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A publication for and about DMI customers • www.DMIDifference.com • October 2022

Komatsu PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control

Helps maximize
efficiency



A Message from the President



Dan Healy

**Lower costs,
maximize
productivity**



DIESEL MACHINERY, INC

Dear Valued Customer:

We all know that high fuel prices can negatively affect profitability, but there are ways to combat those costs. In this issue, we provide some helpful tips on how to reduce fuel usage.

Technology can help play a role in lowering overall costs, from fuel to moving materials. Komatsu recently introduced its latest Smart Construction solution: Smart Construction Retrofit. This indicate-only system works well with excavators that are not already equipped with GPS. Retrofit is an excellent way to upgrade your existing excavators. See inside for details.

Retrofit was one of several Smart Construction solutions recently showcased at Komatsu's Demo Days. It was great to see the popular event's return after a hiatus due to the pandemic. We hope you were able to attend Demo Days, but if not, we offer information on some of the featured machines.

If you are considering Komatsu Smart Construction solutions for your business, read the informative article on how to choose the right ones to maximize your productivity. There is also an article on how to use the new ISO standard, which allows you to track your competitive machines through My Komatsu. I think you will find both beneficial.

Trade shows are a great way to catch up on the latest industry information and trends, as well as see equipment that's making businesses like yours more productive. At World of Asphalt this spring, Komatsu featured its WA475-10 yard loader arrangement wheel loader and two breakers. Discover how these products can benefit those in the asphalt and aggregate industries.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,

A handwritten signature in dark ink that reads "Dan Healy". The signature is fluid and cursive, written over a light-colored background.

Dan Healy
President

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JW Oliver Construction Inc. sees savings with “true plug-and-play setup” of Komatsu iMC dozers

“Our clients appreciate that it’s one phone call to me, and we can handle everything,” said John “JW” Oliver, owner of JW Oliver Construction Inc. “We’re a turnkey operation focused on providing complete sitework. We typically move from 10,000 to 20,000 yards of dirt on-site and self-perform the clearing, grading, utility installation, erosion control, curb and gutter, base, and concrete.”

As a teenager, JW learned how to operate heavy equipment on his family’s farm. He transferred that knowledge into operating a dozer and began clearing lots for local customers before founding his own company in 2017. JW Oliver Construction completes a wide range of residential and municipal projects throughout central and southern Georgia.

To stay on schedule, the company relies on its fleet of Komatsu equipment that includes D39PXi-24 and D51PXi-24 intelligent Machine Control (iMC) dozers. JW and his general manager, Mack Oliver, tried several brands

before choosing Komatsu iMC dozers, and he said several crucial differences made Komatsu stand out.

“The Komatsu dozers were the most user-friendly,” explained JW. “I can send one of my operators a file to a computer or tablet, and they plug it into the system and go. For us, it’s a true plug-and-play setup.”

“Once the information is in the system, we find that the iMC technology on the dozers does a great job of holding grade whether we’re operating in forward or reverse,” said Mack. “The slant-nose design on the dozer makes it easy to see where you’re grading and avoid obstacles like manholes. The seat in the cab is also more centered on the machine than competitive brands. That offers our operators a smoother ride, and they aren’t exhausted after operating all day. That’s a big deal when you’re asking somebody to be on these things eight, 10 — sometimes 12 — hours a day, and then come right back the next day and do it again.” ■



JW Oliver,
owner



Mack Oliver,
general manager

A JW Oliver operator cuts a new baseball field to grade with a Komatsu D39PXi-24 intelligent Machine Control (iMC) dozer. “Once the information is in the system, the iMC technology on the dozers does a great job of holding grade whether we’re operating in forward or reverse,” said Mack Oliver, general manager.



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Here are some considerations if you are new to bidding federal projects

The \$1.2 trillion Bipartisan Infrastructure Law, also known as the Infrastructure Investment and Jobs Act (IIJA), has many contractors considering federal projects for the first time. Before you dive into the world of federal construction, there are a few key factors you should examine to ensure you are well-equipped and ready for the challenge.

