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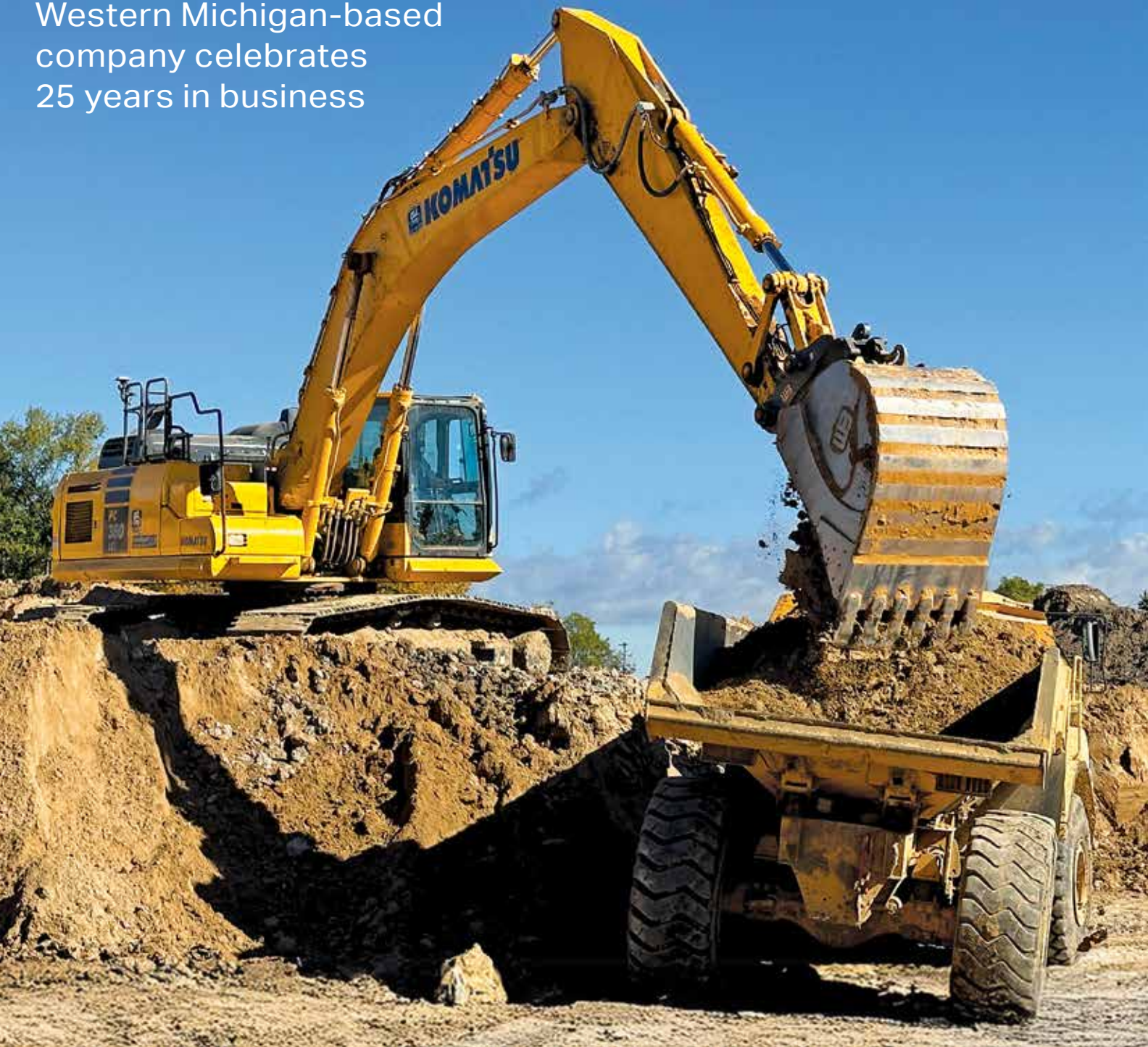


A publication for and about our valued Michigan customers • www.CECOnTrack.com • Summer 2025

KOMATSU

DeSal Excavating Inc.

Western Michigan-based
company celebrates
25 years in business





**Mark Kelso,
General Manager**

**Many solutions
available**



Dear Valued Customer:

I hope 2025 is going well.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

During the busy construction season, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

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

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Lansing, MI 48906
(517) 321-8000
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Celebrating 25 years in business

Kevin Sal takes advantage of an opportunity to team up with a new business partner and build DeSal Excavating Inc. in Western Michigan



Kevin Sal,
Vice President

As the saying goes, "When one door closes, another door opens." Sometimes it happens almost immediately, like when Kevin Sal quit his job and was presented with an opportunity to start a business on the same day 25 years ago.

