD-1500 heavy-duty backhoe bucket, which features a double-conical design to enhance digging performance for efficient loading and dumping tasks.

All-makes products

During the event, the SQ80V was mounted on a Komatsu PC360LC-11 excavator with a straight boom, so attendees were able to quickly switch out and test the various Montabert attachments that were on-site, including a V46 hydraulic breaker with automatic variable speed technology that senses changes in material hardness and adjusts the impact energy and the striking rate; an HCP 1000-R pulverizer with a heavy-duty steel body designed to enhance durability; an HCM 750-C multiprocessor with interlocking jaws that break and crush material rather than compress it; and an HCG 32-1200 grapple with 360-degree continuous rotation for enhanced positioning.

"One of the highlights of the Lehnhoff and Montabert products is that they are suited for all types of machines and all brands," commented Montabert Sales Engineer Michelle Wilson.

In addition to the attachments that were available for attendees to operate, Montabert displayed its HCM-C 700 multiprocessor with 360-degree rotation and an HCG 23-700 demolition and sorting grapple.

"We want attendees of the demolition show to see what Montabert and Lehnhoff can offer to help their teams work more efficiently," said Wilson. "We're a small part of the Komatsu family, which offers us phenomenal resources to research and develop cutting-edge tools." ■

An attendee operates a Komatsu PC360LC-11 excavator with a straight boom that is equipped with a Lehnhoff SQ80V fully automatic symmetric quick coupler and a Montabert HCP 1000-R pulverizer.

▶ VIDEO



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Komatsu and Williams Racing reignite historic partnership with multiyear deal

Komatsu is back in the racing game after signing a multiyear deal with Williams Racing to become the British team's principal partner for the start of the 2024 FIA Formula One World Championship (F1) season. Komatsu's logo and branding will feature prominently on the 2024 Williams Racing livery, as well as the team's overalls and kit, during the F1 season.

Komatsu was a key F1 partner of Williams Racing during the 1980s and 1990s, a period of abundant success for the team. The most notable achievements were in 1996 and 1997, when Komatsu supported Williams Racing to Constructors' and Drivers' Championships with Damon Hill and Jacques Villeneuve, respectively. With an eye to the future, both brands are excited to build on their shared history as they embark on a new era.

Komatsu's official designations with Williams Racing reflect the companies' shared focus on the long-term development of engineering, technology and new generations of talent: Official STEM and Early Careers Partner, Official Esports Partner, and Official Construction Machinery Partner. These areas will overlap and combine within the partnership, as Komatsu endeavors to engage and bring focus to the next generation of innovators through STEM events enriched by the Williams Racing esports platform.

"Komatsu and Williams Racing have shared values around innovation and the development

of our people," said Hiroyuki Ogawa, President and CEO of Komatsu Ltd. "Through our partnership, we look forward to creating value together, both on and off the track. Our partnership with Williams Racing is aligned with Komatsu's mission to create value through manufacturing and technology innovations to empower a sustainable future where people, businesses and our planet can thrive together."

Foundation for cross collaboration

One of the driving forces behind the partnership was the alignment of vision that the two brands share. The characteristics embedded in Komatsu's DNA and values, such as cutting-edge technology, outstanding quality and unwavering reliability, are all demonstrated by Williams Racing at the highest level of motorsports. This new partnership creates a foundation for cross collaboration between the companies into the future.

"Williams Racing is delighted to be rekindling our relationship with Komatsu," said James Vowles, Team Principal of Williams Racing. "We have enjoyed huge success together in the past and reuniting is a significant step in Williams Racing's long-term mission to return to the front of the grid. Both Williams Racing and Komatsu are committed to attracting and developing the best young talent in pursuit of our goals, and we look forward to working together again." ■

Komatsu's logo and branding will feature prominently on the 2024 Williams Racing livery, as well as the team's overalls and kit, during the Formula One season.



Remanufactured parts and components could help decrease your machinery's total cost of ownership, promote profitability

Do you want to save money without sacrificing quality and reduce your carbon footprint at the same time? Using remanufactured parts and components could be the answer.

"Fewer raw materials are used in remanufacturing than new parts manufacturing," said Matt Beinlich, Senior Director, Remanufacturing Business, Komatsu. "According to a paper from the Rochester Institute of Technology titled 'Capturing Energy and

Resources through Remanufacturing,' the rule of thumb is that 80% of the mass of a component is reused through the remanufacturing process, reducing the need to extract new materials from the earth. Remanufacturing is necessary and good for the industry and the environment because it contributes to sustainability."

It can also contribute to profitability, Beinlich added.

