



# ON TRACK

A publication for and about our valued Michigan customers • [www.CECOnTrack.com](http://www.CECOnTrack.com) • December 2024



**KOMATSU**

## PJ Steel Pipeline Construction Inc.

Kalkaska-based firm focuses on oil and gas pipelining



Tony Barber,  
Owner



**Mark Kelso,  
General Manager**



Dear Valued Customer:

For years, GPS grade control has been used to enhance production and efficiency. Those employing integrated systems on their machines are assisted in increasing their production time by not having a mast or cables to take down or put up.

If you still have conventional excavators and are not using a grade control system, you may benefit from GPS by retrofitting those machines with Komatsu's Smart Construction 3D Machine Guidance. The solution is also now available as a factory install on new machines. As you're looking to upgrade your fleet, it is a good consideration. Read the article in this issue to learn more about the advantages of 3D Machine Guidance.

You can even get 3D Machine Guidance on a new Komatsu compact hydraulic excavator. These smaller machines pack a punch and are designed to drive high production in confined spaces, helping to reduce the need for hand digging. They are fast and versatile, and you can equip them with attachments for demolition and other tasks.

Compact excavators are just a small sample of the equipment Komatsu manufactures for various applications. You can learn about how Komatsu supports industries such as waste, quarry and asphalt by reading the articles about the shows the company attended this year, including WasteExpo and World of Asphalt.

There are also valuable articles about utilizing Komatsu Smart Construction Remote and the benefits of Reman parts and components.

As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,  
Continental Equipment Corporation

Mark Kelso,  
General Manager

**Consider  
retrofitting your  
excavators**

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## In this issue

### Bringing energy products to the Midwest pg. 4

Get to know PJ Steel Pipeline Construction Inc.

### Raising awareness and offering support pg. 8

See how CONEXPO-CON/AGG is shedding light on mental health in the construction industry.

### Bring 3D to conventional excavators pg. 11

Drive productivity by giving operators high-precision data with Komatsu's Smart Construction 3D Machine Guidance.

### From tight quarters to open spaces pg. 12

Check out Komatsu's compact hydraulic excavators.

### Leveraging tax-advantaged machinery purchases pg. 14

Read about bonus depreciation.

### Remote resolutions pg. 16

Save time and reduce expenses with Smart Construction Remote.

### Extend equipment life at a reduced cost pg. 18

Delve into how Komatsu and SRC of Lexington work together to provide high-quality remanufactured parts.

### New solutions on display pg. 20

Learn about the Komatsu products showcased at World of Asphalt and AGG1.

### Ideal for chipsealing pg. 23

Look at HAMM's new HP 100i pneumatic-tire asphalt roller.

### Specialty equipment showcased pg. 24

Find out what machines were displayed at WasteExpo 2024.



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**KOMATSU**

# Bringing energy products to the Midwest

## Providing oil and gas companies outstanding service remains PJ Steel Pipeline Construction Inc.'s top priority



**Tony Barber,**  
Owner

**T**his year marks Tony Barber's 40th year in the oil and gas industry. While his focus has for the most part remained on running pipeline, he's never been bored.

"I find the industry fascinating because no two days are ever the same," said Tony, who owns PJ Steel Pipeline Construction Inc. with his wife, Sharon. "There is always a new challenge, and that keeps it interesting."

Tony has been facing challenges head on since he graduated with a petroleum technology degree in 1984 and got a job at a well servicing business. He moved into a role overseeing environmental pipelining and trucking, and eventually worked solely at pipelining before the formation of PJ Steel Pipeline Construction with a partner in 2011.

The Barbers bought the partner out in 2015 and took sole ownership. During the past decade, Tony has driven growth that has expanded the Kalkaska, Mich., firm from a staff of about three to more than 180, which includes some of Tony and Sharon's family members. Their son Chris is a project manager, their daughter Katie handles payroll, and their daughter-in-law Kristin handles accounts payable and insurance.

**Operator Jason Moore digs a trench with a Komatsu PC138USLC-11 excavator. "The tight tail swing excavators are always convenient because you're not contending with a counterweight in tight spaces," said Jason. "It's smooth and has good power for its size."**



PJ Steel Pipeline Construction has additional Michigan locations in Coldwater and Weidman, as well as an office in DeKalb, Ill.

"Our primary work remains oil and gas pipelining with most of our work done through utility companies," explained Tony. "We do practically everything associated with it, including putting in the pipe and facility construction. I think what's fueled our growth is the expertise that we bring to the table with a highly experienced staff and being fair and honest with our customers, which has really helped us grow organically as they asked us to take on more work."

### Handling a wide range of services

Additional services have also been a part of the company's growth. PJ Steel Pipeline Construction performs a wide variety of projects, including main line construction of pipe ranging from 2 inches to 36 inches. It also constructs and installs pumping and compressor stations, metering and regulator stations, and well site tanks. PJ Steel Pipeline Construction also offers hydrostatic testing, pipeline maintenance, emergency response, cathodic and pipe coating repair and recoating, and more.

"Every job is different — a pipeline is different than a facility, a gate station is not the same as a compressor station — and we do them all," commented Tony. "A pipeline runs across country or through a city, and a facility is all right in front of you. The beauty of this business is in those differences and our ability to handle them. We are mainly dealing with midstream distribution."

PJ Steel Pipeline Construction is currently in the midst of an on-and-off, three-year project for a Michigan public utility company that involves the installation of nearly 20 miles of pipeline and gate stations between Marshall and Coldwater.

"As with any job, there are some challenges such as road or water crossings that must be dealt with, along with soil conditions like rock or running water sand," noted Tony. "On this particular project, we had to cross Interstate 94 at one point. That involves boring underneath the road to avoid disruptions, which is something we handle ourselves. Our capabilities allow us to bore to whatever depth the design is or whatever the obstruction is that we have to get around. That's different from open-cut installs, which are generally put in with 5 feet of cover in open areas such as farm fields and 3 feet in residential areas."



**PJ Steel Pipeline Construction sets pipe with Komatsu PC210LC-11 and PC138USLC-11 excavators. "The Komatsu excavators are comfortable and operator-friendly," said operator Mike Scott.**

## Great relationship built on trust

Bore pits and open-cut trenches are mainly dug with Komatsu excavators that PJ Steel Pipeline Construction has acquired from AIS/Continental Equipment Corp. with the help of Territory Manager Denny Gill.