"I was sitting with a friend and his phone rang," recalled Sal. "It was my friend's business partner, Jim DeWitt. After a few minutes, he said, 'Jim wants to talk to you.' Jim said he wanted to start an excavation company. We met a couple of days later, and he wanted to know what we needed to get started. We bought a dozer, combined our last names and started DeSal."

Sal put his prior experience to work in building DeSal Excavating Inc., as well as some contacts he'd made who were calling and asking him what his plans were.

"In high school, I mowed grass for a neighbor who had an excavation company, and I ended up going to work for him and was put on a pipe crew," Sal said. "They taught me some things, and I got my CDL. I eventually left and went to work for another company as a truck driver, then started a hydroseeding business to get the entrepreneurial feel. I decided to quit there after a couple of years, and that's when Jim and I met up and started digging basements."

Based in Zeeland, DeSal Excavating covers Western Michigan and has grown to about 20 employees. The company performs full site packages that consist of everything from stripping to seeding, including all earthwork and underground utility installation. In addition, it offers demolition, land clearing and snow removal, runs its own trucks, and recycles concrete at its shop for reuse as base material.

From \$10,000 to \$3 million

DeSal Excavating typically has seven to nine jobs in various stages of development within about an hour's radius of its home base and currently works as a general contractor. Sal runs day-to-day operations and is the vice president.

"Now, we're about evenly split between doing subdivisions and municipal work."

*-Kevin Sal,
Vice President*

DeSal Excavating uses Komatsu Intelligent Machine Control (IMC) dozers from stripping to finish grade.



"Within the first year, we were actually handed a subdivision, so we ramped up quickly and progressed from there," shared Sal. "Now, we're about evenly split between doing subdivisions and municipal work. During the recession a few years ago, we were almost exclusively utilities and public works projects because that's what the market demanded, and we gear ourselves toward the market. Residential has made a comeback, so we are back in that market too. We like doing the subdivisions because we find them fairly easy."



► VIDEO

Operator Jordan DeJonge puts a road to grade with a Komatsu D61PXi-24 IMC dozer on a subdivision project in Byron Center, Mich. "It's big and smooth, and it will move a lot of dirt," said DeJonge. "The IMC helps me see where I am in relation to finish grade. It's nice not having to work around stakes and rely on staking scheduling."

A recent subdivision in Byron Center is a good example of the type of work DeSal Excavating likes to do. A crew stripped approximately 25,000 yards of topsoil and moved about 75,000 yards of clay, with some fills exceeding 25 feet for building house pads. Additionally, DeSal Excavating installed 1,200 feet of water main, 1,300 feet of sewer line and about 2,500 feet of storm drain.

"Jobs like this are really our sweet spot," stated Sal. "Our range goes from \$10,000 to \$3 million, so our spectrum is broad. The jobs have certainly grown over the years. I remember that when we got our first million-dollar job, I was about sick with worry. Now, we're a little more casual about those and even bigger ones because we know we have the people and experience to handle them."

IMC leads to more jobs

In addition to DeSal Excavating's staff, Sal credits AIS/Continental Equipment Corporation for helping his company expand. He was familiar with AIS/CEC from his previous employer who ran Komatsu equipment, and Sal bought his first Komatsu machine, a PC300 excavator, not long after starting DeSal Excavating.

"That was probably in our second year, and things have progressed from there," commented Sal. "I love the service we get from the service department at Grand Rapids,

especially Service Manager Mike Burgdorf. Everyone goes above and beyond, and I feel like they have my back. I really like that they take care of my newer machines with Komatsu Care and will do it after hours to limit downtime."

Committed to improving DeSal Excavating's production and efficiency, AIS/CEC offered Sal a demonstration of a Komatsu D51PXi Intelligent Machine Control (IMC) dozer with integrated GPS technology.

"I love the service we get from the service department at Grand Rapids, especially Service Manager Mike Burgdorf."

