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# Difference

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## Moving More

Highly maneuverable rigid-frame truck  
delivers more hauling cycles  
for increased production



## A Message from the President



Dan Healy

**On the cutting  
edge of  
technology**



Dear Valued Customer:

Technology is a part of our everyday lives. During the past several years, its prominence in the construction, mining, quarry and other equipment-intensive industries has grown astronomically. Today's machinery is more advanced than ever with integrated GPS and telematics that provide information remotely to enable tracking and automation.

Komatsu has always been on the cutting edge. Twenty years ago, it began looking at ways to implement this technology into its construction machinery. Hours and location were the first bits of information supplied by what, in time, became KOMTRAX. Today, it and KOMTRAX Plus for mining machines, offer a wealth of data that can potentially lower your total cost of ownership. See more about the history and evolution of this innovative tool in this issue of your DMI Difference magazine.

KOMTRAX has been standard on all new Komatsu equipment for quite some time, including the machines spotlighted in this issue's case study. I think you will find this an interesting read as it shares how equipment users like you utilize Komatsu equipment to increase production and efficiency.

Komatsu believes in serving as a total solutions provider and that includes being a source for financing. The Komatsu & You article, featuring Komatsu Financial President Rich Fikis, gives insight on why more than 80 percent of Komatsu machines are financed through Komatsu Financial.

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

Sincerely,

A handwritten signature in dark ink that reads "Dan Healy". The signature is fluid and cursive, with the first name "Dan" being more prominent.

Dan Healy  
President

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DIESEL MACHINERY, INC

# Difference

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# Takeuchi compact track loader and mini excavator lines deliver more options, fleet flexibility



**Dan Rude,  
DMI General  
Manager**

To provide complete fleet coverage to customers throughout South Dakota, Diesel Machinery, Inc., (DMI) has added the Takeuchi compact track loader and mini excavator lines to its offerings.

"Takeuchi is a tremendous product," shared DMI General Manager Dan Rude. "This manufacturer has a strong tradition of reliability. Takeuchi machines are high quality and have a ton of power. We are very excited to carry them."

The DMI-Takeuchi partnership is a recent one.

"The process began at CONEXPO in 2017 when we met with Takeuchi," noted Rude. "We got the opportunity to carry their equipment in Aberdeen and Rapid City, and when the chance came up for Sioux Falls, we jumped on it. We are proud to now be the carrier for the entire state."

### Versatility, value

Above all, Takeuchi compact equipment was added to improve customers' balance sheets.

"Buying equipment is an investment," said Rude. "Takeuchi machines are powerful, reliable and have a great warranty. When you add up the combination, it means the possibility of greater profitability."

Adding to the lines' potential cost-effectiveness is its versatility. With several machines under 19,000 pounds, Takeuchi excavators and track loaders can handle a wide range of tasks, regardless of conditions.

"They're built for any tough application," explained Rude. "Takeuchi is the first to build

a compact track loader; everyone else has followed. They have tremendous horsepower. As for the excavators, Takeuchis have a small footprint, so they can work on jobsites where space is at a premium.

"Plus, transporting them from jobsite to jobsite is user-friendly," he added. "You don't need a low-boy to move them; they can be towed with a truck. We've also found that users pair the excavators with track hoe loaders so they can do multiple functions at once, which increases productivity."

Takeuchi delivers away from the jobsite as well with programs designed to increase return on investment and peace of mind.

"Takeuchi's financing and warranties are two more examples of value that it can provide," stated Rude. "Takeuchi has great financing options, and new machines come with a two-year, 2,000-hour, full-machine warranty at no extra charge as part of its P3 Power Protection Plan. That's a lot of added value."

### Remote monitoring system

Takeuchi introduced Takeuchi Fleet Management (TFM) on most track loader and excavator models. The remote monitoring tool utilizes machine data to help customers better manage their fleets by providing a wealth of information.

"The system is great for owners," said Rude. "Having data is a practical way for them to save money."

**TB240**  
8,990 lb  
35.8 hp



**TL12**  
11,618 lb  
110 hp







**TB260**  
12,645 lb  
47.6 hp

Plus, it's a free service as long as the machine is under warranty."

The TFM system remotely alerts owners to machine performance and health diagnostics in addition to location, utilization, performance and maintenance data to provide insights into where and how equipment is being operated.

### Big on comfort

Built on the four pillars of operator comfort, performance, durability and serviceability, Takeuchi compact excavators

pack a lot of performance into a small package. However, compact status refers only to its footprint.

"The cabs have an overhead door design that allows easy access, and they're huge" said Rude. "Operators of any size will be able to work comfortably."

In addition, the cabs are loaded with technology, including large LCD multi-informational displays on select machines.

"Takeuchi machines are equipped for today's industry," said Rude. ■



**TL10**  
10,318 lb  
92 hp



**TL8**  
8,631 lb  
74.3 hp



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**Hunter and Clint Shackelford**  
Shackelford Construction / Yazoo City, MS

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## Crowd pours into Las Vegas for CONEXPO-CON/AGG, IFPE triennial gathering

**T**he crowd was much better than expected under the circumstances,” said David Price, Chairperson of International Fluid Power Exhibition (IFPE), which had a co-located event with CONEXPO-CON/AGG’s show at the Las Vegas Convention Center and Festival Grounds. “We were very pleased with the strong showing from the 300-plus exhibitors at IFPE 2020, and we are looking forward to the 2023 gathering.”

