



ON TRACK



A publication for and about our valued Michigan customers • www.CECOnTrack.com • August 2024

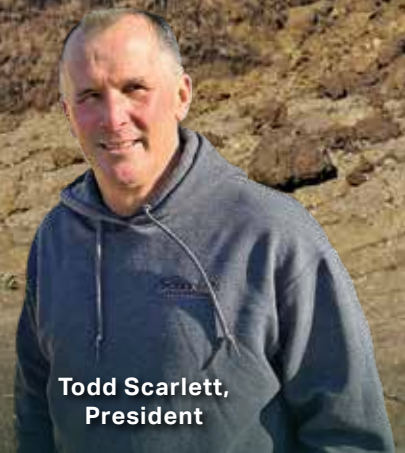
KOMATSU

Scarlett Excavating Inc.

Lansing-based family business
provides full site services



Will Scarlett,
Foreman



Todd Scarlett,
President

A Message from Continental Equipment Corporation



**Mark Kelso,
General Manager**

**Stay aware
of service**



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 demolition and construction. 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 contact one of our branch locations.

Sincerely,
Continental Equipment Corporation

Mark Kelso,
General Manager

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A publication for and about our valued Michigan customers • www.CEConTrack.com

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KOMATSU

Father and son leadership and a focus on expanding sitework fuels growth for Lansing-based Scarlett Excavating Inc.

When Todd Scarlett went to college, his plan wasn't to return to the construction industry that he grew up in.

"I helped my dad with his business, Scarlett Construction, but I went to Michigan State and got a hotel restaurant degree," recalled Todd. "I tried that for awhile. It involved working nights, weekends and holidays, which conflicted with many family priorities. I knew that wasn't a long-term proposition. I had the opportunity to go back to work with my dad. We built the business quite a bit during the 1990s and early 2000s."

In 2009, Todd decided to split off and form his own business, Scarlett Excavating Inc., in Lansing, Mich. With a solid background on utility installation, he made that the focus of his company.

"I was pretty well-versed in everything in terms of sewer, water and storm," said Todd, who serves as Scarlett Excavating's president. "Over the years, we have done a lot of municipal and industrial type of pipe projects. As time went on, we found ourselves doing a little bit more sitework. That's led us to where we are now, which is focusing on larger site

projects that not only have a lot of pipe work, but also earthmoving and road building."

Scarlett Excavating is a true family business that includes Todd's wife, Kim, who works in the company's office, and their son, Will, who is now the full-time foreman. Will helps oversee the approximately six jobs the company has going at any one time, mainly in the greater Lansing area. In addition to offering full site packages, Scarlett Excavating's services include jack and boring, horizontal directional drilling, site clearing, trucking and demolition.

"We still do some small jobs such as digging out and fixing a backed-up sewer line for a homeowner, but for the most part, we like to stick with more comprehensive site projects that utilize all our capabilities," explained Will. "Subdivisions for developers that we have formed a strong relationship with are a good example. Our ability to handle practically anything from an earthwork and utility standpoint, and get it done on time and on budget, has led to a lot of repeat customers."

IMC speeds up production

Will indicated that a recent subdivision project in Lansing showcased Scarlett Excavating's current focus and capabilities. During a six-month period, the company graded a 30-acre site with 50 new home lots. After the clearing was done, crews moved about 20,000 yards of dirt to construct a detention pond to hold stormwater runoff.

The job involved installing utility piping, including 2,500 feet of sanitary sewer, 2,200 feet of water main, and 2,000 feet of storm drain. A Scarlett Excavating dirt crew then stripped the topsoil and performed mass earthwork to put the site to final grade.

"If you count stripping the topsoil and putting it back, we moved about 100,000 total yards of dirt," noted Will. "After we had the subgrade for the road prepped, we put down about 25,000 yards of sand and 4,000 tons of gravel for the subbase in preparation for the pavers. In order to be most efficient during the mass earthwork, we purchased some off-road trucks to ensure efficiency."

The trucks helped, but the Scarletts said the biggest factor in efficiency and production was

Will Scarlett (left) and Todd Scarlett lead the operations at Scarlett Excavating. The family business provides full site services that include everything from clearing to finish grading in the Lansing, Mich., area.





► VIDEO

Foreman Will Scarlett grades a pad with a Komatsu D39PXi-24 Intelligent Machine Control (IMC) dozer on a subdivision project in Lansing, Mich.

Komatsu Intelligent Machine Control (IMC) dozers with integrated GPS grade control. Scarlett Excavating recently added a Komatsu D39PXi-24 IMC dozer with the assistance of AIS/Continental Equipment Corp. (CEC) Territory Manager John Doody.

