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December 2023

**KOMATSU**

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



## Weekly Brothers Inc.

Family business offers a  
comprehensive list of  
heavy civil and  
mechanical  
services



(L-R) Todd, Allan, Jared and Nick Weekly,  
Owners



## A Message from Modern Machinery



Jeff Schwarz



Dear Valued Customer:

As 2023 comes to a close, we would like to thank you for your business, and we look forward to working with you in 2024. We're optimistic about growth in our industry. The infrastructure law that was passed a couple of years ago will boost investments in roads and bridges, which is always helpful.


There has been a lot of information lately about artificial intelligence or AI. There are wonderful possibilities for the use of AI, including in construction. In this issue, we feature an article that looks at the potential effects AI may have on our industry. I think you will find it interesting and informative.

While AI isn't yet widely used in our industry, telematics is. Data received remotely from your machinery can be a valuable tool to help increase efficiency and productivity. Komatsu makes it available via Komtrax through its My Komatsu web application. My Komatsu offers far more than just machine data. It's a digital solution that lets you see machine manuals, order parts, monitor your Smart Construction subscriptions, and more. Be sure to check out the great Q&A with Adrien Clapp, Komatsu's new Director of Digital Solutions, which spotlights My Komatsu and how it can benefit any operation.

If you have a lot of dirt to move quickly, a large excavator is an exceptional option. Komatsu's new 543-horsepower PC900LC-11 can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. You can learn more about the excavator inside this issue.

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

Sincerely,  
Modern Machinery



Jeff Schwarz,  
President

**Thank you for  
your business**



## In this issue

### Weekly Brothers Inc. pg. 4

See how this Oregon-based family business completes challenging heavy civil projects throughout the Pacific Northwest.

### Artificial Intelligence pg. 8

Delve into the potential benefits of AI in the construction industry.

### Guest Opinion pg. 12

Follow these steps when filing a workers' compensation claim.

### Culture in Construction pg. 15

Discover why culture in construction matters and how to make it better.

### Product Focus pg. 19

Check out Komatsu's new PC900LC-11 excavator.

### Komatsu and You pg. 21

Get to know Adrien Clapp, Director of Digital Solutions, Komatsu.

### Sustainability Showcase pg. 25

Learn about Komatsu's progress toward its zero-emissions goals.

### Industry Insight pg. 27

Stay up to date on industry news.

### Timber Talk pg. 28

Get a glimpse of the upgraded Komatsu S92 harvester head.



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## Unique, challenging projects have kept Oregon-based Weekly Brothers Inc. busy for more than 40 years

Weekly Brothers Inc. was founded in 1981 by Wayne and Loretta Weekly and their three sons: Allan, Ronald "Rollie" and Todd. Allan and Todd currently own and operate the company; Rollie, who was an integral part of building the business, passed away about 20 years ago.



(L-R) The Weekly Brothers ownership team includes Todd, Allan, Jared and Nick Weekly. The company's niche is unique and challenging heavy civil projects on remote sites throughout the Pacific Northwest.

Jared Weekly pushes rock with a Komatsu D61PX-24 dozer. "It's one of the best-balanced, all-around, versatile dozers that we've ever owned," said Jared. "It's extremely stable on steep and uneven terrain. It's small enough to get into tight places. In our experience, it outperforms the competition."



"My mom and dad got the business started, and the three of us boys started right out of high school," recalled Todd. "Dad primarily built logging access roads for another company for about 20 years prior to going out on his own, so that was our early focus."

Allan added, "Our father made sure we understood what work was. We spent a lot of time with our dad on job sites when he worked for another company, and that gave us the background knowledge we needed to do those jobs. Developing some strong customer relationships helped us expand along the way."

Expansion has included bringing on the third generation of the Weekly family: Todd's sons Nick and Andrew as well as Allan's son Jared. Nick and Jared share ownership in the business and are managers. Andrew is involved with estimating and project management.

"Allan and I have been in the business for 42 years now, and the boys have been involved for quite some time as well; they worked their way up in it just like we did," stated Todd. "It's good to see them take ownership and carry the tradition forward. I think that's especially important considering the work that we do, which mostly involves unique and difficult projects that are often outside the norm and that few contractors perform."

### Comprehensive services

Based in Roseburg, Ore., Weekly Brothers currently has about 40 employees and offers a comprehensive list of heavy civil and mechanical services — much of which is done for repeat customers. In addition to building logging roads, the company offers construction of pipelines, dams, canals, ponds, industrial buildings, bridges, and roadways. It also provides design-build and consulting services, underwater construction and demolition, as well as quarry development.

