

# UPDATE

## Taylor's Excavators Inc.



(L-R) Josh, Justin, Harry and Jeff Taylor;  
Owners and Operators

## The Ridge Motorsports Park RG Crushing Inc.



Rusty Gill,  
Co-owner of The Ridge  
Motorsports Park,  
Owner of RG Crushing Inc.



## A Message from Modern Machinery



Jeff Schwarz

**Join us in  
celebrating  
Komatsu's 100th  
anniversary**



Dear Valued Customer:

We could not be more proud of our association with Komatsu, which is celebrating its 100th anniversary. I believe you will find the article about Komatsu's rich history and how it is "creating value together" with distributors like us and customers like you to be an interesting read.

While there are still challenges ahead, the future looks much brighter than it did at this time last year. There is an improved outlook for the construction industry, including the prospects for a new surface transportation bill and a boost to overall infrastructure funding.

New legislation often includes funds set aside to study modern technologies and the potential positive effects they could have on efficiency and productivity. If you are in the construction industry, you already know that technology is making a significant difference in how site work will be done. For instance, GPS grading is helping contractors get to grade faster than ever with reduced owning and operating costs.

In this issue, learn more about Komatsu's latest addition to its intelligent Machine Control 2.0 lineup: D39i-24 dozers with integrated GPS. They can push a sizable load and finish grade like no other, in a package that can be easily transported between job sites on a small trailer.

GPS systems have come a long way since their introductions and have continued to gain popularity because they were proven to work. The last few years have seen the genesis of value-added technology, such as telematics, that not only helps with your earthwork practices, but also tracks machinery so you can see trends, production and more, which can improve your management skills.

The last century saw Komatsu lead the way in equipment and technology innovation. We are looking forward to what it has in store for the future.

As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,  
Modern Machinery

A handwritten signature in black ink, appearing to read "Jeff Schwarz", written over a light grey background.

Jeff Schwarz,  
President





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## Fourth generation takes on leadership role for Taylor's Excavators Inc. amid its recent expansion

As Taylor's Excavators Inc. celebrates its 67th anniversary, third-generation owner Harry Taylor is eyeing retirement. The firm, currently based in Stanwood, Wash., will carry on with his sons Josh, Justin and Jeff taking full control.

Like their father, the three sons have been involved with Taylor's Excavators for several

years. Harry worked for the firm his father and grandfather founded in 1954 — both also named Harry — during summers in high school and joined full time in 1971. Josh, general superintendent of commercial/multifamily, joined full time about 20 years ago. Justin, project manager, is at 19 years, and Jeff, general superintendent of subdivisions, recently hit 16 years. Their mother and Harry's wife, Debra, works part time for the business.

"It's interesting to see how it has grown with each generation," said Harry. "Grandpa and Dad started with a backhoe and a dozer installing septic tanks, inside sewers and foundations for private individuals building custom homes. Early on they served the north side of Seattle but moved to Stanwood in the late 1960s to get out of the big city."

At that time, Harry's father was running Taylor's Excavators solo and had one or two employees depending on the workload. When Harry joined, it grew to three or four staff members. By the time his dad retired a few years later, the company had nearly quadrupled in size and was serving commercial clients.

### Three main markets

The additions of Josh, Justin and Jeff coincided with rapid expansion, additional markets and larger projects. Today, the 70-employee firm covers a 100-mile radius of Stanwood and provides full-site development for residential subdivisions, commercial/multifamily and public infrastructure projects. It is on a trajectory for revenue of between \$25 million and \$30 million in 2021 — a significant increase compared to its revenue of between \$1 million and \$2 million a decade ago.

"We provide complete site packages on subdivisions and commercial/multifamily," Justin explained. "Our work includes everything from clearing to the point where the general contractor is ready to build. We self-perform all phases of earthwork, wet utility installation, pond construction and paving. On the public side, we bid on practically any kind of project, including building roads, highways and wetland restoration. We recently built a couple of baseball fields, which was a fun project for us.

"Ideally, our workload is evenly split among those three areas," Justin added. "During the last several years, that has been the case, but



(L-R) Justin, Harry, Jeff and Josh Taylor (bottom right) are third- and fourth-generation owners and operators of Taylor's Excavators Inc., based in Stanwood, Wash. The company provides complete site packages on residential subdivisions and commercial/multifamily projects, and it also does public works infrastructure.



Operator Steve Gladsjo loads a Komatsu HM300 haul truck with a Komatsu intelligent Machine Control PC360LCi-11 excavator.

► VIDEO







► VIDEO

**Operator Adam Vierling grades with a new Komatsu intelligent Machine Control (iMC) 2.0 D71PXi-24 dozer on a subdivision project in Bothell, Wash. "The D71i is Komatsu's largest dozer with a hydrostatic transmission," noted Vierling. "The pushing power and breakout force for cutting into native ground with the heavier machine is a great benefit, but it also has the nimbleness of the smaller machines, so it's good for finish work and fine grading. It gives you smooth transitions from surface to surface, too."**



we're flexible. If one market is down, we can ramp up in another. For instance, we were doing quite a bit more public works about five years ago because there was so much being bid, and the margins were good. When COVID hit, that work got really competitive, so we have migrated heavily into subdivisions because single-family housing is so hot right now."

Justin said that while the family sought some of the growth, for the most part it was organic. "During the Great Recession in the 2000s we were doing low-margin public works jobs because that was basically all that was available," he recalled. "All three of us boys were in the field on the same projects. Eventually, I moved back into the office and started bidding some multifamily and subdivisions, and we found some customers. They liked our work and started giving us more. That led us to add crews, which increased our ability to get projects done on time and on budget, and it snowballed. On the private side, all our work is done for repeat customers, and we currently have a backlog all the way through 2023."

Some of Taylor's Excavators largest projects to date have been done in the last three to four

years, including several multi-lot subdivisions that have involved moving 100,000 to 150,000 yards of dirt and thousands of linear feet of utilities. Rock walls have become commonplace.

"Land is at a premium, and most of what's left is steep, so it has to be terraced in order to level out for building pads," Justin pointed out. "We take responsibility in our scope of work. We dig the keyway and get everything prepped, then have a subcontractor actually build the wall."

### **Adopting technology**

Taylor's Excavators preps keyways, building pads, roadways and other sitework items with a mixed fleet of equipment, the majority of which is comprised of Komatsu dozers, excavators and wheel loaders. Over the past five years, it has added intelligent Machine Control (iMC) units with factory-integrated GPS grade control, including a new iMC 2.0 D71PXi-24.

