

The



DIESEL MACHINERY, INC

KOMATSU

Difference

A publication for and about DMI customers • www.DMIDifference.com • Summer 2024



A Message from the President



Dan Healy

**Maximize
productivity**



Dear Valued Customer:

I hope your year is going well and is filled with numerous projects.

Having productive equipment that can deliver with minimal downtime is essential to your ability to get projects done on time and on budget. In this issue, there is an article about three Komatsu excavators that were named among the top new products of 2023. Included is the PC490LCi-11 Intelligent Machine Control (IMC) excavator that helps operators dig straight to grade without overcutting and wasting time and material. You can also read about the smaller but mighty PC130LC-11 and the larger PC900LC-11. Find out how they can fit into your fleet.

No matter your machinery or fleet size, My Komatsu can help you manage it better. Now even easier to navigate, My Komatsu lets you get the critical information you need in fewer clicks. You can also see manuals and order parts, including Reman items that could potentially provide you with significant savings.

You can access Komatsu's Smart Construction solutions through your My Komatsu account as well. Smart Construction solutions can help you maximize productivity and efficiency, and you can incorporate them at practically any stage of the construction process, from pre-bid to production to final closure. Be sure to check out the article on how to choose the best solution for your business.

There are several other articles that I believe you will find valuable as you work on projects now and look to the future.

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

Dan Healy
President

The **DMI**
DIESEL MACHINERY, INC

Difference

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Sioux Falls, SD	4301 North Cliff Ave.	(605) 336-0411	(800) 456-4005
Rapid City, SD	3801 North Deadwood Ave.	(605) 348-7438	(800) 658-3047
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Dan Healy, President
Griffan Callahan, General Manager
Kathy Derr, Controller
Nick Freiborg, Director of Technical Solutions
(605) 366-5631
Lyle Ruesch, Director of Product Support
(605) 366-4670
Tim Kelly, Parts Manager
(605) 212-9997
Eric Anderson, Service Manager
(605) 351-5119
Erik Matzen, Sales Manager
(605) 336-0411
Jon Winklepleck, Inside Sales
(605) 321-2158
Roger Horstmeyer, Territory Manager
(605) 366-6000
Seth Provost, Territory Manager
(605) 906-3034
Gerad VanLeur, Territory Manager
(605) 553-0047
DJ Deknikker, Territory Manager
(605) 553-1695
Logan Donelan, Territory Manager
(605) 336-0411

Rapid City

Bill Frueh, Territory Manager
(605) 251-2935
Peggy Wolf, Territory Manager
(605) 430-4580
Adam Morris, Territory Manager
(605) 799-6181
Scott Houk, Parts Manager
(605) 381-2731
Will Crazy Bull, Service Manager
(605) 545-5127

Aberdeen

Chad Casanova, Branch Manager/
Territory Manager
(605) 380-0180
Cameron Lehner, Territory Manager
(605) 228-4434
Justin Herreid, Parts Manager
(605) 290-3878
Richard Taylor, Service Manager
(605) 377-8448

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Published for Diesel Machinery Inc.
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Russell Lands Inc. sees time, cost savings with the adoption of IMC dozers on its new housing development



Scott Peterson,
Operator/Manager,
Russell Lands Inc.



Erick Taunton,
Operator,
Russell Lands Inc.

Russell Lands Inc. is redeveloping a portion of its lakefront property into a luxury residential community that includes restaurants and a golf course. As part of the development process, a 15-person crew recently began work on phase three of The Heritage community.

Staying on or ahead of schedule is crucial, and one of the driving forces behind Russell Lands' accelerated progress has been the adoption of cutting-edge equipment such as Komatsu's D61PXi-24 and D51PXi-24 Intelligent Machine Control (IMC) dozers.

Operator/Manager Scott Peterson stated, "They've transformed our operations. You've got what you need at your fingertips inside the cab, eliminating guesswork and showing you precisely what needs to be done."

Efficient operation

As the crew embarked on the third phase of The Heritage, the dozers have proven instrumental in reducing project timelines.

"The D61i is the only tractor I've ever been on that doesn't need advertising," said operator Erick Taunton. "It will convince you of its worth. See how it can save you time and help you not waste material."

Taunton added, "It's balanced, efficient and unbelievably quick. I've been using a competitive brand all my life, but Komatsu's IMC machines have changed my allegiance." ■

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

Russell Lands Inc. uses Komatsu Intelligent Machine Control (IMC) dozers, including this D61PXi-24, to efficiently move dirt on its new land development project.