Even amid concerns about COVID-19, CONEXPO-CON/AGG and IFPE drew large daily attendance. The showcase featured the latest machinery and technology for the construction, mining, scrap handling, waste, forestry and other industries. Registrations for the show totaled more than 130,000.

“CONEXPO is a great way to see what’s new,” said Seth Wisney with McGuirk Sand-Gravel of Mt. Pleasant, Mich. “It’s very impressive.”

Despite the last day being cancelled, the event reached some key metrics according to organizers, including overall contractor and producer attendance growth of 14 percent. Attendees purchased a record-breaking 75,622 tickets for educational sessions, a 46 percent increase from three years ago.

“We refer to this as the ‘heavy metal’ show, but it’s much more than that,” stated Mary Erholtz, CONEXPO-CON/AGG Show Chairperson. “It has giant machines, incredible exhibits, fantastic education and huge expectations. Organizers have a legacy of building and innovating on previous



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*Continued . . .*

A large contingent of people checked out the Komatsu booth during the co-located CONEXPO-CON/AGG and IFPE show in Las Vegas.

### ► VIDEO





# Looking to the future of the industry

... continued

shows, and the 2020 gathering extended that record of success.”

## Technology at the forefront

CONEXPO-CON/AGG highlighted technology in today’s and tomorrow’s construction industry with the Tech Experience. This exhibit emphasized the effects of artificial intelligence, autonomous equipment, big data, sustainability, smart cities and modern mobility.

“I’m amazed at what some of the minds at the Tech Experience think up,” said Helen Horner, Director of Education Programs at the Association of Equipment Manufacturers (AEM), the organization that co-owns and operates CONEXPO-CON/AGG. “What we’re seeing in bringing all of these ideas to one place is how some connect to form new ideas. Hopefully, those germinate after the show to give us even more

amazing technology to explore at the next CONEXPO-CON/AGG.”

Tech talk topics included Driving Decisions with Artificial Intelligence; Smart Cities; 3D Printing Buildings – Current Possibilities and Future Implications; Wireless Energy Transfer; and Prevention and Protection of Traumatic Brain Injuries.

“New ideas and connections are the core of what we want people to experience at CONEXPO-CON/AGG,” said Show Director Dana Wuesthoff. “The big iron and big deals are definitely fun, but the technology, information and education are what secure the future of the industry and the continuing viability of the businesses that attend and exhibit here.”

## “Creating Connections”

Komatsu, with its exhibit theme of “Creating Connections” was among those making a strong showing with both equipment and technology. The company debuted machines for multiple industries, including the D71PXi-24, its newest and largest hydrostatic transmission dozer. It features Komatsu’s *intelligent* Machine Control (iMC) 2.0, which also was introduced in Las Vegas.

Komatsu showcased its upcoming suite of 11 Smart Construction solutions that will roll out over the next year. By tapping into the Internet of Things, customers will soon be able to control construction planning, management, scheduling and costs, and optimize processes remotely and in near real time.

The D155CX-8 pipelayer, designed in conjunction with pipeline companies, made its global premiere in Komatsu’s 40,000-square-foot exhibit space. Previously previewed machines that were formally introduced at the event included the PC130-11 excavator and the WA475-10 and WA800-8 wheel loaders.

“CONEXPO provides a unique opportunity for contractors to see not only where the equipment industry is today, but also where it’s headed; and we believe Komatsu is leading the way,” said Rich Smith, Vice President, Product and Services Division. “We wanted attendees to see Komatsu’s commitment to advanced products backed by innovative solutions that can potentially reduce overall ownership and operating costs significantly. The feedback we received shows we achieved our objective.” ■

Attendees gathered information about equipment and technology from Komatsu personnel who answered questions and provided details about new machines, *intelligent* Machine Control 2.0, Smart Construction, MyKomatsu and much more.





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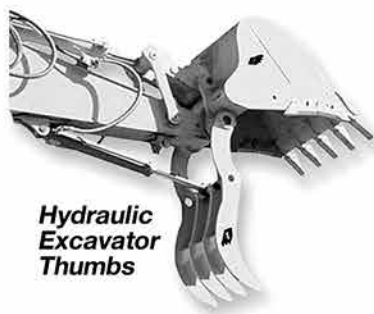
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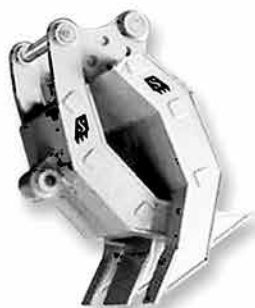
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# Highly maneuverable rigid-frame truck delivers more hauling cycles for increased production

**M**ining, quarry and aggregate operations want to move large quantities of material as quickly as possible. Trucks with a tight turning radius, that are highly maneuverable when spotting to be loaded and positioning to dump, can provide an advantage in achieving those goals.

