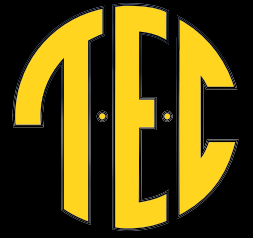


September 2023



Tractor Times



KOMATSU

SMARTCONSTRUCTION

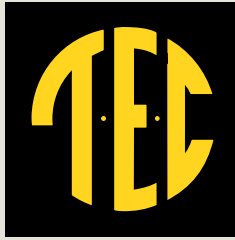
intelligent/2.0
MACHINE CONTROL

A Message from the CEO



Chad Stracener

**Celebrating
10 years of IMC**



Dear Valued Customer:

We sincerely hope that your year is going well. While the economy has seen its ups and downs, construction is one industry that has continued to be an overall bright spot even if some sectors have been somewhat slower lately.

On a celebratory note, it is the 10th anniversary of Komatsu's Intelligent Machine Control (IMC). What a decade it's been for the factory-integrated GPS excavators and dozers that continue to improve. Companies of every size are seeing improved savings in both time and costs, and you can read some of their stories in this issue.

With its extensive lineup of construction, mining, forestry and industrial machinery, Komatsu continues to innovate. Get a glimpse of what Komatsu has to offer and see the future of construction inside this issue. We highlight the PC210LCE electric excavator and the new PC130LC-11 that's a great all-around excavator designed to work in a wide variety of applications and is portable enough to be moved behind a dump truck or a larger pickup.

No matter what you need, we have you covered with machines and innovative products. If you are looking for equipment, you should consider tax advantages such as bonus depreciation. This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to decrease by 20% per year until it reaches 0% in 2027, so now may be a great time to make a purchase. Check out the article in this issue for more information.

As always, if there is anything we can do for you, please feel free to call or stop by one of our 20 locations.

Sincerely,

A handwritten signature in black ink that reads 'Chad Stracener'. The signature is stylized with a large 'C' and 'S'.

Chad Stracener
CEO



Tractor Times

TEC1943.com

In this issue

Heaton Brothers Construction Company Inc. pg. 4

See how this business provides turnkey sitework in Florida.

Meriwether Site Solutions Inc. pg. 8

Discover how this Georgia-based firm completes projects efficiently and fosters organic growth within the company.

A Decade of Data pg. 12

Celebrate 10 years of Intelligent Machine Control (IMC).

Guest Opinion pg. 16

Follow these steps when filing a workers' compensation claim.

Product Focus pg. 19

Check out Komatsu's PC130LC-11 excavator.

Demo Days pg. 20

Get a glimpse of Komatsu Demo Days 2023.

Field Testing pg. 25

Learn about Komatsu's PC210LCE electric excavator.

Dollars and Sense pg. 27

Read about how Komatsu was selected as a Sourcwell heavy equipment provider.

Virtual Learning pg. 28

Delve into Komatsu Academy, a new online training system.

Tax Savings pg. 30

Understand bonus depreciation.



TEC1943.com

Birmingham, AL
(205) 591-2131

Tuscaloosa, AL
(205) 752-0621
(800) 582-4625

Anniston, AL
(256) 831-2440

Alabaster, AL
(205) 621-2489

Dothan, AL
(334) 678-1832

Huntsville, AL
(256) 851-2222

Montgomery, AL
(334) 288-6580
(800) 832-9563

Decatur, AL
(256) 355-0305

Mobile, AL
(251) 457-8991
(800) 233-7213

Panama City, FL
(850) 763-4654
(800) 342-2055

Pensacola, FL
(850) 505-0550

Forest Park, GA (Atlanta)
(404) 366-0693
(800) 488-0693

Calhoun, GA
(706) 879-6200
(800) 827-3072

Macon, GA
(478) 745-6891
(800) 786-3120

Columbus, GA
(706) 562-1801

Hoschton, GA
(706) 654-9850
(888) 334-9850

Kennesaw, GA
(678) 354-5533

Augusta, GA
(706) 798-7777
(800) 659-3090

Savannah, GA
(912) 330-7500
(800) 827-1405

Albany, GA
(229) 435-0982
(800) 733-0982

*Published for TEC.
© 2023 CPI.
Printed in the USA.*

The Products Plus The People To Serve You

Tractor & Equipment Company

Dan Stracener, Chairman of the Board

Chad Stracener, CEO

DeVaughn Pettit, President

Jeremy Tolbert, Executive V.P./General Manager – Product Support

Brett Bussman, Senior V.P./General Manager – AL

Jamie Steele, V.P./CFO

Joe Patton, V.P./Regional Sales Manager – AL

Autrey McMillan, V.P./Regional Sales Manager – AL & FL

Tony Daughtry, V.P./Regional Sales Manager – GA

Andrew Pettit, V.P./Regional Sales Manager – GA

Mike Burkes, V.P., Service – AL & FL

Brian Holder, V.P., Service – GA

Greg Carroll, V.P., Sales-Major Accounts – GA

Chris Lucas, V.P., Information Technology

Chris Kohlenberg, Director of Parts Operations

Copeland Bush, Director of Product Support – AL & FL

Ben Osborn, Director of Product Support-Major Accounts – AL

Zach Thomas, Director of Product Support-Major Accounts – GA

Travis Howell, Director of Wirtgen Group Products

Mark Shoults, Manager of Used Parts

Tim Thomas, Used Equipment Manager

John Pierce, New Equipment Rental Manager

Alabama

Birmingham

Bert Suttle, Service Manager

Tim Woods, Parts Manager

Tuscaloosa

Jody Thomason, Branch Manager

Keith Watkins, Service Manager

Matt Tolbert, Parts Manager

Anniston

Alan Preston, Branch Manager

Will Hurst, Service Manager

Buck Brown, Parts Manager

Decatur

Don Burgreen, V.P./Branch Manager

T.J. Smith, Service Manager

Shawn Pewitt, Parts Manager

Huntsville

Jann Patterson, Parts Manager

Dothan

Chuck Tibbets, V.P./Branch Manager

Christopher Simer, Service Supervisor

Drew Bronson, Parts Manager

Alabaster

Randy Hawkins, Branch Manager

Jake Osborn, Parts Manager

Montgomery

Andy Huggins, Branch Manager

Steven Blake, Service Manager

Brad Hubbard, Parts Manager

Mobile

Chris Howard, Branch Manager

Robert Bush, Service Manager

Jacob Packard, Parts Manager

Renew Center

Gerald Blakey, Service Manager

Florida

Panama City

Chuck Tibbets, V.P./Branch Manager

Seth Burnham, Service Manager

Lloyd Rogers, Parts Manager

Pensacola

Kenneth Smith, Branch Manager

Curt Ernest, Service Manager

Chris Smith, Parts Manager

Georgia

Forest Park (Atlanta)

Kenneth Middlebrooks,

Service Manager

Joe Bechtel, Parts Manager

Calhoun

Nicholas Kay, Service Manager

Dustin Ghorley, Parts Manager

Macon

Kyle McMahon, Branch Manager

Jason Witcher, Service Manager

Christian Thompson, Parts Manager

Kennesaw

Jason Smith, V.P./Branch Manager

Jim Hensley, Service Manager

Taylor Oden, Parts Manager

Augusta

Keith Smith, Service Manager

Eric Harwell, Parts Manager

Savannah

Frank Dabbs, Branch Manager

Jason Dowd, Service Manager

Josh Shoults, Parts Manager

Albany

Kenny Bevins, Service Manager

Pierce Mosley, Parts Manager

Columbus

Brent Cail, Service Manager

Blake Bishop, Parts Manager

Hoschton

Russ Lane, Service Manager

Allen Brown, Parts Manager

KOMATSU

Heaton Brothers Construction Company Inc. builds a legacy of success by prioritizing quality workmanship



Todd Stafford,
Owner

Located in Pensacola, Fla., Heaton Brothers Construction Company Inc. has built a solid reputation in the construction industry over the decades. By remaining dedicated to quality work, the company has evolved into a major player in the local sitework arena.

