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Tractor Times



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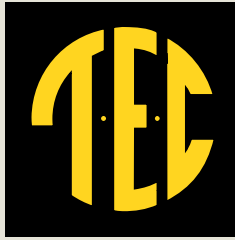
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A Message from the CEO



Chad Stracener

**Our commitment
is to support**



Dear Valued Customer:

It's hard to believe how fast 2022 is going by! The construction outlook remains positive, but all companies continue to battle supply chain and labor constraints. It seems as soon as we solve one problem, another arises. I want to assure you that TEC is working tirelessly to overcome and stay ahead of issues for our customers. Our commitment is to provide first class support for products we sell, regardless of external factors. If you ever feel that we are falling short of our support commitment, I'd like to hear from you personally... please call me directly at (770) 715-4270, and let me know how I can help solve your problem.

In this edition of the Tractor Times, I would encourage you to read the "Tech Talk" article. Komatsu has a suite of Smart Construction solutions designed to help companies digitally transform their operations throughout every phase of a project. TEC continues to invest in this field . . . we have Specialists ready to assist you with any of your questions or needs.

Most of the information needed to make important fleet management decisions is now available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data includes machine utilization, fuel consumption and idle time. Learn how to access this information and use it to your advantage.

While technology is relatively new in the construction industry, sustainability is not. Construction has been a leader in recycling and reusing materials, as well as diverting them away from landfills. That is great for the planet, and these practices can be profitable. Discover how focusing on sustainable practices can benefit your bottom line.

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

Sincerely,

A handwritten signature in black ink that reads 'Chad Stracener'.

Chad Stracener
CEO



Tractor Times

TEC1943.com

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Sprinkling residential jobs into its schedule of commercial projects keeps Red Clay Enterprises busy year-round



Mark Campbell,
owner



Ryan Ellerbee,
vice president of
operations

Growing up on a farm in Georgia taught Mark Campbell the value of hard work — and how to operate heavy equipment. In 2004, Campbell combined the two skill sets to found Red Clay Erosion Control Inc. with his childhood friend and business partner Ryan Ellerbee, which operates today as Red Clay Enterprises.

"I grew up on 5 acres of land," recalled Campbell. "By the time I was 12 years old, my dad got me a job working part time for a landscaper down the street from our house. Did that experience lead me to dream of owning a construction company when I grew up? Probably not. But, I was presented opportunities to go down this path and have been fortunate enough to take advantage of them.

"In just four years, Ryan and I built up Red Clay Erosion Control to six crews until the economy collapsed in '08," continued Campbell. "We transitioned into a niche grading subcontractor that could fix a blown-out slope or a pond that needed demucking. Developers noticed the quality of our work, which led us to land larger contracts as the economy recovered. That's

also around the time we changed the name to Red Clay Enterprises because we didn't want to limit our scope of work."

Based in Dallas, Ga., the company provides turnkey site solutions for Paulding County and the surrounding counties. The company employs 20 people and is continuing to grow.

"We take a job site from clearing to graded pads ready for slabs," stated Campbell. "We prefer commercial jobs that are 5 acres or under, and we will take on a variety of residential projects to supplement work. The commercial project serves as a home base while we clear lots, silt fence, haul rocks and tree trash, or dig basements. We do a little bit of everything."

D51PXi increases productivity

At a specialized commercial project, Red Clay Enterprises is performing the sitework for The Golden Anchor. The completed project will provide covered storage for 161 boats and RVs, 92 uncovered spaces, and 82 5-by-10-foot storage lockers. The property will also include a 10,000-square-foot storage building with a detailing facility.

At The Golden Anchor job site, an operator cuts a trench with a Komatsu PC170LC excavator.





► VIDEO

An operator cuts to grade with a Komatsu D51PXi-24 intelligent Machine Control (iMC) dozer at The Golden Anchor job site. "On smaller commercial projects like The Golden Anchor, it's impressive how quickly we're able to complete work because of the increased productivity from the D51," noted Mark Campbell, owner of Red Clay Enterprises. "We had a model built for the job site and haven't had to use any stakes to check grade. There's no second guessing while we're moving material, which means every blade counts."

