



**KOMATSU**

June 2023

# Industry Scoop

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

## Brow Crushing Inc.

Mobile operation serves customers  
in Michigan's Upper Peninsula



Eric Brow,  
Owner



## A Message from the President



Matthew L. Roland

**Never too busy  
for safety**



Dear Valued Customer:

This time of year tends to be the busiest in the industry with lots of activity that involves manpower. It is easy to focus on the task at hand, but remember what's most important: your employees. I encourage you to review safety guidelines, from having the proper protection systems for your trenches to providing plenty of water and sunscreen to help your staff beat the heat.

To help get projects done on time, properly maintain your equipment. Fortunately, most new Komatsu machines come with complimentary Komatsu Care for the first three years or 2,000 hours. Our trained technicians perform the services at your convenience to help limit downtime — typically after normal work hours or when your equipment is not being used.

Komatsu Care also gives you certainty in your owning and operating costs. Learn about Komatsu's new program, Komatsu Care Plus Cost Per Hour, in this issue. We believe it's well worth the investment.

We hope you were able to attend CONEXPO-CON/AGG this past March, but if not, there's a recap of the event inside this issue that provides information about some of the machines that were on display, such as Komatsu's new PC210LCE electric excavator.

You can also read about the Komatsu PC78US-11 tight tail swing excavator that offers excellent production in confined spaces as well as open areas. The model's predecessor — the PC78US-10 — earned a Highest Retained Value Award from EquipmentWatch.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,  
Roland Machinery Co.

A handwritten signature in black ink, appearing to read "M. Roland", written over a horizontal line.

Matthew L. Roland,  
President

# Industry Scoop



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## Eric Brow follows in father's footsteps with Brow Crushing Inc., serves customers in Michigan's Upper Peninsula



**Eric Brow,**  
Owner

It seems inevitable that Eric Brow would end up with his own crushing company.

"I grew up working in the family business," Eric explained. "My grandfather bought a crusher back in the '60s, and my father went to work for him when he graduated high school. I remember tagging along with my dad from the time I was five or six because I liked the equipment and wanted to be around it. When I graduated, I went to work for my dad."

Eric spent about four years working alongside his father before taking a job with a local road commission. After 15 years, he decided it was time to get back to his roots, so he bought a crusher from his dad and founded Brow Crushing Inc. in 2016 along with his wife, Jaimee, who takes care of bookkeeping while Eric runs the field operations.

"I mainly crush for excavating contractors and road commissions with the main product being maintenance gravel," said Eric. "Occasionally, we crush gravel for

washed concrete as well. We're typically crushing material down to 1-inch minus or three-quarter minus."

Based in Sault Sainte Marie, Mich., Brow Crushing is a mobile operation that mainly serves repeat customers from its headquarters down to the southern tip of the Upper Peninsula. In some cases, Eric is working with customers that his grandfather served decades ago.

"We try to focus on quality more than quantity most of the time," said Eric. "We strive to make the customer the best product we can with the material that they have."

### Typical project

Brow Crushing completes about 15 projects annually. Eric estimates that he and his two employees produce approximately 150,000 tons of product in an average year. If favorable weather lasts longer into the crushing season, that number could rise to about 250,000 tons.

A recent contract to produce maintenance gravel for the Chippewa County Road Commission is a good example of a typical Brow Crushing project, according to Eric. It involved moving into the Chippewa County Road Commission's pit and blending a couple of materials together to make 22A maintenance gravel, which is mainly used for roads and driveways.

"The contract called for 5,000 cubic yards or until pre-screened stone runs out," said Eric. "We can typically crush about 1,000 yards a day, so it took about a week to complete. It's a fairly simple and typical operation for us."

### Long history with Komatsu

Komatsu wheel loaders have been a mainstay on Brow Crushing's jobs since its founding, but Eric's experience with Komatsu dates back more than 20 years.

"When I worked for my dad, we bought a WA500 in '97, and the productivity and durability was outstanding," said Eric.

"Komatsu became our loader of choice, so it was natural for me to choose Komatsu when I started on my own."



An operator transports material with a Komatsu WA500-6 wheel loader.





**Operator Ron Donmyer feeds a crusher with a Komatsu WA480-8 wheel loader. "I like the 480 because it's fast and responsive," said Ron. "It gets in and out of places faster. The joystick's great — that's the best part. You can see everything in front of you because there's nothing blocking your view."**

Brow Crushing currently has Komatsu WA500-6 and WA480-8 wheel loaders. Eric and his operators use the WA500 for digging into banks and transporting raw product to the crusher. They use the WA480 for similar tasks, as well as to load trucks.