"Heaton Brothers was started in 1966 by Wilbur and Charles Heaton, who are brothers," explained Todd Stafford, who took over the company in stages, first buying out Wilbur in 2001 and then Charles, his father-in-law, in 2017. "They focused mainly on heavy dirt moving and utilities throughout the years."

Stafford attributes the company's early success to the work ethic and hands-on approach of its founders.

"They wanted to be down in the ditch to make sure the pipe got laid right," Stafford said.

Heaton Brothers experienced significant growth after securing a large job at a paper mill in the early 1980s.

"That project put Heaton Brothers on the map," stated Stafford. "The company has maintained a high standard ever since."

Today, Heaton Brothers has 42 employees and primarily serves the local Escambia County area but will be venturing into Santa Rosa County for an upcoming project. Heaton Brothers has enjoyed considerable growth in the last decade, largely due to an influx of people in the area from big businesses and the presence of a military base. As a result, the housing market remains strong, directly impacting the company's specialization in subdivision development.

"While we occasionally take on projects for general contractors, we prefer subdivision development because it allows us to control the schedule and pace," Stafford said.

Heaton Brothers provides turnkey sitework services by handling all aspects of the work, subbing out only sewer, water and power installation due to manpower constraints. Stafford, who has been with the company for 32 years, finds immense satisfaction in seeing the projects Heaton Brothers has built still standing strong and being used by the community.

"I take pride in us being able to drive through a subdivision years later, knowing that everything's built right and held up as it should," said Stafford. "I think that's the key to the longevity of the business. We're going to do it right."

IMC reduces the need for additional equipment

Heaton Brothers is currently working on a 140-lot subdivision in Escambia County and will take the project from clearing to paving, including utilities, storm drain, pond and road excavations, as well as curb and base. The company has turned to Komatsu equipment, including Intelligent Machine Control (IMC) models, to optimize operations, streamline workflow, and improve safety measures. Stafford believes that Komatsu's products are not only reliable and well developed, but also benefit from extensive research and innovation. He is particularly impressed by the IMC machines' integrated GPS system, which eliminates the need for external masts and cables, and the risk of damage from tree limbs or vibrations. Stafford added that the Komatsu PC290LCi-11 IMC 2.0 excavator is the perfect size for the company's operation because of its versatility and power.

"We lay deep pipe, and some of the pipe on the job we're on right now is going to be 18 feet deep," said Stafford. "I can turn around if I need to and load trucks with it, set structures, and move dirt, so it's not just a utility machine."

"We also use it for digging slopes and preparing roads," added Supervisor Cameron Griggers. "We've found that using this excavator has saved us time and money, as it could potentially replace three other pieces of equipment. I love it."

An operator unloads material with a Komatsu WA380 wheel loader.





► VIDEO

Supervisor Cameron Griggers cuts a pond slope to grade with a Komatsu PC290LCi-11 Intelligent Machine Control (IMC) 2.0 excavator. "We've found that using this excavator has saved us time and money," said Griggers. "I love it."



In addition to the PC290LCi-11, Heaton Brothers uses three Komatsu WA380 wheel loaders to handle both utility and dirt-moving tasks. The loaders are equipped with forks and buckets, making them ideal for moving large storm drain structures and loading out trucks.

For tasks requiring precise grading and efficient earthmoving, Heaton Brothers uses a Komatsu D39PXi-24 IMC 2.0 dozer, which was the company's first IMC machine.

"It was an absolute game-changer," declared Stafford. "For the older generation, it's a tool to cut their time in half. The younger generation adapts to it quickly and is able to operate at the level of the older generation."

Foreman Dillan Sasser is a perfect example, because even as a newer operator he can complete tasks with confidence thanks to IMC.

"It's fairly simple to learn and fun to operate," said Sasser. "The D39 is mainly used as a finishing dozer to make sure everything is on grade and make the job look nice. It blades great. It's a lot easier than a traditional dozer because it does most of the work for you."

Sasser also appreciates how comfortable the dozer is, the responsiveness of the controls, and the slanted nose design, which contributes to excellent visibility.

"Nothing blocks your view," Sasser noted.

Backup cameras on the excavators and loaders provide added safety, allowing

operators to see clearly behind them and avoid accidents. Employee comfort and safety are important considerations for Heaton Brothers, and those factors help with employee retention.

Heaton Brothers has also embraced technology by building its own models and using Komatsu's Smart Construction Remote and Smart Construction Office to transfer files remotely from the computer to the IMC machines, which saves time and money.

"Smart Construction offers us greater efficiency and control over our projects," explained Stafford. "We can quickly adjust any changes without waiting for third-party assistance or driving to each individual machine and uploading on a thumb drive."

Strong partnership with TEC

Heaton Brothers has established a long-lasting relationship with its Komatsu distributor, Tractor & Equipment Company (TEC), especially Pensacola Branch Manager Kenny Smith. Stafford also appreciates the reliable support from TEC's Pensacola shop and Product Support Sales Representative (PSSR) Mike Douglas.

"Mike provides us with a lot of reports, which help us understand the wear rate, remaining lifespan, and necessary maintenance for each machine," noted Stafford. "His support extends beyond Komatsu equipment, as Mike also monitors our machines from other manufacturers. Everyone at TEC has been incredible."



Discover more at
TECTractorTimes.com

Continued...

'I get up every day loving what I do'

... continued

Minimizing downtime is crucial for Heaton Brothers, and TEC's quick service helps the company avoid costly delays.

"There was an instance when a hydraulic leak occurred on our new PC290 excavator," noted Stafford. "Within 30 minutes of contacting TEC,

a service truck, mechanic and shop manager were on-site addressing the issue and got the machine back up and running within an hour. That level of service is invaluable to us."

Komatsu Care has been particularly helpful for Heaton Brothers. The factory-scheduled maintenance program typically covers the first three years or 2,000 hours of a machine's life, but the company opted to extend the coverage to five years or 4,000 hours.

"Komatsu Care allows us to focus on our work while TEC takes care of maintenance," stated Stafford. "We've struggled to find qualified technicians, so TEC's support alleviates a lot of the maintenance burden from our shoulders."

Future generations and growth

Heaton Brothers has a clear vision for the future, with plans to pass on the business to the next generation.