*-Kevin Sal,
Vice President*



Discover more at
CECONTrack.com

"I told him he was wasting his time, but we tried it anyway on a project building some baseball and soccer fields," said Sal. "It didn't take long to realize we had to have it because we could immediately see the time and cost savings. We used to hand string everything and do a bunch of staking. That's virtually eliminated, so we are saving on that cost. We are completing jobs probably 15% to 20% faster, and that's allowed us to do more projects a year."

Sal continued, "The cab design with the slant nose and its positioning that moves

Continued...

'There is no guesswork'

... continued

By the numbers

- 7 to 9 jobs are usually going on at once
- Projects typically range from **\$10,000 to \$3 million**
- Jobs are being completed about **15% to 20%** faster with Komatsu IMC equipment



DeSal Excavating's fleet includes a Komatsu PC290LCi-11 IMC excavator.



Operator Chris Scholten loads trucks as he trims side slopes with a Komatsu PC360LCi-11 IMC excavator. "We're saving a lot of time in staking and putting sites to grade with the excavator," said Scholten. "With IMC, I can get right to the point where all the dozer has to do is make one pass and it's done, then we're ready for topsoil."



the operator forward is also beneficial for increasing production. You can see the entire blade, which helps with precision when working around objects and close to curbs."

DeSal Excavating currently runs Komatsu D51PXi-24 and D61PXi-24 IMC dozers as well as PC290LCi-11 and PC360LCi-11 IMC excavators. It uses the excavators to precisely dig and place bedding materials in utility trenches, as well as dig to grade on various projects.

"We're using the IMC machines from start to finish on practically every project we do now."

*-Kevin Sal,
Vice President*

"There is no guesswork," stated Sal. "Once the excavators hit target elevation, they stop you from digging any deeper, so there is no wasted time or the expense of putting more bedding than is necessary. In addition, we can put a pad, pond or road to grade with little to no need for a dozer."

Sal added, "We're using the IMC machines from start to finish on practically every project we do now. I can't see us ever going back to any other way of doing things. I think one of the most telling signs of how important it is to us is that even our old-school operators want to use them. I thought they would be resistant to GPS, but they have adapted to it and are fully on board."

Still hands-on

Sal isn't actively seeking growth, but he's not opposed to it either if the time and opportunity are right. He's more focused on maintaining quality control and DeSal Excavating's reputation for delivering projects on time and on budget.

"I had a successful person tell me to stick with what you know and what you're really good at," reflected Sal. "I like where we are, especially the development part. I think a lot of the jobs we get are because customers know I'm hands-on and still on the job every day making sure we are on track. They know I live and breathe it. I mean, what's not to like about dirt work? You can see what you accomplish every day." ■

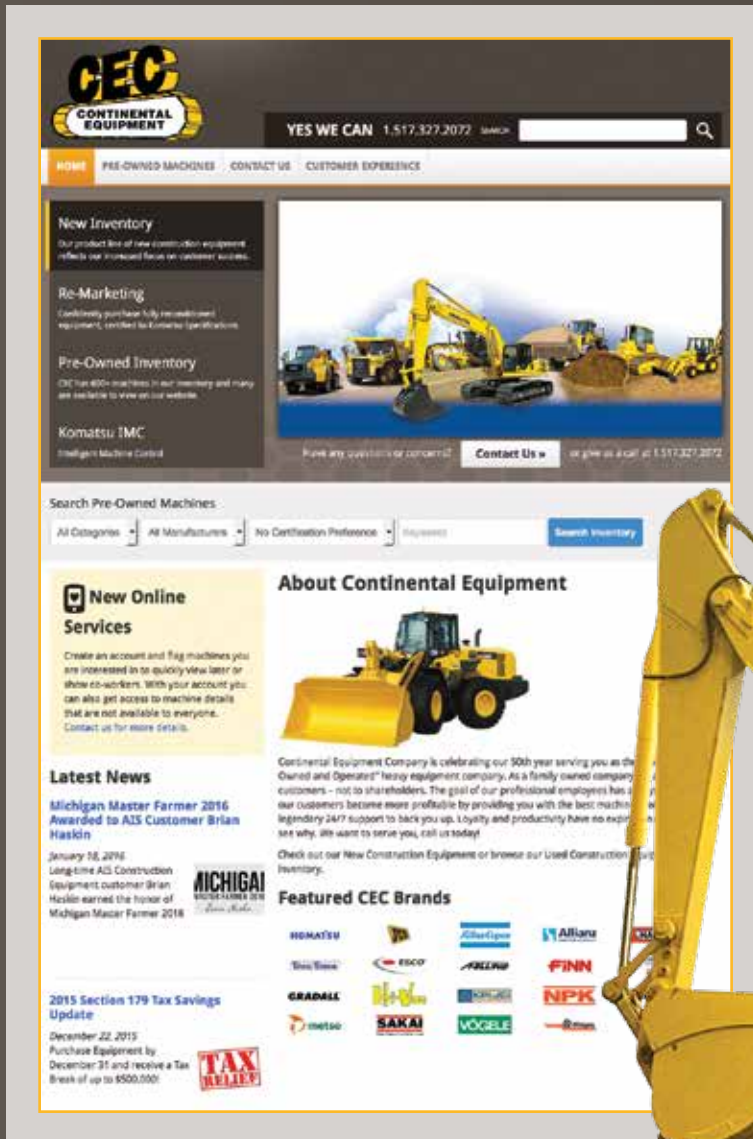
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Data-driven solutions