"I started using Komatsu about the third year into the business after I bought a machine from another dealer and had trouble with it right away, including a rather expensive repair that I probably wouldn't have had if the sales representative had told me about a recall on it," Tony reflected. "I got ahold of Denny about buying equipment, and we have had a great relationship ever since. I trust him implicitly to be honest with me as to whether a piece of machinery is right for me or not."

Tony added, "Denny and AIS/CEC in general have been growth partners of ours. They get us what we need either for purchase or rental. A great example is the Vacuworx vacuum lift attachment Denny helped us rent, so we can move pipe without having to strap it. It's more efficient. AIS/CEC takes care of our newer Komatsu machines under the Komatsu Care program, and that's reduced our maintenance costs because they handle scheduled services on time and wherever it's located. As we get close to the 2,000-hour or three-year

complimentary period for it to expire, they contact us with options to continue the services. They help maximize our uptime."

PJ Steel Pipeline Construction runs about 30 Komatsu excavators that range in size from a 17,000-pound-plus PC78US-11 to a 78,000-pound-plus PC360LC-11.

"We match them to the job," Tony stated. "For instance, the tight tail swing models are good for working on compressor and gate stations where you have limited space because you don't have to worry about the counterweight hitting something. The bigger models are good for digging in wide open spaces where production is a premium. In general, we like Komatsu excavators because they are fast, efficient, dig well, have good lifting capacity for setting pipe and structures, and they are comfortable for the operators, which contributes to better production."

Tony added that while excavators are PJ Steel Pipeline Construction's mainline machines, his first piece of Komatsu equipment was a D21 rubber-tracked side boom that the crews still use to lay pipe.

"It's about 10 years old with more than 9,000 hours and still performs as good as it always has," declared Tony. "It's a great piece of equipment."



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*Continued...*

# 'We are firmly focused on pipeline work'

...continued



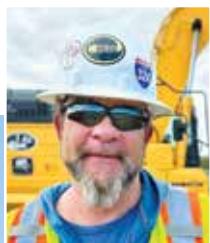
AIS/CEC Territory Manager Denny Gill (left) talks with PJ Steel Pipeline Construction owner Tony Barber on a job site.

## Plans to expand

PJ Steel Pipeline Construction has worked extensively throughout the Midwest, completing projects in its home state of Michigan, as well as Illinois, Ohio and Pennsylvania. Tony wants to further the company's reach and has plans to expand into Alabama and Washington, D.C.

"Much of it is based on relationships we have developed with the people we work for who have moved on to different companies; they would like us to come work for them," said Tony. "We're definitely open to that. Beyond that, we are firmly focused on pipeline work. We have the capabilities to branch out and do general sitework, but we would rather stay in our own lane and concentrate on what we know best." ■

*\*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.*

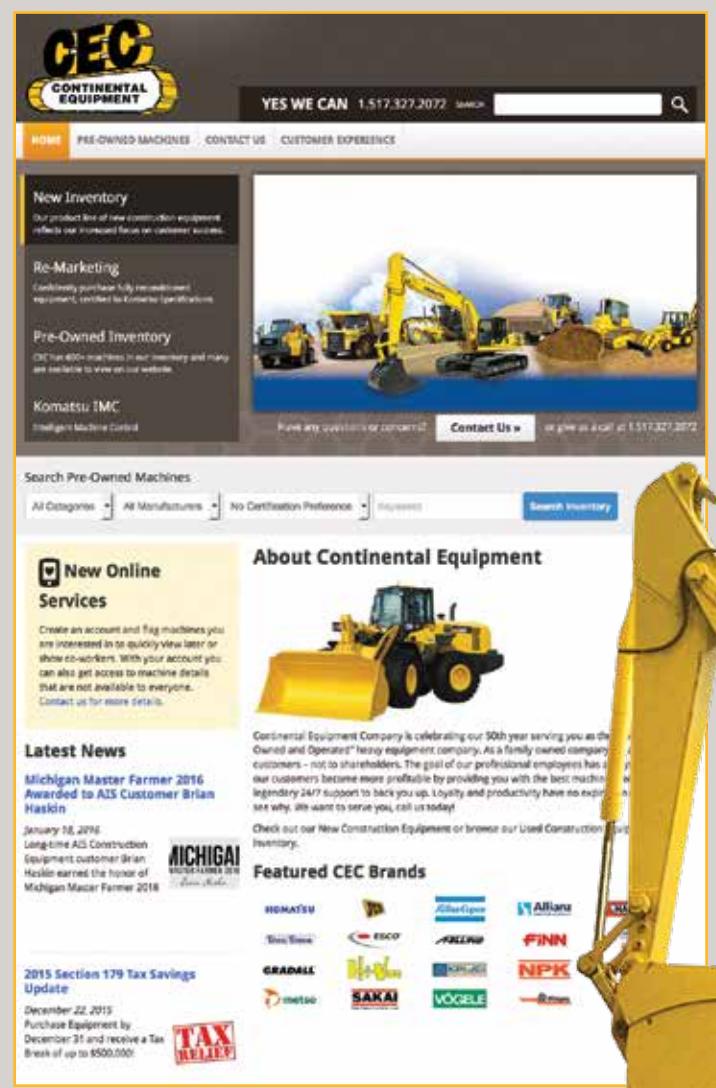


Operator Scott Shell moves pipe with a Komatsu PC170LC-11 excavator equipped with a Vacuworx RC 10 vacuum lifting system. "The PC170 is fast and strong, so it's a good all-around digging machine," said Scott. "The Vacuworx attachment makes moving pipe more efficient, and it cuts down on manpower because you don't need anyone on the ground to strap the pipe. That increases safety too."



# Open the door to more CEC services!

Whether you're on the go, working at your office or relaxing at home, CEC can help you find what you need to keep you up and running!