"My son is currently playing football at Belhaven University and has plans to attend Mississippi State to obtain a degree in civil engineering," said Stafford. "The goal is for him to join the business and eventually take over its operations."

Stafford is not considering retirement anytime soon, as he remains passionate about his work.

"I get up every day loving what I do," he expressed. "I love building what we build. My son will probably have to put up with me hanging around the business for a while."

When it comes to the company's growth, Stafford acknowledged that finding skilled employees is a major challenge, so Heaton Brothers is prioritizing employee retention and the development of its younger employees. Stafford emphasized the importance of nurturing the talent Heaton Brothers has and helping new employees learn the ropes. The company is focused on fostering a culture of quality workmanship and investing in its employees by offering insurance and performance-based bonuses.

"We're doing every single ounce of work we can do with the people we have, and we're stretched kind of thin with the help now," Stafford explained. "We take in younger kids and try to help them along as best as we can, teaching them the way we know."

By incorporating cutting-edge technology, fostering strong relationships with partners like TEC, and preparing for a smooth transition to the next generation, the company is well positioned to continue its successful trajectory in the construction industry. ■



(L-R) Heaton Brothers' Dillan Sasser, Matt Miller, CR Sasser, and Todd Stafford receive support from TEC's Pensacola Service Manager Curt Earnest and TEC's Pensacola Branch Manager Kenny Smith.



► VIDEO

Operators work in tandem to remove bulk amounts of material with a Komatsu PC360LC excavator, then follow up and cut to grade with a Komatsu PC290LCi-11 IMC 2.0 excavator.



Foreman Dillan Sasser pushes topsoil to grade with a Komatsu D39PXi-24 IMC 2.0 dozer. "It's fairly simple to learn and fun to operate," said Sasser.



SMART CONSTRUCTION



Tractor & Equipment Company knows that productivity is a key factor to the success of any job site. Komatsu's intelligent Machine Control technology is designed with your productivity in mind. Through automatic dozing, rough cut to finish grade, iMC-equipped machines help you make every pass count to achieve superior production compared to traditional aftermarket systems.



TEC1943.COM

Georgia-based Meriwether Site Solutions Inc. completes projects efficiently, fosters organic growth within the company



Daniel McCoy,
President



Duane Davis,
Vice President



Jeremy Phillips,
Vice President of
Preconstruction

With 17 years of experience at the family construction business and three years at a larger company, Daniel McCoy decided to do things his way and established Meriwether Site Solutions Inc. (MSS) in February of 2021.

"Meriwether Site Solutions is set up to emphasize individuality," said McCoy. "We support our team with equipment and resources to provide turnkey solutions for our customers. We specifically added 'solutions' into our name because that's a key part of how we service our customers. We want to give them options and find the most efficient way to complete their projects."

McCoy added, "Every single customer we've had has brought us back for a second project. We try to cater to the customers, and they trust us. Relationships are where the value is at."

With a shop in Greenville, Ga., and an office in Gay, Ga., MSS operates throughout the state. MSS has grown from two employees to over 100 by emphasizing work ethic, quality service and sustainability. A unique approach to recruitment and employee development

not only creates strong relationships but also fosters organic growth within the company.

"We let everybody hire their own teams," explained McCoy. "It's a recruit-from-within mentality. We also provide training and mentoring opportunities to help everyone continue learning and growing throughout their careers."

McCoy continued, "The main thing is that we're a company built from our customers and our employees. We're going to do quality work, and the reason we can do that is because we have good customers and good employees to back it up. It's a team effort."

Efficient equipment

MSS relies on Komatsu dozers, excavators and wheel loaders, as well as HAMM rollers, to efficiently complete its projects. The company performs routine landfill maintenance, including daily cover and temporary caps, with a Komatsu D61PXi-24 Intelligent Machine Control (IMC) dozer.

"We like the Komatsu dozers because we do a lot of slope work," noted McCoy. "They seem to come up and down the slope better than competitive brand dozers without slipping or losing power."

In addition to landfill maintenance, MSS is currently working on four industrial projects, including warehouses that range from 150,000 square feet to 1.8 million square feet. MSS also has eight ongoing multifamily jobs, and the company used a Komatsu PC360LC excavator to lay storm and sewer lines at a recent apartment complex project.

"To set our structures, we have to dig down at least 14 feet or deeper," explained Site Foreman Blake Harris. "For the depth and the width of our cut, the PC360LC is a good size because it moves material really fast. The visibility is really good because you have cameras on the sides and back, and the cab is all glass."

Vice President of Preconstruction Jeremy Phillips added, "Other excavator brands are a little jerky while you're operating. The Komatsu excavators seem to run smoother and are more responsive to the controls."

With a Komatsu PC360LC excavator,
an operator moves sewer pipe.

▶ VIDEO





An operator transports pipe with a Komatsu WA320 wheel loader while a pair of operators use Komatsu PC360LC excavators to backfill recently laid pipe. "The two operators who sit in the loaders all day love them," said MSS President Daniel McCoy.

MSS also utilizes three Komatsu PC210LC excavators, which have proven to be dependable workhorses for the company.

"Size-wise, the PC210LC sits right in the middle of the road," McCoy explained. "You can take it to a job to do some bigger stuff like loading haul trucks or clearing, and then you can put on a small bucket and lay a water line. They're easy to move, and you don't have to have a permit every time you put it on a lowboy. They're reliable, all-around, versatile machines."

MSS has found that the Komatsu equipment has a low cost of ownership as well.

"We've had those three PC210LC excavators for over a year and have made one service call where we couldn't fix a problem ourselves," shared McCoy. "Even though they had between 2,400 and 5,000 hours when we got them, there's been very little maintenance required."

In addition to performance and reliability, operator satisfaction was an important factor for MSS when it decided to purchase two Komatsu WA320 wheel loaders, which are used to complete various tasks throughout the life of a project, from picking up box culverts to moving pipe or dumping rocks.

"The two operators who sit in the loaders all day love them," declared McCoy.

TEC support across Georgia

As MSS has grown, it's built a strong relationship with Tractor & Equipment Company (TEC), especially sales representative Jon Lake. McCoy's relationship with Komatsu equipment and TEC stretches back to his youth, and he still remembers how he felt like "the Transformers had come to town" after the first loader his father purchased from Hugh Stith was delivered.

"TEC provides consistent service no matter where our equipment is located," stated McCoy. "I don't have to call multiple numbers to get service. I can put a tractor anywhere in the state of Georgia, and TEC takes care of us."

McCoy also appreciates TEC's responsiveness and dedication in emergency situations.

"When we had a hydraulic pump problem with our D61 at 4:00 on a Friday afternoon, TEC was on-site by 7:00 to fix the pump and get us going — no questions asked," said McCoy. "They support us and get us up and running."

For McCoy, one of the significant benefits of working with TEC is Komatsu Care, which provides complimentary factory-scheduled maintenance for the first three years or 2,000 hours of a machine's life. McCoy sees the value in having expert eyes on each machine regularly, because it helps ensure that proper preventive maintenance is completed and any issues that may arise are addressed promptly.