With a turning radius of 33 feet, 2 inches, Komatsu's new 1,140 net horsepower HD785-8 rigid-frame, off-highway truck helps users reach their objectives while delivering a payload capacity of 101.6 tons. The truck has a 7-speed, fully automatic transmission with two selectable reverse speeds. The Komatsu Advanced Transmission with Optimum Modulation Control System ensures smooth clutch engagement for a more comfortable ride and reduced material spillage.

### Get more done in less time

"Thanks to its Tier 4 engine, the HD785-8 has the highest in-class horsepower in North America for the best travel performance on grade," said Robert Hussey, Komatsu Product Marketing Manager. "Additionally, it delivers

fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour."

The Komatsu Traction Control System is standard and automatically applies pressure to independent brake assemblies for optimum traction in various ground conditions, without the need for differential lock-up, so steering performance is not compromised.

"The wet multiple disc brakes on all four wheels provide excellent downhill brake retarding performance," said Hussey. "The Automatic Retard Speed Control maintains a selected downhill travel speed, rather than engine RPM, so operators can keep their focus on the haul road." ■



**Robert Hussey,**  
Komatsu Product  
Marketing Manager



Discover more

### Quick Specs on Komatsu's HD785-8 Off-Highway Truck

Model	Net Horsepower	Payload Capacity	Industries
HD785-8	1,140 hp	101.6 ton	Aggregate, Quarry, Mining

Komatsu's new HD785-8 rigid-frame, off-highway truck has a turning radius of 33 feet, 2 inches, making it highly maneuverable. "It delivers fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour," said Robert Hussey, Komatsu Product Marketing Manager.





# *intelligent* Machine Control dozers help reduce pad construction time, 'perfect for reclamation'



Art Gutteresen,  
Owner



Luke Leonard,  
GPS Technician



Joey Timco,  
Construction  
Superintendent

**P**Ranch owner Art Gutteresen turned a blizzard into a business. "Nobody could get to work, and there were oilfield companies installing wells on the property. I leased a motor grader to move the snow and open the roads for them. I think I moved the same snow every day for three months," he recalled.

Gutteresen saw an opportunity to provide additional resources to the oil and gas companies working the 32,000 acres that comprise Gutteresen Ranch, and that was the catalyst for Gusher Oilfield Services. It now offers drill pad, road and tank battery construction; grading; heavy hauling; and reclamation services, among others.

### Proven results

To streamline operations, Gusher Oilfield Services GPS Technician Luke Leonard builds topographic maps using a data collector and rover. Then, he makes a design file that can be plugged into the company's Komatsu *intelligent* Machine Control D65PXi-24 and D39PXi-24 dozers and used for pad construction and reclamation.

"Our operators let the machines do the work; they're simple and have led to greater efficiency," shared Leonard. "We love the integrated system, which eliminates wasted

time or additional expenses that come with the masts and cables of traditional aftermarket GPS."

"The D65PXi pushes and carries a sizeable load; and with the six-way blade, operators can do all the mass dirt moving, slope cutting and finish work for pads with one machine," added Construction Superintendent Joey Timco. "Previously, depending on pad size and the amount of material to move, construction could take five to 10 days. Now, with the D65i, we've cut that time in half. The smaller D39PXi is perfect for reclamation, because it involves working in some tight areas that are close to well heads."

Gusher Oilfield Services mounted a permanent solar-powered GPS base station with Virtual Reference Station control in the middle of the ranch at a height of 27 feet. A Technical Solutions Expert with the local Komatsu distributorship assisted with setup and calibration.

"He was instrumental in ensuring everything functioned properly," said Leonard.

"Additionally, he trained our operators on the ins and outs of the system. His expertise ensured that we were up and running quickly to maximize production and efficiency." ■

A Gusher Oilfield Services operator builds a well pad with a Komatsu *intelligent* Machine Control D65PXi-24 dozer. "Our operators let the machines do the work; they're simple and have led to greater efficiency," said Gusher Oilfield Services GPS Technician Luke Leonard. "We love the integrated system, which eliminates wasted time or additional expenses that come with the masts and cables of traditional aftermarket GPS."

### ▶ VIDEO



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**Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI**

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# After 20 years, telematics system continues to help owners use equipment data for more cost-effective practices



**▶ VIDEO**  
**Steve Day,**  
former Komatsu  
Director of Service,  
now retired



**Chris Wasik,**  
Komatsu Director of  
Parts Marketing

**K** Knowing where your machines are located and the number of hours on them are critical pieces of information when maintaining a fleet. Those capabilities were the original features of Komatsu's remote monitoring KOMTRAX telematics system, which celebrates its 20th birthday in 2020.

"After all of these years, those are still two important functions, although KOMTRAX has considerably more capabilities now," said Steve Day, who served as Komatsu's Director of Service in 2000, and was instrumental in the adoption and implementation of KOMTRAX. He recently retired from Tractor & Equipment Company where he was Executive Vice President/General Manager-Product Support. "It evolved into a tool for monitoring equipment health, idle time, fuel consumption and much more. The information can be used to address changes that lead to better practices, which reduce owning and operating costs."