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

Data is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as Intelligent Machine Control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives

users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

Anetsberger continued, "We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination."

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:



Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.



Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.

- 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 be able to do it remotely?

One option is Smart Construction Office, a 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 that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"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." ■

Hands-on happenings at Cartersville

During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout



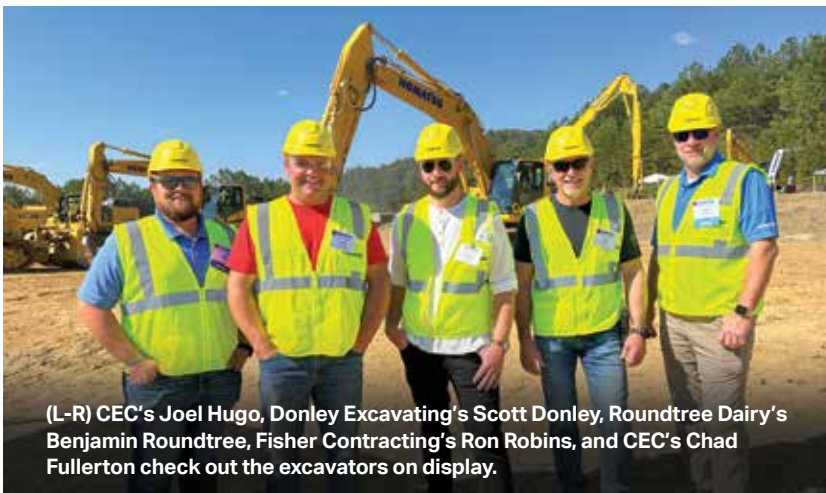
Watch the video

Gaining general insights into how equipment and technology provide value can benefit your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

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

"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture



(L-R) CEC's Joel Hugo, Donley Excavating's Scott Donley, Roundtree Dairy's Benjamin Roundtree, Fisher Contracting's Ron Robins, and CEC's Chad Fullerton check out the excavators on display.



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



► VIDEO

Demo Days attendees operate equipment.

of what we have to offer in helping them with equipment and the digital transition of their operations."

Informative presentations

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

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." ■



Komatsu Smart Construction experts explain how to use Smart Construction solutions designed to promote jobsite efficiencies.

By the numbers

- 3-day event
- 40+ products on display
- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry

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Tips to help keep operating costs down

Find lower fuel costs with five timely tips

Fuel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics helps fleet managers easily track idle time by machine and for their entire equipment lineup. If they see excessive idling, they can then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can

guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils,



There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.



A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.

and in most instances, "economy" mode will get the job done while controlling fuel burn

- The "power" mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using

equipment, including choosing the right size for the job.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

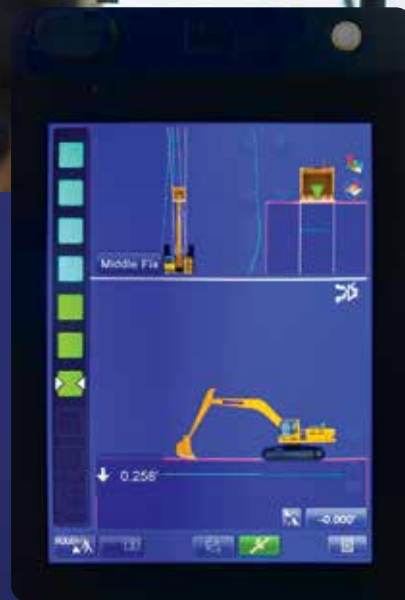
Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. ■



Technology to help you work smarter



Maximize productivity on your jobsites with advanced automation technology. **Komatsu's Intelligent Machine Control (IMC)** can help you get the most from your machines, crew and carefully designed plans.