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- Helps eliminate potential damage to design surface
- Empower operators to work efficiently, pass after pass

Discover more ► komatsu.com/imc

KOMATSU

Smart Construction solutions can help you increase productivity, track it and make faster critical decisions



Jason Anetsberger,
Director of
Customer Solutions,
Komatsu

Technology use in the construction industry has grown rapidly during the past decade and includes both on-machine technology as well as software designed for each stage of project management. Choosing the right technology to move your business forward comes with many questions, and the correct answers depend on what technology your company has already adopted.

Komatsu has long been a technology proponent. It was among the first manufacturers to incorporate telematics into its machinery, with its Komtrax remote monitoring system that enabled customers to monitor fuel usage, idle time, location and more. During the past two decades, Komtrax has expanded to include additional comprehensive information that helps with proactive fleet management, to help reduce downtime as well as owning and operating costs.

"For our customers, Komtrax was a great introductory option down the technology path, and it continues to be a great feature," said Jason Anetsberger, Director of Customer Solutions, Komatsu. "On our new machines, it's easily accessible through our My Komatsu platform and lets you monitor any piece of equipment."

Anetsberger continued, "Now, the question is: what's the next step that is right for you in this technological journey? Fortunately, we have many Smart Construction solutions depending

on where you are at the moment. We offer solutions that can support a small operation that is currently not using any technology, as well as solutions for large multinationals that have fully embraced machine control and project management systems."

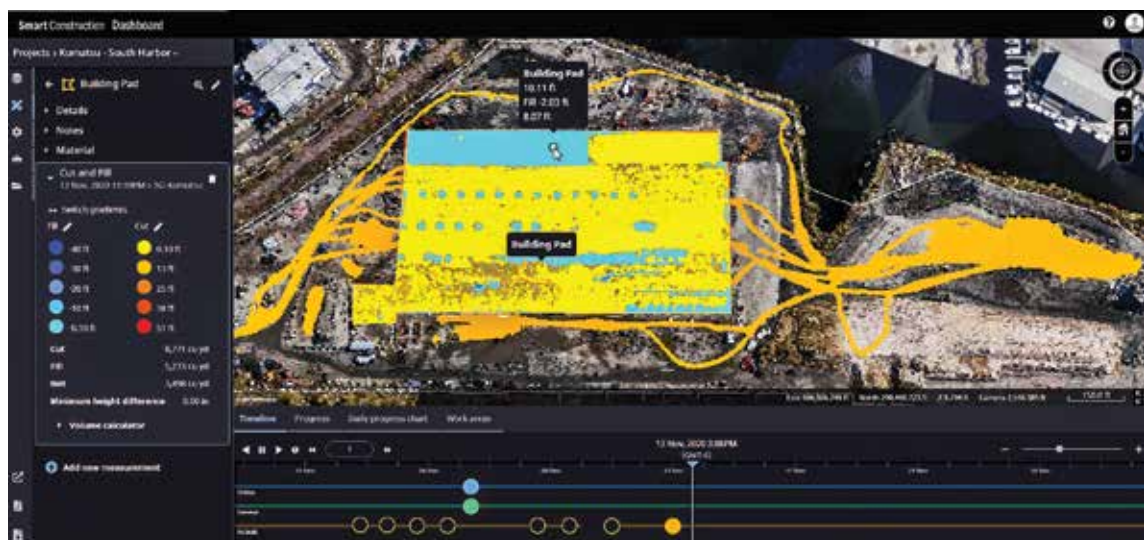
Anetsberger provided some helpful tips for how to determine which Smart Construction solutions could be beneficial and when the right time to add them is. All of the solutions can be accessed and viewed through your My Komatsu account.

No solutions? IMC is a good introduction

If you are not using any of Komatsu's Smart Construction solutions, Intelligent Machine Control (IMC) dozers and excavators may be a good starting point, according to Anetsberger. When Komatsu introduced its first IMC dozer more than a decade ago, it was the original Smart Construction solution. Several new models and next generation machines have been added that feature fully factory-integrated GPS machine control, which helps increase productivity and efficiency by reducing surveying and staking costs and eliminating the masts and cables of traditional aftermarket GPS add-on systems.

With seven sizes of IMC dozers, ranging from the 105-horsepower D39i-24 to the 354-horsepower D155AXi-8, there is a fit for

If you already have IMC equipment in your fleet, the next step may be to add solutions that help you better track and manage progress. Smart Construction Dashboard allows remote visualization of job site terrain progress with the aim to have a digital twin of the job site material movements.





Intelligent Machine Control (IMC) dozers can help increase productivity. For those looking for an introduction to Smart Construction, IMC equipment may be the best fit.

practically every construction site application. The IMC 2.0 dozers have advanced features such as proactive dozing that enables operators to cut/strip automatically from existing terrain as well as lift layer control, tilt steering control, and quick surface creation.