Federal projects are slow paying

If you are working directly for the government, it could easily be 90 days from the time you submit a pay application to when you get paid. If you are a subcontractor, it could take even longer because of the Pay-When-Paid (PWP) clause. Before taking on a federal project, ensure that your cash flow is steady enough to handle financing your materials and labor for the project for several months after submitting your pay applications.

Federal projects often require bonds

Nearly every federal construction project requires bonds. There are two types: a payment bond and a performance bond. A payment bond guarantees that all your laborers and material suppliers are paid. A performance bond covers the cost of completing your scope of work if you abandon or are terminated from the project.

The law requires that the general contractor acquires a payment bond for federal projects, but the federal government has no duty to make sure that one is actually provided. This is why it is so important to get a copy of the general contractor's bond before you start work, so you know exactly who you need to contact if you don't get paid.

The general contractor's bond company will usually require that all subcontractors "bond back," which means that they will receive both a payment and performance bond in the full amount of their subcontract that is payable to the general contractor in case they cannot pay their team or complete their work. If you are a subcontractor or material supplier, you must send the general contractor notice of your bond claim. The notice must be sent within 90 days of the last day of work or the last time materials were supplied. While you don't have to send it to the bond company, you'll probably have more leverage if you do.

Be prepared

If you rarely sign public works contracts, consider having your contract reviewed by an experienced construction attorney. Even if you do not want to negotiate any of the terms, it's wise to clearly understand what you are agreeing to do when you sign the contract, and be prepared on the front end. ■



Karalynn Cromeens

About the Author: Published author, award-winning lawyer, devoted wife and mother, and owner and seasoned managing partner of The Cromeens Law Firm (TCLF), Karalynn Cromeens is a true jack of all trades. She is the co-founder of Morrell Masonry Supply and owner of The Subcontractor Institute, an easy-access online educational platform for contractors. In the 17 years Cromeens has practiced construction, real estate and business law, she has reviewed and explained thousands of subcontracts. Providing education to contractors on a national level has become her personal mission, and she is always doing what she can to help make it a reality.

The new \$1.2 trillion Bipartisan Infrastructure Law provides a wealth of new opportunities, but if you have not done federal work before, you should carefully consider some things, such as delayed payments, before diving right into bidding.



Here are some tips on how to lower fuel costs even when prices are high

Fuel is a major expense for most construction companies — and when its cost goes up, so does the threat to companies' bottom lines.

While we cannot control the price at the pump, the good news is there are still ways for construction companies to reduce their fuel usage and lower costs.

Negotiate

In some cases, you can help defray costs through contracts and agreements. Negotiating a surcharge clause that gives you the ability to raise prices if fuel costs reach a certain level is a possibility. You may also have a simple deal with a customer that gives you the ability to do the same. If you signed a contract before prices soared and don't have fuel surcharges in place, you can try to add them, but it's more likely you will have to seek ways to reduce your owning and operating costs to offset the higher price.

Reduce your idle time

If you are idling for extended, unproductive periods of time, you are wasting fuel.

Idling is necessary in certain situations such as warming up and cooling down a machine. It could also be justified when you

are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

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

Using Auto Idle Shutdown, a feature available on most Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Your machines' operations and maintenance manuals can show you how to set it — the minimum is five minutes before shutdown begins in most cases — and your local dealer can help too.

Heed ECO Guidance suggestions

ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption, is a feature on most machines introduced during the past 10 years. It displays messages on the monitor in certain situations, such as an idling stop guidance if



Watch the video

Excessive idle time wastes fuel and reducing it can be one of your biggest cost savers. Using Auto Idle Shutdown, a feature available on most Komatsu Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Another available feature is ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption.

► VIDEO





Fuel is a major expense for construction companies, but no matter the price, there are easy ways to reduce usage, such as using technology, choosing properly sized machines, and running them in the right mode.

no operation is performed for more than five minutes, and the engine is idling.