The screenshot shows the CEC website homepage. At the top, there's a navigation bar with 'HOME', 'PRE-OWNED MACHINES', 'CONTACT US', and 'CUSTOMER EXPERIENCE'. Below the navigation is a search bar with the placeholder 'YES WE CAN 1.517.327.2072' and a magnifying glass icon. The main content area features a 'New Inventory' section with a list of items like 'New Construction Equipment', 'Re-Marketing', 'Pre-Owned Inventory', and 'Komatsu IMC'. To the right, there's a large image of several yellow construction vehicles (excavators and bulldozers) on a site. Below this image is a 'Contact Us' button and a phone number. Further down, there's a 'Search Pre-Owned Machines' section with dropdown menus for 'All Categories', 'All Manufacturers', 'No Certification Preference', and a search button. On the left, there's a 'New Online Services' section with a sub-section for 'Michigan Master Farmer 2016' featuring a photo of Brian Haskin. On the right, there's an 'About Continental Equipment' section with a photo of a yellow bulldozer and a detailed description of the company's 50th anniversary. At the bottom, there's a 'Featured CEC Brands' section with logos for Komatsu, Allis Chalmers, Case, Fiat, Fassi, Finn, NPK, and Vögele.

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# Raising awareness and offering support

## CONEXPO-CON/AGG joins the movement to shed light on mental health

**C**ONEXPO-CON/AGG, North America's largest construction trade show, is shining a light on mental health issues in the construction industry. Recognizing the unique challenges faced by professionals in the field, the organization has launched a comprehensive resource hub dedicated to mental wellness.

A recent report, Construction Working Minds White Paper 2024,<sup>1</sup> showed that 83% of construction workers have experienced some form of moderate to severe mental health issue. Findings show that compared to other industries, construction ranked first in pain reliever abuse and marijuana and heroin use. The industry ranked second in substance use disorders and heavy drinking. The report noted that construction workers are at particularly higher risk for opioid addiction and overdose deaths.

These statistics follow a 2020 Morbidity and Mortality Weekly Report<sup>2</sup> from the Centers for Disease Control and Prevention (CDC) that found that 40% of U.S. adults reported struggling with mental health or substance abuse and 11% seriously considered suicide.

The construction industry has one of the highest rates of suicide at 53.3 per 100,000 U.S. workers. That rate is four times greater

than the national average and five times greater than all other construction fatalities combined, according to the CDC and reported by the Associated General Contractors of America (AGC).<sup>3</sup>

"We cannot stand by while a silent epidemic of suicide takes place within our industry," said Stephen E. Sandherr, former CEO of AGC. "We want to reduce the stigma of mental health issues in this industry, let people know it is okay to ask for help and, ultimately, save lives."

The AGC Mental Health & Suicide Prevention Task Force compiled a wealth of tools and resources, including a series of videos telling the stories of industry professionals who have struggled with mental health. Those are available at <https://www.agc.org/mental-health-suicide-prevention>.

### Know the signs

There are several warning signs for suicide. Seek help if you notice these symptoms in yourself, and look out for these red flags in your crew, so you can guide them to support and resources. A list of warning signs from the Construction Industry Alliance for Suicide Prevention<sup>4</sup> includes:

- Feeling sad or depressed most of the time
- Talking about feeling trapped or wanting to die
- Extreme mood swings
- Increased use of alcohol or drugs
- Decreased self-confidence
- Feeling hopeless and helpless
- Sleeping too much or too little
- Feeling anxious, agitated or reckless
- Withdrawing from family and friends
- Talking about being a burden to others

Warning signs specific to construction workers include:

- Decreased productivity
- Increased conflict among co-workers
- Near hits, incidents and injuries
- Decreased problem-solving ability
- Increased tardiness and absenteeism

For those facing mental health challenges, crisis helplines are available, like 988.





**The construction industry is facing an ongoing mental health crisis with a report saying that 83% of construction workers have experienced some form of moderate to severe mental health issue.**

## Changing our approach

CONEXPO-CON/AGG's initiative aims to change the industry's approach to mental health by providing actionable resources, sharing inspiring personal stories and offering practical advice for both employers and employees. With a focus on creating a supportive community, CONEXPO-CON/AGG is committed to bringing awareness to the mental health struggles prevalent in the construction sector and fostering an environment where seeking help and discussing mental wellness is normalized and encouraged, according to the organization.

"The construction industry is filled with professionals committed to precision in everything they do," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "This level of attention and care must also be given to the mental health of all construction professionals. CONEXPO-CON/AGG is committed to breaking down stigmas and creating a future where mental health isn't an afterthought but the cornerstone of our industry."

CONEXPO-CON/AGG's new comprehensive resource hub can be found online at

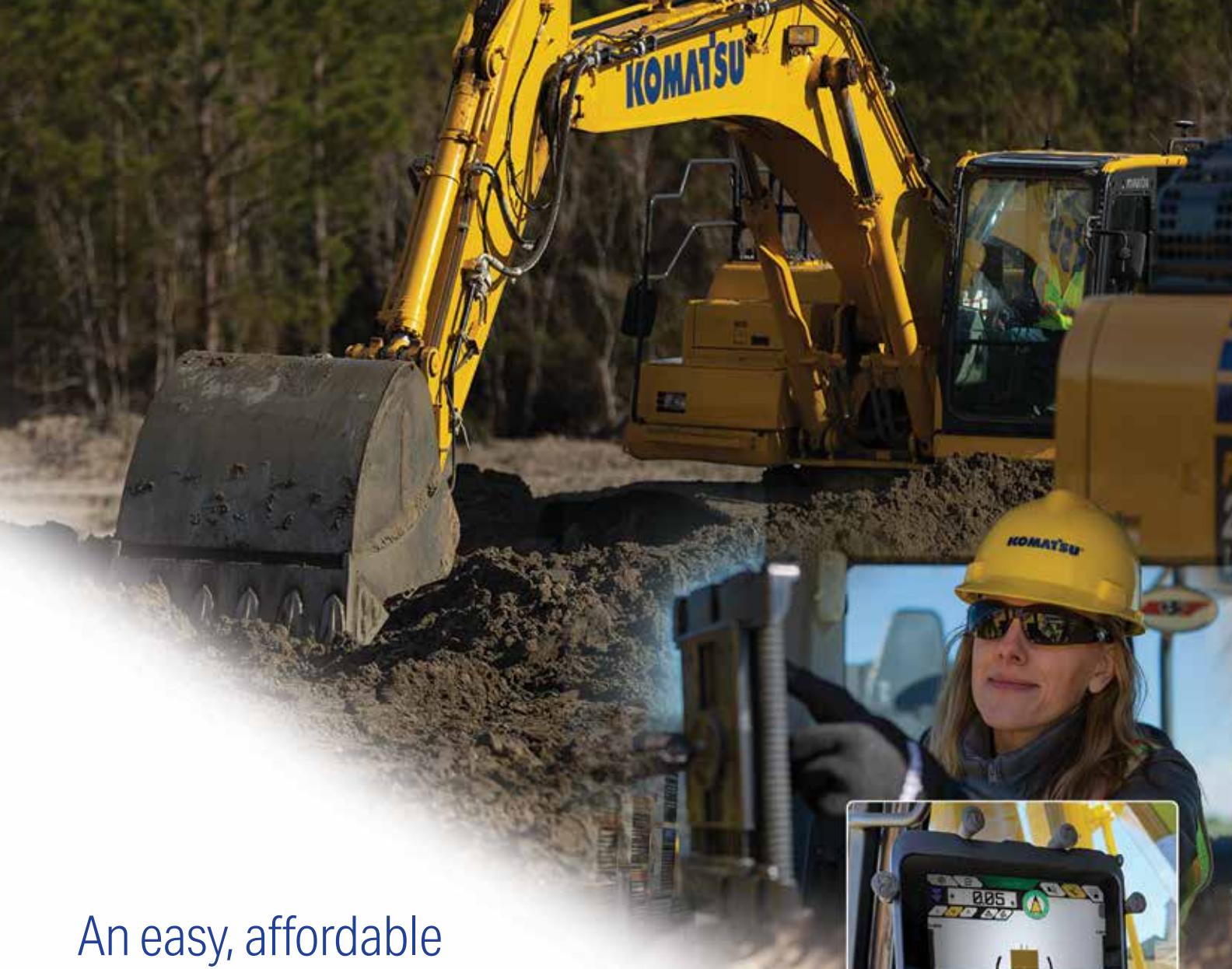
<https://www.conexpoconagg.com/mental-health>.