Scott Beaumont,
Vice President of
Construction



Robin Roberts,
Vice President of
Finance



Discover more at
TECTractorTimes.com

Continued...

'I'm excited for what the future holds'

... continued



An operator in a Komatsu PC210LC excavator works around a storm drain.



(L-R) MSS' Jeremy Phillips, Robin Roberts, Duane Davis, Daniel McCoy, and Scott Beaumont work closely with TEC sales representative Jon Lake to find the best machines for their projects.

"Komatsu Care simplifies servicing our new machines," stated McCoy. "The TEC technician who changes the oil does a thorough job and goes above and beyond to make sure there aren't any potential issues we've missed that could affect the machine before its next service interval."

Additionally, MSS has had a positive experience with Komatsu Finance. The simplified financing process and the support from the finance manager have made equipment purchases hassle-free for the company.

Controlled growth

Instead of attempting to predict the distant future, McCoy and his team focus on evaluating their strategy year by year, deciding whether to maintain their current size or pursue further growth based on various factors such as the economy, costs and the company's current assets.

"We'll push forward as long as the itch to keep working remains," said McCoy. "We'll operate through our guidelines and adapt to circumstances that bring us outside of that, such as economic fallout or seizing opportunities that require growth. I'm excited for what the future holds, but I don't know exactly what it is right now."

McCoy also acknowledges the importance of controlled growth, which he believes is essential to providing the best support for employees. By carefully managing its expansion, MSS can avoid stagnation and continue fostering a thriving and supportive work environment for all team members. ■



Site Foreman Blake Harris lowers pipe into a trench with a Komatsu PC360LC excavator. "For the depth and the width of our cut, the PC360LC is a good size because it moves material really fast," said Harris. "The visibility is really good because you have cameras on the sides and back, and the cab is all glass."



A JOHN DEERE COMPANY



Your one-stop supplier.

➤ www.wirtgen-group.com/technologies

CLOSE TO OUR CUSTOMERS

ROAD AND MINERAL TECHNOLOGIES. With leading technologies from the WIRTGEN GROUP, you can handle all jobs in the road construction cycle optimally and economically. Put your trust in the WIRTGEN GROUP team with the strong product brands WIRTGEN, VÖGELE, HAMM, KLEEMANN.

➤ www.wirtgen-group.com

WIRTGEN / VÖGELE / HAMM / KLEEMANN



Alabama

ALABASTER DOTHAN
ANNISTON MOBILE
BIRMINGHAM MONTGOMERY
DECATUR TUSCALOOSA
HUNTSVILLE

Georgia

ALBANY PARK
AUGUSTA HOSCHTON
CALHOUN KENNESAW
COLUMBUS MACON
FOREST SAVANNAH

Florida

PANAMA CITY PENSACOLA

Since 1943
TEC1943.com

The 10th anniversary of IMC confirms that users have saved time, lowered costs with integrated GPS grade control



Andrew Earing,
Director of Tracked
Products and
Technical Service,
Komatsu

In 2013, Komatsu changed the landscape of the construction equipment industry with the introduction of the first Intelligent Machine Control (IMC) dozer that provided fully automatic blade control from rough cut to finish grade. The D61i-23 made an immediate impact, and a decade later, there is plenty of evidence that IMC equipment has cut costs significantly for customers and increased operator efficiency.

"Providing that semi-autonomous functionality in the dozers from the factory was unheard of in the industry," said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu. "It was revolutionary. The integrated GPS grade control gave operators the ability to move dirt faster and more accurately with fewer stakes and reduced surveying costs. We found that novice operators saw their skill set grow rather quickly when using Intelligent Machine Control, because the semi-autonomous operation is a learning tool that is teaching them proper operation. Experienced operators found that it helped them work more comfortably throughout the day, and we found those operators willing to stay in the workforce a little bit longer because of the more enjoyable experience that the technology provided them."

Upgrades

The D61i-23's success set the stage for additional models, as well as IMC excavators that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator doesn't allow it. This reduces wasted time and the need for expensive fill materials.

Liesfeld Contractor, based in Richmond, Va., was the first company to adopt a D61i-23 dozer in 2013. It has since upgraded its fleet multiple times and currently has 10 IMC dozers and three IMC excavators, including some IMC 2.0 models with advanced features that help further increase productivity. The IMC 2.0 dozers have proactive dozing control, which enables even less-experienced operators to cut/strip automatically from existing terrain, as well as lift layer control, tilt steering control, and quick surface creation.

The IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they are more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface.

Komatsu IMC excavators go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface.





Komatsu's D61Xi-24 IMC 2.0 dozer is the second generation of the original IMC dozer introduced in 2013. Its features include proactive dozing control, lift layer control, tilt steering control, and quick surface creation.

"We have come to rely on IMC, as it puts a lot of the information about the job right in front of the operator on the monitor," said Kelby Morgan, Operations Manager at Liesfeld Contractor. "The more we can put on the job site, the better off we are. We can get jobs done with fewer worker hours. We're less reliant on surveying. Everything combined makes us more efficient. I think it gives us an advantage over those who don't use it."

Increased efficiency, lower costs

Wisconsin-based Soper Companies performs earthwork and various other services with a sizable fleet of equipment that includes several Komatsu IMC excavators and dozers.

"We're committed to incorporating technology into our practices — from having our own survey techs who lay out jobs to digital plans to using the latest innovations in grade control — because we see increased efficiency and overall lower costs," said Vice President Ethan Engel. "Our labor expenses are down because we don't need grade checkers, and we're moving material faster and more accurately."

Engel praised the Komatsu PC290LCi-11 IMC 2.0 excavator for its ability to follow complex design plans in foundation and utility digs.

"It's been spot-on, and once you hit target depth on the model that's been uploaded to the excavator, it won't let you dig any deeper," said Engel. "Operators hit final elevation without over-digging, so we are not replacing dirt with expensive backfill. In turn, that reduces trucking, lowers fuel consumption, and helps profitability. We are seeing similar savings with the dozers. Our operators get to grade faster with less material movement."

Frank A. Rogers & Company Inc. (FARCO), a general contractor in Arkansas, saw similar results when an operator used a D39PXi-24 IMC dozer to complete a 52,000-square-foot commercial building that included 4 acres of pads. According to President Taylor Meharg, it saved approximately 10% to 20% on costs compared to a similar project the company did with rental equipment. FARCO has also found that the D39PXi-24 cuts down on surveying time.

"We can do most of our surveying with one piece of equipment," said Meharg. "The level of accuracy you get with IMC is an upgrade over traditional equipment, and I think even the best operators in our company would agree with me that it makes their job easier and helps get the project done faster."

Continued...

'We view IMC as a time-saving tool'

... continued

Texas-based Baker & Company Construction LLC realized the benefits of IMC when it compared a GPS-integrated dozer to a competitive model with an aftermarket system.

"Komatsu was the clear winner," stated President Brad Baker. "Operation was smooth, and the fact that there are no masts or cables to deal with made it a no-brainer. We now have four IMC dozers that we rely on heavily for stripping to finish grade. Our productivity is higher, and our costs are reduced because those dozers allow us to move material once and more efficiently. Operators know exactly where to place, cut and grade because the plans are in the dozer, and it's automatically doing what's needed in relation to reaching finished elevation. They have cut our mass grading time by roughly 50%."