On the excavator side, there are IMC machines ranging from the 20-ton-class PC210LCi-11 to the 50-ton-class PC490LCi-11. All have semi-automatic functions that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once target elevation is reached, even if the operator tries to move the joystick to lower the boom, the excavator doesn't allow it, reducing wasted time and the need for expensive fill material.

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 can be 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. Testing has shown that these latest generation models help improve accuracy by up to 33% and efficiency

as much as 63% compared to conventional excavation and grading methods.

"We have more than a decade of proven success with IMC machines saving time and material costs, to help increase profitability," said Anetsberger. "IMC was our first Smart Construction solution, and we have built a suite of additional beneficial solutions, including our Smart Construction Retrofit for standard excavators. This technology is a good entry-level system for someone who may be considering GPS but is not ready to fully commit to integrated machine control."

Smart Construction Retrofit is an add-on, indicate-only system that offers many of the benefits of IMC. It's three-dimensional, so operators get the advantage of seeing where they are on a project, as well as their relation to target elevation. They can set audio alerts that change tone the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves time and lowers costs.

From site to office and vice versa

Additional Smart Construction solutions can help customers better manage their projects from pre-bid to final close out.

Continued...

'Easy to implement, user-friendly'

... continued

"Knowing which one to use is a matter of assessing your goals," Anetsberger stated. "Do you want faster, more accurate mapping and progress tracking? Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities? Do you want better labor management and cost tracking and to be able to do it remotely?"

A couple of solutions Anetsberger suggested for those who now have IMC machines are Smart Construction Remote and Smart Construction Dashboard. Remote allows users to remotely send design files to targeted machines in the field and remotely support operators without driving to the job site, saving time and fuel expenses. With remote access, contractors can help their operators troubleshoot issues in real time by viewing the same visuals as in the machine.

To help users with tracking cut/fill progress, Dashboard allows remote visualization of job site terrain progress, with the aim to have a digital twin of the job site material movements. It combines data from multiple sources into one comprehensive picture and provides a 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Users can confirm pre-bid and topographical map data, track site progress in near real time, document job site conditions as evidence for change orders, and quickly and easily measure quantities.

"Dashboard and Remote are complementing solutions to IMC," said Anetsberger. "The visual representation and the ability to track job site progress more easily from practically anywhere, can lead to faster decisions and potentially better bottom-line outcomes. They are easy to implement, user-friendly,

and the cost savings have been significant for companies using them."

Further building your solutions portfolio

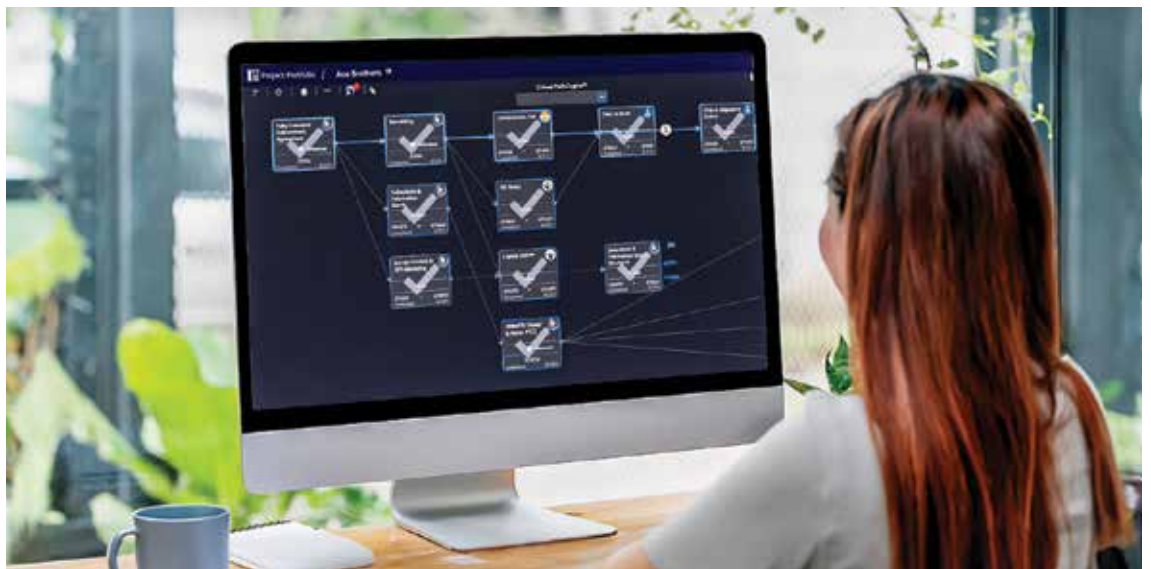
As any project manager knows, job sites often evolve and plans change, which makes staying on schedule and on budget a challenge. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation. It delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.