"The operators always knew where they were in relation to final grade for cutting subbase and putting down the sand and gravel," commented Todd. "When the pavers came in, they didn't have to spend much time prepping before they started paving. It's faster in terms of getting the job done, and we believe safer because we don't have to have guys in the road with a level and engineer's rule checking grade."

Will added, "If there is anyone out there doing projects of this size without GPS, they are missing production and efficiency opportunities. We upload the project file to the machine, and it's right on the dozer's screen in front of the operator with the cuts and fills, so they always know where to go with the dirt. It's all without having to set grade stakes, so we are saving time and money there and with not having to have a grade checker. I bet it saved at least four weeks on this job."

Scarlett Excavating began using IMC a few years ago when it acquired a Komatsu D51PXi IMC dozer. Will said the advantages were



Scarlett Excavating relies heavily on Komatsu excavators for mass earthwork and digging trenches, including its PC238USLC-11 tight tail swing model.

obvious right away, so he began looking for another IMC dozer.

"John helped us find the right machine for what we do," said Will. "The D39PXi is great for smaller work such as fine grading and prepping curbs, which we had about a mile of those on this project. With the IMC dozer, we had it done quickly."



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Continued...

'Reliable and productive'

... continued



AIS/CEC Territory Manager John Doody (center) consults with Scarlett Excavating's Will Scarlett (left) and Todd Scarlett.

Foreman Will Scarlett grades a bank with a Komatsu D51PXi IMC dozer.



John has also assisted Scarlett Excavating with the acquisition of a new Komatsu PC238USLC-11 tight tail swing excavator as well as older Komatsu PC120 and PC200 standard excavators. They are equipped for versatility with quick couplers, so the operator can quickly switch among a variety of attachments, such as buckets and a hammer.

"My dad had Komatsu excavators for many years, and we always found them to be reliable and productive," stated Todd. "We always thought they were pretty efficient."

Will added, "The PC238 gives us the ability to get in tight places and be productive without worrying about the counterweight hitting something. The older excavators still produce for us day in and day out."

In addition to the machines, Todd greatly appreciates his excellent relationship with John and AIS/CEC.

"John is great about staying in touch with us to make sure he's filling our needs," emphasized Todd. "He lets us know if there are good machines coming in or if there's any particular financing that we can potentially take advantage of. We have a good long-standing relationship with him and AIS/CEC because they are looking out for us, from service to parts to even the paint department."

Local focus for now

Strong growth in the Lansing area means the Scarletts are focused on the local market.

"There is plenty of work here," Will indicated. "All of the surrounding towns are starting to get bigger. There are a lot of highways with exits, and a bunch of businesses are popping up around those, so there is sitework to be done. That's in addition to several subdivisions. We think the future in this area looks good."

Todd added, "Will has really been instrumental in our growth. He has a good business sense. For instance, he had his own successful landscaping business while still in high school. There is certainly the possibility for our company itself to grow with this area. We have always relied on being able to do what we tell people we will, and respond in a timely fashion, and Will understands that. That's something that we don't want to see change." ■

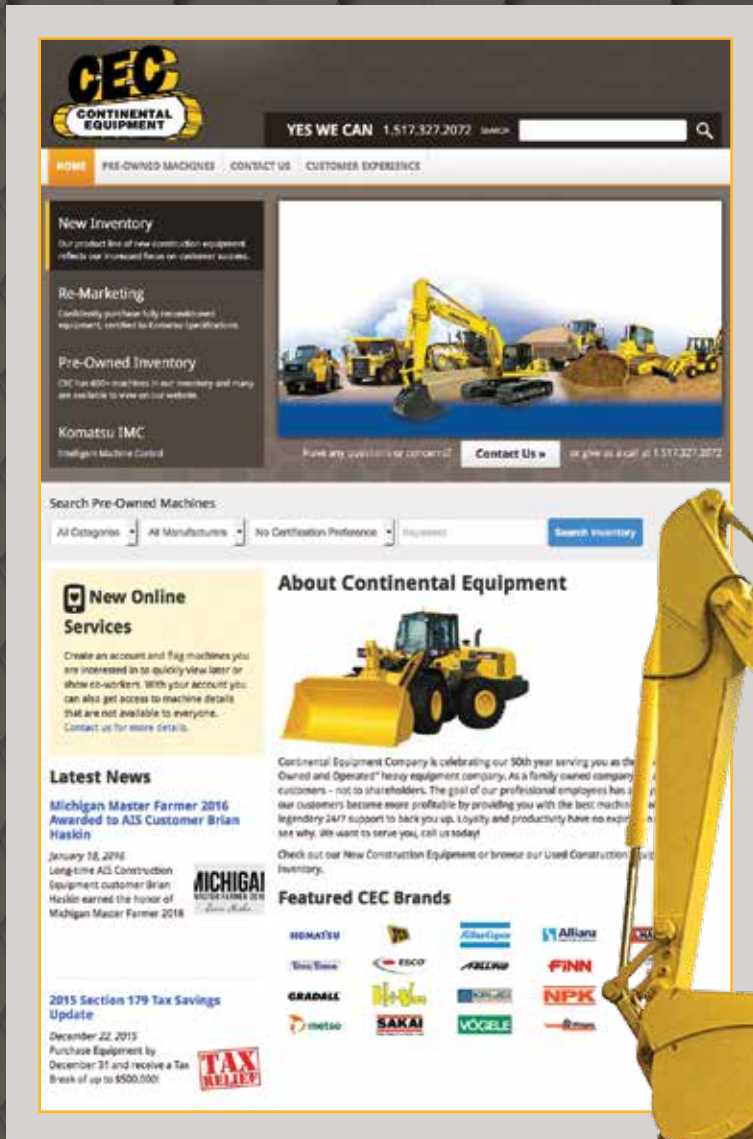
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Speak up and stay safe — your question could save a life