Specialty situations

Komatsu IMC technology works in specialty situations as well as traditional earthmoving. ABR Construction Inc., which is headquartered in Nicholasville, Ky., equips its PC360LCi-11 excavators with rock grinders.

"Using a grinder with the IMC technology allows you to achieve grade without over-digging or misalignment because misaligning a rock trench can be a very expensive mistake," explained Project Manager Ben Troxell.

ABR Construction also uses IMC dozers to complete everything from stripping to finish grade. The company gets further versatility by outfitting the dozers with rippers.

"We were constantly replacing stakes, and now, the whole site plan is in the dozer itself," said President Christian Ach. "We have less downtime, so we view IMC as a time-saving tool that makes our operators more functional. Now, they produce eight to 10 hours a day rather than worrying about knocking down stakes."

"I feel as though our overall efficiency has gone up 100% since we aren't wasting time staking, and that also frees up project managers to do other tasks," noted Senior Project Manager Darrin Darnell.

Continuing to build

According to Earing, customers across North America — and the world — have seen similar results with IMC equipment.

"The original vision for IMC was to provide a solution that all of our customers can benefit from," said Earing. "We wanted to make this available, scalable and really intuitive enough that everyone can use it, no matter the size of the contractor. Ten years later, we can pointedly say that we believe we achieved that and much more. We're continuing to build on it, and with customer input, we are seeing applications for IMC machines that we hadn't thought of at the beginning." ■

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

The D71i-24 models are the newest Komatsu IMC 2.0 dozers.





Now there is an easy, affordable way to bridge the technology gap

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

Learn more about this exciting new solution at
komatsu.com/smart-construction-retrofit

Scan to learn more



KOMATSU

SMARTCONSTRUCTION
Retrofit

Do you know the drill? The importance of preparation and timeliness for reporting construction site injuries



Dimitrius King,
Chief Claims
Officer,
Pie Insurance

About the Author: As Pie's first chief claims officer, Dimitrius is responsible for leading and implementing the company's claims strategy. Over the past 15 years, Dimitrius has held various strategic and claims leadership roles in both personal lines and commercial lines. His background includes leading in workers' compensation, group benefits, auto, property, and catastrophe claims organizations. To learn more about Dimitrius, construction safety and workers' compensation claims, visit Pie Insurance.

With nearly 6.5 million people on construction sites across the U.S. each day, accidents are likely to occur. In 2020, the U.S. Bureau of Labor Statistics reported 1,008 fatal and 174,000 non-fatal construction injuries. The injuries included falls, structural collapses, electric shocks, failure to use proper protective equipment, and many others. While safety guidelines from the Occupational Safety and Health Administration (OSHA) are put in place, accidents still happen. Are you and your crew prepared for the aftermath? When an injury inevitably occurs, employers must understand their roles as business owners, especially when it comes to the claims process.

Before an injury occurs, employers should educate all team members on workers' compensation injury and illness reporting requirements, outline who an employee should report an incident to, and how that report should be handled.

How does the workers' compensation claim process work?

When an injury occurs, the injured employee must notify their employer and file a formal workers' compensation claim. The employer is then responsible for giving the employee the appropriate paperwork and guidance, as well as filing the claim with the insurance provider in compliance with state law for reporting workplace injuries. However, it's important to remember that every situation is different.

State workers' compensation laws and deadlines vary considerably, so employers should do their research and speak with a trusted advisor when an employee injury occurs at the workplace.

Once reported by the employee, the employer has limited time to submit the paperwork for the employee to receive workers' compensation benefits. The timeline for filing a workers' compensation claim for benefits varies significantly depending on the state and can range from one to three years or more. It's always best to report an incident as soon as possible, as this often reduces the time it takes to close a claim. Both parties should act quickly when workplace injuries occur as the claim can be denied if a state's workers' compensation claim deadline is missed.

Important steps construction business owners should take when filing a workers' compensation claim

Educating employees on proper reporting processes can help streamline claims if and when injuries occur. When an injury occurs, employers must:

- Ensure the injured employee receives immediate medical care
- Complete an injury/illness report and file it with the organization's workers' compensation carrier — within 24 hours of the injury if possible
- Keep communication open with the workers' compensation carrier and the injured employee
- When appropriate, establish a timeline for returning to work
- Support the injured employee as they transition back into their role within the organization

While not all accidents can be prevented, having a clear plan in place when they occur is essential. Employers must understand their responsibility to employees and their businesses' bottom line when correctly and efficiently filing workers' compensation claims. ■

Editor's Note: This article is for informational purpose only and not an endorsement of any particular insurance carrier.

Accidents happen. Having a clear plan in place when they occur is essential, according to Dimitrius King, Chief Claims Officer for Pie Insurance.



WEIR **ESCO**

BRINGING QUALITY, INNOVATION & SUPPORT TOGETHER



XDP Bucket



HDP Bucket



ESCO®
Attachments

ESCO AND TRACTOR & EQUIPMENT CO. An Unbeatable Combination of Performance and Service



Ultralok®
Tooth
System



Since
1943

www.tractor-equipment.com

ALABAMA
ALABASTER
ANNISTON
BIRMINGHAM
DECATUR
DOTHAN
HUNTSVILLE
MOBILE
MONTGOMERY
TUSCALOOSA

GEORGIA
ALBANY
AUGUSTA
CALHOUN
COLUMBUS
FOREST PARK
HOSCHTON
KENNESAW
MACON
SAVANNAH

FLORIDA
PANAMA CITY
PENSACOLA



Have you seen what's **new** in My Komatsu?

We've made some exciting changes! An **all-new mobile app**, simplified ordering through the **Online Parts Store**, **Komatsu Care Program (KCP)** integration and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to mykomatsu.komatsu to sign up.

KOMATSU
My Komatsu

Upgraded PC130LC-11 excavator increases lifting capacity while remaining highly portable for use in a variety of applications

Looking for an excavator that can help complete jobs faster? Easily transported from job to job, Komatsu's newly upgraded PC130LC-11 increases lifting capacity by up to 20%, compared to the previous model.

"The new PC130LC-11 has a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight," said Nathaniel Waldschmidt, Komatsu Product Manager. "The result is increased lifting capacity both over the front and side. The upgraded PC130LC-11 can easily handle a wide variety of utility work or small construction jobs."

With fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, the PC130LC-11 uses up to 12% less fuel, compared to the PC130-8. To further reduce fuel usage, the excavator also features auto idle shutdown, which stops the engine after a preset amount of time.

Its operating weight of 28,440 to 29,101 pounds makes the PC130LC-11 highly portable,

and users can move it with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility remains a clear asset," said Waldschmidt. "When a contractor finishes one job, they can easily load the PC130LC-11 and quickly be on their way to the next job site. When they get there, it's a matter of minutes to unload and start working, so it maximizes productivity."

Built-in durability

Steel castings in the boom foot, boom nose and arm tip provide durability. The large one-piece hood, ground-level grease points, engine oil, and fuel filters provide quick-and-easy service access. Plus, high hydraulic pressures help optimize high arm and bucket digging forces.