"We admit there was some hesitancy at first to incorporate the iMC machines because we weren't sure how much we would really use them," Jeff recalled. "Modern let us demo a dozer, and once we saw the capabilities of what it could do, the decision was easy. Our time and



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[ModernUpdate.com](https://ModernUpdate.com)

*Continued...*



# 'Tremendous' time and cost savings with iMC

... continued

cost savings with the intelligent machines have been tremendous. Surveying and staking are minimal, and it eliminates the need for a grade checker who can be used for other tasks. We upload a model to the machine, do a quick calibration and from there, the machine and operator always know how close they are to target grade."

In addition to the D71PXi-24, Taylor's Excavators owns D51PXi and D61PXi dozers, as well as PC360LCi and PC290LCi excavators. "We put a 115-lot subdivision to grade —

which involved moving about 115,000 yards of dirt — in two months, which we figured would have taken about three if we used traditional methods," Jeff pointed out. "We basically did it with no staking other than to have someone come and clarify that our model matched the design. Every time we checked accuracy, we were right on. That's been true on every project we have used iMC on."

Justin added that Taylor's Excavators is committed to technology. It recently hired a GPS technician to build models and do data analysis, and its goal is for all new dozers and excavators to include iMC or an add-on GPS system. The Taylors worked closely with Modern Machinery and Territory Manager Rick Bosman to purchase its current lineup.

"Rick and Modern always treat us like we are their most important customer," Harry said, noting that Taylor's Excavators is one of the oldest Komatsu users in the Pacific Northwest. In addition to iMC machines, it utilizes several standard pieces of equipment. "That's been the case with Modern from the time we started using Komatsu back in the late 1970s. Their service is outstanding and a good complement to the machinery, which has always been durable and given us good production over its lifetime. Rick has been excellent in helping us get the right machines for our needs and adopting the iMC technology. We recently hired a fleet manager, and he gives Modern rave reviews for its parts availability and how easy it is to track, manage and order parts with My Komatsu."

## Focus on efficiency

The Taylors said they have no desire for big growth now or in the near future. They are focused on maintaining the current size of Taylor's Excavators in order to continue providing quality services.

"If expansion happens organically like it has, that might be okay, but we are not actively seeking it," Justin explained. "Our aim is to continue to increase efficiency and hopefully train some of the younger guys to take on more responsibility going forward. We are comfortable in the markets we serve, so we don't see ourselves chasing anything outside of those."

Even though he will be stepping away from Taylor's Excavators daily operations, Harry says he won't fully be out of the picture. "I'll always want to come around and see what's going on and maybe run a machine for a day or two if the boys need that. If they want some advice, hopefully I can help in that way too." ■



A Taylor's Excavators operator places rock in a pipe trench with a Komatsu PC238USLC-11 equipped with a Topcon aftermarket GPS system.

Modern Machinery Territory Manager Rick Bosman (center) talks with Taylor's Excavators owners Jeff (left) and Harry Taylor on a job site near Seattle. "Rick and Modern always treat us like we are their most important customer," Harry said. "Their service is outstanding and a good complement to the machinery, which has always been durable and given us good production over its lifetime."





A construction worker wearing a white hard hat, safety glasses, and a high-visibility yellow safety vest over a plaid shirt is shown in profile. He is holding a black pen and writing in a yellow notepad. In his other hand, he holds a smartphone. The background is a blurred construction site with a yellow Komatsu truck visible. The image is overlaid with a blue and white digital circuit pattern.

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## The Ridge Motorsports Park, RG Crushing Inc. owner says Komatsu, Modern Machinery helped expand his businesses



**Rusty Gill,**  
Co-owner of The Ridge  
Motorsports Park,  
Owner of  
RG Crushing Inc.



**Tracie Schmitt,**  
General Manager,  
The Ridge  
Motorsports Park

When co-owners Rusty Gill and Joe Manke opened The Ridge Motorsports Park (The Ridge) 10 years ago, the goal was for it to be a world-class motorsports facility and be widely recognized as such. A decade later, Gill points to the fact that it recently hosted nationally televised Superbikes races as proof that he and Manke achieved that milestone.

The three-day competition, sponsored by Komatsu and Modern Machinery, was one of a full slate of events taking place this year at The Ridge, which is located just outside of Shelton, Wash. In addition to the 2.47-mile road course, it has a one-fifth-scale kart track replica on-site.

"There were a lot of factors that went into its design," recalled Gill, who helped build The Ridge with his company he has since sold, RG Construction. "We asked each other questions such as 'Is this just going to be a few guys running around a cow pasture, or do we want to have national events?' We were all on the same page that we expected something special. Racers and fans alike really love what we put together."

Five years ago, Gill and Manke brought Tracie Schmitt on board as general manager

of The Ridge. A former racer and fan of racing herself, she has helped with expansion.

"We talked about what the next level of success would look like, how to diversify the business model and make The Ridge more than a motorsports facility," said Schmitt. "We added the Performance Center, which is a 10,000-square-foot multipurpose building with banquet and training areas, a commercial kitchen for in-house catering, concessions and a pro shop.

"We also looked at the fan experience," she added. "We have different zones with entertainment experiences, and we put a footbridge over the front stretch of the track so that they can cross it and get to the elevated grandstands out in the middle of the course, which is really unique. Our goal was for fans to be able to see 70% of the racing surface at once."

### A change in mentality

Though he no longer has RG Construction, Gill maintains his other business, RG Crushing Inc., which offers specialized crushing and earthwork. Recently, it updated The Ridge course by building a chicane, or serpentine curve, designed to slow down racers.

The Ridge Motorsports Park hosted a Superbikes racing event in June at the 2.47-mile road course that was sponsored by Komatsu America and Modern Machinery.







## ▶ VIDEO

RG Crushing Inc. owner Rusty Gill levels off a mound of dirt with a Komatsu D61EX-24 dozer at The Ridge Motorsports Park. "What really stands out to me is that Komatsu continues developing and refining its machines through its own engineering — and from feedback from customers like me — in order to make them more operator-friendly, productive and efficient."

"I learned the ins and outs of dirt moving and utility installation at a fairly young age, including how to make do with the equipment you have, even if it's not the best piece for the job," said Gill. "That mentality has changed considerably over the years. I came to realize that having the right tool makes a world of difference in production and efficiency. I credit Modern, my previous representative Jim Stevens (retired), and now Jim Hassebrock (Vice President of Operations) for that."

Gill cited a conversation he had with Hassebrock in highlighting Modern's focus on matching customers with the proper equipment for their needs. "The first time I met him was when I had an urgent job, and I was in a bit of a panic mode. I stopped by his office, and we talked about the project and what I said I wanted. He spent two hours talking me out of buying the machines because he knew they were wrong for the application. I admit that I was upset, but he was right. The next day he called and said he had located two other machines, and we put a deal together."