Choose the most effective mode

ECO Guidance might also suggest operating in Economy (E) mode instead of Power (P) mode.

E mode provides better fuel efficiency, so it's often the best choice. Excavators and dozers are used for both digging and moving naturally compacted soils, and in most instances, E mode will get the job done without unnecessary fuel burn. However, if the material is hard such as heavy clay and requires greater power to move, then P mode should be used.

Properly size and match equipment for the task

Bigger is not always better and using a large machine for a job that a smaller one can efficiently do increases fuel usage and overall operating costs. Fleet managers need to consider several factors when utilizing equipment, including choosing the right size for the job.

It is also important to consider sizing attachments correctly. Excavator buckets are

a prime example. Many contractors believe bigger is always better with buckets. However, at the end of the day, the pile of dirt excavated or loaded is often the same with a properly sized smaller bucket. Larger buckets extend cycle times, work a machine harder, spend more time over hydraulic relief, and end up burning more fuel.

Use technology

GPS-based grading helps increase productivity and lower per-yard costs to move material. In the last 20 years, GPS technology has improved significantly with integrated machine control that lowered costs associated with replacing cables, masts and additional satellites that increased accuracy.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's Proactive Dozing Control logic, that help operators get to grade even faster and at lower costs, including reduced fuel usage. An added benefit is that technology is helping new operators become proficient at moving dirt faster than ever before. ■

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety and find out more about fuel savings, visit <https://www.komatsu.com/en/blog/2022/tips-for-lowering-your-fuel-costs-even-when-prices-are-high/>.



New tech helps drive record attendance at Demo Days, extra day added to the event



▶ VIDEO
Ryan Stachowski,
lead demonstration
instructor and
sales trainer,
Komatsu



Watch the videos

Komatsu's 2022 Demo Days was years in the making — three, to be exact. Komatsu last held the event — which invites customers to try its latest machines and technologies — in the fall of 2019 before the COVID-19 pandemic shut down large gatherings. While events might have been paused, Komatsu innovation wasn't. During the pandemic, the company released new machines and technologies that many customers were eager to try.

So, when Komatsu announced it was bringing back the popular event at its Training Center in Cartersville, Ga., current and potential customers, as well as their distributors, couldn't wait to get back. Interest was so high that Komatsu turned Demo Days into a four-day event instead of its usual three.

"We could definitely see there was pent-up demand," said Komatsu's Ryan Stachowski, lead demonstration instructor and sales trainer, who was the emcee and host of Demo Days. "Our number of available slots were filled almost immediately. It took a lot of work and long hours to put Demo Days together, and the payoff is seeing the smiles on customers' faces. You can tell that they truly enjoy being here."

Among the highlighted machines was the D71PXi-24 intelligent Machine Control (iMC) 2.0 dozer that features new technology such as lift layer control, tilt steering control, quick surface creation and proactive dozing control. It's now the largest of Komatsu's hydrostatic dozers and maintains the super-slant nose design.

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excitation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.

In total, more than 20 machines and haul trucks were available to operate at Demo Days. Komatsu also displayed products from its forestry and forklift lines, as well as provided information on ground engaging tools from Hensley Industries (a Komatsu company). Additionally, attendees could tour Komatsu's Chattanooga Manufacturing Operation and see excavators and forestry equipment being built.

Attendees could speak with Komatsu personnel about machine features and how they could benefit their business.

▶ VIDEO





▶ VIDEO

During Demo Days, attendees could operate more than 20 machines, including the popular D71PXi-24 iMC 2.0 dozer, a PC210LCi-11 iMC 2.0 excavator with tilt bucket control, and a PC238USLC-11 excavator with a Smart Construction Retrofit kit.

Komatsu Smart Construction solutions managers were on hand to answer questions and provide information about Smart Construction solutions, including the upcoming Smart Construction Office.

“Smart Construction is a foundation for what’s coming in the future,” said Bryce Satterly, Smart Construction solutions manager. “If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions.”

