



**KOMATSU**

October 2022

# Industry Scoop

A publication for and about Roland Machinery Co. customers • [www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

## Soper Companies

Multifaceted business performs earthwork and other services in Wisconsin



Scott Soper,  
owner/president

Ethan Engel,  
vice president



## A Message from the President



Matthew L. Roland

**Lower costs,  
maximize  
productivity**



Dear Valued Customer:

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

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

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

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

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

Finally, learn more about the GD655-7 motor grader, Komatsu batteries and a new Reman engine for PC360LC-10 excavators.

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

Sincerely,  
Roland Machinery Co.



Matthew L. Roland,  
President



# Industry Scoop



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# One-man mowing operation grows into multifaceted Soper Companies that performs earthwork, other services



**Scott Soper,**  
owner/president



**Ethan Engel,**  
vice president

Scott Soper knew at an early age that he wanted to be his own boss, and he had a good mentor in his father, who showed him the value of hard work and the joy of entrepreneurship.

"My dad was a master plumber with his own business, and I helped him through high school," recalled Soper, the owner and president of Soper Companies, which includes four entities that provide a variety of services in Oshkosh, Wis. "As much as I liked working with him, I also realized that I didn't want to spend my life doing indoor residential projects. I knew I needed to be outside. I like getting my hands dirty. In addition to helping my dad, I worked at the local country club mowing, carrying golf bags and cleaning clubs."

Soper saved his money, and when he graduated in 2005, he bought a lawnmower and started a one-man, grass-cutting business. One of his clients was a realtor who owned several properties. He asked Soper if he could do some landscaping work.

"I had no idea what to do, but I didn't want to turn the opportunity down," Soper admitted. "I watched videos online and ran with what I learned from those. I hired a friend to help. I bought a tractor. After a couple of years, I bought a dump truck to haul topsoil for my projects. I also rented some property and started a material yard selling topsoil, decorative rock and pavers from there. By the time I was 20, I had a pretty good business going."

## Adding on

The business became Soper Contractors LLC, and Soper seized additional opportunities in order to expand. A large out-of-town contractor, who was doing a project in Oshkosh, noticed Soper's truck and inquired about renting it. Soper agreed and hired a full-time driver. He turned that opportunity into a second business now known as Soper Trucking LLC, which runs about 80 trucks that haul materials for Soper Companies' other entities as well as outside contractors.

Soper Trucking's sister companies often utilize its services — including Soper Contractors, which now provides installation and landscape maintenance services, such as irrigation, retaining walls and drainage systems. In the winter, it offers snow removal and salting services throughout Wisconsin. Plus, the company travels to Illinois and Missouri to assist those states in larger snow events.

"I worked with another contractor who did residential basements and small commercial sites, and he ended up getting out of the business, so I bought some of his equipment," said Soper. "He had about a dozen snowplowing accounts, and we took over those. I was already doing a little bit of plowing in the winter. Before you knew it, we had 40 pickups with plows, 25 loaders and 10 salt trucks, so we didn't have to hand salt anymore."

Plowing and trucking remain significant portions of Soper Companies' overall portfolio, but other areas have recently been growing. Soper Grading and Excavating LLC offers site construction services including earthwork, and Soper Sewer and Water LLC performs underground utility installations and repairs.

Operator Jason Dahl loads a Soper Companies truck with a PC290LCi-11 intelligent Machine Control (iMC) excavator. "The GPS integration on the PC290LCi-11 saves time and manpower hours because you don't have to worry about having an extra guy in the ditch constantly checking grade," said Dahl. "You start in the morning, you check the GPS, make sure it's doing good, and then you can dig all day long."







Soper Companies uses Komatsu iMC machines, including a D61PXi-24 dozer, to efficiently grade. "The production and speed of the D61PXi is crazy," said Brad Lambie, foreman. "I'm an old-school guy, so I've done it all the hard way. With this iMC technology, we can work faster. Your quality of work's better, and we have less yardage to move because the machine is so accurate. It saves us on material and general costs."