Gill estimates that he has purchased about 75 pieces of Komatsu equipment during the past 20 years.

"We built the track and have done every update with Komatsu machines," he said. "What really stands out to me is that Komatsu continues developing and refining through



The Ridge Motorsports Park co-owner and RG Crushing Inc. owner Rusty Gill blades windrows with a Komatsu GD655-6 motor grader during a parking lot expansion.

its own engineering — and from feedback from customers like me — in order to make them more operator-friendly, productive and efficient. It looks at the big picture in terms of long-term owning and operating costs, how operator comfort affects performance and production, and common-sense financing. Modern adds to that by having knowledgeable people throughout the company and ensuring parts are available, and you get service quickly.



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# 'We value and support each other'

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The Ridge Motorsports Park co-owner and RG Crushing Inc. owner Rusty Gill (left) and Modern Machinery Vice President of Operations Jim Hassebrock discuss equipment and racing. "It's very rare in this industry — in any industry, especially in today's environment — to see that longevity, and that commitment, that vision, and that focus out of a company," said Gill. "That's why we've continued to pair with them and continued to do business with them all these years. It's developed into a very, very successful relationship for both of us."

It's an ideology that breeds success for them and for customers."

Schmitt added, "We're excited about Komatsu's and Modern's sponsorship of the event. They've played a huge role in our ability to make this happen. We love the growth of those relationships and how we value and support each other."

## No end in sight

Gill likes to joke that he holds the records for fastest times and/or most time spent on certain machines at the track. Those made-up milestones will likely be replaced by new ones as he expects the relationship with Modern Machinery and Komatsu to continue well into the future. He sees no end in sight for either The Ridge or for RG Crushing.

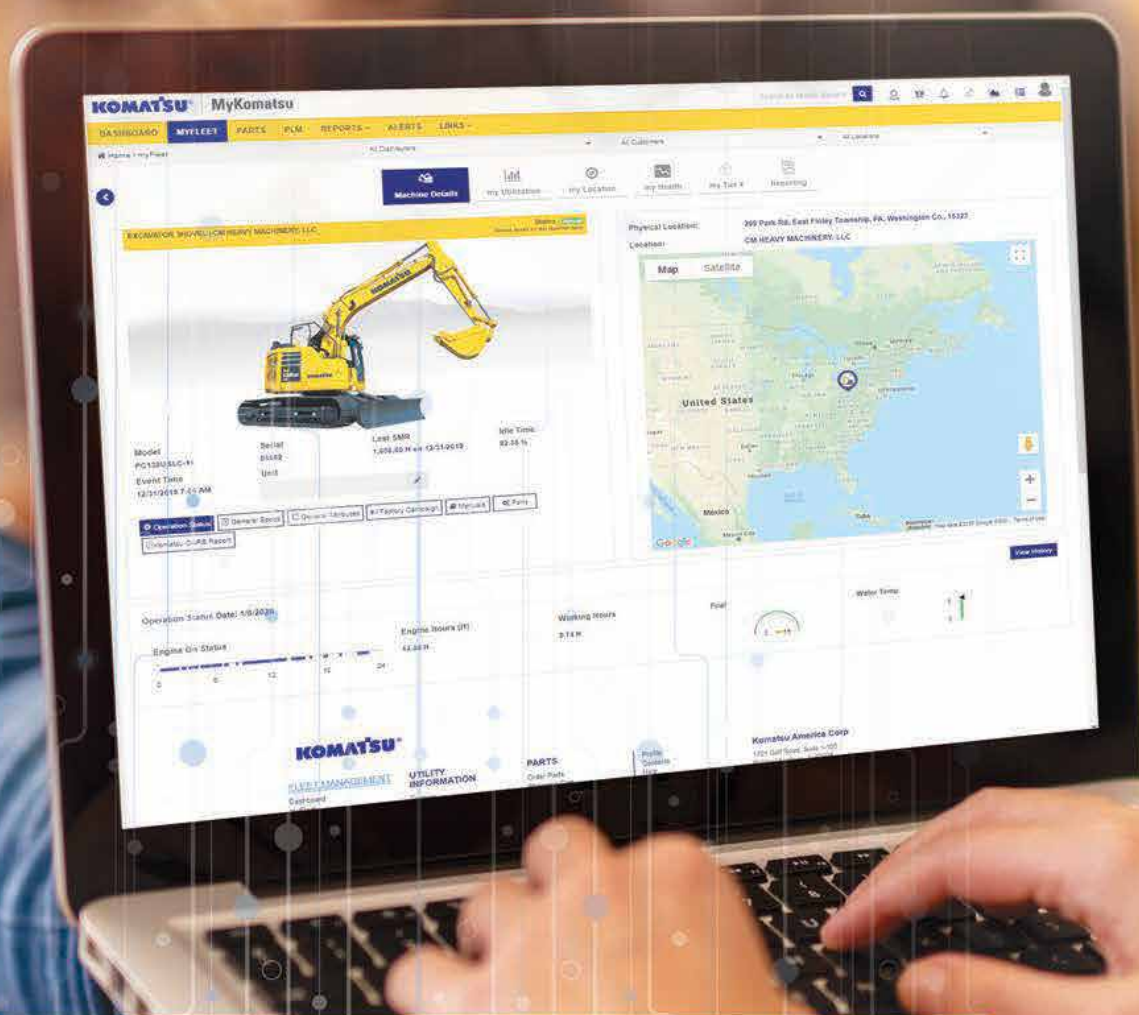
"Rock is a needed commodity, especially with our growing population density in the Pacific Northwest," said Gill, citing statistics that show each individual consumes 13 to 15 tons of rock annually. "The demand is there. And, in terms of the track, we have plans for expansion because there is a strong interest in the events held here." ■

The Ridge Motorsports Park co-owner and RG Crushing Inc. owner Rusty Gill constructed a "Modern Machinery Mountain" at The Ridge to showcase Komatsu and TimberPro equipment during the three-day Superbikes event.





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# Address cost overruns, material shortages as quickly as possible and seek equitable solutions



**Alex Barthet,  
Attorney**

About the author: Attorney Alex Barthet ([alex@barthet.com](mailto:alex@barthet.com)) serves as litigation counsel to many contractors and material suppliers. Board certified in construction law by the Florida Bar, he has been selected by his peers for inclusion in lists such as the Florida Super Lawyers within the specialty of construction law.

Editor's Note: This article originally appeared at [TheLienZone.com](http://TheLienZone.com).

We've all noticed that the price of just about everything has gone up in the last year. If that isn't bad enough, obtaining many of the materials needed in construction has gotten very difficult. This combination of price escalation and material shortages is significantly disrupting a contractor's ability to properly price and timely build any project.