Depending on the machine, today's KOMTRAX can deliver information on cautions, abnormality codes, actual working hours versus idle time, hydraulic relief hours, load frequency and digging hours, among other critical data. The latest version, KOMTRAX 5.0, is standard on

Tier 4 construction machinery and includes Komatsu Diesel Particulate Filter soot count, active regeneration time, operator identification and diesel exhaust fluid level.

"Early on, we recognized how valuable the data could be to customers, our distributors and to Komatsu as a manufacturer, and each has played a significant role in its evolution," emphasized Komatsu Director of Parts Marketing Chris Wasik, who also worked on the initiative that eventually led to KOMTRAX. "There was some discussion in the initial stages about what to charge for the service. However, we quickly saw such great potential benefit that we decided to provide it complimentary, and we still do."

### Beneficial to all

Wasik said that Komatsu now monitors hundreds of thousands of machines equipped with the technology to analyze trends and assess data, which may determine manufacturing levels and inventory. Distributors keep track of equipment in their territories to determine when to perform service intervals, what parts to stock and to remotely diagnose error codes and more.

"The customer benefit is better support," said Wasik. "For instance, when a machine has a fault code, KOMTRAX sends an alert. Before driving to a customer's site to check the machine, the technician can pull the parts that may be needed and take them along. In the past, the technician may have needed to assess the machine, determine the required parts, then go back to the shop and get them. KOMTRAX reduces downtime, and because it shows where a machine is located, the tech can drive right to it, which saves time and travel expense."

Customers can keep an eye on their machines through a secure website via desktop and laptop computers, tablets or with a smartphone using the KOMTRAX app. McManus Construction, LLC Fleet Manager James Bedgood utilizes the service to research error codes as well as to track idle time and hours.

Equipment users can track a machine's hours, idle time, usage, operation modes and much more with KOMTRAX. "The increases in productivity and efficiency we get across the board with Komatsu are fantastic," said Dorado Construction Group Fleet Manager/Equipment Manager Clay Butler. "I see it every day when I look up the machines through KOMTRAX on my desktop computer or tablet."







**KOMTRAX**, Komatsu's remote monitoring telematics system, turns 20 this year and has evolved from a box that offered basic information on location and hours to an integrated system that provides comprehensive data on machine health, usage and more.

"If I'm out of the shop, I check it through the app on my phone," said Bedgood. "It's a great tool that allows us to be even more proactive regarding service."

Dorado Construction Group Fleet Manager/ Equipment Manager Clay Butler consistently uses KOMTRAX to track how his company's Komatsu equipment is running.

"The increases in productivity and efficiency we get across the board with Komatsu are fantastic," said Butler. "I see it every day when I look up the machines through KOMTRAX on my desktop computer or tablet. If a code pops up, it alerts us so that we can address it quickly."

Rizwan Mirza, Komatsu Manager, KOMTRAX – Technical Support & Production Quality, Products & Services Division said that this kind of end-user adoption has always been one of Komatsu's goals.

"We want customers to utilize it to its fullest and reap the benefits of what's available," added Mirza. "Whether it's basic hours and location or more advanced data, such as idle versus production time, economy mode versus power mode functionalities, unnecessary travel or something else, it's

beneficial to their operations. Komatsu and our distributors can consult with customers to use the information in a way that maximizes production and efficiency."

### Total solutions tool

KOMTRAX has exceeded the initial development team's expectations. "Telematics were being used in the trucking industry, and someone had the foresight to see its applications for construction equipment," Day recalled. "We started with a box and put it on one excavator to do some field testing and see what we could do with the information."

"It was introduced on four machines, and the benefits were so great that we expanded it," added Wasik. "KOMTRAX was so well-received, that we manufactured retrofit packages for older models. Some customers put it on their competitive brands and other types of equipment to track them as well."

Mirza said predictive analysis could be the next step in the evolution of KOMTRAX. "A machine may tell the customer that it's nearly time to replace a component, for instance. We are working to marry it with our MyKomatsu website and other business aspects as part of our total solutions package." ■



**Rizwan Mirza,**  
Komatsu Manager,  
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# Construction, mining and aggregate customers demo latest equipment and technology

**K**omatsu welcomed customers to recent hands-on events where they had the chance to operate a variety of heavy equipment. Demo Days took place at Komatsu's Cartersville Customer Center in Georgia, where guests met with product experts and learned about the latest advancements in construction technology. Quarry Days sessions were held at the company's Arizona Proving Grounds in Sahuarita, Ariz.

### Demo Days

"It's fun to see and run all of the new equipment to get a great feel for what the technology is truly doing," said Rachel Contracting Operations Manager Robbie Koopmeiners. "To be front and center with the newest and greatest technology is something that can't be replaced."

Headlining the new machinery and technology on display was Komatsu's Proactive Dozing Control logic, available on the D51i-24 and D61i-24.

"We featured our *intelligent* Machine Control dozers with Proactive Dozing Control," said Komatsu District Manager Isaac Rollor. "We debuted this technology last spring, and a lot of customers were ready to get into the dozers and get first-hand experience with how it really works."

