

The



DIESEL MACHINERY, INC

KOMATSU

Difference

A publication for and about DMI customers • www.DMIDifference.com • Fall 2026





Dan Healy

**In loving memory
of Pat Healy**



Dear valued customer,

It is with a heavy heart that I must share that my father, Patrick "Pat" Healy, passed away on August 9, 2026, at the age of 89. Pat was deeply involved in the construction industry and helped build DMI into the company it is today. He believed in taking care of people, and that philosophy continues to drive DMI forward. Please take a moment to remember Pat by reading the in memoriam article that celebrates his life and legacy. Dedicated to his community, family and friends, Pat will be greatly missed by all who knew him.

As we strive to serve you better, we have included a recap of CONEXPO-CON/AGG — North America's largest construction trade show — that took place in Las Vegas. More than 2,000 exhibitors showcased the newest equipment and technology across every major construction segment. At this triennial event, Komatsu launched and previewed a broad lineup of machines, engines and digital solutions designed to improve productivity, automation and jobsite connectivity.

We also highlight Komatsu's Smart Construction Advantage package, which gives customers a bundle of solutions at a lower price than purchasing each individually. The package includes Smart Construction Dashboard, Smart Construction Remote and Smart Construction Fleet Lite, as well as two applications that are only available with the bundle: Smart Construction Whiteboard and Smart Construction Home.

Additionally, there are many more valuable articles I think you will enjoy, including an employee feature, a Q&A with Komatsu CEO Rod Bull and an insight into Komatsu's new HM460-6 articulated truck.

As always, if there's anything we can do for you, please don't hesitate to contact us.

Sincerely,

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

Dan Healy
President

The **DMI**
DIESEL MACHINERY, INC

Difference

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From diesel tech to trusted equipment advisor

Joseph Lower's hands-on experience and commitment to service help customers keep their operations moving

Joseph Lower's career at Diesel Machinery Inc. (DMI) began in October 2012, when he joined the company part time while studying diesel technology at Southeast Technical College in Sioux Falls, S.D. Nearly 14 years later, his journey from a diesel technician to a territory sales representative has given him a unique perspective that benefits customers throughout southeastern South Dakota, northwestern Iowa and northeastern Nebraska.

Before entering the heavy equipment industry, Lower held several outdoor jobs, including work at golf courses, habitat restoration projects planting native grasses and shelterbelts, and landscaping. Those experiences helped shape his work ethic, but it was a family connection that ultimately led him to DMI.

"My grandpa worked for the Healy family for 50 years and loved every minute of it," Lower shared. "He truly considered the company to be a second family, and hearing those stories made it an easy place for me to call home. I've loved working here for the past 13 going on 14 years."

Experience that helps customers succeed

Today, Lower represents a broad lineup of equipment brands for customers. His extensive mechanical background allows him to offer practical recommendations while serving as a valuable link between customers and the service department. Lower's experience in the shop also provides an advantage when customers have questions or encounter challenges in the field.

"Having spent 12 years as a mechanic gives me a well-rounded perspective when working with customers. I enjoy being able to help them make informed decisions, provide insight when issues arise and work with our service team to keep their equipment productive."

*— Joseph Lower,
Territory Sales Representative,
DMI*

"Having spent 12 years as a mechanic gives me a well-rounded perspective when working with customers," Lower said. "I enjoy being able to help them make informed decisions, provide insight when issues arise

and work with our service team to keep their equipment productive."

Lower believes the foundation of excellent customer service is simple.

"The most important thing when helping a customer choose machinery or technology is just listening to what they need," Lower explained. "By understanding how they'll use the machine today and where they want their business to go in the future, we can recommend equipment that supports both their current work and their long-term growth."

Outside of work, Lower enjoys spending as much time outdoors as possible. An avid hunter and fisherman, he's often on the Missouri River or pursuing game throughout the changing seasons. He also enjoys golfing, spending time with family and friends, and tinkering with just about anything. ■

DMI Territory Sales Representative Joseph Lower helps customers in southeastern South Dakota, northwestern Iowa and northeastern Nebraska choose machines for their operations.



Next-generation jobsites at CONEXPO-CON/AGG

Technology and automation led the conversations as 140,000-plus attendees met at North America's largest construction trade show

The global construction industry gathered in force in Las Vegas as CONEXPO-CON/AGG 2026 brought more than 140,000 professionals from 128 countries together to explore the technologies, equipment and ideas shaping the future. Held at the Las Vegas Convention Center and nearby festival grounds, the triennial event once again served as North America's largest construction trade show and a central marketplace for a \$2.2 trillion U.S. industry.

Spanning more than 3 million square feet of exhibit space and featuring more than 2,000 exhibitors, the event showcased equipment, digital technologies and services across every major construction segment. Massive earthmoving machines, cranes and paving systems stood alongside connected jobsite platforms, automation solutions and sustainability-focused innovations. Contractors, manufacturers and technology leaders gathered to evaluate equipment, forge partnerships, and conduct business that will influence projects and infrastructure development going forward.

"CONEXPO-CON/AGG is where the construction industry comes to see what's next," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "This week demonstrated the resilience and ingenuity of our industry.

From advanced machinery to digital tools that help crews work safer and smarter, the innovations unveiled here will shape jobsites for years to come."

Komatsu showcases solutions

Komatsu launched and previewed a broad lineup of machines, engines and digital solutions designed to improve productivity, automation and jobsite connectivity.

"CONEXPO-CON/AGG is where the construction industry comes to see what's next."