"About five years ago, I met Ethan (Engel) who came on board and helped establish the earthwork side," recalled Soper. "Now, we have the capabilities to provide a solid list of individual services to contractors as well as have our entities work together to do a comprehensive package."

Currently, Engel is the vice president of Soper Companies and helps lead a team that includes key individuals such as Controller/Corporate Treasurer Marnie Russ, Soper Trucking Manager Joe Mertens, Soper Contractors Manager Paul Lonning, as well as Mike Scherneck, Brian Fisher and Brian Hansen, who are superintendents. In total, Soper Companies employs about 230 people.

### Committed to technology

Soper Companies also has a sizable fleet of equipment that includes several Komatsu excavators and dozers that were acquired from Roland Machinery Company. Among them are standard machines equipped with aftermarket Topcon GPS grading systems and factory-integrated intelligent Machine Control (iMC) models.

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

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

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

Engel added, "We are seeing similar savings with the dozers equipped with Topcon. Our operators get to grade faster with less material movement. Another great feature with the Komatsu D61 and D51 dozers we use is the slant nose design because it increases visibility to the blade, which



Discover more at  
[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

*Continued...*



# 'Kyle helped us understand Komtrax'

... continued



**Mike Scherneck,**  
superintendent

leads to increased productivity in situations such as when an operator is grading close to a curb or manhole. Again, it's an increase in efficiency."

Roland Machinery Technology Solutions Expert (TSE) Kyle Wiesmueller helped Soper Companies adopt the technology, and he continues to offer support.

"He has been instrumental in our ability to most effectively use the machine control technology," said Engel. "Support is a huge component of our machine-buying decisions, and the fact that we have bought and rented so much Komatsu equipment, as well as HAMM rollers, I think

says a lot. Roland helps us make educated decisions based on data, analysis and best value. Kyle helped us understand Komtrax, so we can monitor idle times, fuel consumption and other critical data that gives us a better handle on job costs and how to use that in estimates and bids. Additionally, we rely on Roland for routine services with Komatsu Care (complimentary for the first three years or 2,000 hours) and Komatsu Care Plus II (which offers fixed maintenance and repair costs). It gives us peace of mind to know that they are taking care of those things on time."

## Positive model for the future

Looking forward, Soper is ready to keep expanding.

"If we see an opportunity, and we believe that we can profitably handle it, we will go after it," Soper stated. "Honestly, I feel like we are just getting started. Whether it's DOT (Department of Transportation), private or commercial work, we're going to chase it."

That's a philosophy that Soper and the management team are working to instill in all of Soper Companies' employees.

"We have a positive culture, and we are working to build by hiring ambitious, goal-driven individuals with good attitudes who fit into that, no matter their level of experience," said Soper. "We provide training and promotion from within. We believe that's a model for sustainability that will drive us for the long haul." ■



(L-R) Soper Companies' Mike Scherneck, Scott Soper and Ethan Engel work with Roland Machinery TSE Kyle Wiesmueller. "He has been instrumental in our ability to most effectively use the machine control technology," said Engel. "Roland helps us make educated decisions based on data, analysis and best value."



Operator Derek Scherneck pushes material to grade with a Komatsu D51PX-24 dozer equipped with a Topcon aftermarket system. "I use the aftermarket GPS all the time because the plan is in front of you, so I don't need to go to the truck to look at the paper plan, which saves me time," said Scherneck. "With the GPS system right there, you know where you are. The machine will hold the elevation it needs to be at, giving us an accurate cut to grade."





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

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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](https://mykomatsu.komatsu) to sign up.

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

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

### Federal projects are slow paying

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

### Federal projects often require bonds

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

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

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

### Be prepared

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



**Karalynn Cromeens**

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

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



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

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

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

### Negotiate

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

### Reduce your idle time

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

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

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

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

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

### Heed ECO Guidance suggestions

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



Watch the video

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







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

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

### **Choose the most effective mode**

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

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

### **Properly size and match equipment for the task**

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

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

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

### **Use technology**

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

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

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



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



**Ryan Stachowski,**  
lead demonstration  
instructor and  
sales trainer,  
Komatsu



Watch the videos

**Scott Soper (left) and Ethan  
Engel of Soper Companies**  
check out equipment during  
Demo Days.

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

So, when Komatsu announced it was bringing back the popular event at its Training Center

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

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

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

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators,



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







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

the full bucket profile protects against over-excavation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.