Waldschmidt concluded, "We encourage anyone who's looking for a smaller conventional tail swing excavator that's proven to get the job done to contact their distributor for additional information and to set up a demo." ■



Nathaniel Waldschmidt,
Product Manager,
Komatsu



Learn more

Komatsu's PC130LC-11 excavator features a longer undercarriage that contributes to greater lifting capacity, compared to the previous model. It has fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, while also being more fuel efficient.



Quick Specs

Model
PC130LC-11

Operating Weight
28,440-29,101 lbs.

Horsepower
97.2 hp

Bucket Capacity
0.34-0.78 cu. yd.



Customer feedback helps drive innovation at Komatsu Demo Days 2023 in Georgia



Michael Gidaspow,
Vice President of
Product Service
and Solutions,
Komatsu



Kurt Renzland,
Owner,
K.J. Renzland
Excavating Inc.



Thomas Wayson,
Operator,
The Quartz Corp.
of America



Bennett Conrad,
Operator/
Fleet Manager/
Technician,
Conrad Brothers

Komatsu customers had their first chance to get their hands on the new products that were featured at CONEXPO-CON/AGG at the company's annual Demo Days in Cartersville, Ga.

"We had about 400 customers come through the event with their distributors," said Michael Gidaspow, Vice President of Product Service and Solutions for Komatsu. "There were many Komatsu experts who talked to customers and got their feedback on our equipment and our solutions."

Customers at the event were eager to get in the operator's seat of two new excavators showcased at CONEXPO-CON/AGG: the PC900LC-11 excavator and the PC210LCE electric excavator.

"Those two machines were the stars of the show; they got a lot of feedback and operation," said Gidaspow. "Customers want to know how the PC210LCE electric excavator compares to their traditional excavator, or how the PC900 operates."

The event also featured Intelligent Machine Control (IMC) 2.0 equipment; Smart Construction and Smart Quarry solutions; Montabert, Lehnhoff and Hensley products; and Komatsu's newest forestry machine: a PC230F-11.

"We want to make sure that Komatsu equipment is fully utilized, and that our

customers' entire job sites are as efficient as possible," said Gidaspow. "That is where Komatsu technologies come in, so they can help customers hit their goals. When they come to Cartersville, customers can see what Komatsu does and learn about how our offerings can assist them."

While new machines and technology were a significant draw for the event, some customers noted the overall reliability Komatsu has provided their operations over the years.

"My experience with Komatsu is that the machines are very reliable," commented Kurt Renzland, owner of K.J. Renzland Excavating Inc. "That's why I'm here. My PC400 excavator is over 20 years old, and it has over 20,000 hours with the original motor and hydraulic pumps. For us, that reliability means we can keep working and aren't wasting time repairing machinery or having to deal with expensive repair bills. Even when we went through tough times, I was able to lean on our Komatsu machines and get through."

Powerful, efficient PC900LC-11

Towering above the other machinery and quickly drawing a crowd at Demo Days was Komatsu's PC900LC-11 excavator equipped with an 8-yard bucket.

"My first thought was that the bucket is monstrous," stated Thomas Wayson, an

At Demo Days, an attendee scoops material with a Komatsu PC900LC-11 excavator equipped with an 8-yard bucket.

▶ VIDEO





A Komatsu instructor guides an operator through the capabilities of a Komatsu PC900LC-11 excavator.

operator for The Quartz Corp. of America. "It would increase our production by being able to load trucks faster. You probably only need two buckets to fill the rigid frame dump trucks, so you'd be able to speed up the process quickly."

Despite its size, the machine shares similarities with smaller models.

"I like how the cab and controls are the same, so it doesn't matter if you're on a 160 or the 900 because everything's the same inside," said Bennett Conrad, a third-generation operator, fleet manager and technician at Conrad Brothers. "I like the visibility with the cameras and the serviceability. The filters are easy to get to and are in a good spot."

The cohesiveness among models lends itself to faster operator training.

"It was like running a 390, just bigger; there was no change or parasitic drag," said Wayson. "For training, it would be a quick transition from a smaller Komatsu machine to the PC900."

Testing Komatsu's electric excavator

Demo Days attendees were some of the first customers in North America to get behind the controls of the PC210LCE electric excavator, which will be field tested later this year.

"I currently run a diesel-powered PC210 excavator, and I think that if you were blindfolded, you would not be able to tell the difference between the two," said Wayson. "I expected the electric excavator to be underpowered, but it was not. It exceeded my expectations."

Wayson was also surprised by the comfort of the machine.

"When I was operating, I turned the air conditioner off just to get a feel for the machine and see how quiet it actually is," noted Wayson. "It was astonishingly quiet."

Hands on with GD655-6, IMC 2.0

Attendees were also quick to note the performance of the Komatsu GD655-6 motor grader.

"I use motor graders for fine grading quarry stone for parking lots," explained Renzland. "The Komatsu motor grader is smooth, quiet and powerful. The controls are super sensitive, and the visibility allows me to sit in my seat while operating. I'm used to standing up and working large levers, so the operator comfort is better in the Komatsu machine."

Plus, Demo Days gave customers the ability to test Komatsu technology, such as IMC 2.0.



Joel Nicol,
Vice President,
Nicol and Sons Inc.



Watch the video

Continued...

'The Komatsu motor grader is smooth, quiet and powerful'

... continued

"I ran the D71PXi, which was my first experience with the 2.0 technology," said Joel Nicol, Vice President of Nicol and Sons Inc. "I could not believe the advancements in the mapping

system, and an operator doesn't have to interfere with the process, it just pushes."

Visit Cartersville

Moving forward, Gidaspow encourages customers to visit Komatsu in Georgia and take the opportunity to operate new machinery and technologies.

"Any customers who haven't had a chance to come out, please talk to us, and talk to your distributor," said Gidaspow. "We have customers visit us year-round, and we have equipment here that hasn't yet been released to the market. We encourage feedback from our customers, so we can learn what's working or what we can do to make our equipment and our solutions better for you." ■

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions.*



(L-R) Evergreen Siteworks' David Walker and Ray Estes take a look at ground engaging tools.



(L-R) TEC's Conner Bussman and CR Trucking's Jeffrey Jackson and Dustin Whisenant enjoy running equipment at Demo Days.



Tractor & Equipment Company employees and customers check out a Komatsu HD605 haul truck.



(L-R) TEC's Jake Miller and Kenny Smith tour Demo Days with Brown Construction of NW Florida's Wade Brown and Heaton Brothers Construction's Todd Stafford.



(L-R) Megan and Paul Eiriksson of Eiriksson Landscaping discover what Komatsu's Smart Construction and Smart Quarry solutions can do.



TEC's Joseph Roberts (left) and Howington Inc.'s Clay Knaus watch an operator test out the capabilities of the powerful Komatsu PC900LC-11 excavator.



(L-R) Hearn Farms' Nick Hearn and TEC's Jake Miller look at Komatsu's HB365 hybrid excavator.



(L-R) Bekah Averill and Allison Taylor with Lhoist North America learn about Komatsu equipment.