"Office is a project management tool that gives you reliable forecasting and insight into budget versus actual costs," explained Anetsberger. "Another consideration is Smart Construction Field, a mobile app that uses data to track spending and allows contractors to quickly view current conditions and progress. You can break it down by labor, equipment, materials, receipts, timecards, and much more. Both Office and Field are brand-agnostic, so they can be a great solution for contractors with mixed fleets."

Additional Smart Construction solutions include Design, Drone and Fleet, which can help replace paper plans with digital files, accurately map job sites, and collect data for fleet optimization.

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

Cost tracking is essential. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs. It can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project's life cycle.



Meet Logan Donelan, DMI's sales territory manager who enjoys building relationships with customers

From lending a hand at nearby farms to doing concrete work during the summer, Logan Donelan spent a fair share of time around agriculture and construction equipment while growing up in Elk Point, S.D. His experience working around heavy machinery is now benefiting him as he settles into his new role of sales territory manager at Diesel Machinery Inc. (DMI).

"I've always been around equipment," explained Donelan. "Then, while I was earning my Bachelor of Business Administration from the University of South Dakota, I decided I wanted to get into sales."

Donelan was presented with the perfect opportunity to reach his career goal when he saw an opening at DMI.

"When I started at DMI, it was my first job out of college," he recalled. "My title was sales coordinator. I helped find leads for the sales team, set up for trade shows, and worked on the marketing side."

Within three months, Donelan moved into a warranty role, where he processed claims and worked closely with the service department. After a longtime sales manager stepped down, the decision was made to put Donelan on the fast track to take over the position, and he received additional training in shipping and receiving.

A year and a half after starting at DMI, Donelan is now officially a sales territory manager.

"I was able to follow a job path that allowed me to better understand the industry and company I work for," he said. "I work with a great group of people who will drop what they're doing to give me a hand and help me learn."

Building meaningful connections

In addition to a better understanding of the heavy equipment industry, Donelan's journey at DMI has allowed him to cultivate relationships with those throughout the region he serves, which includes southeast South Dakota and parts of Nebraska and Iowa.

"My favorite aspect of my job is building relationships with our customers," Donelan stated. "I'm an outgoing person, so I love meeting and talking to people. I get bored if I have to sit behind a desk all day; that's why I like to go out, make new friends, and meet new people."

Donelan is looking forward to meeting everyone in his sales territory.

"Right now, my priority is introducing myself and getting my face out there," said Donelan. "It's a slow process, but I'm working my way county by county to reach everyone."

In his spare time, Donelan enjoys keeping up with his favorite sports teams and staying active. He values spending time outdoors and can often be found hunting, fishing and boating. ■



Logan Donelan,
Sales Territory
Manager,
DMI

When DMI Sales Territory Manager Logan Donelan isn't assisting customers, he enjoys hunting.





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.

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My Komatsu

Build your career in diesel technology with DMI's scholarship and sponsorship programs

Diesel Machinery Inc. (DMI) is committed to helping qualified individuals launch successful careers in the diesel technician industry. DMI's scholarship and sponsorship programs offer financial assistance and practical training to jumpstart your future.

Build Dakota Scholarship Fund

DMI prides itself on participating in the Build Dakota Scholarship Fund, setting up the next generation of technicians for success. DMI knows how important it is to pursue a quality education while minding your financial future. With DMI, you can have the best of both worlds and earn your technician certification without worrying about the bill.

DMI has the opportunity to cover a portion of your tuition and program expenses via sponsorship. All you need to do is apply to an approved diesel technician program and let your application do the rest!

DMI's intern/sponsorship program

Prior to your start at an approved diesel technician school and during your program years, you may be eligible to participate in DMI's intern/sponsorship program.

This program, in addition to the Build Dakota Scholarship, offers its participants \$200 per month and free uniform service while in the program. Eligibility rules for this program are as follows:

- You must be enrolled in an approved diesel technician program.
- You must work at a participating DMI location while not attending school. (You will be paid an hourly wage in addition to this program while working for DMI.)
- Participants must maintain a 2.5 GPA while attending school.

DMI's diesel debt recovery program

In addition to participating in the Build Dakota Scholarship Fund and providing an intern/sponsorship program, DMI is proud to offer a debt recovery program for technicians who have recently graduated from a certified diesel technology program.

After successfully graduating from a diesel technician program, DMI will pay \$1,200 per month directly to you or your student loan company for up to 36 months (three years).