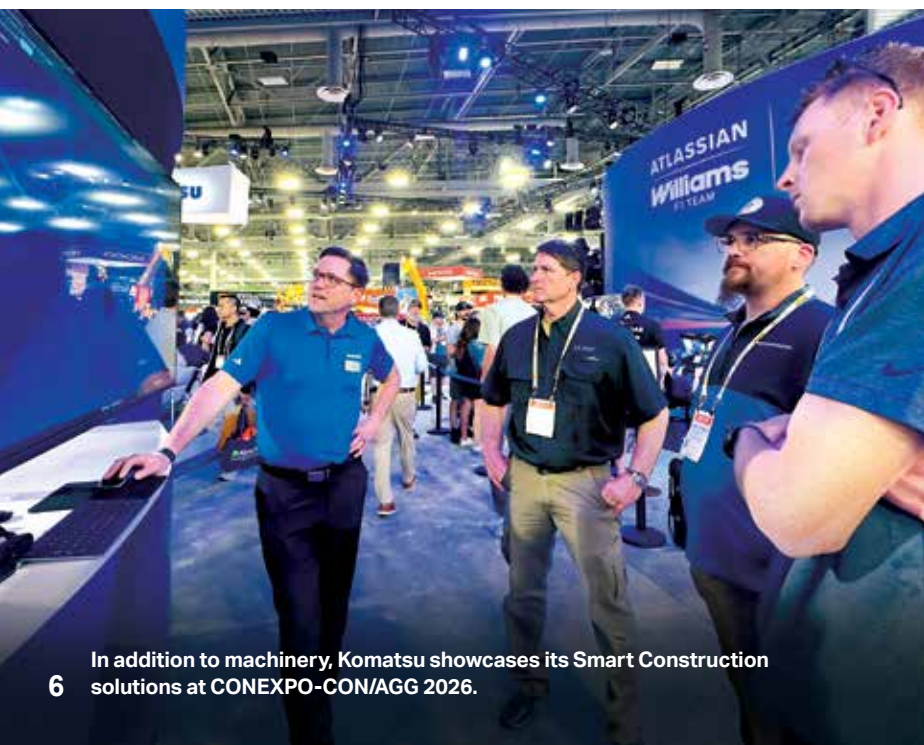
- Dana Wuesthoff,
Show Director,
CONEXPO-CON/AGG

"At CONEXPO, our goal is to give customers a clear sense of where Komatsu is headed — showcasing new machines, next-generation technology, and integrated solutions that will drive productivity, simplify maintenance, and shape the future of their operations," stated Paul Moore, Vice President of Products, Marketing and Service for Komatsu North America.

Among the machines featured was the new HM460-6 articulated truck with an increased payload capacity of 46.3 tons and an overall machine weight that has been reduced by roughly 6,600 pounds compared to the HM400-5. Combined with a new nine-speed transmission, locking axles and traction control systems, the truck is designed to shorten haul cycles while lowering fuel consumption.

"We increased production, reduced the weight of the truck, and added a new engine and transmission. It all works together as a system to deliver faster cycle times and higher productivity," explained Bruce Boebel, Director of Products and Services for Komatsu's construction division, noting that the HM460-6 is powered by Komatsu's new DBA127 engine, a 12.7-liter powerplant designed to simplify emissions systems while extending service intervals, including a diesel particulate filter exchange interval of up to 8,000 hours.

Komatsu highlighted the first in its -12 series excavator platform, the PC220LC-12, which features a wider cab, customizable electro-hydraulic controls and advanced



In addition to machinery, Komatsu showcases its Smart Construction solutions at CONEXPO-CON/AGG 2026.



► VIDEO

Attendees check out a wide variety of the latest equipment, including Komatsu's new PC220LCi-12 excavator with intelligent machine control (IMC) 3.0 technology.

operator interfaces. The PC220LCi-12 intelligent machine control (IMC) model integrates new automation tools in IMC 3.0, such as swing-to-line and travel-along-line, enabling operators to maintain trench alignment and automatically reduce repetitive manual adjustments.

Komatsu also showcased its recently launched PC365LC-11 multifunction plus excavator with an electric swing system that captures and reuses energy generated during swing braking. The system stores recovered power and redistributes it during operation, improving cycle times and fuel efficiency during demanding tasks such as truck loading and trenching.

Additional currently available machines on display included WA485-11, WA475-11, WA380-8 and WA700-8 wheel loaders, each built to deliver dependable performance and efficiency across various applications. The WA485-11, WA475-11 and WA380-8 work well in construction and quarry applications, while the larger-capacity WA700-8 is built for surface mining.

Komatsu also gave attendees a preview of machines set to launch in the near future, including a PC158USLCi-12 excavator equipped

with the latest IMC 3.0 system. The 15-ton class excavator will be the first tight-tail model in its size category to offer factory-installed IMC, bringing advanced automation features to utility, highway and urban construction work where compact machines are common.

Komatsu offered show attendees an exclusive preview of two next-generation crawler dozers engineered to advance productivity and efficiency in earthmoving applications from site development and road construction to mining. The D61PXi-25 dozer with IMC 3.0 and the D175AX-10 large production dozer represent the next phase in Komatsu's evolution of powertrain performance, operator-centered design and integrated technology.

Alongside its machines, Komatsu emphasized digital jobsite solutions under its Smart Construction ecosystem. New tools demonstrated at the show included:

- **Smart Construction Dashboard Mobile** — a smartphone-based version of its jobsite visualization platform
- **Smart Construction Edge** — a base station for on-site drone data processing
- **Smart Construction Fleet Lite** — basic payload tracking



Watch the video

Smart Construction highlighted at CONEXPO-CON/AGG

... continued

- **Smart Construction Home** — a homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage
- **Smart Construction Whiteboard** — a digital dispatch tool modeled after traditional office whiteboards that allows users to drag and drop machines and labor onto jobsite columns
- **3D Machine Guidance Flex** — a GPS-based guidance system designed for a wider range of machines including trucks, loaders and scrapers

"Smart Construction is about more than just building better machines — it's about connecting those machines with people and processes to optimize the entire jobsite."

*- Jason Anetsberger,
Director of Customer Solutions,
Komatsu*

"Smart Construction is about more than just building better machines — it's about connecting those machines with people and processes to optimize the entire jobsite," noted Jason Anetsberger, Director of Customer Solutions, Komatsu. "By combining intelligent equipment with digital planning and 3D control, we help customers eliminate waste, reduce idle time, and ultimately get the most efficiency and productivity out of every move they make."

Additionally, Komatsu spotlighted its new Smart Quarry Autonomous solution, which uses artificial intelligence, onboard computing and sensor-based perception technologies to navigate mapped haul routes with minimal setup. System configurations are determined based on site requirements and applicable commercial agreements.

Plus, Komatsu featured fleet connectivity through its My Komatsu digital platform, which integrates telematics, parts purchasing, fleet data and predictive maintenance tools into a unified portal designed to help contractors manage equipment and jobsite performance more effectively.