"At the start of the pandemic, we conceptualized this project to keep us busy," said Campbell. "We bought the land, got it zoned and cleared the existing trash on-site. To create the necessary space for the facilities, we're moving 32,000 yards of dirt."

To move the material, Red Clay Enterprises utilizes a fleet of Komatsu equipment, including a D51PXi-24 intelligent Machine Control (iMC) dozer, a PC210LC excavator, a PC170 excavator with a rock hammer attachment and a D39PX dozer. Campbell was hesitant to add a GPS-equipped dozer, but he now views it as an invaluable tool for his business.

"On smaller commercial projects like The Golden Anchor, it's impressive how quickly we're able to complete work because of the increased productivity from the D51," noted Campbell. "We had a model built for the job site and haven't had to use any stakes to check grade. There's no second guessing while we're moving material, which means

every blade counts. The D51 has the power to move large quantities of material but the finesse to reach final grade. We can utilize it in a variety of ways. That allows us to complete jobs in a couple of days that would take a week without the D51."

Campbell also appreciates the design of the D51PXi-24 and D39PX dozers.

"The visibility for the operator is fantastic because the design puts them in the center of the machine," said Campbell. "The slanted nose allows you to see the blade and any objects in front of you, which you can't see from competitive machines. They're just good-looking machines that allow you to work more efficiently."

It's about the relationship

To find the right equipment for its jobs, Campbell works closely with Tractor and Equipment Company (TEC) and sales representative Charlie Pettit.

"I've built a great relationship with Charlie and TEC," stated Campbell. "It goes back to them



Discover more at
TECTractorTimes.com

Continued...

'They've been a partner to us since day one'

... continued

doing what they say they're going to do. They follow through on their commitments and answer the phone whenever I call."

Campbell's relationship with TEC dates to the first year building his company.

"We grew from a small-town company using a walk-behind trencher and truck to having the full support of a distributor," explained Campbell. "That took real belief and commitment on TEC's part. They've been a partner to us since day one, and I feel like they still care about the smaller companies out there. That's important to me."

Campbell notes that Komatsu Care, a complimentary maintenance program for the first three years or 2,000 hours of a machine's life, makes owning and maintaining Komatsu equipment easier.

"Everything we buy from TEC has Komatsu Care," stated Campbell. "I've got a mechanic on staff that is great, but we're a larger company now than when we first started, and he's got enough to do already. The Komatsu Care program takes work off his plate, and it's nice to know that the machines will be properly maintained and serviced every time."

Focus on the team

Campbell focuses on making sure his current employees are taken care of before adding additional work.

"I look at our residential work as gravy on top of what we're doing in the commercial space," said Campbell. "I don't want to be the largest company; I prefer to focus on taking care of my team. They have dreams of their own, and I want to make sure they're getting to fulfill their dreams too." ■

Operators work in tandem to cut a trench and grade The Golden Anchor job site with a Komatsu PC170LC excavator and a Komatsu D51PXi-24 iMC dozer.





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Hughes Plumbing & Utility Contractors Inc. completes environmental and historical projects in the Mobile, Ala., area

Preston W. Hughes III, owner of Hughes Plumbing & Utility Contractors Inc. (HPUC), has rapidly increased the size and scope of his jobs since the company's inception in 1997. Hughes built his small-scaled business into a large operation with subsidiary companies that

complement his current projects, including DOT Construction Services Inc. and DOT Dirt LLC, which are owned by Hughes' wife. They include a fleet of dump trucks and fill dirt pits in the Mobile area. HPUC has contracted for many types of construction, including heavy civil, dredge material removal/disposal, deep excavation, sewer, concrete installations and more.

A partnership with a reliable equipment distributor is important for the Mobile, Ala., company's growth, which is why Hughes continues to work with Tractor & Equipment Company (TEC). He has been doing business with Chris Howard, his TEC sales representative, for more than 15 years.