The terms of reimbursement will be calculated based on the length of time since the technician graduated from their program. For example:

- If you start work with DMI within 30 days of your graduation date, you are eligible for the full 36-month repayment period.
- If you start work with DMI six months after your graduation date, you will be eligible for a term of 31 months.

Questions? Give DMI a call!

DMI wants to set its technicians up for success. These are fantastic opportunities for you to begin a career in diesel technology without the traditional financial burdens of certification. If you have any questions, call DMI to learn more about these programs. ■

DMI's scholarship and sponsorship programs offer financial assistance and practical training for technicians.



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



Nathaniel Waldschmidt,
Product Manager,
Komatsu



Learn more

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." ■

Quick Specs

Model

PC130LC-11

Operating Weight

28,440-29,101 lbs.

Horsepower

97.2 hp

Bucket Capacity

0.34-0.78 cu. yd.



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.





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My Komatsu updates, new features improve fleet management to help you get the critical information you want in fewer clicks



Andrew Casey,
Digital Solutions
Analyst,
Komatsu

Fleet management is essential to maintaining your equipment's health. Properly maintained equipment helps increase uptime and lower overall owning and operating costs. Staying on top of fleet management can be challenging, especially if you are still relying on end-of-day field reports or drives to the job site to check hour meters.

Digital solutions such as My Komatsu can change the game by giving you real-time machine data that can be accessed from practically anywhere, as well as tools that give you the capability to order parts and more. Recent updates make it easier to navigate, so you can quickly get the information you need to help make proactive fleet management decisions.

"Filtering capabilities have been updated to help users more quickly access the information they are looking for," said Andrew Casey, Digital Solutions Analyst, Komatsu. "It's more like a dashboard where you can get information in fewer clicks, which is something our customers wanted. Using their feedback, we made changes to make the interface more user-friendly. Customers who already have a My Komatsu account will see the updates automatically."

Casey said one of the priorities based on customer feedback was a redesign of the My Fleet page, emphasizing that its substantially different look and easier navigation enable users to see their entire fleet of registered machines all on a single page without having to go through multiple tabs.

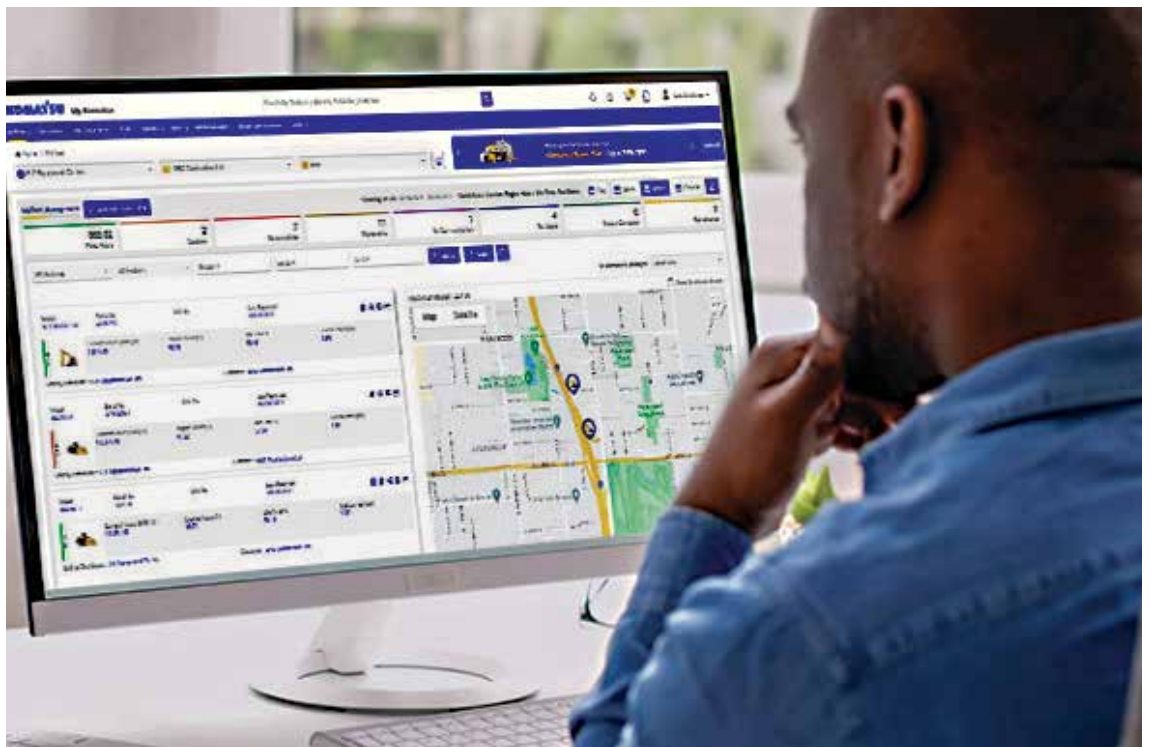
"We also expanded the ability to filter by idle time percentage, SMR range, model type, manufacturer, and much more," Casey added. "A new sync map feature lets users zoom in on a particular territory, click the sync map to list button, and see machines just in that territory."