"Remanufactured components are a much more cost-competitive option compared to new ones because fewer raw materials are required," Beinlich emphasized. "The quality of genuine Komatsu remanufactured parts and components is better than will-fit items. That's why we back them with a one-year, unlimited-hours warranty and a quality assurance program of up to 10,000 hours on major components."

Enhancing availability

Beinlich leads a new team of Komatsu remanufacturing customer personnel that is committed to increasing customer utilization of reman parts and components. It includes longtime remanufacturing specialists such as Senior Product Manager Goran Zeravica, as well as Remanufacturing General Manager Isamu Hamai, Parts Sales and Marketing Manager Eric Uehara, Reman Procurement Manager Krutarth Desai, Senior Quality Engineer Cody Clark, and Quality Assurance Specialist Bryan Davis.

"When customers buy a Komatsu machine, they expect that those machines will have readily available, reasonably priced, high-quality parts and components necessary to keep them running throughout the machine's life cycle," said Zeravica. "Genuine Komatsu remanufactured components can play a significant role in meeting that expectation. Our goals include improving availability and utilization so that our customers have a better total cost of ownership."

Zeravica added, "To promote our customers' success with remanufacturing, we have brought a lot of people together from various parts of the Komatsu family including suppliers, our parts depots and distributors. Ordering reman parts and components will be easier too, as we bring that into the digital age by making them available through My Komatsu." ■



(L-R) Komatsu's remanufacturing team includes Eric Uehara, Krutarth Desai, Isamu Hamai, Goran Zeravica, Arek Krynski, Pierre Deering, and Matt Beinlich.



Using remanufactured parts and components can help promote profitability and sustainability as well as help control your machinery's total cost of ownership.

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On the light side



Did you know?

There are about 2,000 firefly species, and each one has its own unique flashing pattern.

Dr. Pepper was created in 1885 by pharmacist Charles Alderton in Waco, Texas.

Hearst Castle in San Simeon, California, was designed by female architect Julia Morgan.

The building One Times Square was built in 1904 as the headquarters for the New York Times.

M&M'S Plain Chocolate Candies were introduced in 1941.

Mark Twain was the first author to use a typewriter to write a manuscript.

Ostriches are the largest bird.

2024 marks 25 years of the Pokémon Trading Card Game in the United States.

Claude Monet painted nearly 300 paintings of water lilies from the late 1890s until his death in 1926.

Brain Teasers

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

1. ILOS _____
2. RAEA _____
3. LUDIB _____
4. FLTI _____
5. VPC _____



See the answers

Survey of homeowners shows large number of respondents don't plan to contact 811 before starting an excavation project

A Common Ground Alliance (CGA) survey found millions of homeowners planning do-it-yourself digging projects will not contact 811, putting themselves and their communities at risk of utility service disruptions, costly fines and repairs, and even serious injury or death. 811 is the national call-before-you-dig phone number anyone can use to request that the approximate location of buried utilities be marked with paint or flags.

"Spring weather brings more digging projects, for homeowners and professionals alike," said CGA President and CEO Sarah K. Magruder Lyle. "To keep our communities connected to water, electricity, gas and communications lines, everyone needs to contact 811 a few days before beginning an excavation project — whether it's gardening or major construction. Utility lines can be buried just inches below the surface. Everyone must contact 811 before every digging project."

Censuswide, a global insight-driven research center, conducted the online survey of among 1,000 U.S. homeowners aged 21 and over, on behalf of CGA. Respondents cited the belief that "shallow" digging does not require contacting 811 and unfamiliarity with the 811 notification process as top reasons they do not plan to get utilities marked before breaking ground on DIY digging projects.

Overwhelmingly, however, homeowners value contractors calling 811 or submitting an online request to have the underground utilities on their property marked, with 95% citing this step as important. Nearly half (45%) of homeowners reported being affected by utility service interruption of three hours or longer over the past year, with the highest rate of interruptions occurring in the South.

Call or click

Everyone who contacts 811 a few days before digging is connected to a local 811 call center that collects the information and communicates it to local utility companies. Professional locators will then visit the dig site to mark it. Once a site has been accurately marked, it is safe to begin digging around the marked area. You can also contact 811 through its website: www.811beforeyoudig.com.

"With more than \$1 trillion in new infrastructure breaking ground across America, contacting 811 before digging has never been more important," said Tristan Brown, Deputy Administrator of the Pipeline and Hazardous Materials Safety Administration in the U.S. Department of Transportation. "Before starting excavation work, homeowners, contractors and landscaping professionals should always remember to contact 811 — every dig, every time." ■



Before putting a shovel or bucket in the ground, it's important to call 811 to have utilities located. This one simple action can prevent the risk of serious injury or worse.