Other highlights included machine and racing simulators that attendees could operate, a replica of the Atlassian Williams Racing Formula 1 car that Komatsu sponsors and partners with, and a company store with Komatsu-branded apparel and accessories.

"We want every visitor to leave our booth excited — not just about the equipment they see today, but about the innovation, digital transformation and long-term partnership Komatsu is building to support their success moving forward."

*- Paul Moore,
Vice President of Products,
Marketing and Service,
Komatsu*

"We want every visitor to leave our booth excited — not just about the equipment they see today, but about the innovation, digital transformation and long-term partnership Komatsu is building to support their success moving forward," commented Moore.

Honoring those who build

One of the CONEXPO-CON/AGG's most visible moments came during the opening ceremony, when thousands of attendees donned bright orange safety vests for a Guinness World Record attempt for the largest gathering of people wearing high-visibility construction vests. Organizers aimed to surpass the previous record of 2,499 participants, using the moment to emphasize the construction industry's commitment to safety and its collective impact on infrastructure, transportation networks, energy development, sports venues and civic landmarks across North America.



Attendees have a great time running simulators designed to give an operator's view from the cab of a machine.



At CONEXPO-CON/AGG 2026, Komatsu introduces its new DBA127 engine, which powers the new Komatsu HM460-6 articulated truck and will power additional soon-to-be launched machines.

"This record attempt is more than a number — it's a celebration of the advances, hard work, innovation and dedication of everyone in the construction industry," Wuesthoff said. "We want to honor those who build our cities, roads, railways, airports, stadiums and monuments, and highlight how their efforts touch every aspect of society. This record is particularly important to us as safety is and always will be of utmost priority for the industry and the people who make this work possible."

CONEXPO-CON/AGG also served as a forum for thought leadership through 150 educational sessions. On the show's Ground Breakers Stage, experts discussed emerging topics including artificial intelligence in construction, workforce development and infrastructure investment. Workshops focused on small business growth, equipment maintenance and mentorship opportunities for women in construction, reinforcing the industry's emphasis on workforce development.

The scale and influence of CONEXPO-CON/AGG reflect more than a century of industry evolution. The show traces its roots back to 1909, when the original Road Show in Columbus, Ohio, featured just 40 equipment

manufacturers across 40,000 square feet. Today, the event has grown into a global platform for innovation, connecting thousands of companies and professionals shaping the future of the built environment.

"This event continues to elevate the equipment manufacturing industry — amplifying innovation, insight and influence."

*- Dana Wuesthoff,
Show Director,
CONEXPO-CON/AGG*

"A century of progress is reflected in CONEXPO-CON/AGG's scale, scope and spirit," Wuesthoff stated. "This event continues to elevate the equipment manufacturing industry — amplifying innovation, insight and influence."

As the 2026 show concluded, organizers emphasized that the relationships formed, deals negotiated and technologies introduced during the week will ripple across construction projects worldwide for many years to come. The next edition of CONEXPO-CON/AGG is scheduled to return to Las Vegas March 13-17, 2029. ■

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Remembering Pat Healy

A life built around people, work and a little Irish spirit

Patrick "Pat" Healy spent most of his life around construction equipment, highways, business and the people who make those industries work.

For those of us at Diesel Machinery Inc., though, his story is about much more than business.

Pat grew up in Sioux Falls, S.D., and graduated from Cathedral High School in 1954 before attending the University of Notre Dame, where he earned a degree in business in 1958. His Irish heritage and his connection to Notre Dame stayed with him throughout his life. "Go Irish" was never far away.

After college, Pat returned to Sioux Falls and joined his father, J.L. Healy, in operating J.L. Healy Construction Company. The company built asphalt highways throughout several Midwestern states, and Pat quickly became deeply involved in the construction industry.

His involvement went well beyond his own company. Pat served twice as president of the Associated General Contractors of South Dakota, in 1968 and again in 1982, and was active with AGC of America. He was later recognized as one of the original "Four Horsemen" to receive AGC's Golden Hard Hat Award, an honor recognizing a lifetime of service and dedication to the construction industry.

In the mid-1980s, Pat purchased Diesel Machinery Inc. In 1989, he sold J.L. Healy Construction Company and turned his attention full time to DMI.

That decision helped shape the company we know today.

Pat understood the construction business from the contractor's side because he had lived it. He understood downtime, schedules, equipment costs, difficult jobs and the importance of having people you could depend on. That perspective influenced the way he approached the equipment business and the relationships DMI built with customers over the years.

He also believed strongly in being involved in the community and the industries that supported his businesses. In addition to his work with AGC, Pat served on the South Dakota Department of Natural Resources

board for 16 years after being appointed by the governor. He was also involved with the South Dakota Equipment Dealers Association, Northwestern Bank, the Boy Scouts, the Knights of Columbus, the Elks Club, and other civic and community organizations.

But work was only one part of Pat's life.

He loved hockey and played the game from the age of seven until he was 77. He helped establish the Sioux Falls Youth Hockey Association and coached his sons, along with many other young players. Hockey remained an important part of his life for decades.

He also loved airplanes. Pat owned and flew several aircraft over the years and had no shortage of stories to go with them. One of the more memorable involved a Beech Duke whose landing gear froze while he was returning from a ski trip. Pat made an emergency landing in Eagle, Colo., and walked away without a scratch. The airplane was not quite as fortunate.

That story says something about Pat. He was adventurous, confident, practical and usually able to find some humor in the situation afterward.

Pat and his wife, Carolyn, married in 1961. Together they raised three children and built a life that included business, family, travel, friends, golf, tennis, parties and plenty of stories. Later in life, they spent many winters in Sun City, Ariz., surrounded by friends and enjoying their years as snowbirds.

Pat passed away on August 9, 2026, at the age of 89.

His influence can still be seen throughout DMI today. It is in the company he helped build, in the relationships that span generations and in the belief that this business is ultimately about taking care of people.

Those who knew Pat will remember different things: the construction man, the equipment dealer, the hockey player, the pilot, the businessman, the Irishman, the storyteller, the husband, father, grandfather and friend.

At DMI, we are fortunate to remember all of them.