"We have a wide range of materials here in the Upper Peninsula, from hard, abrasive stone to limestone cobble and bedrock," said Eric. "The WA500 gives us the added weight and horsepower we need on those sites where the material is tougher to dig. It has large teeth on the bucket, and it really does well with digging in the bank. The 480 fits in a lot tighter spaces. I can use it in situations other than just at the crusher. The fuel economy is better with the 480. It's more mobile and easier to haul down the road compared to the 500."

Brow Crushing purchased both loaders pre-owned from Roland Machinery Company.

The WA480 had about 500 hours on it, and the WA500 had about 21,000 hours.

"With the low hours, nothing needed to be done to the WA480," Eric noted. "Roland helped get the bushings and pins replaced on the WA500. Other than those and some hydraulic lines, everything else is original to the loader. That includes the engine, which continues to run strong."

Eric and his operators maintain the machines with occasional help from Roland Machinery's Escanaba, Mich., branch. They order parts from Roland Machinery and have them shipped to their location.

"Roland has been very responsive whenever we have needed something, which isn't often," said Eric. "All I have to do is make a phone call, and they send someone out right away to take care of it."



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[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

*Continued...*



# 'It's really rewarding to see the fruits of your labor'

... continued



Owner Eric Brow moves material from a bank to a crusher with a Komatsu WA500-6 wheel loader.

## A great run

Eric is more than happy that he returned to crushing.

"What I like most about the industry is making a product," he stated. "I get a lot of personal satisfaction out of ripping up the ground and crushing raw stone, watching it go through the crusher, and turning rocks that are 25 inches by 40 inches into 1-inch minus. I do a lot of my own maintenance and repairs — welding and fabricating. It's really rewarding to see the fruits of your labor."

Eric expects business as usual for Brow Crushing going forward. As for now, he doesn't plan on expanding the company.

"I believe there is a good niche in the industry for my size, and I'm content with where things stand," said Eric. "I think I may be the last in line to do this too, and that's okay. If that's the case, three generations is a pretty great run." ■

Brow Crushing uses Komatsu WA500-6 and WA480-8 wheel loaders to dig and move material.





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# CONEXPO-CON/AGG 2023 attendees see the future of construction as manufacturers highlight electric equipment



Watch the video

Electric! That describes both the atmosphere and an abundance of new machines at CONEXPO-CON/AGG 2023, which was held March 14-18 in Las Vegas. With an eye toward sustainability, a host of manufacturers across multiple industries debuted electric and autonomous equipment designed to reduce fuel usage and carbon footprints.

A record crowd of more than 139,000 people attended North America's largest equipment show, which was co-located with the International Fluid Power Exposition (IFPE) at

the Las Vegas Convention Center. More than 2,400 exhibitors from 36 countries were spread out across approximately 3 million square feet of exhibit space, which was about 10% larger than the previous show in 2020.

"The innovations in the construction industry unveiled this week will play a role in helping construction professionals drive meaningful and sustainable economic growth," said CONEXPO-CON/AGG Chair Phil Kelliher. "Live events in the construction industry are very important, because you can see, touch and experience the products. That value was reaffirmed this past week across the show floor."

### Sustainable focus

Komatsu introduced innovative electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology. It has 451 kilowatt hours (kWh) of battery capacity that offer up to 8 hours of operating time, depending on workload conditions and application.

Suitable for a diverse range of workplaces, including indoors, the Komatsu PC30E electric mini excavator with a 35-kWh battery and a 17.4-kilowatt electric motor was on display. The PC30E is designed to be fast-charged, and it offers quiet and simple operation with zero emissions and no vibrations.

Attendees had the opportunity to see Komatsu's smallest electric excavator —



Manufacturer representatives were on hand to answer attendees' questions about equipment and technology. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions (pictured above, right).

At CONEXPO-CON/AGG 2023, Komatsu introduced innovative new electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology.







In addition to electric equipment, Komatsu showcased its new PC900LC-11 excavator, which was paired with a Komatsu HM400-5 articulated truck.

the PC01E electric micro excavator. Developed jointly with Honda, it is powered by portable and swappable mobile batteries. The new machine is designed for confined spaces in landscaping, agriculture and construction.

Komatsu's vision for the swappable battery system is to scale up the technology for use in larger micro excavator models. The PC210LCE, PC30E and PC01E will be available in select markets later this year.

Komatsu also showcased three types of charging infrastructure, as well as its WA electric wheel loader prototype with a chassis based on the WA70. The wheel loader prototype utilizes an "intelligent electrification system" that features an electric traction motor, lift, tilt and steering cylinders, power electronics, a system control computer, a battery, and a battery management system.