(L-R) Newell Roadbuilders Inc.'s Craig Sims and Charlie Smith attend Demo Days.



(L-R) Impact Rental's Scott Angel and Jordan Wright try out Komatsu's IMC 2.0 machinery.



Lhoist North America's Andy Lackey has fun learning about Komatsu's hybrid excavator.

SAFE & DISCREET



Watch
the video



Meet our new compact
breakers: the SD line. Innovative
and ergonomic tool changing system,
silenced for urban job sites, safer with
hose protection and two lifting points:
the perfect job site companion!



montabert.com
montabertusa.com



TRACTOR & EQUIPMENT CO.

ALABAMA

Alabaster
Anniston
Birmingham

Decatur
Dothan
Huntsville

Mobile
Montgomery
Tuscaloosa

FLORIDA

Panama City
Pensacola

Albany
Augusta
Calhoun

GEORGIA

Columbus
Forest Park
Hoschton

Kennesaw
Macon
Savannah



TEC1943.com

ALABAMA

Alabaster	Huntsville
Anniston	Mobile
Birmingham	Montgomery
Decatur	Tuscaloosa
Dothan	

FLORIDA

Panama City Pensacola

LeeBoy

Learn more at www.LeeBoy.com

Komatsu's PC210LCE electric excavator set to enter pilot program this year

After making its North American debut at CONEXPO-CON/AGG 2023, Komatsu's PC210LCE electric excavator is set to enter a test pilot program later this year.

"As we enter this testing phase, we know that there are many questions about this electric machine, and we will be learning alongside our customers to ensure that, ultimately, the excavator can work well for them," said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu.

Komatsu's electric excavator development is part of a larger climate goal for the company.

"We have our own corporate goals of working toward carbon neutrality by 2050," explained Earing. "That may seem like a long time away, but it's not. We are dedicated to striving to meet those goals along with the goals of a lot of our customers — which happen to be very similar."

The PC210LCE is in the 20-ton class and is ideal for operating in urban or indoor environments because it has zero emissions and runs more quietly than combustion-engine excavators.

"With the emissions-free product, it opens up a few doors," noted Earing. "The first is that this machine can work indoors. It's zero emissions, so you don't have to worry about adding on a scrubber or monitoring indoor air quality. You can take it indoors, get to work, and not worry about those factors."

Earing added, "The other big benefit is the operating environment. The additional feedback that we often get is that it's an extremely quiet excavator, especially when you have the cab door shut. This means a more comfortable experience for our operators, and externally, a quieter job site for ground crews."

Partnership with Proterra

The PC210LCE is powered by lithium-ion battery technology developed by Proterra that can give it up to eight hours of operating time, depending on the application.

"Proterra's been in this industry for over 10 years now," said Earing. "They are known for producing and installing these batteries in 100% electric transit vehicles, primarily buses, and their transit buses can operate 12 to 24 hours a day, seven days a week. These duty cycles meet or exceed what is

expected in the construction industry, so we have confidence in the technology. We're very proud to have them as a partner."

With the Proterra battery, the PC210LCE provides optimal performance.

"The battery system, coupled with a 123-kilowatt, 165-horsepower electric motor as the power plant, is going to deliver the same levels of performance as a conventional PC210LC-11 excavator," remarked Earing.

The electric excavator is also compatible with Komatsu's Smart Construction Retrofit, an affordable guidance kit that gives operators in the field and managers in the office both access to 2D and 3D design and payload data to help drive accuracy, control load volumes, and improve operations. ■



Watch the video



Andrew Earing, Director of Tracked Products and Technical Service for Komatsu, discusses the features of the Komatsu PC210LCE electric excavator with customers at Komatsu Demo Days, which was held in May. "The battery system, coupled with a 123-kilowatt, 165-horsepower electric motor as the power plant, is going to deliver the same levels of performance as a conventional PC210LC-11 excavator," said Earing.

Komatsu's PC210LCE electric excavator will be field tested later this year.

▶ VIDEO



3 STATES 20 LOCATIONS 29 PSSRs



ALABAMA

ALABASTER

DALTON CAMPBELL (205) 587-7336

ANNISTON

BARRY THORNBURG (205) 365-4546

BIRMINGHAM

ALAN COOPER (205) 965-4131

JOHN BARBEE (205) 363-0870

DECATUR

RICKY MATHIS (256) 338-4574

DOTHAN

ANDREW LARSEN (334) 350-4392

MOBILE

RYNE PHELPS (205) 757-6910

MONTGOMERY

TOULOUSE JOHNSON (334) 306-9541

TRIPP ADAMS (334) 850-8249

HUNTSVILLE

GARY DODD (256) 677-3877

TUSCALOOSA

KENT WATKINS (205) 361-0083

FLORIDA

PANAMA CITY

JOEY MAJORS (850) 527-1840

PENSACOLA

MIKE DOUGLAS (850) 554-3234

GEORGIA

ALBANY

DOUG HAAS (229) 349-3383

JON DONNELLY (229) 942-3214

AUGUSTA

DAWSON ALBRIGHT (205) 292-0107

CALHOUN

EDWIN MURRAY (770) 608-6525

ANDY WORLEY (770) 548-5342

COLUMBUS

GEORGE COPELAN (706) 577-4163

FOREST PARK

NICHOLAS WINKLER (423) 664-3013

CODY SMITH (205) 454-0458

ZACHARY BRISCOE (770) 519-9616

HOSCHTON

JESUS "CHUY" MUNIZ (678) 725-2113

CARTER WOOD (678) 733-2981

KENNESAW

JACOB ALTMAN (678) 237-1520

MACON

BOB RALEY (478) 952-5266

MARK CATHEY (770) 584-7277

SAVANNAH

PATRICK HOYT (478) 973-4272

CODY REEVES (478) 957-0936

KOMATSU



PRODUCT SUPPORT TEAM



Komatsu selected as a Sourcwell heavy equipment provider

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcwell. Membership is free, and there are no minimum contract requirements.

Among the largest governmental cooperative agencies in North America, Sourcwell represents more than 60,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcwell, the procurement process is simplified.

First named a Sourcwell partner in 2019, after an extensive evaluation process, Komatsu was again awarded a national cooperative contract for construction equipment with related attachments and technology. Sourcwell members can

choose to purchase from more than 50 Komatsu models of construction and compact equipment, across 10 product groups. Komatsu's distribution network, which includes 29 dealers with collectively more than 200 branches across North America, will provide support to Sourcwell members.

"Sourcwell provides its members with a unique advantage in the cooperative purchasing process by leveraging qualified suppliers and ensuring that the process and pricing is streamlined to increase efficiency and generate savings for their members," said Komatsu's Robert Richens, Director of National Accounts. "Komatsu is thrilled to continue our relationship with Sourcwell and build upon our previous successes in North America. Sourcwell is a strategic partner in the governmental, education and non-profit sector, and we look forward to continuing to provide their members with our world-class products, services and customer-focused solutions." ■

Sourcwell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu another national cooperative contract for heavy equipment and related accessories, attachments and supplies.



Komatsu launches Komatsu Academy, a new online training system for customers and dealers

Komatsu Academy, a new online training system that is currently available for Komatsu dealers, will become available for Komatsu customers this fall via the My Komatsu app.