However, contractors are not without some remedy. They can attempt to address these issues either during the negotiation and bid process or once construction has commenced.

It is obviously easier to attend to such matters before a contract is actually signed. Look to strike any proposed language that has you absorbing the risk and exposure of any price escalation. Rather, seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order. Alert your suppliers, advising them you need guaranteed pricing for some extended period, and you need written notice significantly in advance of any anticipated increase in pricing or any delay in delivery. You might want to add a provision similar to the following:

*"Where the delivery of materials is delayed or quantities are limited as a result of shortages, rationing or unavailability, subcontractor shall not be liable or responsible for any delays or damages caused thereby. When this occurs, subcontractor shall propose substitute or*

*alternate means of acquiring said materials and contractor and subcontractor shall negotiate an equitable price adjustment to their contract. When the costs of any material exceed 25% more than the documentable price originally quoted by the subcontractor, then subcontractor shall notice contractor in writing of such change and the parties shall come to a mutual agreement on a new price. This provision shall control over all other terms and conditions in this agreement and contract documents."*

## Existing contracts may be adjusted

If you've already entered a contract, it will surely be more difficult to address these issues. Depending on how the contract is written, an equitable adjustment in both time and price may still be achieved through the exercise of certain contract provisions, such as a Force Majeure clause, noting circumstances beyond your control entitle you to some modicum of relief. Pushed to honor your original pricing, you likely will be unable to complete the work — something neither the contractor nor the owner would want to see happen, as this will undoubtedly delay the progress of the project and cost them both more than the reasonable price increase you would be quoting. A good faith renegotiation should be attempted.

Be proactive — approach each ongoing and new job with these points in mind. ■

**Contractors should attempt to address the issues of higher prices and material shortages before contracts are signed and after, if possible, according to attorney Alex Barthet. "Seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order," Barthet said.**





# 8530

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## Cyberattacks are on the rise, but there are ways to protect your valuable systems and data

Is your business vulnerable to a cyberattack? If you use the internet, it is.

Cyberattacks are attempts to access or damage a computer system. They come in various forms, but the most common are hacking and malware threats. Hacking can be done in several ways and involves criminals gaining unauthorized access to your systems, which allows them to view and change information. Malware (short for "malicious software") is "designed to cause damage to a single computer, server or computer network," according to Microsoft. It often "infects" a computer when a user clicks on an unknown link in an email that installs a virus, trojan horse or worm.

Once hackers gain access, they can wreak havoc. Currently, a popular method of attacking systems is through the use of ransomware that encrypts files. Payment is demanded

in exchange for the decryption key. The consequences can be significant, as highlighted by the recent \$5 million Colonial Pipeline paid in ransom to the hackers who shut down its pipeline. The ripple effects can spread far beyond the original victim, such as the gas shortages on the East Coast that resulted from the pipeline attack, or the shortage of meat after a similar cyberattack on JBS.

While it could be easy to dismiss these attacks because they happened to large corporations, experts say you shouldn't. Companies of all sizes are potential targets. Recent data shows that hackers attack a computer in the United States every 39 seconds, and one in four businesses face the risk of a security breach. A release by the Small Business Committee of the U.S. House of Representatives showed that 71% of cyberattacks occur at businesses with fewer than 100 employees.

*Continued...*

There are steps you can take to protect your business from cyberattacks. Among the most basic, easy-to-follow practices is keeping anti-virus software updated.





# Easy-to-follow practices can protect your business

... continued

## Stay up to date and back up data

The prospects of your business being hit with a data breach or ransomware are real. However, there are steps you can take to protect it from cyberattacks. Most are basic, easy-to-follow practices such as keeping anti-virus software updated.

"It's not clear yet which of Colonial Pipeline's systems were compromised by hackers. But many ransomware attacks in the past have been deployed against outdated operating systems and legacy applications that don't have the latest security patches and software updates in place," according to a CMIT Solutions article titled "Gas Shortages Highlight the Severity of Ransomware Threat." "Working with a trusted IT (information technology) provider, this process can be automated to run behind the scenes, keeping your computers safe without interrupting your employees' day-to-day work."

You need to be proactive, according to Murray Goldstein, vice president of marketing & sales operations at Cox Business, in the article "4 Ways Small Businesses Can Protect Themselves from Cyber Attacks." Doing so will help to protect your company against new threats and make sure your infrastructure is secure. Goldstein stated that precautions should include:

- Using a Firewall for your internet connection.
- Installing, using and regularly updating anti-malware, anti-virus and anti-spyware software on every computer in your business.
- Downloading and installing software updates as they become available.
- Securing your workplace Wi-Fi networks within the office and ensuring employees working outside the office are logged in with secure connections.
- Monitoring your systems continuously to detect potential problems.

In addition to staying up to date, it's essential to have data backed up. A recent article by Mark Rosanes for Insurance Business titled "Ten Ways to Protect Your Business from Cyberattacks" said that data backup is among the most cost-effective ways of making sure information is recovered in an event of a cyber incident or computer issues. Recommendations include using multiple backup methods, such as daily incremental backups to a portable device or cloud storage, as well as end-of-week, quarterly and yearly server backups.

## Train your employees

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one.

"Establish basic security practices and policies for employees, such as requiring strong passwords, and establish appropriate internet use guidelines that detail penalties for violating company cybersecurity policies," says the Federal Communications Commission (FCC). "Establish rules of behavior describing how to handle and protect customer information and other vital data."

If an attack occurs, you can limit the damage, according to the FCC. It recommends immediately changing passwords; scanning and cleaning devices; turning off the device and possibly taking it to a professional to scan and fix; letting the IT department know immediately; and contacting banks, credit card companies and other financial accounts.

"As cybersecurity threats evolve and the general public becomes more aware of ransomware's impact, businesses across North America can leverage this moment to better protect their information and operations," said CMIT Solutions. "However, that can only happen if we take ransomware more seriously." ■

**Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one. "Establish rules of behavior describing how to handle and protect customer information and other vital data," said the Federal Communications Commission.**





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# Komatsu continues to shape the future of construction and mining operations as it celebrates its 100th anniversary



Discover more

One hundred years ago, Komatsu City, Japan, faced a potential crisis with the closure of a nearby copper mine that was a vital source of jobs. Meitaro Takeuchi, an entrepreneur dedicated to advancing educational opportunities and improving mine efficiency, knew there had to be a way to save the livelihoods of the community members who relied on the mine.

In 1917, he established Komatsu Iron Works, a machinery company for maintaining mining equipment. In 1921, Takeuchi and a group of investors founded Komatsu Ltd., which began producing cast steel products, providing new employment to those who had been dependent on the now-depleted mine. The first product, produced in 1924, was a one-cylinder sheet-forming machine.