In addition to electric equipment, Komatsu highlighted its HB365LC-3 hybrid excavator designed for high production and efficiency with low fuel consumption. Its hybrid system can provide an additional 70 horsepower on demand and allows operators to be up to 15% more productive in Power mode. The hybrid's environmentally friendly operation offers up to 20% more fuel efficiency and 20% less carbon dioxide emissions compared to the standard PC360LC-11.

Also on display was Komatsu's suite of Smart Construction solutions — Dashboard, Design, Drone, Field, Fleet, Office, Remote and Retrofit — designed to optimize the job site, as well as its new Smart Quarry solutions that help increase efficiency, improve production, and maintain a high level of performance, such as Smart Quarry Site and Smart Quarry Study.

Lastly, Komatsu featured its intelligent Machine Control (iMC) 2.0 dozers and excavators, along with the new PC900LC-11 excavator, and other construction and forestry machines.

"We had a lot of great conversations at the show and really wanted customers to take away that we are committed to working with them to create value together," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs."

CONEXPO-CON/AGG is scheduled to return to the Las Vegas Convention Center March 3-7, 2026. ■

*Learn more about Komatsu at CONEXPO: [https://www.komatsu.com/events/conexpo?utm\\_source=Komatsu&utm\\_medium=PressRelease&utm\\_campaign=ConExpo2023&utm\\_content=pc900](https://www.komatsu.com/events/conexpo?utm_source=Komatsu&utm_medium=PressRelease&utm_campaign=ConExpo2023&utm_content=pc900)*



Learn more

Continued...



# 'It's been a great time'

... continued

## Electric experience at CONEXPO



*"This is our first CONEXPO experience. It's mind-boggling how large it is, but that's why we came. We wanted to know what's coming, so we can gear our business around where the industry is going."*

**– Sy Kirby, Sy-Con Excavation & Utilities**

*"It's a chance to see what's new in equipment and how it could possibly help our business. I ran a simulator that was just like actually operating a real truck. It would be great for teaching new drivers."*

**– Jesse Cummings, Scott Schofield Construction Inc.**



*"We see CONEXPO as an opportunity to experience a little more outside of what we do every day. It's been a great time."*

**– Jon Martzall, Iron Eagle Excavating**



**(L-R) Morris Contracting Solutions Inc.'s Jennifer and Jimmy Morris from Lockport, Ill., attended CONEXPO-CON/AGG 2023.**



**(L-R) Berger Contractors' Justin Kirby and Jason Snyder from Wauconda, Ill., checked out the Komatsu intelligent Machine Control (iMC) 2.0 equipment on display.**



**At CONEXPO-CON/AGG 2023, Steve Sparks represented Bleigh Construction Company, which is based in Hannibal, Mo.**

**(L-R) Wisconsin-based UPI LLC employees Brandon Ottson, Joe Molla, Andy Lauersdorf, Craig Dretzka, and Ian Dretzka visited the Komatsu booth at CONEXPO-CON/AGG 2023.**







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# Construction equipment electrification: a glimpse into the future of the electric job site



**Andrew Earing,**  
Director of  
Tracked Products  
and Service,  
Komatsu

From electric vehicles (EVs) to mining equipment, the shift toward an electric-powered world to reduce carbon emissions — including construction equipment electrification — has already begun.

The Bipartisan Infrastructure Law, which President Joe Biden signed in November of 2021, includes an investment of up to \$7.5 billion for EV charging stations to help build out a national network of 500,000 EV chargers.

Additionally, the Bipartisan Infrastructure Law created a joint office between the Departments of Energy and Transportation to collaborate with local communities and provide technical assistance to support the creation and development of EV charging infrastructure.

Actions are being taken at the state level as well. The California Air Resources Board announced the Advanced Clean Cars II rule in August of 2022 that codified Governor Gavin Newsom's climate goals for the state. The rule established that all new cars and light trucks sold in California must be zero-emission vehicles by 2035.

"While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.



An operator places a battery in an electric Komatsu machine. "While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.

"There are challenges, and we have solutions to those challenges that we are exploring, but it's not going to be a one-size-fits-all solution for the various applications and the various sizes of the products that we provide."

### The electric advantage

Komatsu recently showcased a PC210LCE electric excavator and a fully electric compact wheel loader prototype at Bauma 2022, an international trade fair that was held in Munich, Germany, as well as CONEXPO-CON/AGG 2023 in Las Vegas.

In a press release, Seiichi Fuchita, Chief Technology Officer and President of the Development Division at Komatsu, noted that for Komatsu to reach its target of reducing the CO2 emissions of products in use by 50% by 2030 (from 2010 levels), and "to achieve carbon neutrality by the end of 2050, we are looking for promising technologies from suppliers to accelerate our electric machine development."