Attendees have fun

Stachowski emphasized that in addition to being able to operate equipment, attendees were eager to learn.

“They had really in-depth conversations with our experts and really challenged them for real solutions,” said Stachowski. “What I hope they take away from an event like this is that they learn a little bit more about Komatsu that they didn’t know before, and that this is a place they can get their questions answered by the people



Smart Construction personnel were on hand to answer questions about how the solutions can transform attendees’ businesses and make them more efficient.

that work day in and day out to develop these machines for them.”

Komatsu plans to host another event sometime this fall. ■



Editor’s Note: This article is excerpted from a longer blog. Learn more about Demo Days by visiting <https://www.komatsu.com/en/blog/2022/new-tech-helps-drive-record-attendance-at-demo-days/>.

Incorporate the right Smart Construction solutions by assessing your operations and goals



Jason Anetsberger,
director,
customer solutions,
Komatsu

Construction technology continues to play an ever-increasing role on today's job sites and in the office. Companies and their fleet managers can use technology from pre-bid to final closeout to help improve productivity, increase efficiency and reduce costs.

"If you are not using technology, you are being left behind," said Komatsu's Jason Anetsberger, director, customer solutions. "When aftermarket GPS grading was introduced, it reduced the amount of time to get to grade. Intelligent machines now have it integrated, which is further reducing costs and increasing productivity because you don't have hardware on the machine that can get damaged or stolen, and you don't have to take time to put up and take down masts and cables."

In addition to intelligent Machine Control (iMC) excavators and dozers, Komatsu offers a suite of Smart Construction solutions to help you maximize job site and personnel tracking as well as use the data to make faster decisions on how to best utilize your assets. Smart Construction specialists can help you determine which are the best options for you.

Anetsberger noted that in addition to intelligent Machine Control (iMC) dozers and excavators, Komatsu's suite of Smart Construction solutions includes Smart Construction Dashboard, Design, Drone, Field and Remote. While iMC machines help with excavation and earthmoving, the others assist with tracking production and progress, managing time, and remotely supporting field operations, including updating plans from the office directly to iMC machines.

"With the number of Smart Construction solutions we have, now is a great time to get connected," stated Anetsberger. "Adopting the right solution to give you maximum value involves assessing your operations and determining which ones are the right fit. Start with the low-hanging fruit that's going to bring you the fastest payback or reward."

As an example, Anetsberger said if you are not already using iMC machines, that may be a great starting point. With automatic features, they are proven to reduce staking, get you to grade faster, decrease material costs and help new operators become more effective faster.