- Get new operators up to speed quickly
- Go from mass excavating to finished grading faster than ever
- Help eliminate potential damage to design surface
- Empower operators to work efficiently, pass after pass

Discover more ► komatsu.com/imc

KOMATSU

Expand data-collection capabilities

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

On a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster.”

*— Ron Schwieters,
Smart Construction Senior
Customer Manager,
Komatsu*

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

“Komatsu’s 3D Machine Guidance solution was originally designed just for excavators,” explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. “3D Machine Guidance Flex expands on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator’s perspective. They were no longer relying on survey personnel to tell them where grade is

and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up.”

Prevent over-digging and missed fills

A tablet mounted in the machine’s cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster,” said Schwieters. “Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started.” ■



With Smart Construction 3D Machine Guidance Flex, as-built data is collected from nearly any machine, including scrapers, loaders or pickups.

Real-time data to optimize operations

Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production

You're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"Smart Quarry Site offers a more comprehensive tracking over a longer period of time to provide a more in-depth understanding of a quarry and ways to improve it."

*-Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions
- Compare operator or shift performance to reward your best operators and coach those needing improvement
- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

"The hardware is wired into your machines, and it's pulling data such as payload from the truck and reporting back to the loader operator,



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.

so they know exactly how many tons per pass they have done,” said McGinnis. “Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling.”

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers,” noted McGinnis. “We have a dedicated team that’s ready to deploy to the site, monitor and work with customers to optimize their operations.”

Prime example

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed

on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers.”

– Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu

“One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks’ payloads, which equated to about eight additional tons per truck,” McGinnis stated. “If you’re running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That’s a big bottom-line improvement.”

McGinnis added, “Something like that could also change practices because if you hit a production target faster, you don’t have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started.” ■

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 yellow gear are visible around the machinery. The ground is uneven and covered in dirt and gravel.

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Pave effortlessly

WIRTGEN GROUP rolls out new SP 33 slipform paver at World of Concrete 2025

Versatile, maneuverable and efficient describe the new WIRTGEN SP 33 slipform paver that has two configurations, which thanks to its fully modular construction concept, enable the paving of monolithic concrete profiles. These include curbs and berms, rectangular profiles, concrete safety barriers up to a height of 52 inches, and drainage and gutter profiles.

In the offset paving configuration, the SP 33 can effortlessly pave concrete slabs with a pave width of up to 7 feet, and in combination with a trimmer, up to 8 feet wide. The Crosspave version can pave slabs up to 10 feet wide transversely to the direction of travel of the machine. Both solutions can be controlled by the innovative operating concept with an event-driven graphic display. The ECO mode detects every working situation without the need for manual intervention by the operator and ensures automatic, load-optimized regulation of engine output for optimum engine efficiency, maximum fuel economy and low noise emissions.

The operator is further assisted by the AutoPilot 2.0 control system. The two crawler units with parallelogram swing legs at the front and a laterally adjustable crawler unit at the rear enable zero-clearance installation and maximum flexibility. This makes it the ideal choice for use on construction sites that demand a high degree of maneuverability and the paving of tight radii.

Production System: WPS 102i, SP 124i and TCM 180i

With its concrete paving train orchestration, WIRTGEN also offers completely coordinated machine technologies and practice-oriented equipment variants. They help users to fulfill quality requirements, in particular regarding outstanding evenness of the paved concrete surface. The Production System comprising a WPS 102i placer/spreader, an SP 124i inset slipform paver and a TCM 180i texture curing machine was also on display at World of Concrete.

Stringless paving with AutoPilot 2.0 provides process efficiency

Conventional concrete paving methods rely on a physical stringline for controlling the paving process. As an alternative, WIRTGEN offers its field-proven AutoPilot 2.0 control system, which is available for all offset pavers and placer/spreaders. The need for a physical stringline is eliminated, which results in considerable savings in terms of time and effort and increases the safety of the paving crew. At the same time, the system precisely controls both the height adjustment and steering of the machine. A GNSS signal and, depending on the configuration, various local sensors serve as a reference. It also enables fast and precise paving of tight radii and complex geometries. ■



WIRTGEN's new SP 33 slipform paver can pave concrete slabs up to 7 feet wide in the offset paving configuration and up to 10 feet transversely to the direction of travel.