"Industries including construction are trending in the direction of carbon neutrality," added Earing. "We want to be a leader. We are a technology leader when it comes to construction and mining equipment. We feel that electrification is one viable option in the construction space."

With the PC210LCE, Komatsu created an electric excavator from a popular size class.

"We wanted to introduce the 20-ton size class, because it opens us up to a lot of different operating applications and environments," explained Earing. "They're going to be used indoors and outdoors. It's a very diverse size class, and we wanted to get a much better understanding of all those applications and how they work with electrification."

In 2023, the PC210LCE will begin to see real work on the job site.

"In North America, we are going to conduct a pilot program where we will work with many of our customers to jointly test not only this machine, but the solutions for our customers' applications to better understand the benefits to them, and how we can help meet their needs," said Earing.

Meanwhile, a Komatsu electric wheel loader prototype, created in collaboration with Moog, is currently undergoing further tests to enhance and showcase the advantages of a fully electric





Komatsu's PC210LCE electric excavator provides immediate advantages over a combustion machine, such as better air quality and reduced noise. "It can operate in areas where it may not have been able to operate before, and for longer durations," said Andrew Earing, Director of Tracked Products and Service at Komatsu.

machine, such as increasing its operating cycle, adding assist functions, and creating a comfortable environment for the operator. The wheel loader also has sensors to add automation capabilities.

Compared to its combustion predecessors, electric machinery provides two immediate advantages: better air quality and noise reduction.

"With a zero-emissions machine, it allows the flexibility for that piece of equipment to operate indoors without harming the air quality around it," said Earing. "It can now operate in areas where it may not have been able to before and for longer durations. When you have a traditional emissions vehicle operating indoors, air quality has to be monitored, and sometimes the machine must be shut down for extended periods of time to let emissions dissipate."

Metropolitan and urban worksites are often accompanied with restrictions for when a contractor can work — in part to reduce noise pollution for the populace.

"That's why urban environments are another application for electric machines," Earing continued. "It's not only due to exhaust emissions, but also because of sound emissions. Going with an electrified machine, which has near zero sound emissions, allows

for an extended operating window for our contractors and customers."

### **Bridging the gap to construction equipment electrification**

While combustion engines will remain crucial to the development of electric infrastructure, there is currently hybrid machinery available to help the transition between 100% combustion and 100% construction equipment electrification.

Komatsu released its first hybrid excavator in 2008, and its most recent model, the HB365LC-3, entered the market in 2017.

"The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu. "Based on the Environmental Protection Agency's CO2 formula, the hybrid potentially offers up to a 20% reduction in CO2 emissions compared to the standard PC360LC-11."

The force behind the excavator's fuel savings is its electric swing motor, which offers a glimpse into the capabilities of future electric excavators. The electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.



**Kurt Moncini,  
Senior Product  
Manager,  
Komatsu**

*Continued...*



# 'Swing is fully electric'

... continued

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "Since swing is fully electric, all available engine power can go to the boom, arm and bucket when bringing a loaded bucket out of the ground and over a truck, spoil pile or hopper. This creates a faster cycle time and a very quick, responsive swing."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

It is this technology that can likely be applied to future electric excavator models to extend battery life and increase power.

"Komatsu has the technology to not only capture but also supply energy into an electric swing motor, which gives the HB365LC-3 up to an additional 70 horsepower that it can use for efficiency needs or even use for additional performance needs depending on the customer's application," said Earing.

## Steps toward carbon neutrality

Complete construction equipment electrification and hybrids are at the forefront of construction's push toward carbon neutrality, but electrification is just a part of what the industry sees as a solution to meeting carbon goals.

"We're not just exploring electrification — we're also exploring other technologies that are out there such as hydrogen fuel cells and clean fuels," said Earing. "We're looking at all of these options because we're making sure that we have the right solution for the right job site and customer application."

Earing concluded, "In the future, I would say that the trends that we see in carbon neutral machines will depend on the machine application, plus size and weight. With different sizes, there are going to be different technologies that suit those machines." ■

Hybrid equipment, such as the Komatsu HB365LC-3 excavator, bridges the gap between combustion and electric machinery. "The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu.







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# Takco Construction Inc. improves productivity by incorporating Komatsu HB365LC hybrid excavator into fleet



**Steve Lowery,**  
Vice President



**Justin Boswell,**  
Superintendent

Takco Construction Inc. was founded in 2010 by Byeong “Ben” Im, who named the vertical construction company after his father, Tak, with “co” standing for construction. Headquartered in LaGrange, Ga., Takco pivoted its focus in 2016 when the firm expanded into two divisions: construction and civil. Vice President Steve Lowery noted that the company has grown tremendously over the last few years.