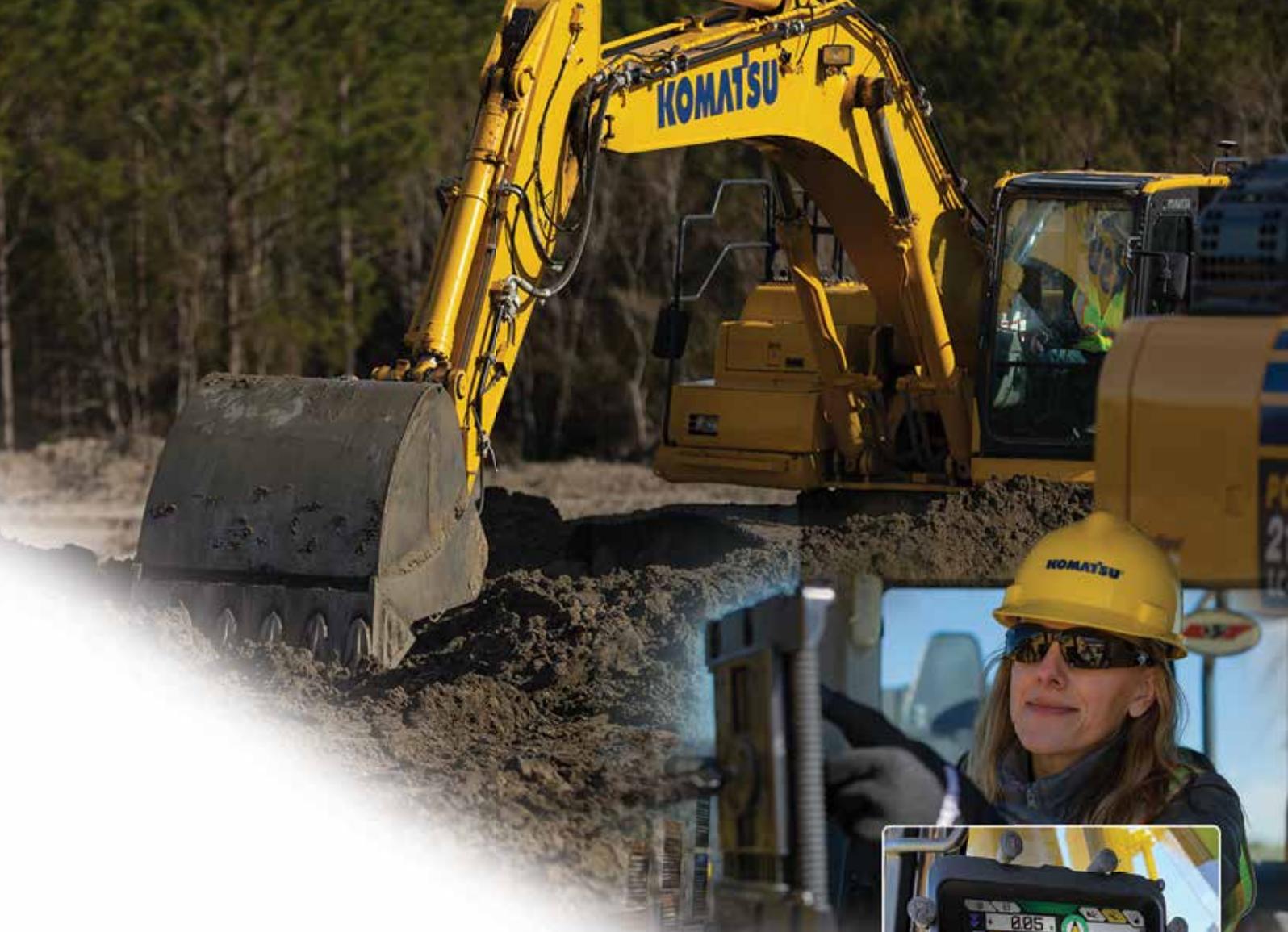
What's your pain point?

"If you have iMC machines, the next step is determining your biggest pain point," commented Anetsberger. "Do you want faster, more accurate mapping and progress tracking? Do you want to move from 2D to 3D digital design files? Do you want to combine drone data with 3D design data to confirm quantities? Do you want better labor, machine and material cost tracking? Do you want to save time and fuel costs by remotely supporting operators without driving to the job? Do you want better fleet management? Maybe it's all of the above."

Anetsberger emphasized that Komatsu and its distributors have Smart Construction specialists that can help determine which solution is the best fit.

"We encourage anyone who wants improvement in their operations and bottom line to reach out for more information." ■





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Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, senior product manager, iMC and hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps

keep operators from digging too deep, saves valuable time and lowers costs."

A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



Ron Schwieters,
senior product manager,
iMC and hardware,
Komatsu



Watch the video

The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.

▶ VIDEO



World of Asphalt's record number of attendees see machinery and technology designed for maximum paving, aggregate production

More than 11,000 people attended World of Asphalt 2022, breaking its previous attendance record. Industry professionals gathered at the sold-out Music City Center in Nashville to see equipment, meet old and new friends, and participate in educational sessions.

Komatsu featured multiple products during the three-day event, including a standard WA475-10 wheel loader and the yard loader version of the WA475-10 that features an added counterweight, a larger bore bucket cylinder and low-profile tires.