May God hold him in the palm of His hand. ■



Patrick Joseph Healy
Oct. 8, 1936 — Aug. 9, 2026



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THE MARK OF TOUGHNESS

New compact track loader

Takeuchi introduces TL11R3 that delivers high torque and horsepower along with leading bucket breakout and lift-arm forces

Takeuchi has introduced the sixth model in its compact track loader product line: the TL11R3 that features new electric-over-hydraulic (EH) controls for greater precision in loader arm, bucket and travel speed operation.

“The TL11R3 delivers impressive torque and horsepower along with leading bucket breakout and lift-arm forces for maximum performance,” said Dylan Freeman, Product Manager, Takeuchi-US. “And, with the addition of low-effort EH controls, this track loader helps even the most skilled operators work with more precision and control — elevating their craft while reducing fatigue.”

“The TL11R3 delivers impressive torque and horsepower along with leading bucket breakout and lift-arm forces for maximum performance.”
— Dylan Freeman,
Product Manager,
Takeuchi-US

The TL11R3’s advanced EH controls also enhance jobsite productivity by making several new features possible. Operators can instantly switch between ISO and H patterns through the machine’s monitor to match their preferences. The TL11R3’s self-leveling up-and-down feature automatically keeps the bucket or attachment level while raising or lowering the loader arm for improved load handling. Fourteen-pin detent provides continuous power to electrically operated attachments for uninterrupted operation.

Adjustable boom, bucket and travel sensitivity

Operators can also adjust the track loader’s boom, bucket and travel sensitivity to match their needs for greater control during high-precision work. In low-clearance environments, the arm height limit feature prevents the TL11R3’s loader arm from exceeding a predetermined height, protecting attachments and surroundings from accidental damage.

Available in both standard- and high-flow configurations, the TL11R3 allows operators to adjust flow rates and attachment presets

from inside the cab. The high-flow configuration delivers up to 40 gallons per minute of auxiliary flow for use with more powerful attachments like mulchers, cold planers and stump grinders. Both configurations come equipped with a 14-pin connector enhancing versatility and functionality for a wide range of attachments. Swapping attachments is simple with the mechanical universal quick attach on canopy models and the hydraulic universal quick attach on cab models. A 270-degree

Continued...

Quick specs			
Model	Horsepower	Bucket breakout force	Lift-arm breakout force
TL11R3	107.3 HP @2,600 rpm	7,958 lbs.	7,126 lbs.



Takeuchi’s TL11R3 compact track loader features new electric-over-hydraulic (EH) controls for greater precision in loader arm, bucket and travel speed operation.

TL11R3 provides excellent floatation, traction and stability

... continued

rearview camera comes standard on the high-flow configuration and is optional on the standard-flow configuration.

Built with the robust durability that defines the Takeuchi brand, the TL11R3 has an operating weight of 11,650 pounds (canopy model), a rated operating capacity (ROC) of 2,735 pounds and a bucket breakout force of 7,958 pounds. Its radial-lift boom design is engineered to deliver superior breakout forces for exceptional lifting power with fewer moving parts, making it particularly well suited for grading and dirt work. Rugged steel construction and a one-piece, purpose-built, fully welded frame offer greater strength and rigidity while protecting the engine and hydraulics. With a 12.4-inch ground

clearance, the TL11R3 provides excellent floatation, traction and stability for navigating on challenging terrain with ease. The machine's undercarriage features heavy-duty sealed rollers with metal face seals to keep dirt and debris out, while double-reduction planetary drives and 18-inch tracks deliver powerful tractive effort.

Six-way adjustable seat for greater comfort

Inside the TL11R3, operators will find a six-way adjustable, high-back suspension seat and an 8-inch touchscreen display for real-time machine vitals and visibility to the rearview camera, as well as access to Bluetooth radio, HVAC controls and other machine functions. The track loader can operate whether its overhead roll-up door is open or closed, regardless of the loader arm position. A lockable hood, steel rear door and integrated bumper protect vital engine components, with the rear door also providing access to a swing-out cooling module for easy cleaning and inspection. The TL11R3's 107.3-horsepower engine meets Tier 4 Final emissions standards with a DOC, DPF and SCR aftertreatment system.

Takeuchi's Fleet Management (TFM) telematics system is standard on the TL11R3 for five years. TFM reduces downtime and controls costs by providing owner/operators with machine health and condition, run time (hours) and machine location, as well as remote diagnostics, scheduled maintenance reminders and customizable alert settings. TFM also gives owners the ability to geofence their machines, helping them protect and secure their investments.

"We listened to our customers and designed the TL11R3 with features that make it one of the most capable, durable track loaders available on the market today."

*– Dylan Freeman,
Product Manager,
Takeuchi-US*

"We believe the TL11R3 offers the perfect blend of power, durability and operator comfort to tackle even the toughest projects," said Freeman. "We listened to our customers and designed the TL11R3 with features that make it one of the most capable, durable track loaders available on the market today. It's ready to work whenever you are." ■



The new Takeuchi TL11R3 compact track loader offers the perfect blend of power, durability and operator comfort to tackle even the toughest projects, according to Dylan Freeman, Product Manager, Takeuchi-US.

Work smarter, not harder with TFM

Takeuchi's telematics system is simple to set up, delivers a comprehensive view of your fleet operations and is free for the first five years

As telematics technology becomes standard on modern construction equipment, Takeuchi Fleet Management (TFM) is helping owners turn machine data into meaningful action — without added complexity. Designed for both experienced professionals and first-time users, TFM remotely monitors machine data in real time to help owners better manage their fleet, improve productivity and lower overall operating costs.

TFM is available on most Takeuchi excavators, all track loader models and the crawler dumper. To make adoption even easier, Takeuchi provides TFM free of charge for the first five years of ownership, giving customers a powerful fleet management tool at no additional cost during a critical ownership period.

More than a basic GPS tracker, TFM delivers a comprehensive view of fleet operations through a simple, intuitive online portal accessible from a desktop, laptop, tablet or smartphone. From a single dashboard, users can monitor location, machine health, operating hours, alerts, maintenance schedules and analytics — anytime, anywhere.

The Map feature shows where each machine is located, with GPS updates at least once every hour. Owners can create geofences around jobsites or storage areas and receive alerts if a machine leaves a designated perimeter. Search and filter tools make it easy to quickly identify machines based on health or maintenance

status, helping reduce downtime and protect valuable assets.