While Komatsu continues to manufacture industrial presses, over the past 100 years it has expanded its portfolio of products to include forklifts as well as construction and mining equipment. The first machine Komatsu shipped outside of Japan was in 1955, when it sent a motor grader to Argentina. A Komatsu dozer

arrived in North America in 1964, marking the company's presence in that market.

Komatsu celebrated its official 100th anniversary on May 13, 2021. Throughout the next year, there will be a series of activities focused on the company's commitment to its new brand promise of "creating value together." That value will be created "through manufacturing and technology innovation to empower a sustainable future where people, businesses and our planet thrive together," according to Komatsu.

The company added that its core values include:

- **Ambition:** With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.
- **Perseverance:** Even when the work is difficult, we remain committed to our promises and reliably carry them through to completion.
- **Collaboration:** Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.
- **Authenticity:** To earn and maintain trust, we always act with sincerity, integrity and honesty, and communicate transparently.

### Continual innovation

Back in 1902, prior to founding Komatsu Ltd., Takeuchi was already helping the community and mine employees by taking over operations at the copper mine. He funded projects to mechanize processes and teach new skills to the people. Takeuchi established schools, sent staff overseas to learn the latest techniques, and purchased machines to improve efficiency. He funded and supported a science and engineering department at a university in Tokyo, as well as a local industrial school to significantly advance educational opportunities and options in the rural areas near Komatsu City.

As Takeuchi and his team worked to grow operations, he remained true to his principles: quality first, technology innovation, globalization and the development of people.

"As we expanded around the world, we leveraged the strengths of global production while nurturing local leadership and creating

*Continued ...*

In 1970, the first Komatsu headquarters in North America was established in San Francisco. Subsequent headquarters were in Atlanta and the Chicago suburbs. The company is now based in the city of Chicago.

*Komatsu arrives in the U.S.A.  
This machine is travelling the  
streets of San Francisco*



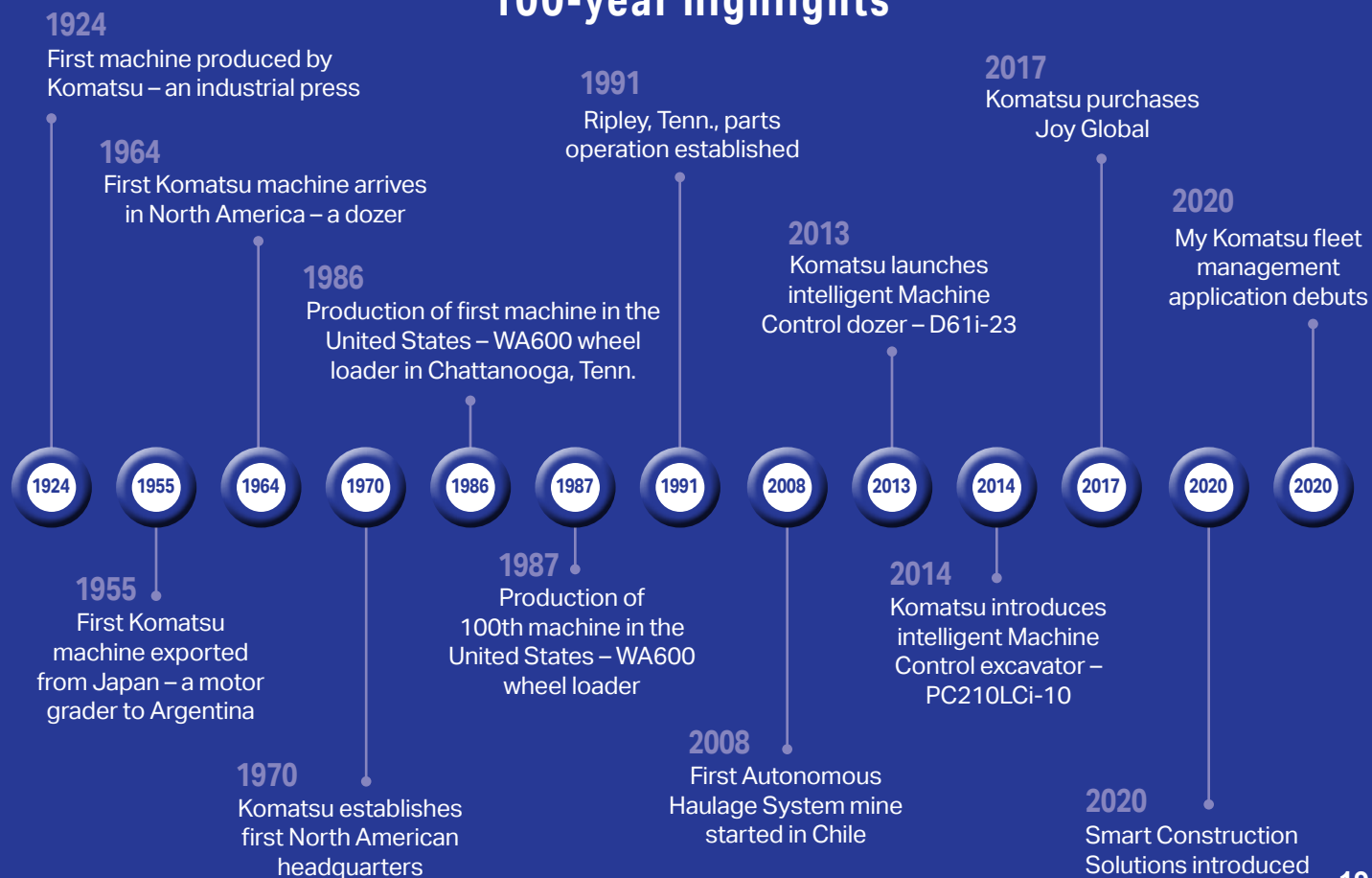




► VIDEO

Komatsu Ltd. was founded in 1921 by Meitaro Takeuchi and a group of investors. Takeuchi was an entrepreneur with a humanitarian vision committed to enhancing the quality of life, developing future generations and growing with society's needs.

## 100-year highlights



# Takeuchi's innovative spirit

... continued

value for the customers we serve, investing in every community and supporting society where we worked. With each challenge faced, Komatsu teams pushed forward together, working to innovate, diversify into new markets and expand globally," Komatsu's origin story states.

Takeuchi's innovative spirit can still be seen today. Komatsu pioneered autonomous technology and has had driverless trucks in mines around the world since 2008, and by July 2020, over 3 billion metric tons had been hauled autonomously. It brought integrated GPS to dozers and excavators with intelligent Machine Control to help operators get to grade faster with less staking and without masts or cables. It introduced complimentary, scheduled maintenance and tools such as My Komatsu to provide more efficient fleet management. To help customers manage projects from preconstruction to project closeout, increase productivity and efficiency, and digitize the job site, Komatsu is rolling out its suite of Smart Construction solutions.