"The WA475-10 yard loader is great for moving loose or crushed material in applications such as charging an asphalt plant or loading out highway trucks," said Bruce Boebel, senior product manager for wheeled products, Komatsu. "The larger bucket cylinder and counterweight allow it to handle a larger bucket, so users get the benefit of moving more material faster. In addition to asphalt plants, it's great for work in cement batch plants, small quarries and operations that involve wood chips or mulch.

"With the Komatsu Hydraulic Mechanical Transmission (KHMT), the learning curve to operate the loader is much faster, which is great if you have less experienced operators," added Boebel. "You use only one pedal for most of the operation. You press it to go faster, and when you release it, the loader's dynamic braking automatically slows the machine down. The air-cooled

braking system maximizes brake life in load-and-carry applications."

Breakers to match applications

Komatsu also showcased some of its breakers at World of Asphalt, including the 4,035-pound hydraulic JTHB210G that delivers 4,500 pounds of impact and pairs with excavators ranging from 18 tons to 25 tons.

"The advantage of the JTHB210 is its simple design and low ownership costs," said Aaron Scarfia, regional manager, Komatsu North America Attachment Division. "It will withstand wear and tear in tough rock and concrete breaking applications."

Also on display was the fully variable JMHB230V breaker that works on excavators ranging from 18 tons to 35 tons. Scarfia said if you have a mixture of soft and hard rock, the JMHB230V with 5,000 pounds of impact force is likely the best choice.

"It's lighter weight, but delivers greater impact force," said Scarfia. "One of its greatest strengths is that it detects material hardness and automatically shifts the strike piston to match. It also helps reduce blank firing.

"We encourage anyone who does material breaking, whether in a quarry, on street and highway removal, or demolition, to consider a breaker," added Scarfia. "We have a broad size range to match machines and applications, and our dealers can help you determine which will be the most productive and efficient." ■



For more information on these and other products, visit www.komatsu.com.

At World of Asphalt 2022, a record-breaking number of attendees saw equipment and attachments used in asphalt and aggregate production, paving and more. Komatsu displayed its WA475-10 yard loader arrangement wheel loader and two breakers.





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How to prepare for extreme weather events to help keep workers, property safe

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety, visit <https://www.komatsu.com/en/blog/2022/extreme-weather-is-predicted-are-you-prepared/>.



There are apps for smartphones and tablets that can give workers the ability to track weather and plan for potential emergency situations.

Severe weather and natural disasters can strike anytime. Whether from climate change, natural weather patterns or other causes, their frequency has increased during the past two decades. Now more than ever, it's essential to be prepared and have plans in place that protect staff members and your valuable business assets in the event of extreme weather and/or natural disasters. Here are some tips for putting a good plan together.

Create an emergency response plan

Preplanning is a main factor in successful project completion, and it's also essential for responding to emergency situations, according to Troy Tepp, director of safety services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans," said Tepp during a webinar for the Associated Equipment Distributors titled "Developing Your Emergency Response & Recovery Plans – Before They're Needed." "Thoughtful preplanning that addresses potential scenarios is vital."

As a starting point, Tepp suggested establishing goals and priorities.

"The top priority within any emergency response plan must be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities. Keep in mind, your procedures also need to account for employees outside of your fixed-base operations, such as field personnel, drivers and equipment operators."

In Jacksonville, Texas, WHM Construction Inc. uses technology to help protect personnel from severe weather.

"Watching the weather is essential because it can affect everything we do, but keeping our staff safe is of utmost importance," said Justin Holman, vice president. "We prepare by having apps on our smartphones that alert us if severe weather is imminent. If that's the case, everyone is instructed to get out of harm's way as safely and quickly as possible. After it's passed, we assess the situation and determine our next course of action."

Prioritize for your area(s)

Natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow, and earthquakes are all considerations for weather plans. Prioritize those that are most prevalent and likely to occur in your area.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness and stated, "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify those events. Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage, and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If personnel are off-site, have a communication plan to check on their safety and well-being."