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

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

"Smart Construction is a foundation for what's coming in the future," said Bryce Satterly, Smart Construction solutions manager. "If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because

*Continued ...*



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



Roland Machinery Territory Manager Rich Talkowski (left) and Interstate Tree Land Clearing Co.'s Mark Karow check out the Komatsu XT445L-5 tracked feller buncher with a Quadco (a Komatsu-owned company) head.



# 'They had really in-depth conversations with our experts'

... continued

it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions."



(L-R) Roland Machinery Territory Sales Manager Jeff Mikus checks out Demo Days with Austin Tyler Construction employees Tyler Schumal, Kurt Christenson and Todd Holmes, as well as Roland Machinery Company Technology Solutions Expert Zac Lucas.

## Attendees have fun

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

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

Komatsu plans to host another event sometime this fall. ■



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



(L-R) Roland Machinery's Ross Phelps shows Castle's Joel Brewton, Paul Brown and Michael Castle around Demo Days.



Roland Machinery's Mike McNamara (left) and Komatsu's Tom Suess (right) check out equipment with Judlau Contracting's Chris Dietz.



(L-R) Roland Machinery's Jeff Mikus and Mike McNamara, Austin Tyler Construction's Todd Holmes and Kurt Christenson, Komatsu's Jenkins Davis, and Austin Tyler Construction's Tyler Schumal check out the wide range of Komatsu wheel loaders on display.



(L-R) Interstate Tree Land Clearing Co.'s Mark Karow explores Demo Days with Super Excavators' Cory Leist and Dan Dewey. Roland Machinery Territory Manager Rich Talkowski helps the group around.



# SAFE & DISCREET



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the video



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



**Jason Anetsberger,**  
director,  
customer solutions,  
Komatsu

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

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

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

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

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

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

## What's your pain point?

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

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

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







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

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

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

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

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

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

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

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

### A key differentiator

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

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

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

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

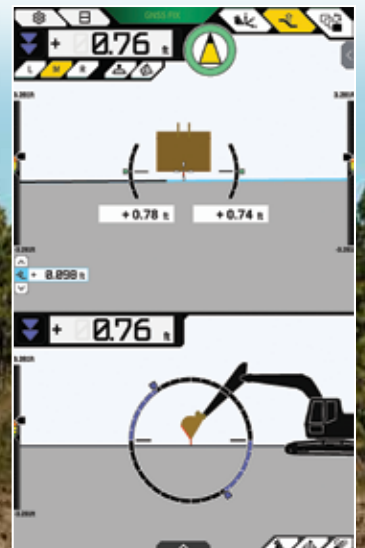


**Ron Schwieters,**  
senior product manager,  
iMC and hardware,  
Komatsu



Watch the video

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



# Get impactful visual analyses of telematics data from your mixed fleet in one convenient location with My Komatsu



Michael Carranza,  
manager,  
digital experience,  
Komatsu

### Simple steps to add non-Komatsu machines to My Komatsu

1. Get credentials from your OEM representative
2. Log into your My Komatsu account
3. Click on the My Fleet page
4. Enter your credentials under Manage Other OEM
5. Test the connection
6. Monitor your mixed fleet

"The information will show up the next morning, and you can start collecting data and utilizing the benefits of having all that key information in My Komatsu," said Komatsu's Michael Carranza, manager, digital experience.

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



To get the most value from your telematics data, you need an efficient way to interpret it. What if you could monitor the health of your entire mixed-equipment fleet from one dashboard, receive maintenance alerts on your phone, and order parts without searching through manuals?