"In our next 100 years, Komatsu will focus on supporting the mining, construction, forestry, industrial machinery and agriculture industries in their transformations to the digital workplace of the future: equipment and people, connected through smart technologies on an open platform, driving towards zero harm, zero waste

and zero emissions. By helping to digitize job sites worldwide, our customers can optimize on-site operations towards a carbon-neutral environment," the company stated.

## Long-term sustainability efforts

Takeuchi's vision and strong guiding principles stood the test of time. Through the years, Komatsu's continued investment in core capabilities and strategic acquisitions have connected smart, diverse people and cutting-edge technologies with a shared belief that partnerships are the best way to solve challenges and meet society's needs.

"Komatsu's philosophy is passed down from generation to generation through our principles, strategies, The Komatsu Way and the belief that Corporate Social Responsibility is part of our core business and the value we create," the company said. "In regions across the globe, Komatsu continues to provide products and solutions which address social needs and give back to communities where we do business by leveraging the skills and the passion of our people. We seek to play an active role in supporting the long-term success of society through sustainable efforts that reach far beyond Komatsu.

"From our founding city to the global community in which we operate today, we know we are stronger when we are creating value together." ■

**Komatsu's collaboration with customers has led to innovative solutions, such as intelligent Machine Control and Smart Construction, that leverage the latest technology to digitize and optimize the job site.**





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## **Many Models, Endless Applications**

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# Small dozers with integrated technology give you the ability to run automatics from grass to grade



**Jon Jennings,**  
Product Marketing  
Manager, Komatsu

Small dozers have generally been considered finish grading machines. They are usually put on job sites to clean up or place the topsoil.

"House pads and sites where space is at a premium have mostly been the applications where you find dozers under 22,000 pounds," said Jon Jennings, product marketing manager, Komatsu. "They normally have not been viewed as 'grass to grade' or high production machines where you are doing everything from stripping to finishing."

Jennings said that view is evolving with today's technology.

"If you have a site that involves a large amount of dirt where thousands of yards have to be moved each day, larger dozers are still your best bet," explained Jennings. "However, smaller dozers equipped with GPS are gaining popularity on medium-sized projects. As the needs for staking and surveying are reduced, there is less need to stop and check grade, so operators can continue to push dirt and be more productive. The ability to do that with a smaller dozer that uses less fuel is a significant advantage."

It's even better when the technology is integrated because it further reduces owning and operating costs, according to Jennings.

"Not having to take down and put up masts and cables gives you more production time, and there is a reduced risk of injury," stated Jennings. "You also don't have those items getting damaged, so the expense of replacing them is eliminated."

### Quick Specs

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lb	2.89 cu yd
D39PXi-24	105 hp	22,774 lb	2.89 cu yd

New technology, such as Proactive Dozing Control, combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jon Jennings, product marketing manager, Komatsu.



### Learns as it works

Komatsu introduced factory-integrated intelligent Machine Control (iMC) GPS on dozers nearly a decade ago. It recently brought iMC 2.0 to market with added technology that enables operators at all skill levels to be even more effective at moving dirt productively and efficiently, according to Jennings.

Among Komatsu's iMC 2.0 dozers is the 105-horsepower D39i-24, the smallest in the lineup. Like its larger counterparts, it has the same new features, including Proactive Dozing Control that enables operators to cut/strip from existing terrain, regardless of their experience level. The dozer measures the terrain as it tracks over it and uses the data to plan the next pass — improving productivity by up to 60%, compared to previous models.

"The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive Dozing Control decides on the action — such as whether to cut and carry material, spread or fill that material, or whether it should finish grade."





**New technology features combined with iMC 2.0 give operators of small dozers the ability to do more with one machine. "The D39i-24 offers greater versatility," said Jon Jennings, product marketing manager, Komatsu. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. The possibilities are extensive."**

Additional new technology features include:

- Lift layer control, which optimizes earthwork productivity with the press of a button. Time savings are realized because each layer is precise, reducing or eliminating the need for rework for over or under compaction.
- Tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation that lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input, while waiting for the finish grade model.
- iMC 2.0 models with dual antennas and added satellite systems to improve satellite coverage, which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

"The D39i-24 offers greater versatility, and the new technology opens up a lot of possibilities for all types of businesses," said Jennings. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. For instance, a small homebuilder could use it to level house pads, or a landscaper can build a pond or create a unique surface. A large site work company may backfill curbs or build a drainage ditch with it, while it utilizes a bigger dozer for mass cut/fill operations.

"The possibilities are extensive, and as an added bonus, its size allows for transport on a tag trailer behind a dump truck, so it would be a great tool for those just starting their own business, who want to be highly competitive and productive right away," Jennings added. "There are some additional upgrades as well, such as LED lights and Bluetooth. We encourage anyone looking for a small dozer with the ability to be more than a finish grading machine to contact their distributor for a demonstration or more information." ■



Discover more



# Are you looking for an excavator that provides high production when working in tight quarters?



**Jonathan Tolomeo,**  
Product Manager,  
Komatsu

High production in confined spaces can be hard to achieve. An excavator with a large counterweight that could swing into an obstruction or a lane of traffic is not practical, nor is shoveling, which could potentially put you behind schedule.

"There are situations where hand digging is the only option, but in most instances, there is a tight tail swing or compact excavator that fits on the job site and allows you to get the production you need to stay on schedule and remain profitable," said Jonathan Tolomeo, product manager, Komatsu. "For that reason, they have become increasingly popular on sites where space is at a premium."

Tolomeo added that there are a large number of tight tail swing and compact excavators in the marketplace. Careful consideration should be given when choosing one.

"The right tool makes all the difference, because if you purchase or rent a machine that's too big, too small, doesn't dig deep enough or in

any other way misses the mark, production suffers, and you will be more than disappointed," Tolomeo emphasized. "You should factor in what types of jobs you are doing the most, how often you will use the machine and what the transportation needs are, among other things. Demonstrations can be very helpful in ensuring you have the right fit."

### Increased productivity and availability

For landscaping and small utility jobs — especially where lower ground pressure is a consideration — Tolomeo suggests a mid-sized compact excavator, such as Komatsu's new PC78US-11. It is an ultra short (US) tail excavator with a rounded cab design that allows it to swing within the same swing radius as the counterweight.

According to Tolomeo, the PC78US-11 features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model it replaced. Leveling work speed, hoist swing, lift rate and hydraulic flow to attachments all increased. Hydraulic pressure and flow can be set from the cab, further increasing productivity.