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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KOMATSU

Smart Construction solutions can help you increase productivity, track it and make faster critical decisions



Jason Anetsberger,
Director of
Customer Solutions,
Komatsu

Technology use in the construction industry has grown rapidly during the past decade and includes both on-machine technology as well as software designed for each stage of project management. Choosing the right technology to move your business forward comes with many questions, and the correct answers depend on what technology your company has already adopted.

Komatsu has long been a technology proponent. It was among the first manufacturers to incorporate telematics into its machinery, with its Komtrax remote monitoring system that enabled customers to monitor fuel usage, idle time, location and more. During the past two decades, Komtrax has expanded to include additional comprehensive information that helps with proactive fleet management, to help reduce downtime as well as owning and operating costs.

"For our customers, Komtrax was a great introductory option down the technology path, and it continues to be a great feature," said Jason Anetsberger, Director of Customer Solutions, Komatsu. "On our new machines, it's easily accessible through our My Komatsu platform and lets you monitor any piece of equipment."

Anetsberger continued, "Now, the question is: what's the next step that is right for you in this technological journey? Fortunately, we have many Smart Construction solutions depending

on where you are at the moment. We offer solutions that can support a small operation that is currently not using any technology, as well as solutions for large multinationals that have fully embraced machine control and project management systems."

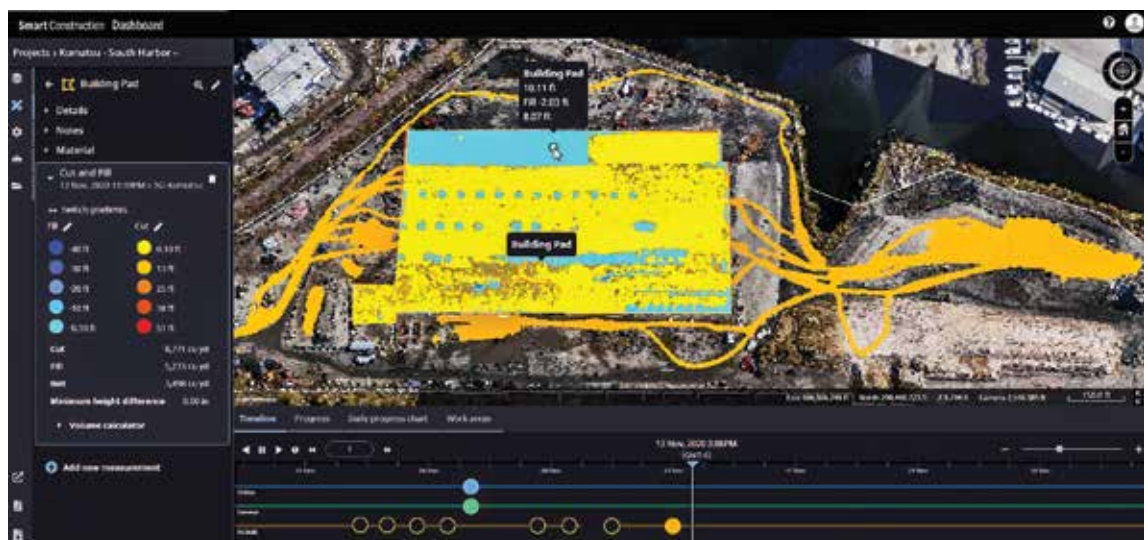
Anetsberger provided some helpful tips for how to determine which Smart Construction solutions could be beneficial and when the right time to add them is. All of the solutions can be accessed and viewed through your My Komatsu account.

No solutions? IMC is a good introduction

If you are not using any of Komatsu's Smart Construction solutions, Intelligent Machine Control (IMC) dozers and excavators may be a good starting point, according to Anetsberger. When Komatsu introduced its first IMC dozer more than a decade ago, it was the original Smart Construction solution. Several new models and next generation machines have been added that feature fully factory-integrated GPS machine control, which helps increase productivity and efficiency by reducing surveying and staking costs and eliminating the masts and cables of traditional aftermarket GPS add-on systems.