In the Assets section, detailed machine data is available at a glance, including total hours, fuel level, battery status, engine speed, coolant temperature and ignition status. This remote visibility allows owners to check equipment health without being on-site and address issues before they escalate into costly repairs.

Maintenance and diagnostic alerts support a proactive approach to equipment care. Customizable service plans can be set based on hours or calendar dates, with advance reminders to help owners plan service efficiently. Each completed task is automatically logged, creating a digital maintenance history that supports machine longevity and resale value. Diagnostic alerts can also notify users of mechanical or electrical concerns early, helping prevent major failures.

TFM's analytics tools allow users to generate reports for individual machines or entire fleets, offering insight into utilization, maintenance and overall performance. Dealers can also access key diagnostic information to streamline troubleshooting and service.

With minimal setup and largely automated operation, TFM works behind the scenes to keep equipment safe, healthy and productive. To learn more about TFM subscriptions or to get started, contact your local dealer and see how easy smarter fleet management can be. ■



Takeuchi Fleet Management (TFM) delivers a comprehensive view of fleet operations, allowing users to monitor location, machine health, operating hours, alerts, maintenance schedules and analytics — anytime, anywhere.

Building the future while honoring the past

Komatsu CEO Rod Bull says focusing on technology, collaboration and people is helping the company shape what comes next for heavy industry



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

**Rod Bull,
CEO,
Komatsu North America**

Rod Bull serves as Chief Executive Officer of Komatsu North America, the company's largest global region, overseeing construction, mining, forestry, forklifts and digital solutions. With more than 25 years in the heavy equipment industry, Bull brings deep expertise in manufacturing operations, field leadership and global customer engagement.

Raised around equipment in central Illinois, Bull's roots in the industry run deep. He worked for his family's tree removal business as a teenager, gaining hands-on experience that shaped his appreciation for machinery and hard work. After earning a bachelor's degree from Eastern Illinois University and later an MBA from the University of Illinois Springfield, he began his career as a pricing analyst in the heavy equipment sector, building a strong foundation in dealer relations and customer-focused problem-solving.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter," said Bull. "There is no question that for them to win a bid or secure a project, they have to have the right partners, and we believe Komatsu is that. We have an opportunity to add real value to their businesses."

Bull has held a series of senior leadership roles across parts marketing, regional mining operations, manufacturing and field operations since joining Komatsu in 2011. Following Komatsu's acquisition of Joy Global in 2017, he led loader manufacturing in Texas, then oversaw operations in the mining, construction, forestry and technology fields before being named CEO in 2025. He also completed the Advanced Management Program at The Wharton School.

"I've been very blessed to be surrounded by great people who gave me opportunities to learn different parts of the business," Bull commented.

Bull is known for his strong belief in customer centricity, workforce development and collaboration across the industry. Outside of work, he is married to his high school sweetheart, Gina, and they have three children. He enjoys reading, spending time with his family and staying connected to the field side of the business — where his passion for the industry first began.

Q **uestion: How does innovation and technology shape Komatsu's strategy today?**

Answer: Innovation starts with a simple question: What problem is the customer trying to solve? Technology is not pursued for its own sake but as a way to make work safer, more productive and more sustainable. Historically, Komatsu has been known for quality and reliability, and that foundation remains unchanged. What is evolving is how technology is developed and deployed.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter."

*— Rod Bull,
CEO,
Komatsu North America*

The organization is investing heavily in advanced automation, electrification and digital platforms, while also partnering with technology leaders outside traditional heavy industry. These partnerships allow the company to move faster, learn from adjacent industries and bring proven solutions into mining, construction and forestry. A key focus is autonomous equipment — haulage, loading and dozing — designed to help customers address labor shortages, rising costs and productivity constraints.

Equally important is how technology is developed. By adopting strategic development and testing cycles, the company aims to sustain long-term leadership rather than short-term advantage. Innovation is viewed as an ecosystem — internal expertise combined with external partners, all aligned around customer outcomes.

Question: What does a customer-first approach look like in practice?

Answer: Customer focus is deeply embedded in the culture. It begins with spending time where the work happens — a concept known as *gemba* — on jobsites, in shops and in production facilities. This philosophy ensures that strategies and products are grounded in real-world conditions rather than assumptions.



Komatsu's PC365LC-11 excavator with electric work equipment technology and intelligent machine control (IMC) dozers are part of Komatsu's commitment to improving production, efficiency and sustainability.

A significant portion of new product development is driven directly by customer feedback. Engineers and product teams observe operations firsthand, test solutions in the field and refine designs based on real use. This continuous feedback loop helps ensure that equipment, technology and services deliver measurable value.

Customer focus also extends beyond the machine itself. Service, parts availability and technical support are viewed as critical components of the value proposition. The goal is to allow customers to focus on their projects while relying on a trusted partner to support the full life cycle of their equipment.

Question: How does Komatsu differentiate itself as a market leader?

Answer: Market leadership is built on three pillars: quality, safety and accessibility. Quality and reliability define the products, while safety guides how they are designed, built and supported.

Safety is a shared responsibility that starts with strong leadership and extends across every team member of the organization. We work hard to keep leaders and stakeholders connected, aligned and focused on our ultimate goal of zero harm. Our top priority is to help ensure everyone returns home healthy and safe to their family each day. Another key differentiator is accessibility. Customers and dealers can reach deep into

the organization, including engineering and manufacturing teams, to resolve challenges quickly. This openness creates trust and accelerates problem-solving.

Market leadership is also reinforced through strong dealer partnerships and a growing brand presence. Rather than relying on aggressive marketing, the company focuses on consistency — delivering the same high standard of experience across products, services and regions. This approach strengthens long-term relationships and reinforces credibility in the marketplace.

"Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle."

*— Rod Bull,
CEO,
Komatsu North America*

Question: What has driven Komatsu's growth?

Answer: Growth is driven by a holistic view of value. Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle. Service contracts, rebuild programs, parts support and digital tools all play a role in reducing the total cost of ownership for customers while creating sustainable revenue streams.

'Komatsu is focused on balancing heritage with momentum'

... continued

Significant investments in infrastructure support this strategy. Modern manufacturing plants, rebuild centers and distribution facilities enable faster response times and higher-quality service. These investments also support export growth, positioning North America as a critical hub for production and innovation within the global organization.