Content includes the award-winning CONEXPO-CON/AGG podcast in which Denis Cashman, Co-owner of Stone Etc. Ltd., shares his battle with addiction and his journey of recovery. Another episode, featuring Priestly Demolition President Ryan Priestly, tackles managing the stress of construction and how to maintain a work/life balance in an industry that doesn't always make it easy to sit back and appreciate achievements, the organization noted.

Other resources and articles available in the CONEXPO-CON/AGG resource hub include Tips for How to Support Your Employees' Mental Health, How to Reduce Stress in Construction, and Breaking the Stigma: Talking About Mental Health in Construction. ■

1. <chrome-extension://efaidnbmnnibpcajpcgjclefindmkaj/>  
<https://workplacesuicideprevention.com/wp-content/uploads/2024/03/20240315-FINAL-FINAL-CWM-White-Paper.pdf>
2. <https://www.cdc.gov/mmwr/volumes/69/wr/mm6932a1.htm>
3. <https://www.agc.org/mental-health-suicide-prevention>
4. <https://www.preventconstructionsuicide.com/get-informed>

*Editor's Note: If you are in a mental health crisis, call or text 988 to speak to a crisis counselor now. You can also text HOME to 741741 to reach the Crisis Text Line and speak to a live, trained crisis counselor.*



## An easy, affordable way to bridge the technology gap

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

Learn more about this exciting new solution at  
[komatsu.com/en/technology/smart-construction/3d-machine-guidance/](https://komatsu.com/en/technology/smart-construction/3d-machine-guidance/)



Scan to learn more



# KOMATSU

 Smart Construction  
3D Machine Guidance

# Bring 3D to conventional excavators

## Drive productivity by giving operators high-precision data with Komatsu's Smart Construction 3D Machine Guidance

**A**re you looking for an easy way to improve your conventional excavator's grading performance? Access to 3D advantages offered by Komatsu's Smart Construction 3D Machine Guidance can help by quickly providing operators with the latest design data, effectively measuring payload volume and load counts as well as monitoring production from the office.

Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations. Using a global navigation satellite system, a machine can determine where it is on the job site and what the target grade is as well as eliminate the need to set up a laser or bench every time the machine moves.

"3D Machine Guidance is an indicate-only system that plays nicely between a standard excavator and Komatsu's Intelligent Machine Control excavators with factory integrated semi-automatic grade control," explained David Yim, Solutions Manager for 3D Machine Guidance with Komatsu's Smart Construction team. "A major benefit of 3D Machine Guidance is that the operator can dig only what's needed, so there's no wasted production and reduced material handling. That allows the operator to be more efficient, saving time and money in the operation."

### 3DMG Basic, Steer To Indicator

Yim noted that Smart Construction 3D Machine Guidance — formerly Smart Construction Retrofit — has new features such as 3DMG Basic that will eliminate the need for a project file.

"After a project has been localized, an operator can touch the bucket to the ground to create a flat plane surface directly from where the cutting edge is," said Yim. "They can also touch point A then point B and create a sloping surface. Another new feature is the Steer To Indicator that offers horizontal guidance along with vertical guidance. That's a powerful tool for those working in utility applications."

Smart Construction 3D Machine Guidance helps lower the costs of bringing technology into your operations with compact and modular kits that fit most sizes of Komatsu excavator models, including the HB365LC-3 hybrid excavator.

"It is now available as a factory-installed option on new machines or as an add-on through your Komatsu distributor," Yim indicated. "3D Machine Guidance can also be installed and used on many OEM brands of excavators. We encourage anyone who's looking for a system that will improve the production and efficiency of their conventional excavators to contact their distributor about adding 3D Machine Guidance." ■



Watch the video



**Komatsu's Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations.**

► **VIDEO**



# From tight quarters to open spaces

## Komatsu compact excavators deliver high production in a wide range of applications

**T**o get high production in confined spaces, you need the right equipment that lets you dig without worrying about hitting structures or obstructions. Komatsu's compact hydraulic excavators offer the design and engineering to get the job done, according to Komatsu Business Development Manager Taimoor Khan.

"Our compact excavators are sized right for work in close quarters whether it's next to a house or a building, in a lane of traffic, or near trees or other sensitive environmental elements," said Khan. "They are built to the same engineering durability requirements as our larger construction and mining excavators. They are quick and reliable, and all come with rubber tracks that reduce ground impact and marring of paved surfaces."

Four models are available, ranging from the 24.4-horsepower PC30MR-5 to the 38-horsepower PC55MR-5. All can be equipped with buckets for digging or a variety of attachments for use in demolition, landscaping and other applications. All are available with open or closed cabs.