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KOMATSU



Developed with contractor input

PC210LCi-11 IMC 2.0 excavator helps control for overdigging and delivers versatility in a compact, easily transported size.

Are you looking to help lessen the skill gap between new and experienced operators and quickly support your bottom line? Komatsu's Intelligent Machine Control (IMC) is designed to do just that. IMC is part of the company's suite of Smart Construction products, services and digital solutions incorporating advanced, proprietary machine technology. Developed with input from leading construction companies, IMC gives contractors sophisticated, productivity-enhancing automation along with cutting-edge jobsite design.

Komatsu's IMC 2.0 lineup includes the 165-horsepower PC210LCi-11 excavator. A smart choice for contractors who need a versatile solution that still offers an excellent range, the PC210LCi-11 is Komatsu's smallest IMC excavator. It is designed for digging in exacting applications such as precise footings, retention ponds and utility work. Its factory-integrated system helps control for over-excavation and empowers operators to dig straight to grade quickly and accurately.

"It's great for a range of applications, and it especially shines in utility work where precise trenching is involved," said Nathaniel Waldschmidt, Product Manager, Excavators, Komatsu. "Our technology won't let operators dig past target elevation, so having to put material back or replace it with expensive fill can be virtually eliminated. That also helps newer operators get to grade fast and confidently."

Automated features

Operators can finish grades quick and with precision by using bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. This enables finished grading using only arm input.

"With bucket angle hold, they can curl the bucket all the way in and use the heel to really smooth out the final pass," explained Waldschmidt. "That just helps increase the ease of operation and helps improve final grading accuracy."

The PC210LCi-11's auto tilt bucket control assists the operator in aligning the bucket parallel with the slope, so finish grading can be accomplished without having to align the machine with the target surface.

"You can run a tilt bucket and increase efficiency because the bucket will tilt automatically directly to the plane of the design surface," stated Waldschmidt. "It makes complex grading a lot faster and easier." ■

Quick specs			
Model	Horsepower	Operating weight	Bucket capacity
PC210LCi-11	165 HP	51,397-53,882 lbs.	0.66-1.57 yd ³



The Komatsu PC210LCi-11 Intelligent Machine Control (IMC) 2.0 excavator features bucket angle hold control and auto tilt bucket control, which help operators finish grading efficiently.

Substantial improvements in performance

WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs

Komatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments
- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump

systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." ■

Quick specs

Model	Operating weight	Net horsepower	Bucket capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd ³



The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.



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Designed for high production

HD465-10 and HD605-10 haul trucks offer high payload capacity and improved fuel economy

If you're aiming to boost production and lower operating costs when moving materials, check out Komatsu's new HD465-10 and HD605-10 mechanical haul trucks. These trucks are designed to help increase productivity and improve fuel efficiency in quarry, mining and aggregate applications.

The HD465-10 is a 60-ton rigid frame machine with a high payload capacity and efficient hauling capabilities. The HD605-10 is a 70-ton rigid frame machine designed for reliability and durability. Both trucks offer a tight turning radius for easy navigation on narrow haul roads and ergonomically designed cabin features for operator comfort during long shifts. With increased horsepower and high-strength steel for reduced operating weight, the machines are built to provide excellent speed on grade.

Additional features include a MacPherson-type independent front suspension that allows the vehicle to smoothly traverse uneven road surfaces, the ability to regulate fuel efficiency for lighter work with "economy" and "economy light"

modes, and control downhill descent with the automatic retard speed control function.

Enhanced operator platform

New operator features include hill start assist, throttle lock, a retractable sun visor and waiting brake. Beneficial maintenance elements include plastic resin wheel chocks, maintenance-free batteries, brake performance checks, and ground level Komatsu Oil and Wear Analysis (KOWA) sampling ports. A full LED light package delivers exceptional operator visibility.

"Komatsu is committed to developing equipment that supports our customers' needs and helps them be most effective at the job site," said Madeline Pearce, Product Marketing Manager. "The fuel efficiency and productivity benefits these products provide, combined with a number of operator-focused features, demonstrate that commitment. We are excited to provide these new models of haul trucks to support our customers across North America." ■

**All comparisons are to the previous Komatsu model(s) unless otherwise stated.*



Extended warranty coverage options

Komatsu Care programs help you efficiently determine total cost of ownership during your machinery's lifetime

Making variable costs associated with total cost of ownership (TCO) — repair and maintenance, fuel, hourly wages — predictable can help you budget and avoid large, unplanned expenses. It also contributes to efficiency in estimating, bidding and determining operating expenses. One way to support effective cost management is to purchase an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.