According to Hughes, acquiring material, material costs and actual lead time on ordering those materials have been the only major challenges on his job sites.

Specialized Komatsu machines

In 2019, HPUC started working with the Alabama State Port Authority at its Pinto Island facility removing and hauling away its dredge material. The dredge material management areas (DMMA) are created from the dredged material that is pumped from the port into this area. This includes soil and any other materials that have washed into the port and raised the bottom of the river. With many of the container ships coming into port and drafting at 50 feet, depth has to be monitored very closely.

HPUC now helps process coal on McDuffie Island. On this site, coal is offloaded from rail cars onto container ships. The coal dust and other small particles that fall to the ground and gather near the rail lines are eventually washed across the island by stormwater and are periodically pumped into designated holding ponds. The coal eventually settles out of the stormwater and is removed from the ponds to be stockpiled, dried, processed and eventually sold as an alternative source of fuel. As Hughes said, "it's a never-ending process."

One of HPUC's machines is a fairly new Komatsu PC290LC excavator with a Wilco Manufacturing amphibious undercarriage and a Young Corporation long reach boom/stick configuration with a 1.25-cubic-yard bucket



TEC's Chris Howard (left) and Richie Sievering (right) stop on a job site in Mobile, Ala., to meet with their customer, Preston W. Hughes III, owner of Hughes Plumbing & Utility Contractors Inc. (HPUC).



Fine grading at the Africatown project is achieved with a Komatsu D51PXi intelligent Machine Control (IMC) dozer.



Utility work prior to bringing in the modular Africatown Heritage House was accomplished using a Komatsu PC210LCi intelligent Machine Control (iMC) excavator. "The technology makes me more competitive on bidding jobs," said Preston W. Hughes III, owner of HPUC.

— not your average machine for a plumbing and utility company.

The other Komatsu machine on-site is a tried-and-true PC300LC excavator that Hughes has owned for more than 15 years. HPUC has been using it in a tough environment with an Add-A-Boot stick extension and a 72-inch bucket for material stock piling.

Because of the success derived from his amphibious excavator, Hughes has ordered another excavator in the exact same configuration.

Housing history

One of HPUC's recent projects that required extreme precision in grading and infrastructure installation was near I-165 off Africatown Boulevard. Africatown, also known as Plateau, is a small community north of Mobile, Ala.

"As general contractor, we performed about 90% of the work at this site, including the underground utilities, storm drain and



HPUC also utilizes a Komatsu PC300 excavator that Hughes has owned for more than 15 years. It has an Add-A-Boot stick extension and a 72-inch bucket for material stock piling.

Continued...

'I felt strongly that I needed to bid on this project'

... continued

everything needed to be ready for placement of a four-piece, 5,000-square-foot modular building," explained Hughes. "The modular custom-built facility was constructed off-site to become the Africatown Heritage House. The building houses some of the artifacts of the Clotilda, which was the last known slave ship that came to the United States."



An operator stacks and lays pipe with a Komatsu WA200 wheel loader.

The ship was discovered in 2019 along the Mobile River near 12 Mile Island, approximately 160 years after it had been burned and sunk to conceal the ship's illegal slave trafficking activity. The Clotilda brought 110 imprisoned Africans to Alabama.

"Considering it was the last slave ship that came into the United States, and me being an African American contractor, I felt strongly that I needed to bid on this project and was delighted that I was the low bidder on it," Hughes commented.

For accuracy on the Africatown project, HPUC utilized its Komatsu intelligent Machine Control (iMC) PC210LCi excavator and D51PXi dozer. HPUC also used Topcon electronics for machine control to ensure grades were perfect. Hughes had the model for the site set up by Terrain Technology, and TEC's technology representative, Richie Sievering, assisted with other machine control setups.

Hughes has been utilizing machine grade control for more than four years and said, "The technology makes me more competitive on bidding jobs. It saves me time because I don't have to come back and shoot grades. Once a model of the site is built, it's set until completion. Start up the machines, and go to work — no guesswork." ■

A uniquely built Komatsu PC290LC excavator performs well for HPUC's Alabama State Port Authority project. The machine features a Wilco Manufacturing amphibious undercarriage and a Young Corporation long reach boom/stick configuration with a 1.25-cubic-yard bucket.