"Our niche is the technical projects that may be 80 to 100 miles away from any town," described Nick. "They are definitely not run-of-the-mill highway or subdivisions jobs. We typically have five to eight projects going at any one time, varying in scale from \$50,000 to about \$2 million. In most instances, we are





## ► VIDEO

An operator hammers rock with a Komatsu PC490LC-11 excavator equipped with a LaBounty breaker while another operator drills blastholes with an Epiroc SmartROC T40 surface drill rig.

handling the bulk of the work ourselves and subcontracting specialty items as needed."

Plus, Weekly Brothers developed its own patented reusable and customizable cofferdam system that combines steel and earthen materials. Designed to withstand the toughest water diversion projects, it can support large load weights such as excavators, cranes, haul trucks, concrete trucks and more. Weekly Brothers has used the cofferdam system on several projects such as its removal of a concrete dam on the Hood River.

### **Durable, reliable equipment**

Recently, a Weekly Brothers crew completed a quarry development project on a mountainside between Eugene, Ore., and Florence, Ore. The job included completing a road to the top, drilling and blasting material, and moving material into place, so it could be crushed later. In total, company personnel handled nearly 75,000 yards of material. A variety of equipment

was used to complete the project, including Komatsu PC290LC-11 and PC390LC-11 excavators, a Komatsu PC490LC-11 excavator equipped with a LaBounty breaker, a Komatsu HM300-5 articulated truck, and Komatsu D155AX and D61PX dozers.

"We have been using Komatsu equipment for as long as I can remember," said Jared, who joined Weekly Brothers in 1999. "We rarely have had any major issues. It's all been mainly routine maintenance such as changing oil and filters. That reliability is essential when you're working in remote locations, especially when you have a bigger fleet like we do and only one full-time mechanic to service everything."

Nick added, "The first Komatsu excavators we bought were a PC220 and a PC250 in 1996. They had about 18,000 hours on them when we took them out of the fleet, and all we ever had to do was change the oil. We have seen the same dependability and longevity with each new model we have added."



Discover more at  
ModernUpdate.com

*Continued...*



# 'Komatsu and Modern Machinery treat us really well'

... continued

Jared and Nick especially appreciate their Komatsu PC138USLC-11 tight tail swing excavators.

"Those are the only machine we have with quick changes, so we use them a lot for smaller jobs — ditch cleaning, pipe replacements, things like that," noted Jared. "We'll also pair a PC138 with cutting equipment to keep a road opened up. They're super slick, really quick, and easy for beginners to hop on them and run them."

Nick added, "The 138 is probably one of the most versatile machines. It's good for tight spaces and is stable."

Weekly Brothers also has a Komatsu PC290LL-11 log loader, which is primarily

used during the clearing phase of forest road construction.

All equipment has been leased, purchased or rented from Modern Machinery with the help of Territory Manager Ed James.

"Komatsu and Modern Machinery treat us really well," said Todd.

In addition to Komatsu equipment, Ed assisted Weekly Brothers with renting an Epiroc SmartROC T40 surface drill rig for blastholes on the quarry development project. It has a maximum hole depth of 110 feet.

"There was super-hard rock, and the drill ripped right through it," said Jared. "Our operator was getting between 1,000 and 1,200 lineal feet a day fairly easily. It's impressive."

## Moving forward

Jared and Nick are set to take over the family business when Todd and Allan retire in the near future. For now, Weekly Brothers is building a new shop and improving its facilities to better serve customers. Adaptability has been a key factor in Weekly Brothers' longevity, according to Jared.

"Ideally, we will continue to do what we know and take care of our longtime customers," Jared said. "In the early days when logging sort of dried up, Weekly Brothers started working on power and infrastructure. While we don't see the work we do going away anytime soon, if it does or slows down considerably, we have the ability to do other things." ■



Weekly Brothers owners Todd and Nick Weekly discuss equipment with Modern Machinery Territory Manager Ed James.

With Komatsu excavators, operators perform emergency work to clear a roadway following a landslide.





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# AI such as ChatGPT offers potential benefits for the construction industry

**D**Driven by the emergence of artificial intelligence or AI, the construction industry finds itself on the brink of a potential transformation. Some tasks that traditionally require a person can be solved by AI tools.

At the forefront of this development stands ChatGPT, an innovative AI language model created by OpenAI. ChatGPT is a type of generative AI that can create content or responses such as sound, images, and — in ChatGPT's case — text.

"Generative AI is a type of artificial intelligence focused on content creation," said Trent Miskelly, Chief Operating Officer at Document Crunch. "It has been popularized recently with ChatGPT, which is a company built on OpenAI's large language models. You can think of a large language model as basically a database of the entirety of the internet. You can ask questions and get responses back."