Component tracking capability

Another major change is the addition of component tracking, according to Casey. The new functionality allows users to monitor component health, so they can more proactively plan for replacements.

"Users can set an interval based on last service date or SMR hours of the machine, then create an alert that notifies them when a component is due for replacement," Casey explained.

Machine health and fleet monitoring are now easier, faster and more efficient with new alerting features, including additional alert types



My Komatsu updates include easier navigation, so you can access information more quickly.



My Komatsu lets users monitor their fleet from anywhere at any time and helps optimize fleet management — with real-time data that can help you make proactive decisions.

for abnormality codes, coverage, Komatsu Oil and Wear Analysis (KOWA) samples, and more. Consolidated and customizable views of your alerts can be set with the alerting dashboard. With My Komatsu, you can choose how to receive notifications — by web, mobile app, email or SMS.

Telematics information (Komtrax) in My Komatsu remains a vital feature that works with Komatsu and other brands that you have registered in your My Komatsu account. You can view machine location, fuel consumption, and machine health, which includes maintenance history.

Additional features available in My Komatsu include:

- **Publications** – View parts and support manuals for your machines
- **E-commerce parts stores** – Easily order parts and solutions that you can pick up

in store, have shipped to your shop, or get delivered directly to your job site

- **Digital solutions** – Sign up for and access your Smart Construction accounts such as Dashboard, Design, Drone, Field, Fleet, Office and Remote

If you don't already have a My Komatsu account, you can sign up for one by visiting <https://mykomatsu.komatsu>. Once you have an account, your dealer can help you get set up and work with you on how to best utilize the platform.

“Proactive fleet management results in less downtime because you have a clear picture of your equipment's health at all times,” said Casey. “You can better plan for routine service and component changes, address excess idle time, train your staff, monitor job sites and machine performance, schedule part orders, and much more.” ■



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Smart Quarry Study provides insightful information designed to help operations optimize productivity with the proper equipment

Is your fleet the right size to maximize your quarry operation? Are you most effectively hauling from the face to the crusher? Do you know your hourly costs and how your practices are affecting them?

Questions like these and more can be answered with Smart Quarry Study, one of the Smart Quarry solutions offered by Komatsu. Smart Quarry Study provides:

- Knowledgeable support when job planning
- Valuable insight tailored for your operation
- Confidence that your fleet is right for the job

"Ideally, Smart Quarry Study is a boots-on-ground meeting with customers at their location or locations to get a complete understanding of what they want to achieve," said Craig McGinnis, Senior Business Solutions Manager for Komatsu, noting that remote study analysis is a possibility. "Maybe they are thinking about replacing equipment, want to increase production, or expand their pit. Through a Smart Quarry Study, we look at their operations and make recommendations designed to help them reach their goals."

Unique, local factors

McGinnis added that Smart Quarry Study can help operations better understand how equipment and other factors affect performance, to assist in

the making of cost-effective purchasing decisions. He also emphasized that it's brand agnostic.

"By comparing different class sizes, we can give you information related to more efficient costs per hour, per ton and per yard," McGinnis explained. "Everything is based on each operation's unique factors, and the resulting recommendations are tailored to them, no matter what equipment they use. We crunch the numbers and come up with a total cost of ownership. We really get down to a unit cost or dollar per ton of material moved and ways to improve those."

McGinnis is part of Komatsu's Smart Quarry team. Each member has extensive knowledge in quarry operations.

"The best way to get started is to contact your Komatsu distributor, who can help get a Smart Quarry Study set up," said McGinnis. "From there, we reach out to the customer and gather some information about what they want to accomplish, then schedule the study at a convenient time. Once we have all the data put together, we present it to the customer to help them make more informed decisions."

"If you want to monitor your operation in more detail with continual tracking tools, we also offer Smart Quarry Site," McGinnis continued. "This tool, which is also brand agnostic, can help you understand if you're getting the most from your equipment and operators, to help improve production and performance, as changes occur." ■



Craig McGinnis,
Senior Business
Solutions Manager,
Komatsu

*To learn more
about Smart Quarry
solutions, visit [https://
www.komatsu.com/
en/technology/
smart-quarry/](https://www.komatsu.com/en/technology/smart-quarry/)*

**Smart Quarry Study
assesses your current
operation and goals to
provide a comprehensive
analysis designed to
help give you insight into
the proper equipment
combinations and
practices that will help
you achieve them.**



Komatsu PC130LC-11, PC490LCi-11 and PC900LC-11 excavators named among best new products

Three Komatsu excavators are featured on *Construction Equipment* magazine's annual list of top new products, including the PC130LC-11, the PC490LCi-11 and the PC900LC-11.