“We’ve transitioned from renting 100% of our equipment to owning 25-plus pieces of machinery in a short amount of time,” Lowery shared. “With that, we’re taking on larger projects and expanding the territory we service.”

Takco’s operations have expanded nationally across 18 states, with its primary territory covering Alabama, Georgia and Florida. The company employs approximately 75 people, and its workload typically consists of mass grading, storm drain, underground utilities, asphalt, and concrete projects.

### HB365LC helps double production

Recently, Takco completed work at the Hyundai seating factory in Hope Hull, Ala. The project involved underground utilities, storm structures, mass grading, lime stabilization, cut and fill excavation, topsoil replacement, pond digging, and base prepping for asphalt. Takco needed an additional machine to meet the project’s deadline, so the company rented a Komatsu HB365LC-3 hybrid excavator.

According to Boswell, the HB365LC was used for various site and underground infrastructure tasks on the Hyundai job site. The electric swing motor, a unique feature of the HB365LC, significantly increased productivity by speeding up the truck-loading process for Takco’s operators.

“We found the HB365 to be a great, all-around machine,” stated Boswell. “It’s very versatile and could handle tasks like loading off-road dump trucks, grading, digging ponds, laying storm sewer, and utility work without struggling. When loading trucks, the hybrid electric swing motor typically doubled our production.”

The term “hybrid” refers to the combination of a traditional diesel engine with advanced electric technology. In the HB365LC excavator, the electric swing motor captures and regenerates energy during swing braking, which is then used to power the swing motor. This innovative process leads to lower total emissions compared to other excavators in its class.

“We noticed a significant drop in our fuel and DEF consumption shortly after adding the HB365,” reported Boswell. “With higher fuel prices these days, the excavator saves the company a significant amount of money and lowers our overhead.”

Boswell particularly appreciated the HB365’s responsiveness.

“With a typical excavator, you’ll have a delay until you actually start swinging, especially with

**Takco completes work at the Hyundai seating factory in Hope Hull, Ala. The project involves underground utilities, storm structures, mass grading, lime stabilization, cut and fill excavation, topsoil replacement, pond digging, and base prepping for asphalt.**







An operator unloads material with a Komatsu HB365LC hybrid excavator. "We noticed a significant drop in our fuel and DEF consumption shortly after adding the HB365," reported Superintendent Justin Boswell. "With higher fuel prices these days, the excavator saves the company a significant amount of money and lowers our overhead."

a heaping load," said Boswell. "With the HB365, you don't have that delay. As soon as you hit the joystick, you're swinging with a good amount of speed. You can strike, turn, strike, turn, and stay dialed in."

Takco operators have had positive experiences with the HB365LC due to its reliable performance.

Boswell stated, "Our operators have enjoyed it. They like the reactivity of the machine, and it's been running hard without any issues and keeping up with what we put it through."

### Advancing into the future

As Takco looks ahead, it is prepared to continue its growth and success in the industry. By embracing innovative equipment like the Komatsu HB365LC hybrid excavator, the company is setting a precedent for efficiency and productivity in its projects.

"We want to continue growing and taking on larger, more challenging projects at a variety of new locations across the United States," said Lowery.

Boswell encourages potential customers to consider the HB365LC for their own operations, given Takco's positive experience with the machine.



An operator swings the Komatsu HB365LC excavator to load a haul truck. "As soon as you hit the joystick, you're swinging with a good amount of speed," said Superintendent Justin Boswell.

"If it's possible, ask your sales representative to let you demo one or rent one to see for yourself how much it can reduce your fuel consumption and impact your productivity," Boswell suggested. "From our standpoint, it's been a great machine." ■

\*\*\*\*The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions. Your results may vary.



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# New replacement monitors, GNSS receivers provide upgrades to your existing intelligent Machine Control devices

**K**omatsu's intelligent Machine Control (iMC) equipment has always been on the cutting edge of technology that automates grading and excavating. To ensure that's the case on all models of iMC equipment, Komatsu has now introduced remanufactured, upgraded machine control monitors and GNSS (global navigation satellite system) receivers.

"Komatsu always looks to upgrade its equipment and components in order to increase our customers' efficiency and production, and we updated these devices to the latest technology as well," said Goran Zeravica, Senior Product Manager, Reman. "There have been slight changes to the hardware, but the biggest upgrades came in software that makes them even more effective than the previous models."

The new devices are replacements for the original monitors in iMC dozers and excavators and their GPS/GNSS receivers. All are now Komatsu Genuine Reman with proprietary technology, including the PH700 iMC excavator monitor (replacing the older X31) that shows

operators where cuts and fills are, as well as other job site features. Users can upgrade their GX-60 to a new GX-55 in iMC dozers. As with the PH700, the GX-55 shows cuts and fills and other job site features.