Watch the video

"Which one best fits your operations depends on how you plan to use it," stated Khan. "All are equipped with the hydraulic lines to easily switch attachments or run a thumb. That gives customers versatility with the ability to do several jobs with one machine."

In addition to tight quarters, Komatsu's compact excavators can be used for production in open spaces.

"We see a lot of customers use these machines on larger construction sites where you may not need the power and footprint of larger excavators such as shallow utility digs," said Khan. "With proper ventilation, you can also use them for indoor applications. There is a wide range of uses beyond just utilizing them for tight spots."

### Add 3D Machine Guidance

Adding Komatsu's Smart Construction 3D Machine Guidance can further increase productivity and efficiency. The add-on kit is an indicate-only system that brings 3D to most conventional Komatsu excavators, giving operators 3D design and topography data that help drive accuracy and promote optimized operations.

"3D Machine Guidance adds further value to these high-quality, dependable compact excavators," noted Khan. "If you are looking for production in a utility-sized machine, these make a great addition to your fleet and are backed by a two-year or 2,000-hour warranty." ■

### Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC30MR-5	24.4 HP	6,812-7,143 lbs.	0.07-0.21 yds <sup>3</sup>
PC35MR-5	24.4 HP	8,201-8,532 lbs.	0.07-0.24 yds <sup>3</sup>
PC45MR-5	38 HP	10,737-11,001 lbs.	0.07-0.21 yds <sup>3</sup>
PC55MR-5	38 HP	11,354-11,618 lbs.	0.07-0.24 yds <sup>3</sup>

Komatsu's compact hydraulic excavators work in a variety of applications, especially on job sites with limited space.

### ▶ VIDEO



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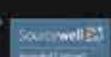
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# Leveraging tax-advantaged machinery purchases

## Bonus depreciation drops to 60%; machinery must be purchased and placed into service by midnight Dec. 31, 2024

**B**onus depreciation encourages businesses to invest in new equipment and machinery by providing a tax incentive.

This year, bonus depreciation dropped to 60% under the Tax Cuts and Jobs Act of 2017.<sup>1</sup> Bonus depreciation is available for both new and used equipment bought and placed into service by the end of the year.<sup>2</sup> Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.<sup>2</sup>

### Higher amounts for Section 179

There is no limit on the amount of a bonus depreciation. It can be used in conjunction with Section 179 expensing, another tax savings vehicle with a cap.<sup>3</sup>

The Section 179 deduction limit was raised to \$1,220,000 for 2024, an increase of \$60,000

compared to 2023.<sup>3</sup> After that amount, the expensing percentage begins to reduce. This year's total equipment purchase limit is \$3,050,000, up from \$2,890,000 last year.<sup>3</sup>

Bonus depreciation, which is generally taken after the Section 179 spending cap is reached, will continue to phase down from 60% in 2024 to 40% in 2025, 20% in 2026 and 0% in 2027.<sup>1</sup> ■

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

1. <https://www.irs.gov/newsroom/tax-cuts-and-jobs-act-a-comparison-for-businesses>

2. [https://www.irs.gov/publications/p946#en\\_US\\_2023\\_publink100078241](https://www.irs.gov/publications/p946#en_US_2023_publink100078241)

3. [https://www.irs.gov/publications/p946#en\\_US\\_2023\\_publink100097624](https://www.irs.gov/publications/p946#en_US_2023_publink100097624)

You can take 60% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31, 2024.





**JCB**

# BUY EQUIPMENT NOW AND **MAXIMIZE YOUR TAX DEDUCTION**



Deduct the price of new machinery this tax year!

Section 179 of the IRS tax code allows businesses to deduct the purchase price of qualifying equipment purchased or financed during the tax year.

Contact us to learn more about eligible equipment!



# Remote resolutions

## Smart Construction Remote helps Burks Excavation Corporation of Idaho save time and reduce expenses when updating plans



Watch the video

**B**urks Excavation Corporation of Idaho recently finished one of several complex ski-related projects the company has done during its nearly 30 years in business. The approximately six-month job included developing an 1,800-foot-long ski run that sloped from 28 to 35 degrees, lift enhancements, and new snowmaking areas.

To complete the project, Burks Excavation Corporation of Idaho used Komatsu Intelligent Machine Control (IMC) equipment with factory-integrated GPS machine control. General Manager Cody Allison created the project's design files that were uploaded to the machines, base stations and rovers.

Allison said projects like the ski resort are why Burks Excavation Corporation of Idaho added Komatsu's Smart Construction Remote, which allows users to send design file updates directly to targeted machines remotely from the company's offices. Files can also be sent from a smartphone. Smart Construction Remote allows users to remotely assist operators as well.

"It would have taken several hours to drive to the resort and back to do an update,"

said Allison. "With Remote, it can be done in a matter of minutes, so we are saving time and the costs that go along with driving to the job site. The update is done automatically, so the operator doesn't have to stop. Another great feature is that if there is an issue or the operator has a question, we can remotely access the screen in the machine, see exactly what they do in real time, and quickly resolve whatever it is without them having to wait for someone to come out to the site."

### Well worth it

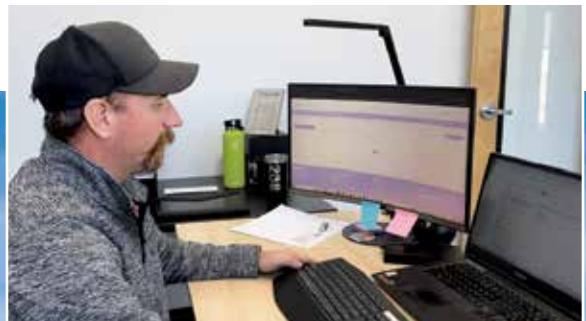
Allison estimated that Burks Excavation Corporation of Idaho uses Smart Construction Remote two to three times per week to send files and collaborate with operators.

"If you add up the time and expenses we save by using Remote, it's significant," said Allison. "It's relatively inexpensive. Basically, if you use it one time, it pays for itself. It's well worth the investment." ■

*\*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.*

**Burks Excavation Corporation of Idaho General Manager Cody Allison uses Komatsu's Smart Construction Remote to send plan updates to the company's Komatsu Intelligent Machine Control (IMC) equipment from his office.**

▶ VIDEO





# Technology to help you work smarter



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- Empower operators to work efficiently, pass after pass

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**KOMATSU**

# Extend equipment life at a reduced cost

## Komatsu and SRC of Lexington Inc. work together to provide high-quality remanufactured parts



Watch the video

**S**RC of Lexington Inc. works closely with Komatsu and its dealership network to provide high-quality remanufactured parts that help extend equipment life. The approximately 100,000-square-foot facility in Lexington, Ky., specializes in remanufacturing heavy equipment components for the mining and construction sectors.