Machinery comes with a standard warranty that covers a certain number of hours or years. Once the machine hits those marks, the owner covers any other, and often unpredictable, expenses. Extended warranties offer the advantage of, for a relatively nominal monthly charge, the peace of mind that when service or repairs are needed, they will be covered, mitigating against being hit with a potentially big bill.

Komatsu offers several options, including Komatsu Care Plus for extended maintenance for up to 10,000 hours, Komatsu Care Plus II

for extended maintenance and repair for up to 12,000 hours, and Komatsu Care Advantage for extended repair coverage. Three options are available with Komatsu Care Advantage: Powertrain, Powertrain Plus and Premier. Services are performed by Komatsu-certified technicians using Komatsu Genuine Parts and fluids.

“Most Komatsu construction machines have Komatsu Care Complimentary that covers scheduled services for the first 2,000 hours or three years, as well as two diesel particulate filter exchanges,” said Ryan Boekeloo, Manager, Aftermarket Contract Business, Komatsu. “Komatsu Care Plus extends that coverage after the complimentary period. Komatsu Care Plus II provides the same with the addition of repairs for further certainty, and it is currently our most utilized option. It’s geared toward those that want maintenance and repairs covered but will handle taking care of consumable items themselves.”

Komatsu Care Plus III is an option for larger wheel loaders, rigid frame trucks and dozers.

Komatsu Care Complimentary	Komatsu Care Plus	Komatsu Care Plus II	Komatsu Care Plus III	Komatsu Care Advantage
<i>Complimentary maintenance</i>	<i>Extended maintenance</i>	<i>Extended maintenance and repair</i>	<i>Extended maintenance, repair and consumables</i>	<i>Extended repair coverage</i>
<ul style="list-style-type: none">• Automatic scheduling• Maintenance parts and fluids• Travel and labor included• KOWA oil analysis• 50-point inspection• Service record history• Eligible for Komatsu Certified	<ul style="list-style-type: none">• Automatic scheduling• Maintenance parts and fluids• Travel and labor included• KOWA oil analysis• 50-point inspection• Service record history• Major component assurance• 100% core guarantee• Special financing• Eligible for Komatsu Certified	<ul style="list-style-type: none">• Automatic scheduling• Maintenance parts and fluids• Travel and labor included• Genuine parts• KOWA oil analysis• 50-point inspection• Service record history• Comprehensive repair coverage• Diagnostics included• Competitive pricing• Special financing• Eligible for Komatsu Certified	<ul style="list-style-type: none">• Automatic scheduling• Maintenance parts and fluids• Travel and labor included• Genuine parts• KOWA oil analysis• 50-point inspection• Service record history• Comprehensive repair coverage• Consumables• Diagnostics included• Competitive pricing• Cost-per-hour billing• Eligible for Komatsu Certified	<ul style="list-style-type: none">• Customizable repair coverage• Powertrain — powertrain components only• Powertrain Plus — powertrain and hydraulic systems• Premier — comprehensive machine coverage• Travel and labor included• Genuine parts• Diagnostics included• Service record history• Special financing

Distributor representatives can help you determine which Komatsu Care plan is right for your operation. Several options are available to cover maintenance, repairs or both.



Komatsu Care services are performed by Komatsu-certified technicians who use Komatsu Genuine Parts as well as fluids.

This program is designed for businesses such as quarries and mines that keep equipment for 30,000 hours before rebuilding or taking it out of service. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Komatsu Care Plus III is designed to be even more comprehensive because it includes brakes, hoses, pins and bushings, and the cost is based on utilization.

Cost-per-hour billing plan

The cost-per-hour billing plan is another option that can help you take control of your ownership and operating costs as machines age. The plan provides unlimited scheduled maintenance services at a fixed rate for 60 months.

This subscription-style billing plan gives customers a cash-flow-friendly alternative and lets them extend coverage beyond a warranty period. There is a nominal upfront opt-in charge. Customers then set their cost per hour for 60 months and are billed based on the machine's monthly usage. Price protection is built in as the rate doesn't change.