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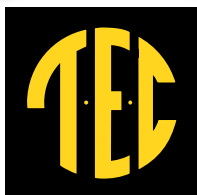


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Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished

without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." ■



Andrew Earing,
senior product
manager, tracked
products, Komatsu



Watch the video

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

► VIDEO



From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential



Jason Anetsberger,
director of
customer solutions,
Komatsu

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, director of customer solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.

2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or diesel. When you can transfer files electronically, there is no need to drive to the job site.

4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.

5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a





Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.

high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

6. Increased safety = lower premiums

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side benefits including the reduction of potential costs associated with accidents. A better

safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." ■

Learn more about the connected job site by contacting your Tractor & Equipment Company representative or nearest branch location and by exploring Komatsu's Smart Construction suite of solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/>.



The heat is on. Here are some tips to prepare for the hot summer days ahead

Working with Komatsu means being part of a culture of zero harm where everyone is responsible for each other's safety. Learn more about Komatsu's drive to zero harm by visiting <https://www.komatsu.com/en/our-commitment/driving-to-zero-harm/>



Hot weather is particularly challenging to the construction industry because workers are often exposed to the elements, including high temperatures and humidity. After enduring the hottest summer on record last year, protecting workers from the heat should be a top priority.

Ounces of prevention

Hydration plays a significant role in reducing heat illnesses and keeping your body properly conditioned for the job. Fluid intake is essential before, during and after work. Recommendations call for drinking water or electrolyte drinks such as Gatorade every 15 minutes, even if you are not thirsty — at least 6 to 8 ounces every hour. In extreme heat, it's even more important to replenish fluids lost to perspiration.

Choose the right clothes

Appropriate clothing makes a big difference in hot environments. Choose lightweight clothing made of synthetic fabrics that wick sweat from the skin. For outdoor work, light-colored clothing is often recommended because it reflects the sun's rays. Looser-fitting clothes will also allow air to circulate and cool the body. However, job sites present hazards with

equipment and machinery that can catch baggy clothing, so be mindful.

Sunscreen is very important

Clothing is a great help in warding off the sun's rays, but it's essential to put sunscreen on any exposed skin. Pay attention to the sun protection factor (SPF) in your sunscreen. The Skin Cancer Foundation recommends using a broad-spectrum sunscreen with an SPF of 15 or higher every day. An important fact to remember: UV rays pass through glass, so even if you are operating a machine or sitting in a pickup, use sunscreen.

Working times

All job sites get hot during the summer months, especially those in urban areas where concrete and asphalt trap heat, and can send temperatures soaring. Since the sun is directly overhead at noon, the hottest part of the day is typically between 10 a.m. and 4 p.m.

Try to avoid scheduling work during those times if you can. If that's not possible, plan for more frequent breaks, and seek shade where the temperatures are cooler, such as under an awning, an umbrella or a tree. ■

Keeping workers safe in the summer heat is essential, so try to avoid scheduling work during the hottest hours of the day. Employees should have access to water, sunscreen and frequent breaks.



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How to integrate tech to overcome job site challenges



Jason Anetsberger,
director of
customer solutions,
Komatsu

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans. Everyone can see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally

transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, director of customer solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate the need for paper plans," said Anetsberger. "The 3D design plans can be uploaded directly into Komatsu's Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations."

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.





Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.

Komatsu's iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators to cut/strip from existing terrain, regardless of their experience level. This is because the machine's GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS and uploaded

For more information about Smart Construction solutions, My Komatsu, Komtrax and iMC 2.0 dozers and excavators, contact your local Tractor & Equipment Company representative and visit www.komatsu.com.



Continued...

Reduce costs with Komatsu iMC 2.0 excavators

... continued

3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.

"You can also remotely support operators," said Anetsberger. "If they have

an issue with their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money."

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel, machine and material costs to compare progress status in terms of schedule and costs.