With seven sizes of IMC dozers, ranging from the 105-horsepower D39i-24 to the 354-horsepower D155AXi-8, there is a fit for

If you already have IMC equipment in your fleet, the next step may be to add solutions that help you better track and manage progress. Smart Construction Dashboard allows remote visualization of job site terrain progress with the aim to have a digital twin of the job site material movements.





Intelligent Machine Control (IMC) dozers can help increase productivity. For those looking for an introduction to Smart Construction, IMC equipment may be the best fit.

practically every construction site application. The IMC 2.0 dozers have advanced features such as proactive dozing that enables operators to cut/strip automatically from existing terrain as well as lift layer control, tilt steering control, and quick surface creation.

On the excavator side, there are IMC machines ranging from the 20-ton-class PC210LCi-11 to the 50-ton-class PC490LCi-11. All have semi-automatic functions that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once target elevation is reached, even if the operator tries to move the joystick to lower the boom, the excavator doesn't allow it, reducing wasted time and the need for expensive fill material.

IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they can be more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface. Testing has shown that these latest generation models help improve accuracy by up to 33% and efficiency

as much as 63% compared to conventional excavation and grading methods.

"We have more than a decade of proven success with IMC machines saving time and material costs, to help increase profitability," said Anetsberger. "IMC was our first Smart Construction solution, and we have built a suite of additional beneficial solutions, including our Smart Construction Retrofit for standard excavators. This technology is a good entry-level system for someone who may be considering GPS but is not ready to fully commit to integrated machine control."

Smart Construction Retrofit is an add-on, indicate-only system that offers many of the benefits of IMC. It's three-dimensional, so operators get the advantage of seeing where they are on a project, as well as their relation to target elevation. They can set audio alerts that change tone the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves time and lowers costs.

From site to office and vice versa

Additional Smart Construction solutions can help customers better manage their projects from pre-bid to final close out.

Continued...

'Easy to implement, user-friendly'

... continued

"Knowing which one to use is a matter of assessing your goals," Anetsberger stated. "Do you want faster, more accurate mapping and progress tracking? Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities? Do you want better labor management and cost tracking and to be able to do it remotely?"

A couple of solutions Anetsberger suggested for those who now have IMC machines are Smart Construction Remote and Smart Construction Dashboard. Remote allows users to remotely send design files to targeted machines in the field and remotely support operators without driving to the job site, saving time and fuel expenses. With remote access, contractors can help their operators troubleshoot issues in real time by viewing the same visuals as in the machine.

To help users with tracking cut/fill progress, Dashboard allows remote visualization of job site terrain progress, with the aim to have a digital twin of the job site material movements. It combines data from multiple sources into one comprehensive picture and provides a 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Users can confirm pre-bid and topographical map data, track site progress in near real time, document job site conditions as evidence for change orders, and quickly and easily measure quantities.

"Dashboard and Remote are complementing solutions to IMC," said Anetsberger. "The visual representation and the ability to track job site progress more easily from practically anywhere, can lead to faster decisions and potentially better bottom-line outcomes. They are easy to implement, user-friendly,

and the cost savings have been significant for companies using them."

Further building your solutions portfolio

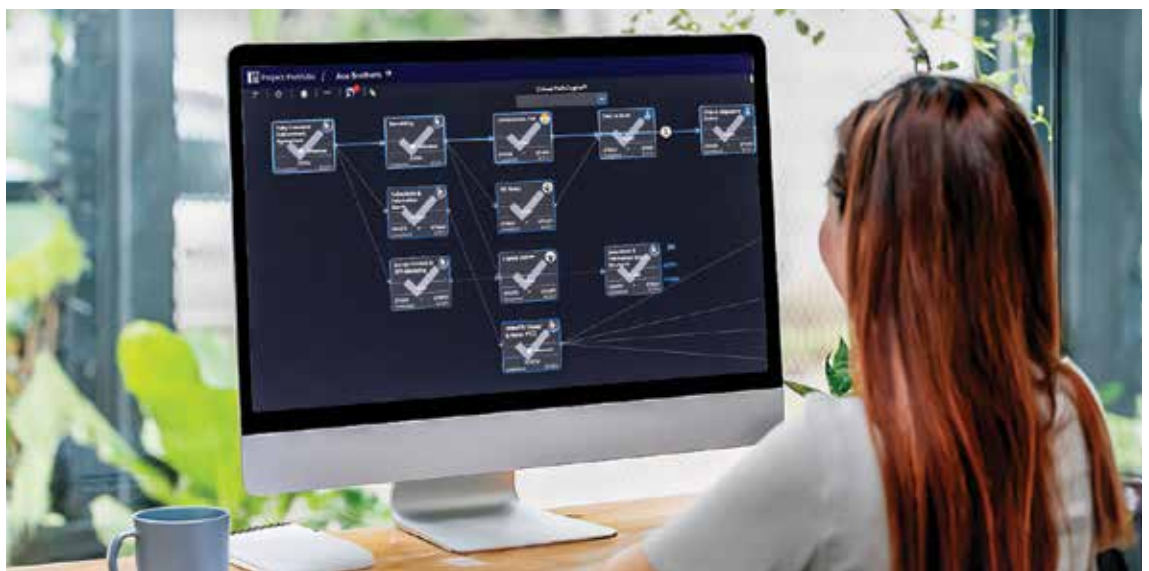
As any project manager knows, job sites often evolve and plans change, which makes staying on schedule and on budget a challenge. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation. It delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.