When designing your response procedures, make sure they are specific. They should define roles and responsibilities as well as activate an assigned response team.





Severe weather such as thunderstorms can happen anywhere and at any time of the year. Having emergency plans and procedures in place can protect lives and property.

Kort Wittich, owner of Kort's Construction Services Inc. in Covington, La., knows that preparation for multiple scenarios is essential.

"We have a couple of major considerations in this region," said Wittich, who provides a diversified list of site construction offerings, mainly in the New Orleans metro area. "One is thunderstorms. We keep our eyes and ears open to the television and radio stations for forecasts and updates and base decisions from those, as well as looking at radar on our phones and watching the sky. If we determine that severe weather is coming, we pull personnel off-site, so they can get to safety.

"Unfortunately, hurricanes come with the territory, but unlike thunderstorms, which can pop up anytime, you generally have a few to several days' notice before a hurricane," said Wittich. "That gives us time to move assets out of areas where they may potentially be damaged and get them to a more secure location. Our goal is to do that in a safe manner as quickly as possible, so our staff also has time to prepare their homes and families."

Blue Mountain Minerals also faces multiple scenarios at its limestone quarry in Columbia, Calif., including fires.

"Like anyplace that's surrounded by timber and mountains, wildfires are more prevalent,"

added Richard Stringham, plant manager.

"We had one across the lake adjacent to our property last year, and we had to evacuate. Our plans definitely include that situation. We have roads besides our main road that lead out of the site for us to exit. Being in Northern California, there is less of a chance of an earthquake than in the southern part of the state, but the possibility is always there, so we are prepared for that too."

Communication remains key

To prepare effectively, create a business-recovery plan. According to Tepp, the plan should designate a pre-assigned business-recovery team. Other elements of the plan should include determining essential staff versus support staff, creating recovering operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing, and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step [after an incident has occurred]," said Tepp. "The faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee successful recovery by putting the plans in place that you developed to deal with emergency events." ■



If a weather event hits your business during work hours, there should be designated areas for workers to report to.

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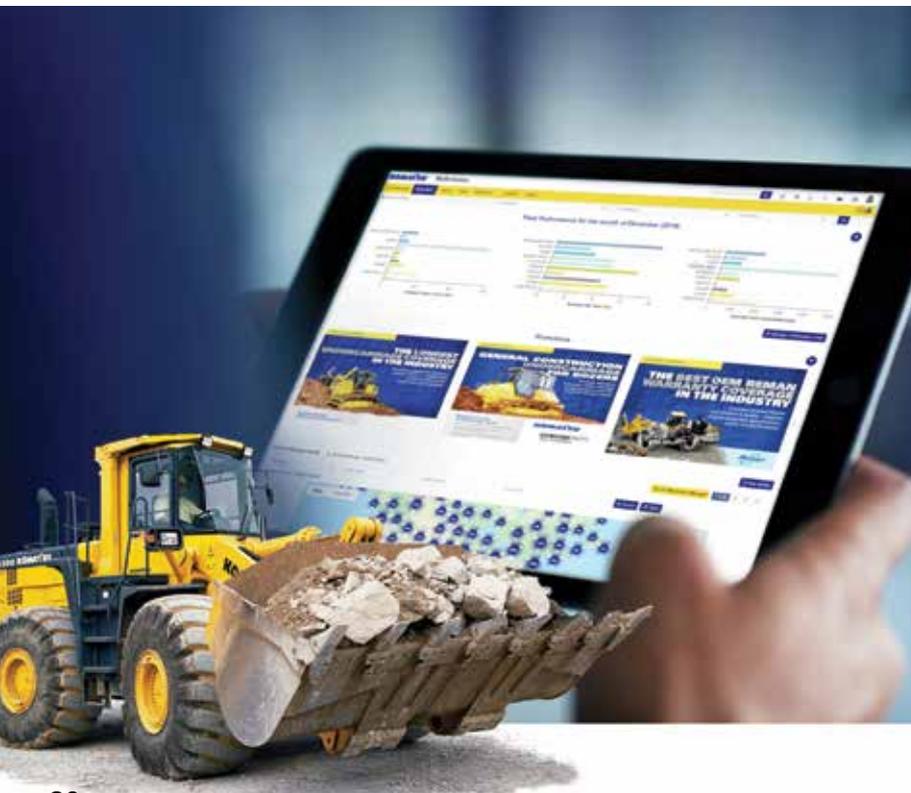
Michael Carranza,
manager,
digital experience,
Komatsu