See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

"My Komatsu enables users to access and evaluate their assets," said Komatsu's Gabe Saenz, digital experience manager. "It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management." ■

Editor's Note: This article is excerpted from a longer piece that appears on Komatsu's blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.





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Increase profits with sustainable practices

“Green” is a trending adjective for a practice construction companies have been following for years. Before it became the norm to recycle, construction companies were recycling construction and demolition (C&D) debris, including steel, asphalt and concrete. As an industry that works directly with the land, many have understood the importance of protecting it through sustainable practices.

While these are important practices for protecting the earth, are you aware of the increasingly wide variety of ways sustainability efforts can boost your company’s value overall? Green practices can help reduce material costs, increase employee retention and ultimately boost profitability as supply chain partners and customers see you as a company worth working with for reasons beyond the traditional requirements.

Here are three ways thinking more sustainably could help boost your bottom line.

Lower costs

According to the United States Environmental Protection Agency (EPA), sustainability is based on a simple principle: Everything that we need for our survival and wellbeing depends, either directly or indirectly, on our natural environment. To pursue sustainability is to create and maintain the conditions under which humans and nature exist in productive harmony to support present and future generations.

Many new construction projects are done on sites where removing old materials like pavement, foundations, brick and concrete are part of the job. Recycling and reusing these materials on-site can provide significant savings.

Using recycled materials reduces the need to purchase virgin aggregates and the trucking costs associated with bringing them to the job site. It also reduces the need to transport C&D debris off-site, as well as the potential fees to put it in a landfill. Less fuel use as well as reduced wear and tear on trucks lowers repair and replacement costs for consumable items such as brakes and tires.

In some cases, old materials can’t be reused on-site and must be hauled off. These can still have significant value. That’s why numerous

companies have set up recycling yards that accept C&D waste and turn it into new products.

Attract and retain top talent

Employee turnover is costly and is estimated to equate to 1.5 to 2 times an employee’s salary when you factor in advertising, training and lost productivity, according to the article “The True Costs of Employee Turnover” published by *Built In*. While you may not have considered it, reducing your environmental impact could be key to lowering those workforce costs, retaining existing talent and attracting new employees, especially younger workers.

“There are numerous surveys that show that younger employees want to work for companies that demonstrate they are committed to sustainability,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content. “That includes on the job site, as well as in the office through practices such as reducing paper, water

Editor’s Note: This article is excerpted from a longer piece that appears on Komatsu’s blog. For more information about how focusing on sustainable practices can benefit your business, visit <https://www.komatsu.com/blog/2022/increase-profits-with-sustainable-practices/>



Continued ...

Studies show today’s workforce takes corporate responsibility and sustainable business practices into account when choosing an employer. In this photo, Komatsu executives help plant trees for a corporate reforestation project in West Virginia. “Prospective employees want to know about your community involvement and how you’re giving back...,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content.



Sustainable practices stand out to prospective employees

... continued

and electricity use. Prospective employees also want to know about your community involvement and how you're giving back in ways that contribute to environmental improvements such as donating equipment, time and labor to projects like tree planting."

Clinton added that it's important for companies to highlight their sustainable practices in prominent ways so that they stand out to prospective employees.

"Having a section of your website dedicated to what you are doing to reduce your carbon footprint and water usage should seriously be considered," Clinton indicated. "Pictures showing your efforts are helpful. Icons such as the recycling symbol that show your commitment to green practices should be prominent on all your materials, including recruiting items, company brochures and other marketing items. It's an essential part of your brand's value, as long as it is actually a part of your company's culture."

Land more jobs

Just like employees want to work for businesses committed to sustainability, other companies want to work with those who emphasize greener business practices.

In many cases, companies or governments are making it a requirement to work on their projects.

"Companies that advance their approach to sustainability now can get the benefit of doing it for the right reasons, being on the forefront of the curve, and helping lead the way in their industries," Clinton emphasized. "If you wait until it's required and have to submit a report to a customer or another contractor you want to work with — and only then realize you don't have all the requirements — you may be at a disadvantage in the near future."