Previous MC-i3 GNSS receivers have been replaced with new MC-i4 models, which provide GPS/GNSS positioning for the machine, so it knows where it is on the job site and in relation to final plan elevations.

### Available through distributors, My Komatsu

"As with cell phones, which you upgrade periodically to have the latest technology, we encourage you to do the same with your iMC devices," said Arash Moghaddamzadeh, Product Manager, Reman Products and Forestry Aftermarket. "These new devices are available through your Komatsu distributor by contacting your product support representative, technology solutions expert, or through the parts department. Additionally, they are available as Reman by using your My Komatsu account." ■



**Goran Zeravica,**  
Senior Product Manager,  
Reman,  
Komatsu



Komatsu Genuine Reman devices for intelligent Machine Control (iMC) dozers and excavators feature proprietary technology that helps increase earthmoving efficiency.





# Komatsu Care Plus Cost Per Hour gives you a fixed hourly rate on unlimited services for 60 months



**Felipe Cueva,**  
National Accounts  
Manager,  
Komatsu

**A**s your machines age, increase certainty in your owning and operating costs with Komatsu's new Komatsu Care Plus Cost Per Hour program that delivers unlimited scheduled maintenance services at a fixed rate for 60 months.

"Komatsu Care Plus Cost Per Hour is a subscription-style billing plan that gives customers a very cash-flow-friendly alternative and lets them extend coverage beyond the complimentary maintenance period," said Komatsu National Accounts Manager Felipe Cueva. "There is a nominal, up-front, opt-in charge. Customers then lock in their cost per hour for that 60-month period and are billed based on the machine's monthly usage. Price protection is built in. The rate doesn't change, which offers a hedge against inflation and rising costs."

The benefits of Komatsu Care Plus Cost Per Hour include:

- Unlimited hours
- Up to 60 months of coverage guaranteed
- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based only on machine utilization reported in Komtrax
- National coverage

**Komatsu Care Plus Cost Per Hour locks in a fixed hourly rate for 60 months, and customers are billed on their monthly usage, which is tracked with Komatsu's Komtrax telematics system to ensure accuracy. Services are performed by certified technicians.**

### How it works

"For example, if the rate on their particular machine is \$5 per hour and the customer used the machine for 10 hours, they would be billed \$50," Cueva explained. "If they put 100 hours on the machine, the cost would be \$500 for that month."

The usage is tracked with Komatsu's Komtrax telematics system to ensure accurate billing.

"Added peace of mind comes in knowing that, as with other Komatsu Care programs, the services performed with Komatsu Care Plus Cost Per Hour are done by certified technicians," said Cueva.

He also noted that Komatsu Care Plus Cost Per Hour is restricted to current production models such as Dash-11 excavators. Hourly rates vary depending on machine. Once the initial 60-month period ends, customers may opt in again at the current rate.

"Customers can cancel their subscriptions at any time after 1,000 hours and two completed services without penalties or fees," said Cueva. "We encourage anyone who wants more certainty in their costs to check this out, as well as other options through My Komatsu. Your local Komatsu distributor can help get you covered." ■







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# Komatsu's PC78US-10 earns top honor with EquipmentWatch's Highest Retained Value Award for small crawler excavators



Learn more

With a five-year retained value of 76%, the Komatsu PC78US-10 won the 2022 Highest Retained Value Award for small crawler excavators from EquipmentWatch.

Tight tail swing excavators continue to gain popularity due to their high production in confined spaces. Add in a solid value when it comes time to sell or trade them in, and you have a winning combination, according to EquipmentWatch, which gave Komatsu's PC78US-10 a Highest Retained Value Award.

The PC78US-10 has an ultra-short (US) tail and a rounded cab design that allows it to swing within the same swing radius as the counterweight. The 65.5-horsepower excavator has a five-year retained value of 76%, which was 15 percentage points higher than the overall average for the small crawler excavator category, according to EquipmentWatch. The retained value is a prediction for the value of a piece of equipment five years from now. Analysis was limited to models still sold in 2022 to ensure that the results can be applied to buying decisions today.

"Retained values are often related to the concept of depreciation, which is a measure of how far a piece of equipment's value decreases over time," said Don McLoud in the article "Komatsu PC78US-10: The Small Excavator with the Highest Retained Value for 2022." "Retained values are an important

factor in equipment purchases or lease decisions, as some new equipment holds its value better than others over time. This could mean more money in your pocket when it comes time to trade it in."