Tolomeo added that you can also expand versatility with attachments such as hammers and grapples. "The PC78US-11 has the standard two-way auxiliary hydraulic control and a dual-stage relief valve; simply add the optional thumb mounting bracket and you are ready to run practically any tool in the industry. That increases availability with additional applications, as well as potentially better profitability and return on investment."

Supplementary upgrades include an improved blade design that better rolls material for more efficient dozing and backfill work. Larger service doors and centralized ground-level access to filters located within a common area reduces service downtime.

"The PC78US-11 has a long list of enhancements, improvements and upgrades. You can haul it behind a dump truck or large pickup with a tag trailer for easy transport," Tolomeo pointed out. "We encourage anyone who is looking for a productive compact excavator that increases versatility to contact their distributor for a demonstration." ■

### Quick Specs

Model	Net horsepower	Operating Weight	Bucket Capacity
PC78US-11	67.9 hp	17,439-17,813 lb	.11-.26 cu yd

The new PC78US-11 has a rounded cab design that allows it to swing within the same swing radius as the counterweight. It features a new high-output engine that boosts production, improves efficiency and reduces noise, compared to the previous model.





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# Construction teams can visualize the status of their job sites in one snapshot with Smart Construction Dashboard

**T**o better manage their businesses, construction operations teams need a go-to solution to visualize the status of their job sites. With Komatsu's Smart Construction Dashboard, they can.

Built to support the digital transformation of customers' work sites, Komatsu's suite of Smart Construction solutions leverages the power of the Internet of Things (IoT) to help customers orchestrate construction planning, with the aim to better handle management and scheduling, streamline costs, and optimize processes remotely — in near real time.

Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.

With Smart Construction Dashboard you can:

- Confirm a pre-bid topographical map is correct.

- Track job site progress in near real time.
- Document site conditions as evidence for change orders.
- Quickly and easily measure stockpile quantities.

"What is really cool is that the flight surface data from our drone is loaded to the Smart Construction Dashboard, and we can very quickly see changes — the actual progress," said Andie Rodenkirch, project manager for Hunzinger Construction Company. The firm is using the Smart Construction Dashboard as it builds Komatsu Mining Corp.'s new headquarters in Milwaukee. "Technologies that let operators do the job one time — and do it correctly — increase efficiency, so it's been a great tool for us."

Smart Construction Dashboard is powered by the 3D visualization power and geospatial accuracy of Cesium, a leading platform to visualize, analyze and share 3D data. Cesium's 3D visualization engine combines video game computer graphics technology with accuracy that ties data to its precise location on the globe. ■

*You can learn more about Komatsu's suite of Smart Construction solutions at <https://www.komatsuamerica.com/smart-construction/solutions>.*

**Komatsu's new Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.**







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# A Falcon Claw considerably reduces danger to personnel while giving you high production in steep-ground logging applications

Logging on steep terrain has always been a labor-intensive challenge that comes with health and safety risks. During the past several years, companies have found it more difficult to take on and complete those jobs due to a shallow pool of workers.

To solve the issue, loggers in the Pacific Northwest are mechanizing such projects with Falcon Claw grapple carriages. Run on cables from a yarder and controlled remotely by joystick with a single operator, they remove the need for a downhill crew and poleman at the top of the skid, increasing safety and cost-effectiveness while delivering faster cycle times on steep slopes.

Three models are available: the 2,954-pound 1250 with a 59-inch grapple; the 3,659-pound 1580 with a 78-inch grapple; and the 4,122-pound 1750 with a 78-inch grapple. The grapple design allows operators to easily extract multiple stems at the same time. The remotely operated hydraulic grapple and rotator unit allows for full control over the grapple functions.

The Falcon Claw enables logging crews to log from a variety of positions on the face and

requires less landing room on the skid site. This allows the yarder to be closer to the edge, providing more deflection for greater payloads. Depending on the unit and grapple size, you can move up to 8 tons.

### Real-time information

Operators get real-time information with the 19-inch LCD display that provides clear visibility from the video feed. It shows GPS information, the distance from the grapple to the yarder, the altitude from the landing, battery voltage, and accurate longitude and latitude readings.

Falcon Claws are designed to work in a wide range of conditions. The units have a high-quality, waterproof camera with infrared for low light and poor visibility operation, and an in-built light that enables the operator to work at night.

Additional features include easy access panels for maintenance, a high-strength bisalloy frame and anti-swing brakes. For more information about a Falcon Claw, contact your Modern Machinery sales representative or one of our branch locations. ■



Run on cables from a yarder and controlled remotely by joystick with a single operator, a Falcon Claw removes the need for a downhill crew and poleman at the top of the skid, increasing safety and cost-effectiveness while delivering faster cycle times on steep slopes.








# MODERN MACHINERY


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(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Dozers</b> 					
KOMATSU D155AX-8	U-BLADE, MS RIPPER	100330	2019	2,005	POR
KOMATSU D85PX-18	STRAIGHT BLADE, MS RIPPER	22110	2016	3,318	\$285,000
KOMATSU D65PX-17	STRAIGHT BLADE	1987	2014	4,984	\$105,000
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, MS RIPPER	90447	2016	4,426	\$199,000
KOMATSU D61PXI-23	PAT BLADE, AUTO LUBE	30417	2013	5,378	\$145,000
KOMATSU D61EXI-24	PAT BLADE, UHF SYSTEM, MS RIPPER	B61169	2020	1,224	POR
KOMATSU D61PX-24	PAT BLADE, MS RIPPER	B60395	2018	3,461	\$192,400
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM, MS RIPPER	10896	2020	748	POR
KOMATSU D39EXI-24	PAT BLADE, 915 SYSTEM	96604	2020	531	POR
KOMATSU D39EX-24	PAT BLADE, MS RIPPER	96285	2019	1,196	\$129,000

<b>Wheel Loaders</b> 					
KOMATSU WA600-8	9.5 YD BUCKET, BRAKE COOLING	80279	2020	1,696	POR
KOMATSU WA500-8	8 YD BUCKET, AJSS	A96647	2019	4,534	POR
KOMATSU WA480-8	7 YD BUCKET, STEERING WHEEL	A48088	2019	1,354	POR
KOMATSU WA470-8	5.5 YD BUCKET	A49466	2019	2,678	\$235,000
KOMATSU WA380-8	QC	A75257	2020	1,048	\$229,000
KOMATSU WA320-8	QC, REAR FENDERS	85961	2019	2,192	POR
KOMATSU WA270-8	QC	A28449	2019	1,394	\$135,000
KOMATSU WA200-8	HI LIFT, QC, 3RD VALVE	85589	2019	2,220	\$135,000