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My Komatsu now lets you access telematics data from Komatsu and non-Komatsu machines. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production," said Komatsu's Michael Carranza, manager, digital experience.



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"This allows customers to add telematics data from any manufacturer who is compliant with the ISO standard and see all their assets in one convenient place," said Komatsu's Michael Carranza, manager, digital experience. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production. My Komatsu is complimentary and so is access to this valuable data from other OEMs through My Komatsu. We recommend contacting your Komatsu dealer for assistance." ■



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\$259,000

Year Mfg./Model S/N Stock # Hours Price

Wheel Loaders

2021	KOMATSU WA380-8	A75652	WL 2189	463	\$296,000
2019	KOMATSU WA380-8	A75099	WL 2494	8,500	\$155,000
2008	KOMATSU WA200-6	70501	WL 2495	6,951	\$64,500

Crawler Dozers

2021	KOMATSU D51PXi-24	B21031	CD 724	2,550	\$265,000
2021	KOMATSU D51PXi-24	15446	CD 714	354	\$343,500
2017	KOMATSU D155AX-8	100150	CD 669	4,087	\$365,000

Crawler Excavators

2019	KOMATSU PC290LC-11	A28085	HE 1381	1,316	\$299,800
2019	KOMATSU PC290LC-11	K73006	HE 1384	2,031	\$292,000
2018	KOMATSU PC240LC-11	A22385	HE 1382	2,344	\$259,000



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Erik Matzen, DMI's new sales manager, values hard work, enjoys helping customers

If it seems that Erik Matzen has been around equipment his whole life, it's because he has. Matzen grew up around farming and spent countless hours at his great-uncle's agriculture and construction machinery dealership.

"I was either in the fields or in the shop pushing a broom," recalled Matzen, the new sales manager at Diesel Machinery Inc. (DMI). "Out of high school, I went to college at South Dakota State University in Brookings. After graduating, I pursued a career with a local construction and truck dealership."

Matzen spent 18 years with that company and moved from inside sales to sales management. He eventually bought stock in the business, and when he and the other stockholders sold the company four years ago, he went to work for the new owners.

"DMI is in the same line of business, so I got to know it well," stated Matzen, who joined DMI's staff in August. "The customer base and footprint are similar. It's a great company with a lot of good, knowledgeable people who are dedicated to helping customers find the right machines to best meet their needs and supporting them with outstanding service. I feel great about joining DMI and building on its solid foundation."

A "partnership" with customers

Matzen is based out of DMI's Sioux Falls, S.D., headquarters, but he is responsible for the machinery sales and rentals of all three company locations, and he oversees nine territory managers.

"It's a very similar role to what I was doing before," Matzen noted. "It involves quite a bit of time in the field meeting with customers, which I really enjoy. I'm having a lot of fun getting to know our staff and customers, as well as learning about the different manufacturing lines that DMI carries."

During the past few months, Matzen has met numerous customers, but he hasn't reached everyone yet.

"To those I haven't met, I want you to know that I view our relationship as a partnership. Growing up, I learned the value of hard work, and I put that to use every day to help customers grow their business. Essentially, I want to help and add value to DMI."

Matzen and his wife, Maren, have two young children, Gracelyn and Myles. Outside of work, Matzen enjoys spending time with his family, watching sports, hunting and fishing. ■



When he's not helping customers in the field, DMI Sales Manager Erik Matzen enjoys spending time with his wife, Maren, and their two children, Gracelyn and Myles.



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