Adam Trebolo, Director of Sales and Marketing at SRC of Lexington, detailed the comprehensive processes and technologies that define the facility's operations.

"Typically, we remanufacture components like engines, transmissions, hydraulic pumps and motors," Trebolo explained. "We take old, worn-out parts and completely disassemble them. Parts that can be reused are machined back to the original specifications, and new original equipment manufacturer parts are used for those that can't be salvaged."

There are many benefits of remanufacturing, including cost savings and promoted sustainability.

"Remanufacturing reduces the total cost of ownership significantly," Trebolo emphasized. "Replacing an old engine with a remanufactured

**To ensure consistency when remanufacturing components, SRC of Lexington employees use Task Forge, an electronic work instruction system software that ensures every step in the remanufacturing process is followed meticulously.**



one is much cheaper than buying a new machine, and it ensures the equipment is ready for another long service life. Remanufacturing also uses significantly less energy than producing new components. We reuse most of the iron, and we recycle what we can't use, so it's a more environmentally friendly option."

The facility's operations are meticulously organized to ensure quality and efficiency.

"When we receive a core, it's first inspected and identified," said Trebolo. "The disassembly process is kept separate from the assembly to maintain cleanliness, and every part undergoes thorough inspection and machining to meet original equipment specifications."

A cornerstone of SRC of Lexington's success is its pivotal relationship with Komatsu, which has existed since the facility's inception.

"This factory used to be a Komatsu plant until the financial crisis in 2009," Trebolo recounted. "We persuaded SRC to buy the operation, and since then, we've been a separate company but still closely aligned with Komatsu. They are our largest customer, but since then, we've taken on business from other OEMs, as well as some work directly with mines on other products."

### Investing in technology

SRC of Lexington's cutting-edge technology contributes significantly to the plant's capabilities.

"We use advanced techniques like metal buildup for worn surfaces and high-end machining to ensure parts are restored to their original dimensions," elaborated Trebolo. "Our coordinate measuring machine and 3D printers aid in precision and efficiency."

Trebolo added, "One thing that really makes us unique is we have our own electronic work instruction system software, Task Forge, which ensures every step in the remanufacturing process is followed meticulously. We've developed detailed photo instructions that guide technicians step by step. With over 100,000 steps in our system, we can ensure consistency and quality across all processes."

The facility's focus on lean manufacturing and continuous improvement is evident in its collaboration with the University of Kentucky and Toyota.



At SRC of Lexington's facility, an employee tests the hose pressure and quality of a remanufactured engine.



An SRC of Lexington employee uses a 3D printer inside the facility's clean room.

"We work on eliminating waste and improving efficiency," stated Trebolo. "For example, we've synchronized the assembly process for similar hydraulic pumps, reducing labor and increasing competitiveness in the market."

### Safety, dedicated employees

At SRC of Lexington, safety is paramount.

"We're really proud of our safety record here," Trebolo declared. "We've gone over 1,600 days without a lost-time accident, and we prioritize safety to ensure everyone goes home the same way they came in."

Employee ownership is another unique aspect that drives commitment and quality.

"As an employee-owned company, everyone here has a stake in our success," said Trebolo. "This ownership mentality ensures that our employees are dedicated to producing the highest-quality products."

With a focus on quality, efficiency and sustainability, SRC of Lexington continues to be a leader in remanufacturing capabilities. Its partnership with Komatsu and investment in advanced technology ensure that it remains at the forefront, delivering high-quality, cost-effective solutions to its customers. ■



▶ VIDEO  
Taking precise measurements to return components to OEM standards is a key step in SRC of Lexington's operations.

# New solutions on display

**World of Asphalt and AGG1 Aggregates Academy & Expo attendees see the latest in equipment and technology to maximize their operations**

**W**orld of Asphalt and AGG1 Aggregates Academy & Expo set a new attendance record with more than 15,800 industry professionals convening in Nashville for the 2024 event, a 38% increase compared to the previous 2022 record of 11,400. Attendees could see more than 440 exhibitors, including Komatsu, which displayed an HM400-5 articulated haul truck, a WA475-10 wheel loader and an HB365LC-3 hybrid excavator.

"Komatsu is deeply committed to our aggregate customers, and these products help increase productivity and return on investment," stated Nathaniel Waldschmidt, Product Manager, Excavators, Komatsu. "They are highly productive on mass production job sites and aggregate quarries where efficiency is key."

Komatsu's 473-horsepower HM400-5 has a 44.1-ton capacity, exceptional maneuverability and a smooth ride over rough terrain. The articulated haul truck features the Komatsu Traction Control System (KTCS), which provides excellent performance in soft and slippery ground conditions without sacrificing steering performance. It also features the

K-ATOMiCS transmission, which is fully automatic with an advanced electronic system to reduce shift shock and torque cutoff.

Developed with customer input, the newly designed 290-horsepower WA475-10 has next-generation technology that helps improve productivity and lower fuel costs. Compared to the previous model, it's up to 30% more fuel efficient with 8% more breakout force and 20% more boom lift force. Boom positions are adjustable in the cab with the push of a button, and the bucket positioner can memorize three horizontal settings. The redesigned bucket has generous curves on the side wall to retain material better, and a wrap angle enhances pile penetration to make the bucket easy to fill.

"The HM400-5 and WA475-10 are proven production machines in the aggregate industry, and we believe the HB365LC-3 will be as well," commented Waldschmidt. "It's designed for operations with high swing utilization such as loading crushers."

An ultracapacitor captures energy, then charges and discharges it rapidly to power the HB365LC-3's electric swing motor.

**World of Asphalt and AGG1 attendees check out various equipment solutions from Komatsu, including the HB365LC-3 hybrid excavator.**

## VIDEO





**Komatsu personnel provide information about equipment and Smart Quarry solutions during World of Asphalt and AGG1.**

When swinging, all available hydraulic power is sent to the boom, arm and bucket for improved cycle times and up to 15% increased production compared to the non-hybrid excavator design. The HB365LC-3 can save operations up to 20% in fuel costs compared to non-hybrid excavators.