<b>Compaction</b> 					
DYNAPAC CA5000D	84" DYNP SINGLE, A/C	10000174ALA026686	2020	527	POR
DYNAPAC CA3500PD	84" DYNP, PADFOOT	10000168EKA023682	2019	407	POR
DYNAPAC CA2500D	84" DYNP SINGLE	10000167ALA030460	2021	111	POR
DYNAPAC CA2500D	84" DYNP SINGLE	10000167EMA030769	2021	585	POR
DYNAPAC CA1500D	66" DYNP SINGLE	10000160LLA030284	2021	86	POR
DYNAPAC CA1400D	66" DYNP SINGLE	10000169JLA030617	2021	82	POR
DYNAPAC CC1200VI	47" ASPHALT ROLLER	10000446VMC010547	2021	125	POR
DYNAPAC CC4200VI	66" ASPHALT ROLLER	10000385JJA023170	2019	48	POR
DYNAPAC CO4200VI	66" ASPHALT ROLLER, OSCILLATION	10000436PMA031115	2021	168	POR

<b>Excavators / Backhoes</b> 					
KOMATSU PC800LC-8EO	18' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,263	\$450,000
KOMATSU PC650LC-11	14' ARM, QC	80107	2019	1,340	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45068	2018	1,703	\$385,000
KOMATSU PC490LC-11	11' ARM, QC, 3RD MEMBER HYDRAULICS	85596	2019	3,314	\$432,000
KOMATSU PC360LCI-11	13' ARM, QC, THUMB, UHF SYSTEM	A38234	2019	1,664	POR
KOMATSU PC360LC-11	13' ARM, QC	A35255	2015	3,087	POR
KOMATSU PC360LC-11	13' ARM, QC, 3RD MEMBER HYDRAULICS	90329	2017	2,656	\$369,000
KOMATSU PC290LCI-11	10'6" ARM, UHF SYSTEM	A29110	2021	430	POR
KOMATSU PC290LC-11	10'6" ARM, QC, BUCKET, +1 HYDRAULICS	A28014	2018	1,674	\$225,000
KOMATSU PC240LC-11	10' ARM, QC, THUMB COMBO HYDRAULICS	95252	2017	1,753	\$215,000
KOMATSU PC238USLC-11	9'6" ARM, QC, THUMB	5616	2018	1,972	\$225,000
KOMATSU PC210LCI-10	9'6" ARM, QC, UHF SYSTEM	452977	2017	4,659	\$155,000
KOMATSU PC210LC-11	9'7" ARM, QC, THUMB, + 1-HYDRAULICS	C80341	2018	1,665	\$214,000
KOMATSU PC138USLC-10	8' ARM, QC, THUMB, BLADE	40808	2014	5,287	\$99,500
DEERE 350G	QC, 60" BUCKET, COMBO HYDRAULICS	808637	2012	8,740	\$32,500

Prices are subject to change.

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Motor Graders</b> 					
KOMATSU GD655-7	14' BLADE, MS RIPPER	65051	2020	429	POR
KOMATSU GD655-7	14' BLADE, MS RIPPER	65092	2021	29	POR

<b>Off-Road Trucks</b> 					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	1,921	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11211	2019	1,804	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10861	2018	3,600	\$450,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10966	2018	4,122	\$430,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	4,237	\$415,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10639	2018	1,659	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10859	2019	2,319	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10867	2019	3,185	POR
KOMATSU HD325-7	35 TON RIGID FRAME TRUCK	7812	2013	14,794	\$175,000

<b>Aggregate Equipment</b>					
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P212110	2021	1	\$957,795
JCI 2650	JAW PLANT, 5020VGF REVERSE	PC265041018	2018	0	\$420,000
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419345	2020	1,038	\$566,500
PIONEER FT2650	PIONEER TRACK MOUNT JAW	419465	2021	223	\$725,485
PIONEER GT125	PIONEER TRACK MOUNT JAW	419446	2021	268	\$463,835
PIONEER GT125	PIONEER TRACK MOUNT JAW	416324	2017	3,867	\$291,100
KPI-JCI FT4250CC	TRACK MOUNT HORZ IMPACTOR	419309	2020	301	\$812,950
KPI-JCI FT4250CC	TRACK MOUNT HORZ IMPACTOR	419347	2021	272	\$791,235
KPI-JCI GT440	TRACK MOUNT IMPACTOR	417939	2018	1,064	\$542,615
KPI-JCI GT440	TRACK MOUNT IMPACTOR	419202	2021	132	\$657,670
SPOMAC 8203-38LP	SCREEN PLANT	S19SCN0437	2019	461	\$335,800
FAB TEC 7203-38	FABTEC SCREEN PLANT	P720352718	2017	504	\$237,500
JCI 7203-38	SCREEN PLANT	S15SPT0110	2014	0	\$178,450
SPOMAC 6203-32	SPOMAC SCREEN PLANT	1188674	2021	1	\$295,000
SPOMAC 6203-32	SPOMAC SCREEN PLANT	S215228	2021	0	\$295,000
AMS GT165	AMS SCREEN PLANT	204822	2020	728	\$316,290
AMS GT205S	AMS SCREEN PLANT, 2 DECK	214981	2021	0	\$341,650
KPI 36"X100'	KPI SELF CNTNED RADIAL STACKER	417925	2018	1,544	\$127,400

<b>Forestry Equipment</b>					
KOMATSU XT465L-5	BUNCHER, 24B360	A90013	2020	413	\$564,000
KOMATSU XT445L-3	BUNCHER	A3112	2015	5,930	\$275,000
TIMBCO T475D	TIMBCO	CW4C2061061102	2002	10,000	\$75,000
TIMBERPRO TL775D	SHOVEL BOOM SPEC, TMAR	TL775D0827032321	2021	16	POR
KOMATSU PC290LC-11	LOG LOADER, NO GRAPPLE	A29534	2021	0	POR
KOMATSU PC290LC-11	WINCH ASSIST MACHINE	A27312	2016	1,916	\$625,000
KOMATSU PC290LC-11	WINCH ASSIST MACHINE	A27190	2016	4,536	\$615,000

<b>Miscellaneous</b>					
ATLAS COPCO QAS95	ATLAS COPCO GEN, SKID MNT	HOP103348	2018	0	\$35,000
ATLAS COPCO ROC7-11	ATLAS COPCO DRILL 2.5"-4.5"	AVO05A562	2005	0	\$146,250
ATLAS COPCO ROCF9-11	ATLAS COPCO DRILL	AVO05A513T	2005	6,000	\$166,250
ATLAS COPCO ROC T45-10	ATLAS COPCO DRILL, 3.5-5"	G18SED0141	2018	1,955	POR
ROADTEC RX600E-3	ROADTEC MILL, 86" DRUM	4039	2016	2,192	\$285,000

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