Workforce development is another growth driver. Komatsu is expanding training programs, partnerships with schools and trade organizations, and flexible learning platforms to attract and develop the next generation of technicians and operators. Addressing labor shortages is not just a workforce issue — it is essential to supporting customer growth as well.

Question: How does Komatsu view the industry's future as it celebrates more than a century of notable achievements?

Answer: The future is collaborative. The challenges facing heavy industry — labor availability, sustainability, cost pressures and regulation — cannot be solved by individual companies acting alone. Komatsu sees its role as part of a broader community that includes customers, dealers, competitors, technology partners and industry associations.

Technology will continue to play a central role, particularly in automation, electrification and data-driven operations. At the same time, sustainability will extend beyond emissions to include processes, supply chains and long-term workforce health.

Nothing is more important than keeping safety at the center of how we operate, and that's a commitment I work to reinforce every day. As we look ahead to the next 100 years, safety will remain at the forefront of everything we do. It is fundamental to our culture, embedded in the way we operate and essential to how we grow and plan for the future.

That unwavering commitment not only defines how we work today but also reflects the values that have shaped Komatsu. With more than a century of history, Komatsu is focused on balancing heritage with momentum. Its origins were rooted in protecting livelihoods and creating value through skilled work, and that philosophy continues to guide decisions today. By investing in people, embracing partnerships and staying relentlessly customer-focused, the organization believes it is well positioned to lead the industry forward — responsibly, collaboratively and with ambition for the long term. ■



Smart alignment features take center stage

Both next-generation PC220LC-12 and PC220LCi-12 excavators deliver comfort, control and automation, while the latter features even more advanced technology

Komatsu's new PC220LCi-12 excavator, with the latest intelligent machine control update (IMC 3.0), introduces two significant technological features designed to help operators work more efficiently: swing-to-line and travel-along-line. These features build on Komatsu's growing lineup of intelligent automation, offering refined machine movement that supports accuracy, consistency and reduced operator effort on trenching-focused jobs.

Swing-to-line is selectable by tapping a polyline and marking it as a checkable option. Once activated, the machine automatically restricts unnecessary overswing when returning to the trench after dumping, ensuring the upper structure stays aligned with the intended cut. Operators benefit from smoother, more predictable cycle movements and better trench-to-dump workflow rhythm.

Travel-along-line, also enabled by selecting a polyline as a checkable option, helps the excavator maintain a square position to the center of the trench line as it advances. By minimizing the need for constant micro-repositioning, this background function helps operators stay on the line, improve trench continuity and reduce time lost to realignment.

These new capabilities build on an already-advanced technology base of the companion model without IMC 3.0, the PC220LC-12. Even without the addition of intelligent machine control, the PC220LC-12 includes some powerful integrated baseline smart tools: 2D machine control, 2D boundary control and payload monitoring.

But for operations looking to level up on cutting-edge technology that helps good operators do a great job, the PC220LCi-12 adds the IMC 3.0 platform for advanced automation. Features such as auto grade assist, bucket angle hold, compaction control, minimum distance control, auto swing, advanced payload monitoring and industry-first integrated 3D boundary control help operators work more precisely and productively across the full jobsite. Auto swing and travel stop functionality is another notable factory-installed feature — another industry first for excavators.

Added comfort and exceptional performance

Comfort and performance remain core strengths of both models. The redesigned cab provides

28% more space, 30% more legroom, significantly improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. An 8-inch HD monitor gives operators easy access to machine data and customization settings.

A new electronically controlled hydraulic system paired with a high-output engine delivers tangible performance gains. Compared to the previous Komatsu PC210LC-11, operations can benefit from up to:

- 8% greater digging force
- 7% more lift capacity
- 20% lower fuel costs
- 18% higher workload productivity with a new P plus mode

Komatsu also prioritized safety and operator assurance. Features such as rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls and seat belt reminders promote zero harm. Maintenance is streamlined with ground-level service points and longer replacement intervals, helping reduce costs by up to 20%.

For contractors seeking machines that enhance operator capability, reduce fatigue and deliver smarter, more consistent trenching performance, both next-generation excavators represent a major step forward. And, with the introduction of swing-to-line and travel-along-line on the PC220LCi-12 with IMC 3.0, this more advanced excavator levels up intelligent automation in practical, productivity-driven ways that support operators shift after shift. ■

**All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*



Komatsu's PC220LCi-12 intelligent machine control (IMC) 3.0 excavator now features swing-to-line and travel-along-line functions that help operators work more efficiently.

Delivering more tons per cycle

Komatsu HM460-6 elevates articulated truck performance with engineering designed for increased traction, power and payload

For contractors working in quarries, construction sites and large-scale earthmoving operations, the ability to move material efficiently across soft, uneven or unpredictable terrain can have a major impact on productivity. Komatsu's new HM460-6 articulated haul truck is a next-generation articulated dump truck engineered to help contractors move more material with greater consistency, even in challenging ground conditions.

Designed around a new high-output powertrain, an advanced traction control system and a redesigned operator environment, the HM460-6 reflects direct customer input on performance, efficiency and control in demanding applications. With a higher-rated payload and improved fuel efficiency compared to the Komatsu HM400-5 (which this new model replaces), the truck is designed to deliver a lower cost per ton while maintaining stable, predictable operation throughout the haul cycle.

The truck's increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the HM400-5) also allows more material to be hauled in each cycle — further boosting productivity and increasing the total volume of material that can be hauled over a period of time. This has positive impacts across

the truck's total cost of ownership and the hourly cost of moving material.

"We didn't just increase the payload and call it done," said Bruce Boebel, Director, Products and Service, Komatsu. "The entire machine was engineered as a system — reducing the truck's weight; adding a high-torque engine, a nine-speed transmission and locking axles; and pairing it with system hydro-pneumatic suspension. When all those elements work together, you get a more nimble truck, faster cycle times and higher overall productivity."