Benefits of cost-per-hour billing include:

- Unlimited hours
- Up to 60 months of coverage
- Price protection

- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based on machine utilization reported in Komtrax
- National coverage

Usage is tracked with Komatsu's Komtrax telematics system. Added peace of mind comes in knowing that, as with other Komatsu Care offerings, the services performed with Komatsu Care Plus under the cost-per-hour billing arrangement are done by certified technicians.

This billing arrangement is restricted to current production models such as -11 excavators. Hourly rates vary depending on the machine. Once the initial 60-month period ends, customers may opt in again at the current rate. Customers can cancel their subscriptions any time after 1,000 hours and two completed services without penalties or fees.

"Customers often add coverage with the initial machine purchase, making the transition from initial Komatsu Care to their extended program part of the purchase price and seamless," said Boekeloo. "They can add on later, too. The coverage they choose will depend on a few factors, so we recommend consulting with their distributor representatives to get the right one for them." ■

Accurate measurements at all times

Komatsu's Smart Construction Base/Rover system makes it easy to collect data and measure surfaces relative to 3D designs

Knowing at any time how close a jobsite is to the project design's final grade has never been easier. One of the simplest ways to get accurate measurements is with a Komatsu Smart Construction Base/Rover combination that features advanced global navigation satellite system (GNSS) technology currently available to deliver precise measurements, even in challenging environments.

"Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

*-Darrell Binnion,
Product Trainer,
Technology Business Support,
Komatsu*

Komatsu's Base/Rover technology features patented Universal Tracking Channels designed to enhance the efficiency of identifying and using satellite signals. This innovative approach aims to optimize satellite signal processing, offering users improved connectivity in various conditions.

"Our Komatsu-branded base and rover was designed with customers in mind, with a

typical setup that includes a receiver and a data collector, that are compatible with a rover pole, and tripod and bipod poles," said Darrell Binnion, Product Trainer, Technology Business Support, Komatsu. "Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

Ultimate signal lock

Easy to learn and use, this versatile solution with a signal scrubbing fence antenna provides ultimate signal lock, high-accuracy RTK (real-time kinematic) positioning, multiple communication configurations and LongLink interference-free communication, helping you complete your work with precision and speed.

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol
- L Band-ready technology with HiPer VR
- A highly configurable design to grow with you
- Topcon Universal Tracking Channels technology that tracks GNSS signals currently available and is designed to track the constellations and signals of tomorrow
- Field-tested, field-ready, IP67-rated design
- Compact form ideal for millimeter GPS and hybrid positioning
- Revolutionary nine-axis IMU and ultra-compact three-axis eCompass
- Compatibility with Smart Construction Remote

Customers frequently purchase Smart Construction Base/Rover with Komatsu's Intelligent Machine Control dozers and excavators, as well as 3D Machine Guidance and the 3D Machine Guidance Flex kits. These kits use the base and rover units to communicate with satellites and radio, ensuring accurate grading and site layout.

"The setup comes with many advantages, the main one being support and training from our team and your distributor's technical solutions experts," said Binnion. "Another is that you can bundle and purchase with an Intelligent Machine Control dozer and excavator and finance it all together." ■



The Komatsu Smart Construction Base/Rover combination is designed to deliver precise measurements even in challenging environments with advanced global navigation satellite system (GNSS) technology.

On the light side



"No ... actually, we made them out of really huge Legos."

Did you know?

The O&H Danish Bakery in Racine, Wisconsin, makes 7,000 Kringles a day during the holiday season. A Kringle is Wisconsin's state pastry, and it originally hails from Northern Europe.

One World Trade Center in Manhattan is the tallest building in the Western Hemisphere at 1,776 feet.

Wonder Bread was created in Indianapolis in 1921 at the Taggart Baking Company.

Encompassing 38 miles along the Atlantic Ocean and Chesapeake Bay coastlines, Virginia Beach claims the Guinness World Record as the "world's largest pleasure beach."

In 2023, Louisiana broke ground on a restoration project that will reconnect the Mississippi River with its wetlands, the single-largest ecosystem restoration project in U.S. history to date, per a National Audubon Society press release.

National Puzzle Day, which takes place on January 29, was started by puzzle enthusiast Jodi Jill over 25 years ago.

Vanilla is a member of the orchid family.

Brain Teasers

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

1. KATCR _____
2. RLEDI _____
3. RLORLE _____
4. RKOSCPTE _____
5. HESO _____



See the answers



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