With Komatsu's comprehensive digital hub, My Komatsu, you get easy-to-interpret visual analyses of data collected from numerous sources displayed on easy-to-read dashboards. My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) data from other OEMs (original equipment manufacturers). It can also provide powerful analytics to help you manage your fleet and drive your business without managing multiple IDs and passwords.

The system has been designed to make it easy to collect, visualize and monitor telematics data from Komatsu and non-Komatsu machines.

You can:

- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to help minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency
- Access data anytime

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





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

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



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

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

### Create an emergency response plan

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

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

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

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

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

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

### Prioritize for your area(s)

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

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

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







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

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

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

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

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

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

added Richard Stringham, plant manager.

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

### **Communication remains key**

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

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



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

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

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

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

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

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

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

### Breakers to match applications

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

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

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

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

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



For more information on these and other products, visit [www.komatsu.com](http://www.komatsu.com).

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







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### Precise control for the perfect crown

A 2D cross slope system on a motor grader allows operators to control the slope angle more easily for the entire length of the moldboard while effortlessly adjusting on the fly. That's why the system is a standard feature on Komatsu GD655-7 motor graders.

The operator controls the height of the moldboard by adjusting just one end while the 2D system automatically maintains the desired cross slope angle. This allows operators to focus more on the leading or trailing end of the blade and the machine's travel path. Automatic or manual mode can be set for either end of the moldboard.

With the 2D cross slope system, operator fatigue and stress can be reduced when making

precision passes. The system also allows for quick slope angle when cutting road crowns and shoulders. It works even if the machine is articulated and does not require daily recalibration.

**Insider Tip:** "The memory presets and the slope match features make it easy for the operator to quickly maintain slope angle when returning in the opposite direction," said Nathan Repp, product marketing manager, Komatsu. "One of the memory presets could be a mirror angle setting, and the slope match setting means that the operator can set the blade on an existing slope and use it as the base setting for the moldboard cross slope angle." ■



### Genuine batteries for proven performance

If you're looking for a battery that's proven to perform under nearly all circumstances, Komatsu recommends its genuine Komatsu batteries for its machines. They undergo numerous

quality-control checks and are manufactured to stand up to challenging conditions.

With proper maintenance, Komatsu batteries typically last three years or longer — even under rigorous demands. A wide range of 6- and 12-volt sizes are available, as well as less common types through Roland Machinery Company. Komatsu supports all batteries with its standard parts' warranty, which is one or two years depending on the part number.

**Insider Tip:** "If you think Komatsu genuine batteries are great in our machines, consider them for other uses," said Komatsu's Veronica Vargas, product manager, parts. "They also power class 1 through class 8 on-highway trucks, boats, RVs, power sports products, golf carts and more." ■



### Want to extend your PC360LC-10's service life?

Remanufactured engines can provide significant up-front cost savings compared to new ones. A Komatsu Genuine Reman engine also helps maximize the life of your equipment.

Komatsu now offers a completely remanufactured engine for its popular PC360LC-10 excavator. This valuable option comes with a standard one-year, unlimited-hours warranty. A four-year, 10,000-hour Komatsu Genuine Reman

Component Quality Assurance warranty is also available.

**Insider Tip:** "This is a fully remanufactured engine designed specifically to fit in the PC360LC-10," said Komatsu's Goran Zeravica, senior product manager for reman. "It is available by contacting your local Komatsu distributor, and we recommend installation by their highly skilled and trained technicians." ■