Tips to get started

Clinton said measuring your sustainability is going to be increasingly more essential, and it's never been easier to do.

"There are many companies with software that help track practically everything you do related to sustainable practices," Clinton noted. "Right now, that's mostly at a nice-to-have level, but as more and more requirements are built into regulatory aspects of how companies have to do business, it's going to be essential. Those who don't have those metrics are probably going to miss most, if not all, opportunities. Those that do will likely land more jobs." ■

Recycling and reusing materials such as old pavement on-site reduces transportation costs, potentially increases profits and lowers emissions, which benefits the environment.



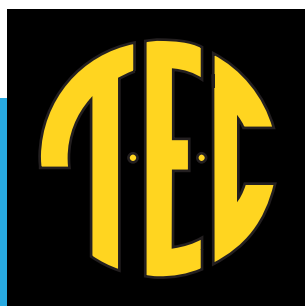
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Get to target grade faster

Reach maximum productivity faster. With automated features such as auto tilt bucket control and bucket angle hold control, Komatsu's 70,000-pound-plus PC290LCi-11 intelligent Machine Control (iMC) 2.0 excavator can empower operators of all skill levels to dig straight to grade quickly and accurately.

Andrew Earing, Komatsu senior product manager, said the PC290LCi-11 is well suited for nonresidential applications such as commercial developments and infrastructures. It delivers large production

volumes with a relatively small footprint and low transportation weight.

Insider Tip: "Consider adding the auto-tilt bucket IMU (inertial measurement unit) field install kit for even greater levels of productivity and efficiency. This allows for expanded grading capabilities as well as auto return to horizontal," said Earing. ■

Learn more about iMC 2.0



Doing more with less

Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

Insider Tip: "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■



Learn more about the D71-24



Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.* In most cases, that's 20,000 hours.

Insider Tip: "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining

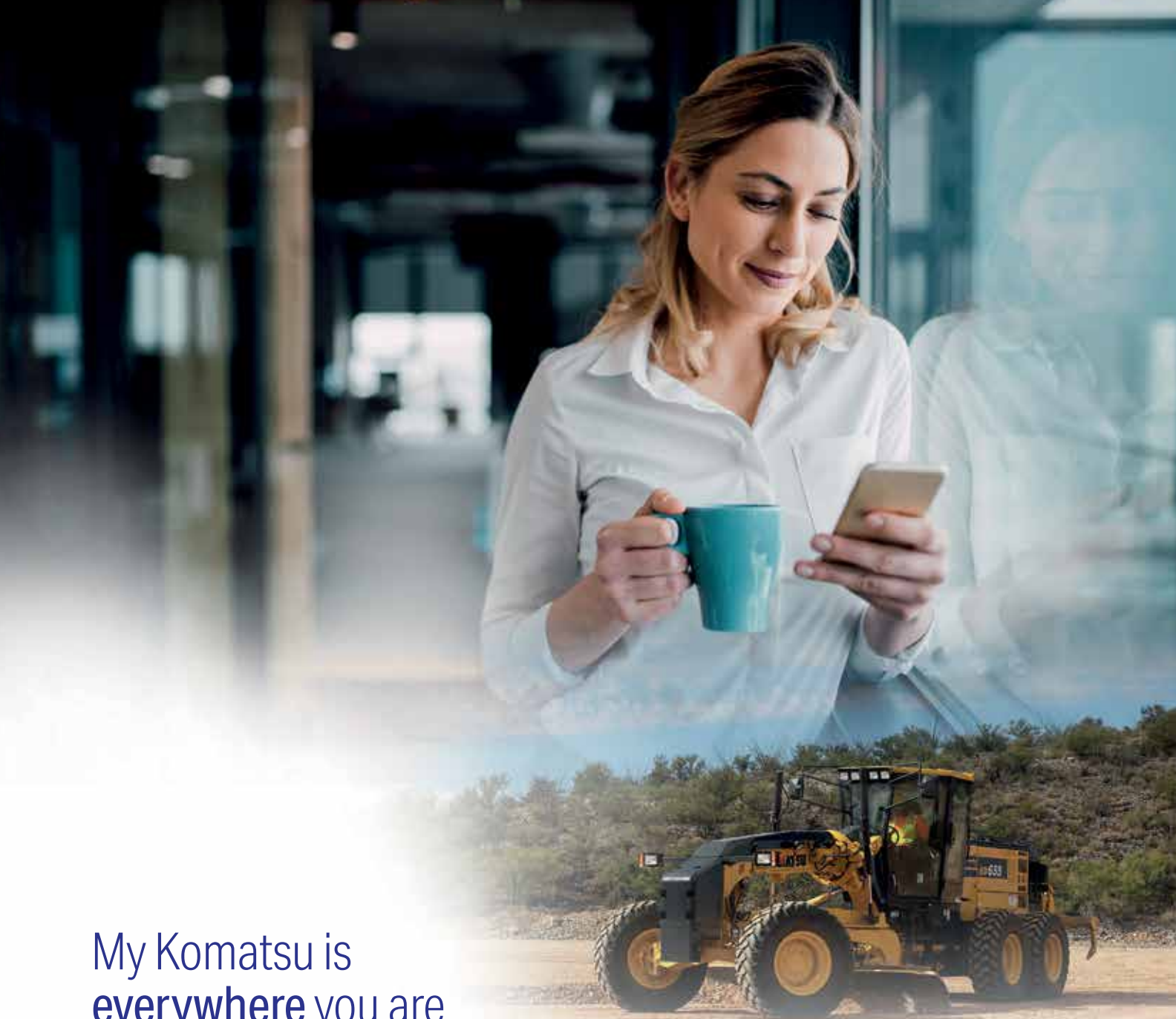
their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■