"Office is a project management tool that gives you reliable forecasting and insight into budget versus actual costs," explained Anetsberger. "Another consideration is Smart Construction Field, a mobile app that uses data to track spending and allows contractors to quickly view current conditions and progress. You can break it down by labor, equipment, materials, receipts, timecards, and much more. Both Office and Field are brand-agnostic, so they can be a great solution for contractors with mixed fleets."

Additional Smart Construction solutions include Design, Drone and Fleet, which can help replace paper plans with digital files, accurately map job sites, and collect data for fleet optimization.

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

Cost tracking is essential. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs. It can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.



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Get high performance in tight spaces with the new WIRTGEN W 150 Fi that features cutting-edge technology

WIRTGEN rounded out the top end of its compact milling machine class with the new high-performance W 150 Fi, which is an ideal choice for use on major construction sites with restricted space such as in inner city locations. Its size — in combination with an intuitive design, digital assistance systems, and the LEVEL PRO ACTIVE leveling system — allow for efficient one-person operation.

The agile front loader has a standard working width of 5 feet and features the latest and currently most eco-friendly engine technology to meet Tier 4 Final standards. The engine offers a maximum rated output of 426 horsepower and has been specially adapted to meet the needs of cold milling applications. Its high torque and simultaneously low noise emissions under all load conditions are impressive. Fuel consumption is low, even when delivering the highest milling performance and at the maximum working depth of 1 foot, 1 inch.

Operators can select one of three performance strategies: ECO, performance optimized, and milling pattern quality. This makes it possible to predefine the required milling pattern quality incrementally from coarse to very fine at the press of a button.

Proven systems

Mill Assist, WIRTGEN PERFORMANCE TRACKER, and LEVEL PRO ACTIVE assist operating personnel and increase milling efficiency.

These systems are proven in other F-series cold milling machines, giving users the benefits of higher performance, and thanks to an automatically generated construction site report, clearly structured documentation of all site-relevant data.

In automatic mode, Mill Assist selects the operating strategy with the most favorable balance between milling performance and operating costs, reducing fuel and water consumption, pick wear, and CO2 emissions. Mill Assist controls engine speed automatically according to the needs of the operator. The wide range of possible engine speeds means that the machine's uses are equally broad. The lower speed range enables a significant reduction of diesel fuel consumption and pick wear. In the upper speed range, an optimum milling pattern can be achieved at higher performance rates.

The LEVEL PRO ACTIVE leveling system is installed as a standard feature. It has an intuitive operating design and ensures precise milling results. The machine has an improved basic configuration for the integration of 3D and laser leveling systems and a revised Multiplex system with three-fold scanning. All sensors and measurement values are displayed in an easy-to-read format on the control panel in order to maximize process efficiency. Important machine functions are directly interconnected, allowing for a high degree of automation. ■

The WIRTGEN W 150 Fi compact milling machine unites high productivity with the advantages of compact dimensions. It has a standard working width of 5 feet and a working depth of 1 foot, 1 inch.



A JOHN DEERE COMPANY

A large-scale construction site under a bright, sunny sky. In the foreground, a green Wirtgen roller is compacting a layer of gravel. Behind it, a large concrete paver is laying a new road surface. Several workers in high-visibility vests are visible near the machinery. The ground is uneven and covered in dirt and gravel.

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My Komatsu updates, new features improve fleet management to help you get the critical information you want in fewer clicks



Andrew Casey,
Digital Solutions
Analyst,
Komatsu

Fleet management is essential to maintaining your equipment's health. Properly maintained equipment helps increase uptime and lower overall owning and operating costs. Staying on top of fleet management can be challenging, especially if you are still relying on end-of-day field reports or drives to the job site to check hour meters.

Digital solutions such as My Komatsu can change the game by giving you real-time machine data that can be accessed from practically anywhere, as well as tools that give you the capability to order parts and more. Recent updates make it easier to navigate, so you can quickly get the information you need to help make proactive fleet management decisions.