The three-day event featured 25 machines ranging from utility equipment to mining and aggregate pieces, including the full lineup of *intelligent* Machine Control dozers and excavators.

"We design Demo Days as a highly interactive experience," said Rollor. "With machine demos and Komatsu experts, plus games, booths and other information, we want customers to get all of their questions answered before they leave. It's our goal to provide the best experience possible."

Customers agreed that Komatsu accomplished its mission.



Isaac Rollor,  
Komatsu District  
Manager



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*Continued...*

Demo Days attendees had the opportunity to operate a wide array of equipment as well as gather information and other tips from Komatsu product experts at the Cartersville Customer Center in Georgia.

### ▶ VIDEO





# Events offer time for meaningful conversation

... continued

"I'm blown away at the hospitality Komatsu provided," said War Paint Enterprises Owner Brock Parker. "You have the opportunity to see and run everything. Plus, you get to talk to the people who designed these machines and learn a lot about the equipment. I would definitely recommend coming to Demo Days."

## Quarry Days

More than 140 customer and dealer attendees representing 25 different companies across mining and aggregate industries attended a session during the two-week Quarry Days event.

"This is a unique opportunity to bring our customers into an actual mining site where they can operate equipment, and we can demonstrate it in an application that is representative of their working environment," explained Komatsu Senior Product Manager Joe Sollitt.

"We bring in a lot of larger gear and encourage customers to engage with our product experts, equipment trainers and staff to learn about the machines," he added. "The group sizes are limited each day so that guests and employees have more time to engage in meaningful conversation."

Quarry Days highlighted the recently introduced Komatsu HD785-8 haul truck and previewed the WA475-10 wheel loader. The HD785-8 has a rated payload of 101.6 tons and offers operators a bird's-eye view with KomVision (see related article on page 11). The WA475-10 wheel loader has an all new hydromechanical transmission to increase efficiency.

"We're really excited to preview the WA475-10 because it's a major technological step that increases productivity and reduces fuel consumption," noted Sollitt. "The HD785-8 also includes a wide range of technological upgrades and is a perfect match with the WA900-8 wheel loader." ■



Komatsu Senior Product Manager Mike Salyers speaks with customers about Proactive Dozing Control logic at Komatsu's Demo Days at the Cartersville Customer Center in Georgia.

A Komatsu WA900-8 wheel loader drops dirt into the bed of a Komatsu HD785-8 haul truck at Komatsu's Arizona Proving Grounds during Quarry Days. "The HD785-8 includes a wide range of technological upgrades and is a perfect match with the WA900-8 wheel loader," noted Komatsu Senior Product Manager Joe Sollitt.

► VIDEO



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## President Rich Fikis says Komatsu Financial customizes solutions to fit needs of individual businesses

**QUESTION:** More than 80 percent of Komatsu construction equipment is acquired using Komatsu Financial. What makes it such an attractive lending source?

**ANSWER:** During the past several years, we have made a concerted effort to be closer to customers and better understand their specific needs. It helps us know what they are looking for in a monthly payment; whether they do maintenance in-house or need long-term maintenance plans built into

their payment or lease structure; what their machine applications are; and more. Those items are important in making sure we focus on their success, rather than simply providing blanket financing at a certain rate during a given time frame.

As an example, in some parts of the country winter can be especially rough for contractors. They may not work for an extended time. We can build payment skips into their financing that allow them to finalize purchasing or leasing decisions, maintain good cash flow and start making payments again in the spring when projects are up and running and their receivables are better.

I believe another reason is our strong relationship to Komatsu's distributor network. Komatsu Financial provides training and works closely with sales personnel at the distributorships to ensure they are every bit as qualified to talk about Komatsu Financial products as we are. We are in lockstep with one another.

**QUESTION:** How long does it take to receive a financing decision?

**ANSWER:** The average time is about four business hours after the distributor submits the application to us. That's our goal; however, the vast majority are quicker. That's due, in part, to having numerous repeat customers and automatic approval capabilities.

**QUESTION:** How much of your business comes from repeat customers?

**ANSWER:** More than 70 percent, which is an excellent number for our industry. A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it.

**QUESTION:** Do you finance more than equipment?

**ANSWER:** Yes, we also finance Komatsu Genuine Parts and service handled by our distributor network. We pre-approve a specific amount to help make the decision to have maintenance and repairs done. Our standard term is 15 months of equal payments, which



**Rich Fikis,**  
President, Komatsu Financial

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*

Rich Fikis started with Komatsu Financial in 1997. At the time, he and his colleagues worked in a building that was separate from Komatsu America. "That's no longer the case; today we are a much bigger part of the picture," said Fikis. "We are closer than ever to our distributors and customers, which allows us to better understand their perspectives on financing and how we can build plans and programs tailored to their needs."

Fikis began his career in the operations area and spent four years in collections before moving into credit and then to a regional manager position. He also worked in financial planning and analysis for Komatsu America before becoming President of Komatsu Financial.

"I really enjoy going out to our distributors and sitting down with customers, listening to what their needs are and finding solutions to help," said Fikis.

He and his wife, Tami, have three sons who are active in sports, and the couple enjoys attending their athletic events.