Free overnight delivery: saving you money and time



Marty Dawson,
Parts Manager,
Nashville,
Power Equipment
Company



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Maximizing equipment uptime is paramount in Power Equipment Company's commitment to its customers. When it comes to getting the right parts to the right customer for machine servicing, Power Equipment has developed an overnight parts delivery service that ensures fast and reliable access to a wide range of parts.

Marty Dawson, the parts manager at Power Equipment's Nashville, Tenn., location, sheds light on the service's capabilities and benefits.

"Our overnight parts delivery service is a unique and cost-effective shipping solution we offer to our customers," explained Dawson. "It's a streamlined process involving trucks shuttling between our various branches and suppliers, ensuring prompt delivery of the right parts to our customers."

The service operates through optimized trucking routes, efficiently moving parts from Power Equipment's branches across Tennessee, Arkansas and Mississippi. By consolidating parts transfer at centralized locations, drivers can coordinate deliveries to branches and, ultimately, to customers with ease.

In addition to time savings, the service offers several other advantages that distinguish it from conventional shipping methods.

"One of the key benefits is the reduced cost compared to national shipping brands," noted Dawson. "Additionally, we have fewer size or weight limitations, tailored to better serve our customers."

Drop boxes

For customers located farther from the branches, Power Equipment provides innovative solutions like strategically placed drop boxes along truck routes.

Dawson elaborated on this customer-centric approach, stating, "This allows us to deliver parts more directly to customers. When the customer checks the box in the morning, they know the parts they need will be there, which saves them a trip to the branch."

To find out more information about Power Equipment's overnight parts delivery service, contact your local branch and see how Power Equipment can help you get the parts you need when you need them. ■

A warehouse crew unloads trucks.

▶ VIDEO





2018 Komatsu D39PX-24, 95203, BPE22D15, 4,559 hrs.



2021 Komatsu PC170LC-11, 35960, PT37492, 2,455 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
Articulated Trucks				
2017 Komatsu HM400-5	10593	J00819	Knoxville, TN	7,733
2017 Komatsu HM400-5	10594	J00820	Knoxville, TN	7,165
2017 Komatsu HM300-5	10335	J00815	Louisville, KY	9,217
Compaction				
2018 HAMM H 12i	H235.0502	BJ00730	Lexington, KY	1,600
2018 HAMM H 13i P	H234.0552	J00809	Louisville, KY	1,000
2023 HAMM HC 130i	H254.0247	J00806	Louisville, KY	50
2023 HAMM HC 130i	H254.0252	J00807	Louisville, KY	50
2023 HAMM HC 70i	H287.0101	J00794	Louisville, KY	50
Dozers				
2018 Komatsu D39PX-24	95203	BPE22D15	Indianapolis, IN	4,559
2022 Komatsu D51PX-24	15393	PP33963-1	Tupelo, MS	2,639
2023 Komatsu D61PX-24	B65880	BTE24503	Evansville, IN	3,463
2019 Komatsu D51PX-24	B20398	J00797	Louisville, KY	2,634
2019 Komatsu D51PX-24	B20479	J00821	Paducah, KY	1,309
2019 Komatsu D51EX-24	B20316	J00808	Knoxville, TN	3,942
2020 Komatsu D65EXi-18	92296	J00767	Knoxville, TN	1,560
2021 Komatsu D71PXi-24	70300	J00825	Evansville, IN	3,139
Excavators				
2023 Komatsu PC88MR-11	C40346	BTF24419	Fort Wayne, IN	1,070
2021 Komatsu PC170LC-11	35960	PT37492	Little Rock, AR	2,455
2021 Komatsu PC210LC-11	A13122	PT32978-1	Memphis, TN	1,977
2022 Komatsu PC210LC-11	A13450	PT33446-1	Little Rock, AR	2,749
2019 Komatsu PC210LC-11	C80654	J00754	Knoxville, TN	2,850
2019 Komatsu PC240LC-11	K73143	J00799	Tupelo, MS	3,715
2022 Komatsu PC238USLC-11	8841	J00827	Louisville, KY	250
2023 Komatsu PC290LC-11	A28582	J00828	Little Rock, AR	1,980
2023 Komatsu PC290LC-11	A28619	J00829	Little Rock, AR	1,821
2023 Komatsu PC290LC-11	A28611	J00830	Little Rock, AR	1,795
Wheel Loaders				
2022 Komatsu WA320-8	86807	PT35091-1	Nashville, TN	3,091



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