According to *Construction Equipment*, its Top 100 New Products list is the longest-running awards program of its kind in the industry. Each year, editors evaluate products introduced during the previous months and choose those considered most innovative based on four criteria:

- Is it an advancement in technology?
- Is it a new product line?
- Does it offer significant improvements to an existing product?
- Does it increase competition in its category?

Increased lift capacity

Komatsu's upgraded PC130LC-11 features a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight. That contributes to increased lift capacity over the front and side — up to 20% compared to the previous model.

With an operating weight of 28,440 to 29,101 pounds, the PC130LC-11 is highly transportable and can be moved with a tag trailer and still have capacity to spare for additional support equipment.

Innovative bucket angle hold control

With Intelligent Machine Control (IMC) 2.0, the PC490LCi-11 offers sophisticated productivity-enhancing automation, making it an excellent match for excavation, trenching, slope work or fine grading. The excavator helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

The PC490LCi-11 features bucket angle hold control that automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform

The Komatsu PC490LCi-11 Intelligent Machine Control (IMC) 2.0 excavator is excellent for excavation, trenching, slope work or fine grading. It helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.



Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC130LC-11	97.2 hp	28,440-29,101 lbs.	0.34-0.78 cu. yd.
PC490LCi-11	359 hp	105,670-107,850 lbs.	1.47-4.15 cu. yd.
PC900LC-11	543 hp	204,148 lbs.	3.7-8.0 cu. yd.

The Komatsu PC900LC-11 excavator can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to the PC800LC-8.

finish grading using only arm input. It also has a new 10.4-inch IMC monitor with increased memory capacity, processing speed, and pinch-to-zoom functionality.

Up to 40% greater productivity

The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently. Productivity was a major driver of its design. It's a mass excavator with the ability to handle a wide variety of jobs and materials, and can perform compound operations.

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered to increase longevity.

The PC900LC-11 can deliver up to a 40% increase in productivity, 25% more arm



With more track on the ground than its predecessor, the PC130LC-11 has greater lift capacity.

crowd force, and 12% more swing torque compared to its predecessor. It also features the KomVision camera monitoring system as standard. ■

Remanufactured parts and components could help decrease your machinery's total cost of ownership, promote profitability

Do you want to save money without sacrificing quality and reduce your carbon footprint at the same time? Using remanufactured parts and components could be the answer.

"Fewer raw materials are used in remanufacturing than new parts manufacturing," said Matt Beinlich, Senior Director, Remanufacturing Business, Komatsu. "According to a paper from the Rochester Institute of Technology titled 'Capturing Energy and

Resources through Remanufacturing,' the rule of thumb is that 80% of the mass of a component is reused through the remanufacturing process, reducing the need to extract new materials from the earth. Remanufacturing is necessary and good for the industry and the environment because it contributes to sustainability."

It can also contribute to profitability, Beinlich added.

"Remanufactured components are a much more cost-competitive option compared to new ones because fewer raw materials are required," Beinlich emphasized. "The quality of genuine Komatsu remanufactured parts and components is better than will-fit items. That's why we back them with a one-year, unlimited-hours warranty and a quality assurance program of up to 10,000 hours on major components."

Enhancing availability

Beinlich leads a new team of Komatsu remanufacturing personnel that is committed to increasing customer utilization of reman parts and components. It includes longtime remanufacturing specialists such as Senior Product Manager Goran Zeravica, as well as Remanufacturing General Manager Isamu Hamai, Parts Sales and Marketing Manager Eric Uehara, Reman Procurement Manager Krutarth Desai, Senior Quality Engineer Cody Clark, and Quality Assurance Specialist Bryan Davis.

"When customers buy a Komatsu machine, they expect that those machines will have readily available, reasonably priced, high-quality parts and components necessary to keep them running throughout the machine's life cycle," said Zeravica. "Genuine Komatsu remanufactured components can play a significant role in meeting that expectation. Our goals include improving availability and utilization so that our customers have a better total cost of ownership."