President Rich Fikis says Komatsu Financial does more than provide blanket rates for certain periods of time. "During the past several years, we have made a concerted effort to be closer to the customers and better understand their specific needs," said Fikis. "That's why more than 80 percent of Komatsu construction equipment acquisitions are financed through Komatsu Financial."

allows for a major repair without hampering monthly cash flow; however, we can develop customized payment plans as well.

**QUESTION: What does the future hold for Komatsu Financial?**

**ANSWER:** We are looking at some enhancements to tailor lease programs specifically to Komatsu Care Certified used machinery. We can look at KOMTRAX and check distributor records to verify that all of the services were done as scheduled, so when those machines go out, we and the customer are confident in their condition and value.

We continue to better utilize technology, and right now we are getting ready to launch a more dealer-friendly portal that will allow them to quickly submit an application and receive lease quote information. The enhancement of our KomatsuFinancial.com website continues as well and will offer customers the option to make payments, view their information, pull up invoices and more.

**QUESTION: What is your outlook for 2020?**

**ANSWER:** Everything we see shows that the general fundamentals of the economy are



Repeat customers account for more than 70 percent of Komatsu Financial's business. "That's an excellent number for our industry," stated President Rich Fikis. "A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it."

strong. Low unemployment is a positive, as are the manufacturing indexes of late. We still think there's some opportunity in the housing market. All indicators point to another strong market in 2020. ■



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**Dawn Mallard / D.Grimm, Inc. / Conroe, TX**

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# Recruitment event for high school and college students emphasizes careers and technology

High school and college students learned about technician careers when Komatsu hosted its annual Komatsu Recruitment Day at the Cartersville Customer Center in Georgia last fall. The day is part of a larger initiative to generate interest in heavy-equipment careers.

"Finding qualified technicians is an issue facing the industry," explained Komatsu Training Manager Craig Yager. "We worked with some local distributors to develop this event to help attract more people to our industry and provide information on what career opportunities are available."

This year's Recruitment Day brought in more than 100 attendees and four Komatsu distributors. General diesel program students from nearby Chattahoochee Technical College met and interviewed with distributor recruiting representatives and also had the opportunity to operate equipment. The high school students could talk with distributors, take part in machine walk-arounds and participate in an equipment-themed game show.

"Both groups had a unique experience here," said Yager. "For the college students, it was geared more toward a career path and getting them in front of potential employers because they are further along in their

education. An instructor shared that students start talking about attending this experience months in advance.

"The goal for high schoolers was to raise their interest in this field and build excitement for it," he added. "They aren't old enough to operate the equipment, so we focus on making it both fun and informational with some interactive activities."

### 'Eye-opening' experience

Yager says that events like this have taken on a greater role in an effort to ensure a qualified workforce for the heavy-equipment industry in the future.

"Being able to educate both the students and guidance counselors about the opportunities in our industry is very important," noted Yager. "There are so many more options available than a four-year degree. Plus, for some of these programs, the distributors or Komatsu will pay for the schooling. That's another big selling point we try to emphasize."

"These events also help us change the perception of this kind of work – we are a high-tech industry," he continued.

"It's more than grease and dirt; it's very technology-driven. When students see what is really going on, it opens their eyes to all of the possibilities." ■



**Craig Yager,**  
Komatsu Training  
Manager



More than 100 college and high school students participated in Komatsu Recruitment Day at the Cartersville Customer Center in Georgia. "When students see what is really going on, it opens their eyes to all of the possibilities," said Komatsu Training Manager Craig Yager.



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**Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS**

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# Aileen Collins encourages both women and men to pursue service technician careers

**W**hen people ask Aileen Collins why she didn't become a doctor or a nurse, her answer is, "I sort of did. The patients are just bigger and not human. They come to us, and we take care of them. Like people, sometimes the issues are big. Other times, it's a checkup and some maintenance."

In 2018, Collins became the first woman to graduate from a Komatsu Advanced Career Training (ACT) program when she earned an Associate of Applied Science in Diesel and Heavy Equipment, Komatsu ATC Technology degree at Oklahoma State University Institute of Technology (OSUIT). The two-year curriculum at the school in Okmulgee, Okla., combines classroom and hands-on courses on campus, with real-world work in the shops of sponsoring Komatsu distributors.

Collins' patients represent a cross-section of heavy equipment, including dozers, excavators, wheel loaders and more. As a service technician for a Komatsu

distributorship, she can diagnose and fix what ails them.

### 'Very rewarding'

"I wanted a career that would never get boring," stated Collins. "This definitely hits the mark. No two days are ever the same, and there are always opportunities to learn something new."

While in high school Collins knew she wanted to pursue a career working on machinery. In 2014, she graduated with a degree in diesel and heavy equipment from a technical college, then went to work for her dad's plumbing business. After a few years, she decided to further her education.

"I didn't realize I was the first female until a couple months before graduation," said Collins. "I hope that more women consider becoming technicians. In fact, I encourage anyone – male or female – to pursue this as a career. It is very rewarding." ■

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**"I wanted a career that would never get boring. This definitely hits the mark."**

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Service technician Aileen Collins was the first woman to graduate from a Komatsu Advanced Career Training program. Now, she tells others about the benefits and opportunities afforded to service technicians. "I encourage anyone – male or female – to pursue this as a career. It is very rewarding," said Collins.