Powered by a new engine

At the core of the HM460-6 is the new proprietary Komatsu DBA127 engine equipped with a two-stage turbocharger system. The engine delivers 518 gross horsepower at 1,700 rpm, providing increased torque at lower engine speeds to support strong acceleration, improved hill-climb capability and efficient power delivery under load. It also eliminates the complexity of an exhaust gas recirculation (EGR) system through a simplified design, uses less fuel and helps extend service intervals, lowering the total cost of ownership. Paired with a new nine-speed Komatsu transmission and intelligent gear control, the powertrain is designed to balance performance and fuel efficiency across a wide range of conditions.



An increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the Komatsu HM400-5) allows for the Komatsu HM460-6 articulated truck to haul more material each cycle.



Komatsu's new HM460-6 articulated truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

Quick specs

Model	Gross horsepower	Operating weight	Capacity
HM460-6	518 HP at 1,700 rpm	165,126 lbs.	46.3 tons

The DBA127 engine's two-stage turbocharger system is designed to deliver efficient boost across a wide operating range, supporting strong low-speed torque while maintaining consistent performance at higher speeds. An electronically controlled bypass valve helps manage boost pressure, contributing to durability and smooth engine response. The engine meets U.S. EPA Tier 4 Final emissions standards and is designed with extended maintenance intervals to help reduce downtime.

"The goal with the new powertrain was to improve performance while also lowering operating costs," Boebel stated. "By pairing the new DBA127 engine with a nine-speed transmission and reducing the truck's overall weight by about 6,600 pounds, we were able to increase production while lowering fuel consumption by up to 12% — which is a meaningful improvement for customers focused on lowering their total cost of ownership."

Designed to maintain traction

Traction performance is a central focus of the HM460-6's design. The Komatsu Traction Control System continuously monitors wheel speed and slip, automatically applying brake force to individual wheels when traction loss is detected. This system works in conjunction with an inter-axle differential lock and a manually activated cross-axle differential lock, providing operators with multiple layers of traction assistance based on ground conditions. Together, these systems are designed to help reduce tire spin to extend tire life, limit material spillage and support steady travel on grades or soft surfaces. Combined with a hydro-pneumatic suspension system engineered to balance ride comfort and stability, the HM460-6 is designed for reliable hauling across the toughest terrain.

Improved awareness

A redesigned cab focuses on visibility, ergonomics and operator comfort. A four-pillar cab design increases glass area by 16% and reduces blind spots by 43% compared to the HM400-5, helping to improve awareness during loading, hauling and dumping. Control layouts were revised to group high-use functions within easy reach, and a high-resolution 8-inch machine monitor paired with a 10-inch sub-monitor provides access to payload data, machine information and rearview camera feeds.

Standard operator-assist features include cruise control and automatic retard speed control to help maintain consistent downhill speeds, as well as hill start assist, which helps prevent rollback on steep grades. A rollover prevention system monitors vehicle speed and rear frame angle, providing alerts and limiting machine functions when thresholds are approached. New brake inspection guidance helps operators assess brake status.

Maintenance access is also addressed in the HM460-6 design. A powered tilting engine hood, ground-level service points and extended service intervals are intended to help reduce downtime and simplify routine inspections and scheduled maintenance. The truck is equipped with telematics data-monitoring technology that enables fleet managers to access machine health and operating data, helping improve utilization and planning and supporting proactive maintenance.

"In engineering the HM460-6, the focus is on delivering confident performance in real-world conditions where traction, torque and control make the difference — with extra payload," said Boebel. "The new DBA127 engine and advanced traction systems were designed to help operators stay productive on challenging and versatile terrain, while the redesigned cab and service features reflect how closely we listened to customer feedback." ■

My Komatsu Parts 360

New enhancements streamline ordering in a few simple steps for efficient fleet service planning

Komatsu continues to enhance the digital ownership experience for equipment users through My Komatsu, its comprehensive online central portal designed to make fleet management and parts ordering easier than ever. A key initiative was recently launched to improve ordering on My Komatsu, called “Parts 360.” The goal was to roll out an end-to-end solution that simplifies everything from identifying the right component to tracking delivery.

According to Michael Carranza, Komatsu’s Senior Manager of Digital Experience, Parts 360 was embarked on with a clear mission: “We wanted to take care of the customer from looking up the part to delivery at their jobsite.”

Carranza explained that every stage of the process is designed with efficiency and flexibility in mind, giving customers the power to choose what works best for their workflow — whether that means picking up items at a local dealership or having Komatsu ship them directly to a jobsite.

The Parts 360 enhancements deliver a streamlined, intuitive shopping experience that removes guesswork and reduces downtime. Through My Komatsu, users can easily search for the correct components by selecting their machine’s model and serial number or by browsing categories, products and parts. If a customer doesn’t know the specific name of a part, Carranza noted that they can “look at pictures and diagrams of their machines to find out what the part number is and what it’s called.”

Once parts are added to the cart, users gain immediate access to critical information, including

inventory levels, lead times and branch availability, as well as any current promotions.

“It’s all at their fingertips,” stated Carranza.

Product images give added reassurance and enhanced shopping tools — such as freight estimates and order cutoff times — help customers plan repairs with confidence, according to Carranza.

Ordering parts is now made simpler than ever:

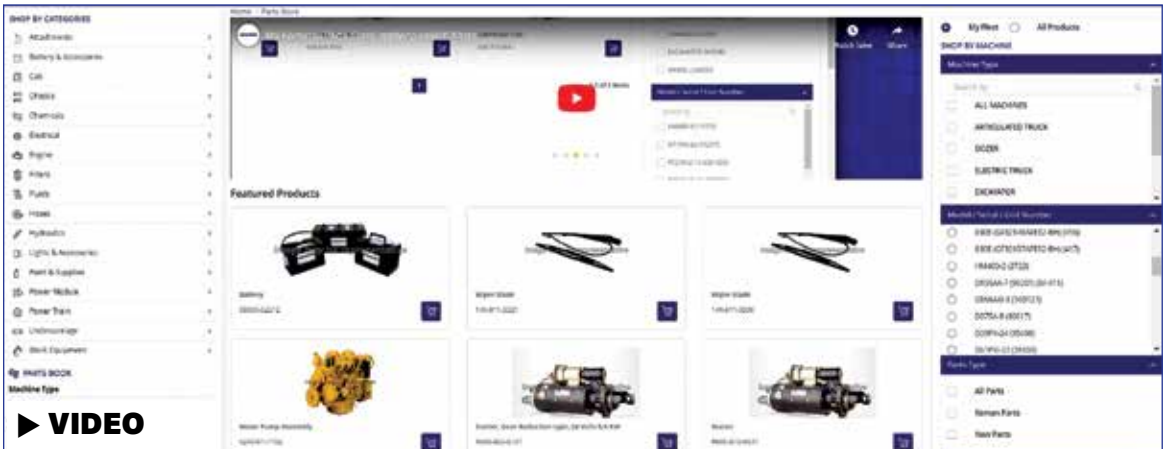
1. Log in to your My Komatsu account via desktop or the mobile app.
2. Select a registered machine from your fleet or enter a model number.
3. Search for the needed part by keyword, category or visual diagram.
4. Add items to the shopping cart, and review availability and shipping options.
5. Choose fulfillment — pickup, jobsite delivery or a combination of both.
6. Submit payment, confirm the order, and enroll in text or email updates.