"Filtering capabilities have been updated to help users more quickly access the information they are looking for," said Andrew Casey, Digital Solutions Analyst, Komatsu. "It's more like a dashboard where you can get information in fewer clicks, which is something our customers wanted. Using their feedback, we made changes to make the interface more user-friendly. Customers who already have a My Komatsu account will see the updates automatically."

Casey said one of the priorities based on customer feedback was a redesign of the My Fleet page, emphasizing that its substantially different look and easier navigation enable users to see their entire fleet of registered machines all on a single page without having to go through multiple tabs.

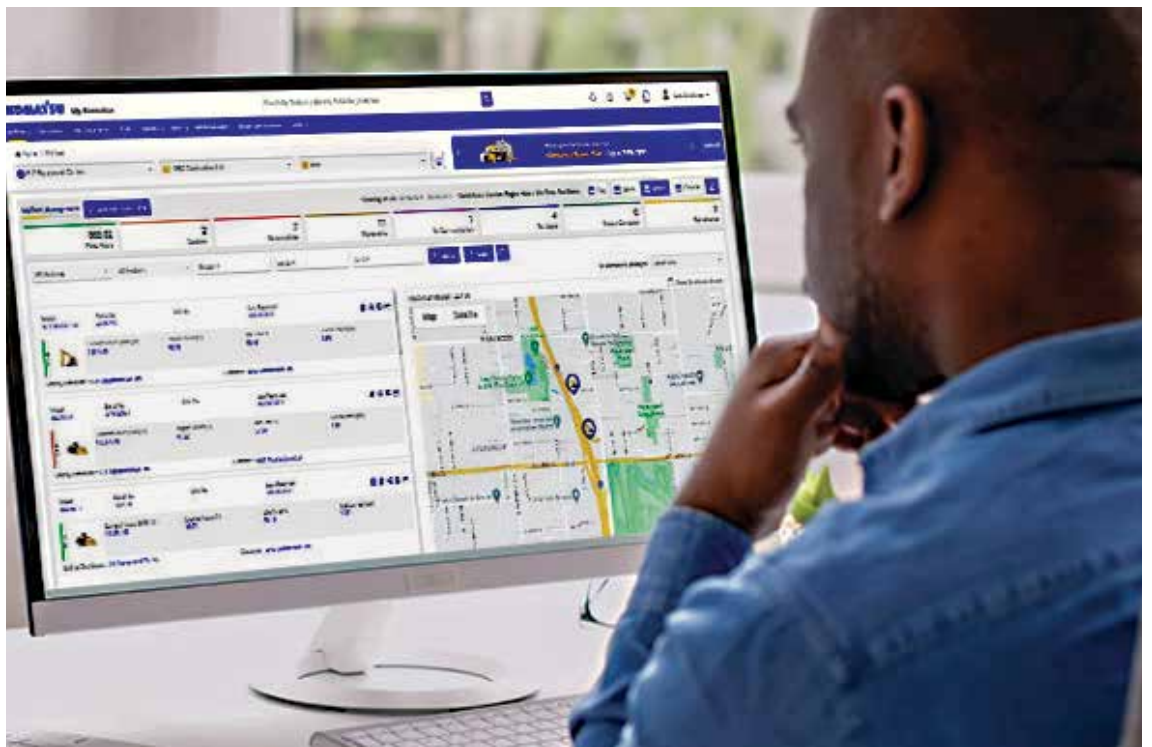
"We also expanded the ability to filter by idle time percentage, SMR range, model type, manufacturer, and much more," Casey added. "A new sync map feature lets users zoom in on a particular territory, click the sync map to list button, and see machines just in that territory."

Component tracking capability

Another major change is the addition of component tracking, according to Casey. The new functionality allows users to monitor component health, so they can more proactively plan for replacements.

"Users can set an interval based on last service date or SMR hours of the machine, then create an alert that notifies them when a component is due for replacement," Casey explained.

Machine health and fleet monitoring are now easier, faster and more efficient with new alerting features, including additional alert types



My Komatsu updates include easier navigation, so you can access information more quickly.



My Komatsu lets users monitor their fleet from anywhere at any time and helps optimize fleet management — with real-time data that can help you make proactive decisions.

for abnormality codes, coverage, Komatsu Oil and Wear Analysis (KOWA) samples, and more. Consolidated and customizable views of your alerts can be set with the alerting dashboard. With My Komatsu, you can choose how to receive notifications — by web, mobile app, email or SMS.

Telematics information (Komtrax) in My Komatsu remains a vital feature that works with Komatsu and other brands that you have registered in your My Komatsu account. You can view machine location, fuel consumption, and machine health, which includes maintenance history.