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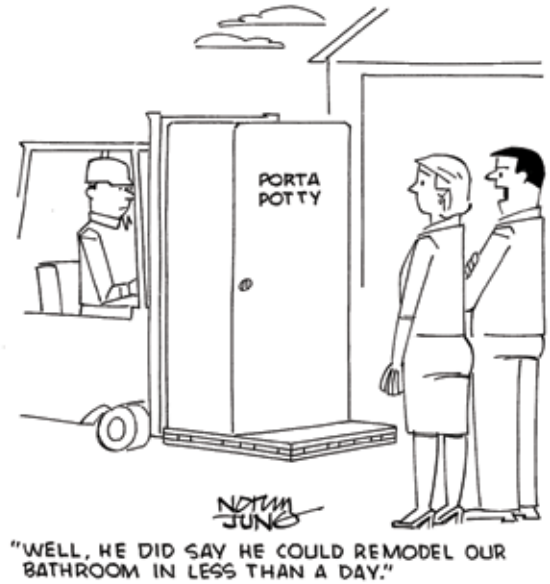
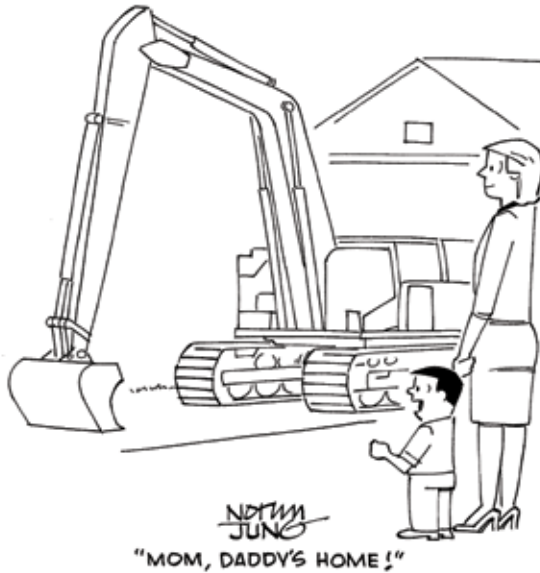
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Download the app from Google Play or the App Store, or scan the associated QR code.



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## On the light side



### Did you know?

- As of 2021, the U.S. state with the most construction jobs is California.
- The Pacific Ocean is the world's largest ocean.
- Snow White, who debuted in 1937, is the first and oldest Disney princess.
- There are 118 elements in the periodic table.
- In 2012, Max the Golden Retriever became the very first mayor of a non-incorporated town in California called Idyllwild. Any resident could nominate their pet. Each vote cost \$1, and the proceeds were donated to Idyllwild Animal Rescue Friends (ARF), a local nonprofit.
- The average age of a construction worker is 42 years old.
- Hyperion, a coast redwood in California, is considered the world's tallest known living tree and is estimated to be between 600 and 800 years old. When it was last measured in 2019, the tree was 380 feet, 9.7 inches tall.
- Stephanie Beatriz, who played Mirabel Madrigal in the animated movie "Encanto," recorded the song "Waiting on a Miracle" while she was going into labor.
- Honey Nut Cheerios is the top-selling cereal in the United States.
- Until the middle of the 20th century, Olympic medals were awarded for architecture, music, literature, painting and sculpture.

### Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

1. LEFU \_\_\_\_\_

2. MEDO \_\_\_\_\_

3. DOLARE \_\_\_\_\_

4. RITETORF \_\_\_\_\_

5. DRERAG \_\_\_\_\_



See the answers



# Get up-to-date schedule, cost information anytime

In the past, tracking production data, employee and equipment hours, fuel usage, and more meant phone calls to the office from field personnel and large amounts of paper. Smart Construction Office is a digital solution that saves time, is more cost-effective, and works in conjunction with Smart Construction Field.

Smart Construction Office is a scheduling and project management platform with real-time job site cost tracking. As field personnel input project data to Smart Construction Field, the Office file associated with the job updates in real time, giving project managers current, actionable information without the need for phone calls, job site visits or reams of paper.

**Insider Tip:** "If you have Smart Construction Field, Office is the next logical progression of digital solutions," said Bryce Satterly, Smart Construction solutions manager for Komatsu. "The integration of Office and Field offers great time savings because it can reduce or eliminate the need to manually update scheduling and



cost analysis, which is typically done weekly or monthly. When project managers have the most current information, they can make faster decisions." ■



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**2019 KOMATSU PC210LC-11** \$239,500  
STK# KM2022030, 151 HRS, PALMYRA, MO



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**2004 KOMATSU HM300-1** \$149,500  
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