After checkout, these enhancements continue to deliver value. Customers receive real-time notifications from processing to delivery, eliminating uncertainty.

Carranza emphasized, “There’s no second guessing. You know where your order is in the process. With the Parts 360 enhancements, Komatsu reinforces its commitment to uptime by putting genuine parts, transparent information and flexible fulfillment directly into customers’ hands — at no additional cost.” ■



Watch the video



New online ordering enhancements from the Parts 360 project make My Komatsu an end-to-end solution that can simplify your experience from finding the right component to tracking delivery.

More time-saving insights at a lower price

New Smart Construction Advantage package delivers essential solutions designed to increase jobsite efficiency and progress tracking

If your customers work with machines equipped with intelligent machine control (IMC) or Smart Construction 3D Machine Guidance, Smart Construction Remote and Smart Construction Dashboard are essential digital solutions.

Smart Construction Remote enables users to send design files or view machine screens remotely; **Smart Construction Dashboard** creates a 3D digital twin of jobsites from design, machine, drone and survey data. Both can save owners and fleet managers a lot of time.

And now customers can get both with just one annual bill — at a price thousands lower than if they were subscribed separately (\$15,000 vs. \$20,000).

Exclusive new technology with this package

When customers subscribe to the Advantage package, they also get Smart Construction Fleet Lite, Smart Construction Whiteboard and Smart Construction Home applications. Whiteboard and Home are only available with the package.

Smart Construction Whiteboard is what its name says — it's a digital version of the customers dispatch and scheduling whiteboard. Users just drag-and-drop machines and labor onto jobsite columns. Assignments are visible to both office and field teams to keep everyone on the same page.

Smart Construction Home is basically the homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage. Each project can be opened directly in Smart Construction Dashboard with a single click.

Smart Construction Fleet Lite integrates with IMC 3.0 on excavators to track payloads.

New Dashboard Mobile

Dashboard gives owners and fleet managers near-real-time visibility into what's happening across their jobsites — without waiting for manual updates, spreadsheets or scattered reports. It turns field data into clear progress tracking, production insights and accurate quantities to make faster decisions. With a visual 3D view of the site, teams can quickly understand what's been completed, identify issues earlier and simplify billing and proof of work. Customers can even see what's

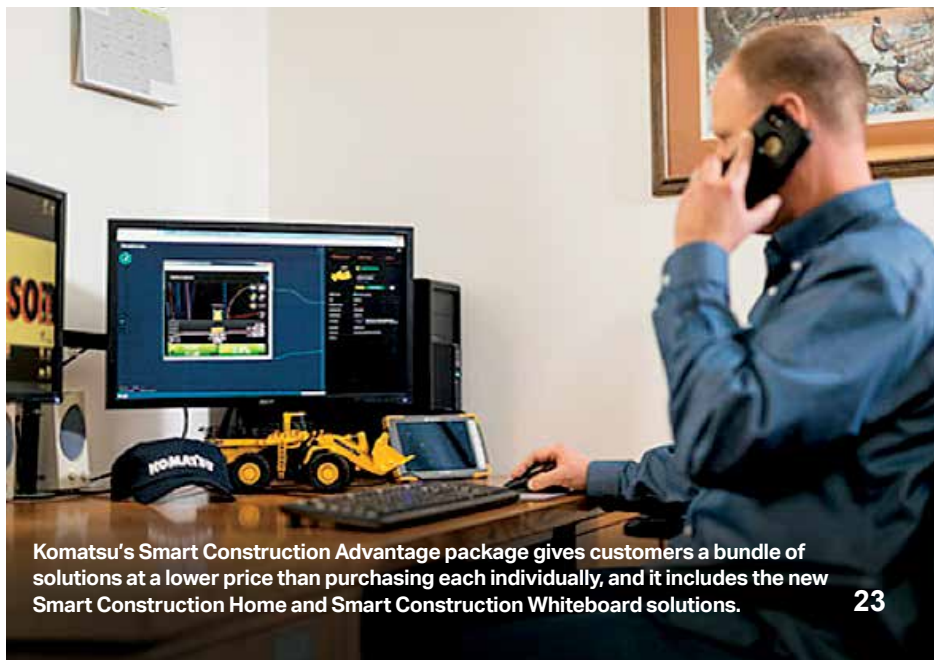
been completed by their IMC and 3D Machine Guidance machines every hour. Smart Construction Dashboard helps reduce the time, uncertainty and day-to-day hassles that slow projects down.

Komatsu is also extending access to the software's insights with its new **Smart Construction Dashboard Mobile**, a companion app that brings key project information out of the office. Users can view cut-and-fill and stockpile volumes, perform in-field line and area measurements, and more. It's an add-on to existing Smart Construction Dashboard subscriptions, for an additional fee.

"There's a big difference between guessing where a job stands and actually knowing."

*- Jason Anetsberger,
Senior Director,
Customer Solutions,
Komatsu*

"There's a big difference between guessing where a job stands and actually knowing," said Jason Anetsberger, Senior Director, Customer Solutions, Komatsu. "When teams can see current site conditions and production data, they can plan the next day better, answer customer questions faster and avoid surprises. We're focused on making that information simple to capture, easy to understand and available when crews need it." ■



Komatsu's Smart Construction Advantage package gives customers a bundle of solutions at a lower price than purchasing each individually, and it includes the new Smart Construction Home and Smart Construction Whiteboard solutions.

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