Additional features available in My Komatsu include:

- **Publications** – View parts and support manuals for your machines
- **E-commerce parts stores** – Easily order parts and solutions that you can pick up

in store, have shipped to your shop, or get delivered directly to your job site

- **Digital solutions** – Sign up for and access your Smart Construction accounts such as Dashboard, Design, Drone, Field, Fleet, Office and Remote

If you don't already have a My Komatsu account, you can sign up for one by visiting <https://mykomatsu.komatsu>. Once you have an account, your dealer can help you get set up and work with you on how to best utilize the platform.

“Proactive fleet management results in less downtime because you have a clear picture of your equipment's health at all times,” said Casey. “You can better plan for routine service and component changes, address excess idle time, train your staff, monitor job sites and machine performance, schedule part orders, and much more.” ■

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) Continental Equipment Corp.'s Chad Fullerton explores Demo Days with Schauman Construction Company's Michael Schauman, American Excavating Ltd.'s Zac Birnbaum, Pat's Gradall Service Inc.'s Andy Acker and CEC's Mark Kelso.



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.*



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KOMATSU

* Versus the PC800LC-8 model

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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



Annual NDA showcase gives attendees the opportunity to see the latest demolition technology, operate equipment



Simon Saunders,
Product Marketing
Manager,
Komatsu



Matt Buerstetta,
Product Manager,
Komatsu



Scott Ruderman,
Product Marketing
Manager,
Komatsu



Watch the video

Celebrating its 50th anniversary, the National Demolition Association's (NDA) annual demolition show at San Antonio's Henry B. Gonzalez Convention Center featured a wide range of products and innovative technology. With more than 1,400 industry professionals in attendance, manufacturers such as Komatsu introduced new machines, and during the outdoor demonstration day, attendees could put machines through their paces.

After years of success in Europe, Komatsu introduced its PC490HRD-11 high-reach demolition excavator to the North American market at the event. The PC490HRD-11 has an extended reach of up to 105 feet and features a K100 boom change system that allows the operator to quickly change the configuration conveniently, from within the cab and without manually disconnecting either the hydraulic or electrical lines.

"We think that the PC490 high-reach excavator with the K100 system can be an excellent machine for a variety of applications; it's capable of doing most demolition work that comes along," said Simon Saunders, Product Marketing Manager for Working Gear Machines and Special Products, Komatsu. "We had a couple of demonstrations with it in North America before the show, and the

feedback from users was that it was very impressive. The customers who tried it, and those who have used it in Europe, have called it a game-changer."

Komatsu also showcased a PC360LC-11 with a straight boom, part of a lineup of new demolition-focused excavators that will be available in the near future. Those excavators will feature more reach than most standard excavators and have added guarding on the front and top windows and around the revolving frame. The machine has programmable flow and pressure control in the monitor for up to 15 attachments, and the excavators come with factory-installed plus-two hydraulic attachment piping.

At the event, the PC360LC-11 was equipped with a Lehnhoff (a Komatsu-owned company) SQ80V fully automatic symmetric quick coupler that allowed the user to quickly switch among several Montabert (also a Komatsu-owned company) hydraulic demolition attachments without leaving the cab.

All attachments are distributed by the Komatsu Attachments Group.

Customer feedback

Attendee Rodney Loftis, President of Rodney Loftis & Son Contracting, currently runs more



Komatsu's new PC490HRD-11 high-reach demolition excavator features a K100 boom change system for faster reconfigurations.



► VIDEO

The Komatsu PC360LC-11 with a straight boom is part of a lineup of new demolition-focused excavators that will be available in the near future.

than a dozen Komatsu machines and was excited to test out the PC360LC-11.

"I have been looking forward to this machine coming to North America for a long time," said Loftis, who has seen similar machines running in Europe on social media. "The extra reach will give us the capability to take down taller buildings. Having almost 10 feet of extra reach over our standard PC360 is going to mean a lot."

Neil Edwards, the owner of RENDCO Inc., currently uses several Komatsu excavators in his operations and came to the show to see how he could expand his business.

"I want to see the new technology and gain knowledge about what's out there in the field now with demolition attachments," said Edwards. "I attended some education sessions. It's a great event."

Committed to the industry

According to Komatsu personnel, the annual demolition show is a very unique event.

"There are not many like this where attendees can see and operate a wide variety of

equipment and attachments and compare them at the same time," said Matt Buerstetta, North American Product Manager for Demolition Machines, Komatsu. "NDA was a great success for us. It really gave us an opportunity to demonstrate that Komatsu is committed to the demolition industry."

Komatsu Product Marketing Manager Scott Ruderman said Komatsu is already looking ahead to next year's show, which is scheduled to be held in New Orleans on March 5-8, 2025.