### High output, six working modes

Komatsu recently released an upgraded PC78US-11 model that features a quiet, high-output engine with increased fuel efficiency. The hoist swing and lift rate are both faster compared to the PC78US-10 model, and the standard auxiliary hydraulic circuit now has up to 12% greater hydraulic flow.

The PC78US-11's versatility can be expanded with attachments such as hammers and grapples. The excavator has the standard two-way auxiliary hydraulic control and a dual-stage relief valve. Adding an optional thumb lets you run most tools in the industry, which could potentially increase profitability and lead to a better return on investment.

Six working modes are available: Power, Economy, Lifting, Breaker, Attachment-Power, and Attachment-Economy. The improved blade is designed to better roll material for more efficient dozing and backfill work. ■





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# National Demolition Association's expo showcases new equipment from Montabert, Lehnhoff, Komatsu



**Aaron Scarfia,**  
General Manager,  
Montabert USA



**Scott Ruderman,**  
Product Marketing  
Manager,  
Komatsu

The National Demolition Association (NDA) recently hosted its annual convention and expo in Phoenix. The four-day event consisted of live demos, training seminars and equipment walkarounds.

"NDA's annual show is a great opportunity for manufacturers to showcase their equipment and interact with customers," said Aaron Scarfia, General Manager of Montabert USA. "At the show, we introduced the new Lehnhoff SQ80V fully hydraulic symmetric quick coupler system, which is generating a lot of interest. We're excited to bring it to market."

The SQ80V was mounted on a Komatsu PC360LC-11 excavator for the NDA's Live DEMOlition Event. Experienced operators tested the SQ80V's capabilities by switching between four attachments: a Tramac TR40 plate compactor, a Montabert V46 hydraulic rock breaker, a Montabert HCM750M multiprocessor, and a Montabert 32-1200 grapple. Once familiar with the controls, operators were able to switch attachments in roughly 30 seconds.

"One of the primary benefits of the fully automatic quick coupler is the orientation of the valve block," explained Scarfia. "The valve block from the S side of the coupler connects directly in the center of the attachment. When the coupler comes down on top of the adapters, which are mounted to each attachment, it creates a vertical connection versus a horizontal connection. This creates a fully symmetrical connection, so the attachments can be used 180 degrees in either direction."

### Komatsu WA475-10 WH

Throughout the expo, attendees could check out a Komatsu WA475-10 WH wheel loader, which is outfitted with a waste package that features a protective rear guard, underframe guard, axle seal guards, and stainless-steel-wrapped cylinder hoses.

"With à la carte guarding options, the WA475-10 WH can be customized and used for any number of applications, such as aggregates, waste handling or scrap handling," noted Scott Ruderman, Product Marketing

Experienced operators tested the Lehnhoff SQ80V fully hydraulic symmetric quick coupler system's capabilities by switching between four attachments, including a Montabert 32-1200 grapple. "The attachments can be used 180 degrees in either direction," noted Aaron Scarfia, General Manager of Montabert USA.







Montabert and Komatsu employees speak to attendees about the new Lehnhoff SQ80V fully hydraulic symmetric quick coupler system outfitted on a Komatsu PC360LC-11 excavator.

Manager, Komatsu. "The machine is fully guarded to protect vital machine components and helps keep the operator protected while working in harsh environments. The WA475 also has great bucket capacity. It can handle large quantities of material or switch to a trash grapple and clamp down on oversized and odd-shaped material."

As the newest wheel loader developed by Komatsu, the machine features several technical capabilities ideally suited for waste and scrap applications.

"When the machine is equipped with smooth, solid tires, the Komatsu Hydraulic Mechanical Transmission helps prevent wheel slippage or spin, extending the life of your tires," explained Ruderman. "The WA475 also has independent work equipment controls, so regardless of whether the operator is in neutral, stopped or operating at full speed, you have full power, speed and flow to your work equipment. The machine also includes an auto-dig feature, which automatically lifts the bucket when an operator enters a pile to provide a full bucket every cycle."



NDA expo attendees interact in front of a Komatsu WA475-10 WH wheel loader with a waste package. "With à la carte guarding options, the WA475-10 WH can be customized and used for any number of applications, such as aggregates, waste handling or scrap handling," said Scott Ruderman, Product Marketing Manager, Komatsu.

Ruderman added, "It's an ergonomic cab — very comfortable, very spacious, and great visibility. It's very important to help protect the operator's ears, and the nice, quiet cab can help keep operators happy." ■



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# OSHA reports large rise in trench-related fatalities, announces enhanced enforcement and oversight

The Occupational Safety and Health Administration (OSHA) reported that nearly 40 deaths occurred in trenching and excavation work during 2022, making it one of the deadliest years on record. The total more than doubled the 15 fatalities reported in 2021.