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Here's how to access Komtrax data on your registered machines through My Komatsu and use it for savings

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts-ordering capabilities, service manuals and more were available on one platform?

"My Komatsu enables users to access and evaluate their assets," said Gabe Saenz, digital experience manager, Komatsu. "It can save many hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management."

Most of the information needed to make those fleet management decisions is available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data

includes machine utilization, fuel consumption and idle time.

"Downloading the My Komatsu mobile app and then registering through it is easy," said Matt Beinlich, director of digital support solutions, Komatsu. "We believe, for convenience, the app is the best platform to use, because once you're registered, you can access telematics data from practically anywhere with the app."

To access Komtrax, follow these steps:

- Go to the "My Komatsu" website (mykomatsu.komatsu) and sign up for an account
- Click the "Register Now" tab; a distributor representative will contact you to complete the registration process
- Once you have an account, log in and locate the "My Fleet" tab on the homepage

For more helpful information, including videos about My Komatsu and Komtrax, visit <https://www.komatsu.com/en/services-and-support/equipment-monitoring-and-analysis/my-komatsu/> and <https://mykomatsu.komatsu/>.



Continued...

The My Komatsu mobile app gives you on-the-go fleet management capabilities. "We believe, for convenience, the app is the best platform to use," said Matt Beinlich, director of digital support solutions, Komatsu. "Once registered, you can access telematics data from practically anywhere with the app."



'With just a few clicks, you can get monthly reports'

... continued

- Select the model or serial number(s) of the piece(s) of equipment you want information for

"If you click the 'My Utilization' tab at this point, you can get a breakdown of the machine's working status," said Elliott Hwang, Komtrax system administrator. "Easy-to-read graphs break down and simplify the information. With just a few clicks, you can get monthly reports that will show statistics of critical data. If you notice concerning trends, you can address them."

Hwang continued, "Komtrax lets you set alerts, so you are notified if those continue. Because the parameters of what you want for each machine are different, you can customize the alerts."

How to decrease fuel consumption

A real benefit of Komtrax is using telematics data to make critical decisions, improve operations and see savings, according to Hwang. He used fuel usage as an example.