Intended to easily provide educational content to users at any time, "Komatsu Academy is designed to help our dealers and customers recruit, strengthen their workforce, and retain their technicians and operators," said Craig Yager, Training Manager for Komatsu. "It's part of an ecosystem to bolster and improve the skill sets of current technicians and operators, while drawing new people to this industry by providing access to high school and technical school students."

Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, maintenance and machine operation.

Yager continued, "It's important for Komatsu to provide our dealers with in-depth knowledge of our products, so they can support our customers. And, for our customers, Komatsu Academy can provide training to support the creation of a skilled workforce that can operate our equipment more efficiently and effectively, to help reduce machine downtime by identifying problems before they worsen."

Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, machine maintenance and operating best practices. These modules can be accessed easily through a mobile app and completed at an individual's own pace. For Komatsu customers, Komatsu Academy will offer some free courses and content, but the full suite of content will be accessible on a subscription or a per-course cost.

Flexible career development

Aside from relevant job training, Komatsu Academy will also provide career paths for users, allowing them to learn additional skills and become certified, which could help them advance within their organization.

"The ability to develop a career path is going to help an employee grow by identifying what training and skills are needed for advancement," explained Yager. "For example, Komatsu Academy can help an employee who works at the parts counter and wants to be a parts manager by providing a view to their career path and explaining what training and skills they need to achieve their goal."

When a person logs into Komatsu Academy, they are identified by their job role, and then the system tailors recommended courses for them.

"The system recognizes any potential career paths and displays certifications based on the job role information," said Yager. "Users can find additional certifications and information relevant to their career path and see how the content they have taken to date applies to other potential careers."

For certifications, users can supplement hands-on training with educational content





► VIDEO

In the fall, Komatsu Academy will be accessible for customers via the My Komatsu app and will provide educational content wherever users have internet access.

on Komatsu Academy to minimize time away from their organization.

"Our dealers are often faced with the difficult choice between supporting their customers or sending their technicians to do training to improve their skills," said Yager. "Komatsu Academy will provide them with an option to do both simultaneously. The technician can learn more about our products and how to troubleshoot them on their own, on the job, all with microlearning content at their fingertips. Instead of attending a traditional 40-hour class, they have access to content that's online, easily searchable, and consumed in small modules. They could be standing out at the machine on their lunch break and learn something about an excavator."

Development of VR training

As technology continues to evolve in the construction industry, virtual reality (VR) will likely be a crucial aspect of Komatsu Academy in the not-so-distant future.

"Our team at Komatsu is working with Arizona State University to develop virtual

operator training using haptic gloves and VR goggles," said Yager. "Haptic gloves give you the feel of interacting with the machine. The user feels feedback through the gloves, and the VR gives them a 360-degree view of the machine. They can actually feel and see that they are grabbing a wrench and can feel the bolt tightening."

The technology enables people to have hands-on experiences with a machine, even if there's not a physical model on-site. VR training can circumvent any machine availability issues and provide hands-on content whenever and wherever.

"Someone training could be in a small classroom a thousand miles from the instructor, but they could virtually see and feel the machine and interact with the instructor," said Yager. "The potential use cases are endless. VR is going to be important for technical training, and Komatsu Academy will provide the necessary training information to make the workforce stronger and to spark renewed interest in careers within the construction and mining industry." ■



Watch the video

Bonus depreciation has dropped to 80%; equipment must be purchased, placed into service by midnight Dec. 31

This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to drop by 20% per year until it reaches 0% in 2027.

Bonus depreciation is available for both new and used equipment placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

"The purpose of bonus depreciation is to encourage businesses to invest in new equipment and machinery," said Sean Farrell in the article "A Guide to the Bonus Depreciation Phase-Out 2023" on SharedEconomyCPA.com. "It provides businesses a tax incentive to do so."

With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase, according to Dan Furman, Vice President of Strategy at Crest Capital.

In the article "Goodbye, 100% Bonus Depreciation — Phase-Out Begins in 2023" published by Equipment World, Furman writes, "To qualify, the equipment must be bought and placed into service during the calendar year, so making your bonus depreciation purchase

as early as possible has advantages (avoiding supply-chain issues delaying shipment/etc.). Further, if you were considering a major purchase in 2024 or beyond and planned to use bonus depreciation, perhaps bumping that purchase to 2023 makes sense (80% depreciation this year vs. 60% next, and so on). In addition, finance rates are predicted to keep rising, so if you were planning to finance your purchase, there's another advantage to buying earlier."

Higher amounts for Section 179

An additional advantage with bonus depreciation is that it has no limit on the amount. It can be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

Section 179 limits the 100% depreciation amount to \$1,160,000 in 2023, an increase of \$80,000 compared to 2022. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$2,890,000, which is up from \$2.7 million. ■

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



You can take 80% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31. The percentage drops to 60% in 2024.

On the light side



Did you know?

- Komatsu was founded by Meitaro Takeuchi in 1921.
- Barbie's birthday is March 9, 1959. It is the day that Barbie inventor and Mattel Inc. co-founder Ruth Handler debuted the doll at the American International Toy Fair in New York.
- Komatsu introduced the world's first hybrid hydraulic excavator in 2008.
- "Shrek" won the first ever Oscar for best animated film.
- Komatsu launched the world's largest mechanical-drive WA1200 wheel loader in 1999.
- Jupiter has the shortest day in the solar system; it only takes about 10 hours for Jupiter to rotate once. Jupiter makes a complete orbit around the Sun in about 12 Earth years.
- Komatsu developed Komtrax in 1998.

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.tectractorstimes.com

1. IDB _____
2. ADC _____
3. ECWR _____
4. ILEDF _____
5. BLAS _____



See the answers



THE EXTRA MILE NEVER ENDS



WITH 20 CONVENIENT LOCATIONS, WE'VE GOTCHA COVERED!

BIRMINGHAM, AL
(205) 591-2131

MONTGOMERY, AL
(334) 288-6580
(800) 832-9563

TUSCALOOSA, AL
(205) 752-0621
(800) 582-4625

ALABASTER, AL
(205) 621-2489

ANNISTON, AL
(256) 831-2440

MOBILE, AL
(251) 457-8991
(800) 233-7213

DOTHAN, AL
(334) 678-1832

DECATUR, AL
(256) 355-0305

HUNTSVILLE, AL
(256) 851-2222

FOREST PARK, GA
(404) 366-0693
(800) 488-0693

HOSCHTON, GA
(706) 654-9850
(888) 334-9850

KENNESAW, GA
(678) 354-5533

CALHOUN, GA
(706) 879-6200
(800) 827-3072

MACON, GA
(478) 745-6891
(800) 786-3120

SAVANNAH, GA
(912) 330-7500
(800) 827-1405

COLUMBUS, GA
(706) 562-1801

AUGUSTA, GA
(706) 798-7777
(800) 659-3090

ALBANY, GA
(229) 435-0982
(800) 733-0982

PANAMA CITY, FL
(850) 763-4654
(800) 342-2055

PENSACOLA, FL
(850) 505-0550