### Smart Quarry solutions

Besides equipment, Komatsu highlighted its Smart Quarry solutions, which can assess quarry operations' needs and recommend the best fleet to help meet current and future production goals. Using expertise in digital solutions, Smart Quarry helps connect operations with the right tools to better understand, track and optimize mobile equipment, which can result in lower unit costs that help improve the bottom line.

"Our Smart Quarry team can help customers maximize efficiency by offering recommendations and options designed to maximize their productivity and meet their key performance indicators," said Salvador Davalos, Business Solutions Analyst, Smart Quarry, Komatsu.

Smart Quarry Study analyzes your job site to help determine the most efficient mobile fleet that will meet project targets. Custom detailed reports provide information about potential operational needs such as machine size, machine configuration and fleet size.

Smart Quarry Site is a total fleet management solution. Pre-shift inspections allow managers to identify any issues with the equipment. Remote job site monitoring provides a detailed view of the job site and each machine's performance. Fleet optimization and operator scorecards help engineers and managers make the most out of their equipment and personnel.

"Studies can be done on a job site and provide valuable information that gives a snapshot," explained Davalos. "It generally takes about a day. Our Smart Quarry Site solution is more comprehensive, with live data available over a longer period, and allows customers to track production numbers and make faster decisions on adjusting practices that improve production. Customers interested in either solution can contact their distributor to set up a Smart Quarry solution consultation." ■

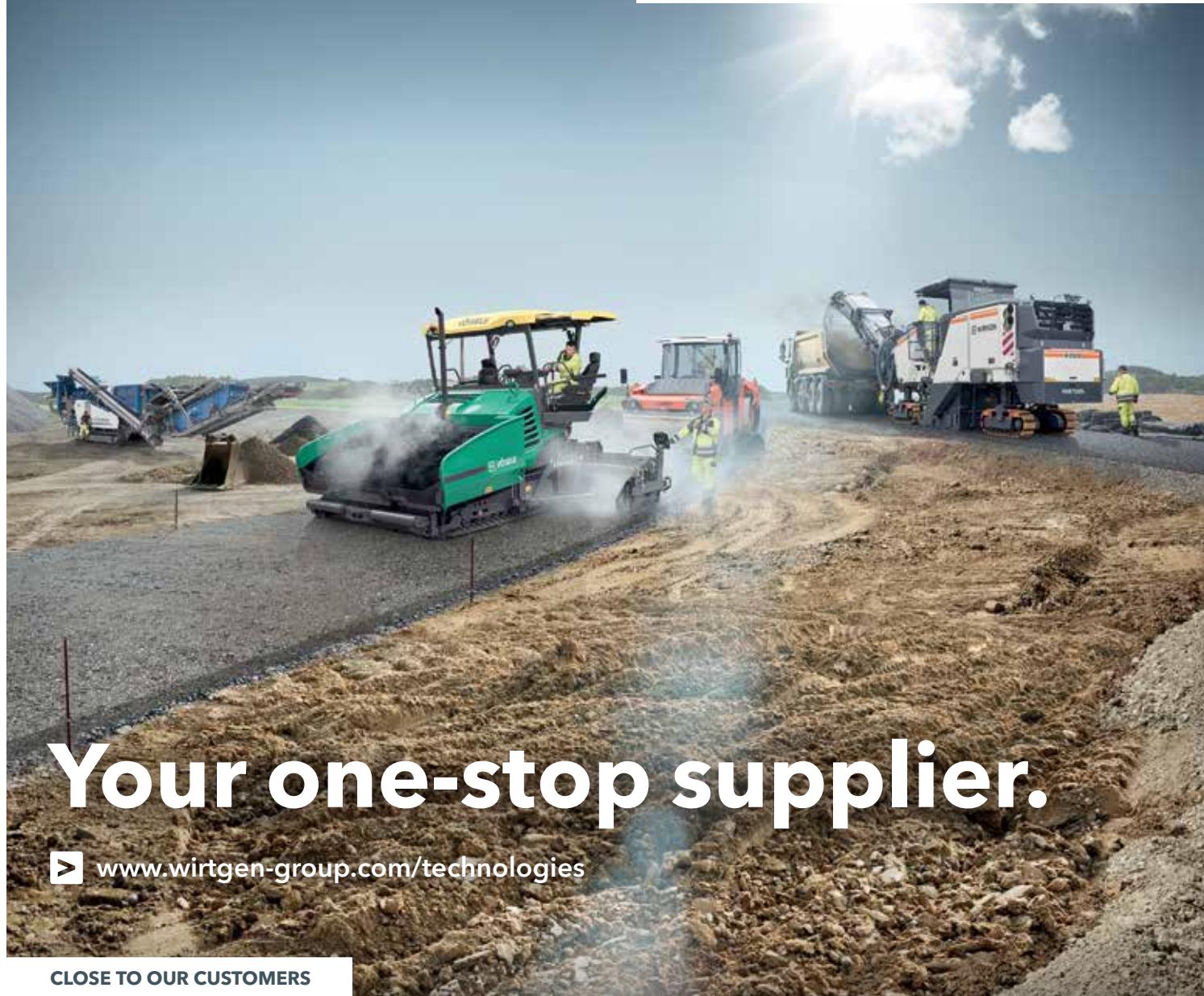


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# Ideal for chipsealing

## HAMM's new HP 100i pneumatic-tire roller delivers homogenous compaction with greater efficiency

**D**esigned especially for the North American market, HAMM has developed the HP 100i articulated pneumatic-tire roller primarily for the chipseal process. With five wheels on the front axle and four wheels on the rear axle, the working width is 67.9 inches, and the generous overlapping of the tire tracks ensures homogenous compaction.

To match the application, the HP 100i is offered with 6-ton, 8-ton and 10-ton operating weights. The ballast kits for adjusting the weight are designed in such a way that individual modules can be attached or detached as required. The 185-gallon-capacity water tank can be used for the ballasting. As an option, the roller can be equipped with a water-sprinkling system as well as scrapers for the tires, thermal aprons, and the HAMM Temperature Meter.