"One of a fleet manager's biggest challenges is knowing how many equipment hours are due to

idle time versus production when they are not on-site," added Salvador Davalos, Komtrax system administrator. "Excessive idle time is a huge waste of fuel, and with the high cost of diesel, it's critical to conserve as much as possible."

Fleet managers have instant access to Komtrax telematics data through My Komatsu. If they see that a machine's idle percentage is beyond the stated goals they have set, they can then address the issue with the operator and field personnel.

"Fleet managers can show operators ways to reduce idle time such as shutting a machine down during lunch or when there is a long stretch between production times," said Davalos. "Any cut in fuel costs increases profitability. Setting an alert that notifies you when a machine has exceeded its idle percentage goal provides the information right away without needing to log in to My Komatsu."

To set an alert:

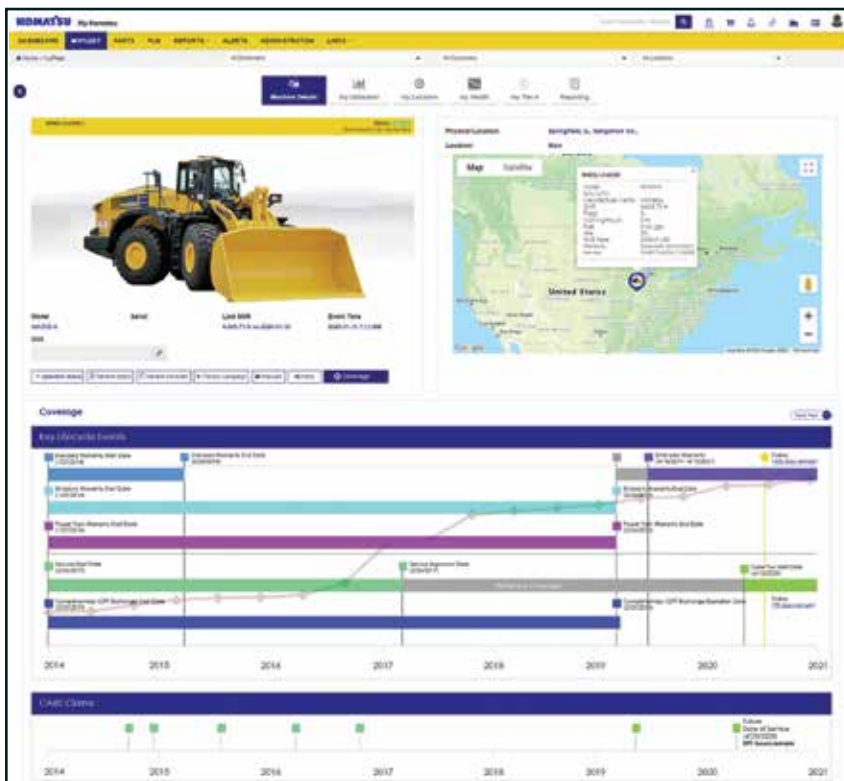
- Click the "Alerts" tab at the top of the machine's report page
- Create a condition you want to see, such as percentage of idle time
- Select the machine(s)
- Enter the emails of the users that you want to be notified

"You can set up Komtrax to alert you when all machines exceed the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Hwang. "For instance, you may have one percentage for all dozers and another for excavators. You can even set alerts for individual machines. No matter what you do, the idea is to proactively track idle time and fuel usage, and decrease both as much as possible."

Further savings ahead

Currently, only Komtrax telematics data for registered Komatsu machines is available through My Komatsu. But soon, you will have the ability to access telematics data for other manufacturers' equipment as well, giving fleet managers even more information they can use to drive savings.

"Some of our data will be available on other OEM (original equipment manufacturer) systems as well; it's good for those managers with mixed fleets," said Saenz. "The key differentiator is that, as has always been the case, Komtrax remains complimentary. We want users to see and use the data to increase their efficiencies and production, as well as lower their owning and operating costs." ■



Having current telematics data from your machines lets you make more proactive decisions regarding fleet management and address potential issues such as excessive idle time. "You could set (Komtrax) up to alert you when all machines exceeded the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Elliott Hwang, Komtrax system administrator.



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