"Komatsu is focused on the demolition industry, and we have a wide range of products to help facilitate customers' success in going after jobs and being competitive in the industry," Ruderman emphasized. "You need the right tools and the right machine for the application, and Komatsu's here with machines that can fit your needs. The NDA live demo event is a perfect opportunity to showcase machine and attachment performance in close to real industry applications, giving customers the opportunity to crush concrete, pick rebar and shear I-beams." ■



Rodney Loftis,
President,
Rodney Loftis &
Son Contracting



Neil Edwards,
Owner,
RENDCO Inc.

Komatsu PC130LC-11, PC490LCi-11 and PC900LC-11 excavators named among best new products

Three Komatsu excavators are featured on *Construction Equipment* magazine's annual list of top new products, including the PC130LC-11, the PC490LCi-11 and the PC900LC-11.

According to *Construction Equipment*, its Top 100 New Products list is the longest-running awards program of its kind in the industry. Each year, editors evaluate products introduced during the previous months and choose those considered most innovative based on four criteria:

- Is it an advancement in technology?
- Is it a new product line?
- Does it offer significant improvements to an existing product?
- Does it increase competition in its category?

Increased lift capacity

Komatsu's upgraded PC130LC-11 features a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight. That contributes to increased lift capacity over the front and side — up to 20% compared to the previous model.

With an operating weight of 28,440 to 29,101 pounds, the PC130LC-11 is highly transportable and can be moved with a tag trailer and still have capacity to spare for additional support equipment.

Innovative bucket angle hold control

With Intelligent Machine Control (IMC) 2.0, the PC490LCi-11 offers sophisticated productivity-enhancing automation, making it an excellent match for excavation, trenching, slope work or fine grading. The excavator helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

The PC490LCi-11 features bucket angle hold control that automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform

The Komatsu PC490LCi-11 Intelligent Machine Control (IMC) 2.0 excavator is excellent for excavation, trenching, slope work or fine grading. It helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.



Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC130LC-11	97.2 hp	28,440-29,101 lbs.	0.34-0.78 cu. yd.
PC490LCi-11	359 hp	105,670-107,850 lbs.	1.47-4.15 cu. yd.
PC900LC-11	543 hp	204,148 lbs.	3.7-8.0 cu. yd.

The Komatsu PC900LC-11 excavator can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to the PC800LC-8.

finish grading using only arm input. It also has a new 10.4-inch IMC monitor with increased memory capacity, processing speed, and pinch-to-zoom functionality.

Up to 40% greater productivity

The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently. Productivity was a major driver of its design. It's a mass excavator with the ability to handle a wide variety of jobs and materials, and can perform compound operations.

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered to increase longevity.

The PC900LC-11 can deliver up to a 40% increase in productivity, 25% more arm



With more track on the ground than its predecessor, the PC130LC-11 has greater lift capacity.

crowd force, and 12% more swing torque compared to its predecessor. It also features the KomVision camera monitoring system as standard. ■

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Questions like these and more can be answered with Smart Quarry Study, one of the Smart Quarry solutions offered by Komatsu. Smart Quarry Study provides:

- Knowledgeable support when job planning
- Valuable insight tailored for your operation
- Confidence that your fleet is right for the job

"Ideally, Smart Quarry Study is a boots-on-ground meeting with customers at their location or locations to get a complete understanding of what they want to achieve," said Craig McGinnis, Senior Business Solutions Manager for Komatsu, noting that remote study analysis is a possibility. "Maybe they are thinking about replacing equipment, want to increase production, or expand their pit. Through a Smart Quarry Study, we look at their operations and make recommendations designed to help them reach their goals."

Unique, local factors

McGinnis added that Smart Quarry Study can help operations better understand how equipment and other factors affect performance, to assist in

the making of cost-effective purchasing decisions. He also emphasized that it's brand agnostic.

"By comparing different class sizes, we can give you information related to more efficient costs per hour, per ton and per yard," McGinnis explained. "Everything is based on each operation's unique factors, and the resulting recommendations are tailored to them, no matter what equipment they use. We crunch the numbers and come up with a total cost of ownership. We really get down to a unit cost or dollar per ton of material moved and ways to improve those."

McGinnis is part of Komatsu's Smart Quarry team. Each member has extensive knowledge in quarry operations.

"The best way to get started is to contact your Komatsu distributor, who can help get a Smart Quarry Study set up," said McGinnis. "From there, we reach out to the customer and gather some information about what they want to accomplish, then schedule the study at a convenient time. Once we have all the data put together, we present it to the customer to help them make more informed decisions."

"If you want to monitor your operation in more detail with continual tracking tools, we also offer Smart Quarry Site," McGinnis continued. "This tool, which is also brand agnostic, can help you understand if you're getting the most from your equipment and operators, to help improve production and performance, as changes occur." ■



Craig McGinnis,
Senior Business
Solutions Manager,
Komatsu

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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 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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