Zeravica added, "To promote our customers' success with remanufacturing, we have brought a lot of people together from various parts of the Komatsu family including suppliers, our parts depots and distributors. Ordering reman parts and components will be easier too, as we bring that into the digital age by making them available through My Komatsu." ■



(L-R) Komatsu's remanufacturing team includes Eric Uehara, Krutarth Desai, Isamu Hamai, Goran Zeravica, Arek Krynski, Pierre Deering, and Matt Beinlich.



Using remanufactured parts and components can help promote profitability and sustainability as well as help control your machinery's total cost of ownership.

Survey shows significant flaws in nation's approach to preparing workers for construction careers

Too few candidates have the basic skills needed to work in high-paying construction careers, forcing short-staffed contractors to find new ways to keep pace with demand, ultimately undermining efforts to build infrastructure and other projects, according to the findings of a workforce survey conducted by the Associated General Contractors of America and Autodesk. The results highlighted significant shortcomings in the nation's approach to preparing workers for construction careers.

"It is time to rethink the way the nation educates and prepares workers," said Ken Simonson, Chief Economist at AGC.

Simonson noted that 85% of construction firms report that they have open positions they are trying to fill. Among those firms, 88% are having trouble filling at least some of those positions — particularly among the craft workforce that performs the bulk of on-site construction work.

All types of firms are experiencing these challenges regardless of annual revenue, geographic region, kinds of projects, or if their employee base is union or open.

One of the main reasons labor shortages are so severe, Simonson added, is that most job candidates are not qualified to work in the industry. He said a "shocking" 68% of firms reported that applicants lack the skills needed to work in construction. In addition, one-third reported that candidates cannot pass a drug test.

Increased pay, creative recruitment

Many construction firms are taking steps to cope with and try to overcome workforce shortages. During the past year, 81% of firms have raised base pay rates for their workers. In addition, 44%

are providing incentives and bonuses, and 26% have also improved their benefits packages.

Contractors are also using creative ways to recruit workers, such as social media and targeted digital advertising. Additionally, they are increasing investments in their internal training programs to address candidates' lack of necessary basic hard and soft skills. Technology can also increase attractiveness to potential employees and plays an ever-increasing role in construction.

"For potential hires, a career opportunity in construction should mean an opportunity to work with advanced technology and perform safe, meaningful work," said Allison Scott, Director of Customer Experience and Industry Advocacy at Autodesk. "As firms adopt more digital technologies and create stronger classroom and training pathways, we'll begin to see a new generation enter the industry equipped with the tools and skills needed to tackle construction's largest challenges." ■

Learn more about the survey at: <https://www.agc.org/news/2023/09/06/new-survey-shows-significant-flaws-nations-approach-preparing-workers-construction-careers-and-how>



Too few candidates have the basic skills needed to work in high-paying construction careers. To try to overcome the workforce shortage, many construction firms have raised base pay rates and increased investments in their internal training programs.





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2017 KOMATSU PC138USLC-11, Stock #HE 1271

\$125,000

Year	Mfgr./Model	S/N	Stock #	Hours	Price
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2023	KOMATSU WA320-8	A51686	WL 2564	435	\$252,500
2022	KOMATSU WA475-10	A40126	WL 2398	420	\$488,500

Crawler Dozers



2023	KOMATSU D39PXi-24	101094	CD 738	395	\$271,000
2013	KOMATSU D61PX-17	1715	CD 776	12,875	\$95,000
2017	KOMATSU D85PX-18	23053	CD 774	3,995	\$267,500

Crawler Excavators



2017	KOMATSU PC138USLC-11	50473	HE 1271	2,750	\$125,000
2022	KOMATSU PC170LC-11	36232	HE 1330	1,170	\$220,750
2017	KOMATSU PC490LC-11	A41841	HE 1462	7,400	\$224,000

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Upcoming Events

JULY



SD AGC Golf Tournament (East)
July 16
Sioux Falls, SD

OCTOBER



SD Municipal League Conference
October 8-11
Sioux Falls, SD



SD Local Roads Conference
October 21-23
Sioux Falls, SD



SD AGC Fall Meeting (West)
October 22
Rapid City, SD



SD AGC Fall Meeting (East)
October 24
Sioux Falls, SD

AUGUST



Clay County Fair
August 8-10
Vermillion, SD



SD AGC Golf Tournament (West)
August 9
Rapid City, SD



Brown County Fair
August 12-18
Aberdeen, SD



DakotaFest
August 20-24
Mitchell, SD

NOVEMBER



SD AGC Youth Pheasant Hunt
November 7-8
Sioux Falls, SD

SEPTEMBER



SD Association of County Commissioners Annual Meeting
September 17-18
Rapid City, SD



SD Solid Waste Management Annual Meeting
September 18-20
Sioux Falls, SD

DECEMBER



SD Cattlemen's Association
December 10-11
Pierre, SD

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