OSHA reported 22 deaths in the first half of 2022, prompting it to launch enforcement initiatives to protect workers from known industry hazards. Compliance officers from OSHA were sent to perform more than 1,000 trench inspections nationwide.

"The Occupational Safety and Health Administration is calling on all employers engaged in trenching and excavation activities to act immediately to ensure that required protections are fully in place every single time their employees step down into or work near a trench," said OSHA Assistant Secretary Doug Parker. "In a matter of seconds, workers can be crushed and buried under thousands of pounds of soil and rocks in an unsafe trench. The alarming increase in the number of workers needlessly dying and suffering serious injuries in trenching accidents must be stopped."

OSHA reminded companies and workers that trenching and excavation operations require protective systems and inspections before workers can enter. Those requirements apply to trenches 5 feet or deeper unless they are made entirely in stable rock. Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper, and they must be located within 25 feet of all workers.

When designing a protective system, you must consider factors such as soil classification, depth of cut, water content of the soil, changes caused by weather or climate, surcharge loads, and other operations in the vicinity.

Protective systems include:

- **Benching:** Protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels; this method cannot be done in Type C soil
- **Sloping:** Cutting back the trench wall at an angle inclined away from the excavation
- **Shoring:** Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins
- **Shielding:** Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins

"OSHA stands ready to assist any employer who needs help to comply with our trenching and excavation requirements," Parker said. "We will conduct outreach programs — including safety summits — in all of our 10 regions to help ensure any employer who wants assistance gets it. The stakes are too important." ■

**OSHA requires protective systems for trenches 5 feet or deeper unless they are made entirely in stable rock. Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper, and they must be located within 25 feet of all workers.**





## Hourly pay in construction ahead of other industries

According to an analysis from the Associated General Contractors of America (AGC), the average earnings of production and nonsupervisory workers in construction rose to \$32.94 per hour at the end of 2022 — a 6.1% increase compared to November of 2021. Hourly construction workers now earn an average of 17.2% more per hour than in the private sector as a whole.

While the construction sector hit a record 7,750,000 people in November of 2022, there is still a high demand for workers in the industry. AGC's 2023 Construction Hiring & Business Outlook Survey showed that nearly 70% of the 1,032 construction companies polled expected to hire more workers; 80% said they were having a hard time filling positions. ■

## Bipartisan WRDA authorizes funding for Corps projects

More than \$37 billion in federal funds for Army Corps of Engineers' projects were made available with the passage of the new Water Resources Development Act (WRDA). The bipartisan legislation allocates resources for coastal storm

protection/restoration, harbor dredging, and other related projects.

WRDA authorized 25 new Corps projects and modified five. The largest single undertaking is a \$21.4 billion storm protection and ecosystem restoration on the Texas Gulf Coast. ■



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# Komatsu's new C144 harvester head, grapple line improve performance with increased reliability for great productivity

For success on forestry projects, your equipment needs to be highly productive and reliable. Komatsu's upgraded C144 harvester head and new grapple range can help deliver both.

The C144 features a new valve bank with a longer service life than its predecessor (verified through testing). Its resilience against wear boosts the reliability of the harvester head and contributes to more uptime and reduced repair costs. To save fuel, the new valve bank lowers energy losses due to decreased hydraulic resistance in the valve block.

An increased feed rate on the smaller feed roller motor from approximately 16 feet per second to 21 feet per second helps deliver greater production and profitability. The design of the saw box has been improved to simplify maintenance and increase reliability.

Better stem holding performance during felling is another improvement. It comes from inverting the direction of the oil flow in the feed system. Test operators who tried the new C144 said that they got more response from the head and described it as "distinct."

### Longer service life

To help save time, Komatsu's new grapple range encompasses 10 completely redesigned models with larger openings that offer better wood pile penetration and make it easier for the logs to roll into the grapple. They have also been refined for gathering and straightening timber.

In addition to new features, the grapples retain the key advantages of the previous models such as a robust, durable design. Several improvements on the new grapples contribute to a longer service life, ensuring durability in demanding forest environments.

New models range from the G82, which holds 0.85 square feet, to the G87H, which holds 1.64 square feet. The range is divided into standard, bioenergy (brushwood) and heavy-duty applications. All are compatible with the most common forwarders, as well as most types of truck cranes and other vehicles that handle timber. ■



C144



Grapples



**Komatsu's upgraded C144 harvester head features a new valve bank with a longer service life to help increase its reliability and contributes to more uptime and reduced repair costs. Komatsu's new grapple range encompasses 10 completely redesigned models with larger openings to help save time because they offer better wood pile penetration and make it easier for the logs to roll into the grapple.**







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