The working speed of the roller can be steplessly increased up to 11.8 miles per hour, while an intelligent travel control system supports smooth and precise reversing behind the paver. Anti-slip control (ASC) is also available as an option for improved traction on rough terrain. The steering provides an extra layer of safety. Thanks to a steering angle sensor and the associated speed control depending on the steering angle, the speed is automatically reduced during fast cornering. The operator can conveniently

return to the preset speed at any time via a rocker switch on the driving lever.

The HAMMTRONIC machine control system also guarantees energy efficiency in the on-board load management. It reduces the engine speeds in such a way that maximum power is always called up while fuel consumption remains low. The optionally available engine stop system, which automatically shuts down the engine during prolonged inactivity, also ensures low fuel consumption and low operating hours.

HAMM offers the pneumatic-tire roller with an open operator's platform, including ROPS, with a protective roof or with a ROPS cab. Many storage options are available in both, and depending on the configuration, cup holders, heating and an air-conditioning system are standard equipment or available as an option.

Seat height and the degree of hardness of the suspension — as well as seat tilt and the tilt and height of the armrests — can be adjusted as standard. For optimum visibility, the seat operating unit can be rotated 90 degrees to the left and right. Several optional features are also available, including a lighting package. ■

### Quick Specs

**Model**  
HP 100i

**Operating Weight  
(With Cab)**  
12,987 lbs.

**Horsepower**  
75.3 HP

**Working Width**  
67.9 in.



**HAMM's new HP 100i pneumatic-tire asphalt roller has five wheels on the front and four in the rear, and the generous overlapping of the tire tracks ensures homogenous compaction. Designed especially for the North American market, the roller is ideal for chipsealing.**



# Specialty equipment showcased

## Komatsu's waste package machines draw attention during annual WasteExpo in Las Vegas

**M**ore than 13,500 participants flocked to the Las Vegas Convention Center for WasteExpo 2024. Attendees could view equipment and technology from more than 500 exhibitors at North America's largest solid waste, recycling, organics and sustainability trade show.

Komatsu displayed its D65PX-18 WH, PC360LC-11 WH and WA475-10 WH waste package machines, which are specially designed to protect vital machine parts, improve protection from airborne debris and reduce wear on components.

"Komatsu has come a long way in improving our products in waste, and we're still constantly developing packages to get ultimate performance and production from our machines for heavy-duty waste applications," said Mario Muxo, Komatsu National Accounts Manager. "WasteExpo gives us the opportunity to show that and talk with customers about how we can help them be more productive."

For instance, the D65PX-18 WH dozer is a game-changer in landfill operations, particularly in trash management and cover. It features a comprehensive guarding system, including final drive seals, tanks and engine, to help protect the equipment from debris damage and contamination.

Other key features of the D65PX-18 WH include:

- A trash rack blade that provides operators with a wide range of vision and increased blade capacity for enhanced efficiency in moving piles

**Komatsu's D65PX-18 WH dozer is specifically designed for waste applications such as landfills.**

### ▶ VIDEO



- An A/C condenser mounted to the roof that helps shield the dozer from debris
- Front and rear striker bars that are designed to prevent debris from riding up on the tracks and damaging the chassis, improving reliability and efficiency in waste management use

Often used for sorting materials, the PC360LC-11 WH excavator has operator cab guarding, severe duty revolving frame under covers and a chassis seal package. The PC360LC-11 WH also has a wide core cooling package with 4-millimeter fin spacing, compared to a standard excavator with 1.75-millimeter fin spacing, and a corrugated and perforated screen package.

The WA475-10 WH wheel loader comes standard with guarding on the:

- Front window and light
- Bucket cylinder
- Front and rear frame
- Axle seals
- Fuel tank
- Articulation point
- Boom cylinder hose

Additionally, the WA475-10 WH wheel loader has cooling screens that increase the effective open area for airflow while reducing debris reaching the coolers.

### Attendees enjoy meetings, equipment and technology

American Recycling Management LLC General Manager, Robert Buffolino, and Chief Financial Officer, Dominic Susino, stopped by the Komatsu booth to see the machinery. The New York-area company recycles cardboard, metals and organics, relying on several pieces of Komatsu equipment and Komatsu Care Plus from its local Komatsu distributor for service.

"We get value from attending WasteExpo and seeing all the machines," commented Buffolino. "Getting to meet people and create new friends and business associates is great. We have purchased quite a few Komatsu machines in the last three years, and it's helped our business tremendously with recycling. Komatsu makes great products."



**The Komatsu WA475-10 WH wheel loader features guarding on the bucket cylinder, front and rear frame, axle seals, fuel tank, articulation point and a boom cylinder hose.**

According to Susino, American Recycling Management LLC has reduced its overall maintenance and operation costs with Komatsu Care Plus because its staff doesn't have to focus as much on maintaining equipment. Komatsu tracks the machines and takes care of regularly scheduled maintenance on time.

"It frees our people up to do other things," Susino noted. "As we roll out old equipment and replace it with new, we probably wouldn't buy anything that didn't have the Care Plus package."

Kamil Bak, Vice President of Accounting for Sims Municipal Recycling DBA Balcones Recycling, which operates material recovery facilities in New York City and other areas, attended WasteExpo to see new technology, such as software. He also came to talk about financing with lenders and manufacturers. The company runs several Komatsu loaders.

"This is my first time at WasteExpo, and it's definitely as big as advertised," said Bak. "It's exciting to see what everybody has to offer and meet and greet people. We have a preference for Komatsu because they're easier to maintain and troubleshoot in our opinion. We also believe that Komatsu's technology is better."

Environmentally Conscious Recycling of Portland, Ore., also runs several pieces of

Komatsu equipment, including loaders and excavators. Frank Gilbert, who manages operations and logistics for the company, attended WasteExpo for the second time.

"This year has been a little better, in my opinion, because I have a better understanding of the business, and I have learned a lot," stated Gilbert. "There is new technology that's brought progress and growth to the industry. We believe Komatsu is a leader. The equipment is dependable, and that's a huge thing for us."

### **Returning in May 2025**

Overall, Muxo said WasteExpo was a success: "It's been awesome; I believe there is probably double the foot traffic compared to the past couple of years. That means we get to introduce more attendees to our products and services and show them what we can do for them now and in the future with innovative solutions such as hybrid and electric machines that reduce the carbon footprint and increase sustainability."

WasteExpo is scheduled to return to the West Hall of the Las Vegas Convention Center from May 5-8, 2025. ■

\*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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