## Gains in civil engineering salaries continue

Civil engineering compensation continues to climb, reaching a median pretax salary of \$109,000, according to a recent report from the American Society of Civil Engineers (ASCE). The research also shows that base salaries have risen 4 to 6 percent each year since 2016, according to ASCE.

Additional highlights of the “2019 Civil Engineering Salary Report” indicate that those with Professional Engineer licenses earn an

average of 20 percent more than their peers who haven’t earned this credential; males make nearly \$23,000 more on average than females; and civil engineers generally have benefits which include health insurance as well as paid time off and parental and sick leave.

Data for the report came from a survey of ASCE members. More than 80 percent of respondents said they were satisfied or very satisfied with their jobs. ■

## ROUTES highlights funding for rural infrastructure projects

The U.S. Department of Transportation (DOT) wants residents in rural areas to know infrastructure funds are available to them. It’s doing so through an initiative known as ROUTES (Rural Opportunities to Use Transportation for Economic Success), which DOT Secretary Elaine Chao introduced late last year. She pointed out that the fatality rate on rural roads is double the rate on urban roads and 80 percent of bridges on rural routes are in poor condition.

Part of the initiative is the formation of a rural transportation infrastructure council within the DOT to coordinate activities among the department’s agencies. Chao noted that there are several avenues for rural areas to seek funding, including the infrastructure for the Rebuilding America grant program, which has increased the dollars available for rural undertakings. ■



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# Construction firms hold COVID-19 safety stand-downs

Hundreds of construction businesses across the country stopped work to hold safety stand-downs to focus on ways to protect workers and the public from COVID-19. Organized by the Associated General Contractors of America (AGC), the events were designed to ensure that companies and employees are taking measures outlined by public health officials to protect both workers on active construction sites and the public.

“Construction firms across the country understand that the public is counting on them to protect workers and nearby communities from the spread of the coronavirus,” said Stephen E. Sandherr, AGC’s Chief Executive Officer.

Association officials noted that construction has been allowed to continue in most parts of the country because Department of Homeland

Security guidance has identified the industry as essential. At the same time, state and local government officials appreciate that the industry has a long history of complying with complex and ever-changing safety procedures. The stand-downs highlighted the importance of consistently following new COVID-19 safety procedures and practices. The organization has also shared safety suggestions and tool kits for members and organized a webinar focusing on ways to protect workers and the public.

“There is no margin for error when it comes to protecting workers and the public from the spread of COVID-19,” Sandherr said. “Construction contractors understand that the only way to work amid the current pandemic is to work safely, and that is precisely what these stand-downs are helping to guarantee.” ■

# OSHA warns of headphone use on the job

Listening to music through headphones while working on a jobsite could be a potential safety hazard, according to the Occupational Safety and Health Administration (OSHA). It also said headphones are no substitute for traditional hearing-protection devices.

“By masking environmental sounds that need to be heard – especially on active construction sites where attention to moving equipment, heavy machinery, vehicle traffic and safety – warnings signals may be compromised,” the agency said in a letter of interpretation that it issued in response to a query about

employees using headphones. OSHA has no specific ban on using the devices.

“The key takeaway from the letter is that employers must address employee use of headphones to listen to music on the work site, even if there is not a specific OSHA standard prohibiting it,” said Attorney Trevor L. Neuroth of the law firm Jackson Lewis PC in a recent EHS Today article on the subject. “Employers should evaluate their worksites and determine whether a policy prohibiting listening to music on the job is appropriate.” ■

# FHWA awards grants for innovative roadwork projects

Several states and local governments received \$8 million in grants from the Federal Highway Administration to study innovative roadwork techniques. Departments of Transportation in Alabama, Illinois, Michigan and Minnesota each received \$1 million grants, with Alabama and Michigan both employing accelerated bridge construction.

Other projects funded by the new federal grants will look at compacted concrete pavement to improve surfacing and a road project to expand safety, mobility and access for drivers and bicyclists. Another funded project uses a robot-driven crash truck to protect workers from traffic during routine maintenance activities. ■



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answers





## Keep visual records of your jobsites for progress, legal purposes

The first thing most contractors think about when it comes to records is retrieving copies of important documents such as contracts, invoices and pay applications. They don't often consider photographing their work. They should do so, and no less than once weekly, not only of the sites where they are working but also of those areas that may impact their work or schedule.

Case in point – a stucco contractor received a delay claim from the general contractor asserting that he hadn't completed his work on time. Fortunately, the contractor had his construction records in the form of pictures, which showed post-tension cables sticking out of the building. With those in hand, he explained to the general contractor that he was prevented from putting swing stages down the building, something essential for him to apply the stucco. A handful of photos saved him from contending with a legal headache and an expensive delay claim.

### Extra steps worth the effort

Photos weigh heavily in a court of law as well. Judges and juries don't necessarily understand construction. Having photographs that depict the situation make it much easier to prove a position. Simply taking photos for construction records is not enough; contractors also need to:

- **Include a description** noting when and where each picture was taken. Having thousands of pictures from a job, which are downloaded from Dropbox with no way to tell when or where they were taken, is no help. Photos need to show a visual history of the job to be useful. Identify all pictures with a date and time stamp as well as a note indicating where they were taken.
- **Save and back up all photos.** Anyone assigned to take photos on the job can easily use a cell phone to take the pictures. However, those visuals are useless if the person's phone is lost or damaged. Save all pictures in a central location and back up everything, regularly.

Contractors should also videotape their work – especially on large jobs, although still applicable to smaller projects – by walking the site and narrating where they are and what they are looking at and then adding the video to their construction records. If needed, they should go back and take screenshots of the video and indicate the time, date and location based on the narration.

It's said that "seeing is believing." When it comes to defending or prosecuting a construction case, nothing could be more true. ■



**Alex Barthet,  
Attorney**

*Attorney Alex Barthet (alex@barthet.com) serves as litigation counsel to many contractors and material suppliers. Board certified in construction law by the Florida Bar Association, he has been selected by his peers for inclusion in the Best Lawyers in America and the Florida Super Lawyers within the specialty of construction law.*

*Editor's note: This article originally appeared at TheLienZone.com.*



**Documenting jobsites with photographs and videos is a great way to track progress and keep visual records for potential claims, says attorney Alex Barthet.**



## DMI General Manager Dan Rude emphasizes importance of carrying on traditions established by previous leadership

Sometimes opportunity presents itself in the most uncommon of circumstances. That's a good description of how Diesel Machinery, Inc. (DMI) General Manager Dan Rude found his way into the heavy-equipment industry.

"I worked in advertising right out of college, and one day I went to pitch an equipment dealer in Montana," Rude recalled. "I walked out with a job offer. It was pretty unexpected. After talking it over with my family, I decided to make the jump and found my career."

Throughout his journey, Komatsu continued to catch his eye.

"I always looked at Komatsu dealers as creative, aggressive and tough competitors," he said. "I knew I wanted to get to a Komatsu distributorship at some point."

When the General Manager position opened at DMI three years ago, it checked off nearly every box for Rude.

"DMI is a family-owned business," he noted. "It wasn't a situation where someone was needed to come in and fix everything. DMI was well-run and a very strong brand. Plus, it was in the Midwest, where my wife and I wanted to live."

### Ready to contribute

While he was attracted to the role because of DMI's stability and reputation, Rude was eager to implement some ideas that he felt could make an immediate impact. He credits President Dan Healy with helping him to introduce his ideas effectively as well as to pace his enthusiasm.

"Working for the Healy family has been awesome, and I am happy Dan has been here to guide me," said Rude. "Being young and ambitious, I was ready to set the world on fire. I had so many things that I wanted to infuse into our operation, and Dan was a great resource for helping determine the best course of action."

Early returns have been positive, and that success has benefited from the solid foundation that DMI has cultivated with customers throughout its history.

"We've added new lines and we are getting a lot of positive feedback from customers," said Rude. "DMI has always had a tremendous reputation for taking care of people, and I am proud to be a part of that."

### Future focus

DMI has become an institution in the state of South Dakota by delivering for its customers, in part by investing in industry-leading technology and technicians who can support it."

"We are able to provide our customers the most advanced machinery available today with Komatsu's *intelligent* Machine Control technology," said Rude. "It's equally important that we have a fleet of service trucks and enough service technicians to cover our entire service area. Recruiting great talent is also important to our success in meeting customers' needs, and we're focused on that."

Fortunately, Rude notes that DMI has a knack for finding quality employees.

"The people who work here are passionate about their jobs and our products," he said. "Passion isn't something you can fake or force and when it's all pointing the same direction, that's a powerful thing." ■



Diesel Machinery, Inc. General Manager Dan Rude is focused on continuing the company's legacy of delivering solutions for its customers throughout South Dakota.



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2018 Komatsu WA470-8, Stock#WL 1794

**\$325,000**



2017 Komatsu D37PX-24, Stock #CD 609

**\$141,900**



2017 Komatsu PC240LC-11, Stock #HE 1203

**\$247,500**

Year	Mfgr./Model/Descr.	S/N	Stock #	Hours	Price
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## Wheel Loaders



2007	Komatsu WA200-5	68496	WL 1527	7,247	\$65,000
2019	Komatsu WA270-8	A28808	WL 1860	359	\$175,800
2018	Komatsu WA470-8	A49431	WL 1794	722	\$325,000

## Crawler Dozers



2017	Komatsu D37PX-24	85031	CD 609	383	\$141,900
2006	Komatsu D61EX-15	B40801	CD 311	3,541	\$85,000
2007	Komatsu D65WX-15	69038	CD 554	7,003	\$100,000

## Crawler Excavators



2018	Komatsu PC210LC-11	C80481	HE 1114	1,557	\$169,500
2017	Komatsu PC240LC-11	95169	HE 1203	1,608	\$247,500
2019	Takeuchi TB290 CLA	185107119	HE 1152	202	\$105,600

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