Miskelly continued, "In its most basic form, generative AI is a prediction engine. Whatever question it is asked, it is going to do its best to respond to that question and hopefully be helpful to you."

The program can support some functions of a construction operation, but it is important to recognize its limitations. AI's strength lies in its capacity to analyze large amounts of data and provide valuable insights.

"It isn't going to replace the workers on your job site," said Jeff Sample, Industry Evangelist at Join, "but it may help get materials faster."

### Exploring the advantages

In an industry where precision is paramount, AI can be an asset in cost estimation. ChatGPT can access real-time data on material prices and labor rates and help create accurate cost projections. Construction companies equipped with this AI-driven decision-making and data processing can enhance financial planning, fortify supplier relationships, and establish well-informed budgets.

"Subject matter expertise is paramount when analyzing responses," noted Miskelly. "You must understand what you are getting from [AI], because you are in the driver's seat."

Selecting construction materials and equipment becomes a data-informed decision with AI's involvement. By analyzing project requirements, ChatGPT can suggest appropriate materials, cost-effective alternatives, and cutting-edge equipment options — steering construction projects toward efficiency and sustainability.

AI can also play a pivotal role in addressing challenges that arise during projects. While it doesn't replace human expertise, AI can

**While AI doesn't replace human expertise, it can help analyze project issues, consider variables, and propose solutions to keep projects on track. It can also help identify provisions in contracts with high accuracy.**





**AI can assist in project management by automating routine tasks, tracking progress, and identifying potential delays, thus increasing overall efficiency.**

analyze issues, consider variables, and propose solutions to keep projects on course.

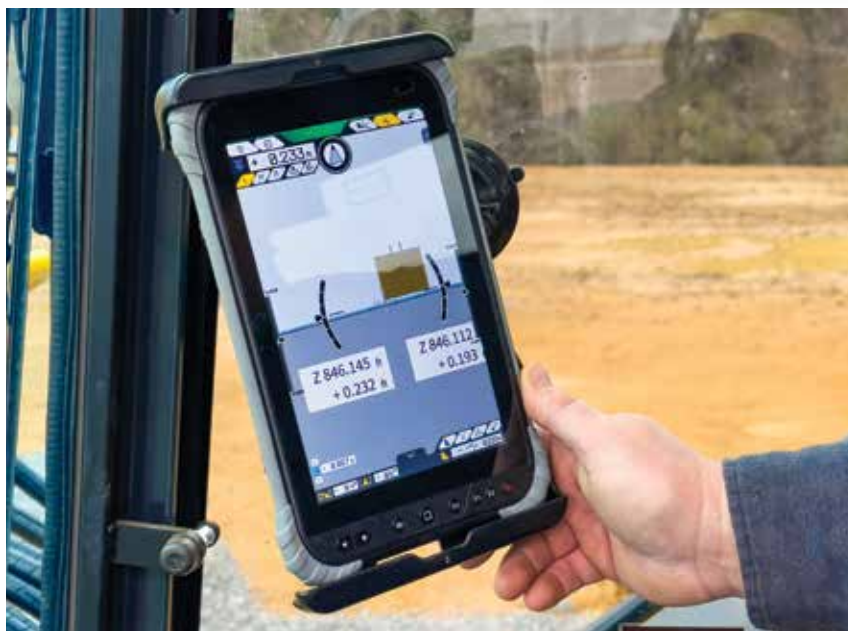
"It is great for text classification, like identifying provisions in contracts with a high degree of accuracy," said Miskelly. "It can create and summarize information from documents or data."

The scope of AI extends to architectural design, offering new perspectives and solutions. ChatGPT can inject fresh ideas into the creative process, ranging from sustainable construction practices to optimizing spatial utilization — helping further additional innovation.

### **Navigating concerns and challenges**

As AI's use gains prominence, it also brings legitimate user concerns. The dynamic data analyzing capabilities of ChatGPT introduce potential challenges worth consideration.

"I think it is incredibly important to be cautious with what you are feeding out there," said Kris Lengieza, Vice President of Global Partnerships and Alliances at Procore Technologies. "You wouldn't put a bunch of financial statements into ChatGPT if you didn't want them to be publicly available somewhere and train somebody else's model."



**If not used carefully, AI can generate non-factual responses, so ensuring accuracy is essential.**

Data privacy has emerged as a critical concern in the AI landscape. Ongoing investigations into OpenAI and ChatGPT show the significance of safeguarding user data.

*Continued...*



# 'I think we should be excited as an industry'

... continued

Internationally, Canada's CBC News published that the country's federal and provincial governments are opening investigations into OpenAI regarding the disclosure of personal user information, and Italy has become the first country to issue a temporary ban on the software as the country finishes an inquiry into any violations.

Another concern about AI is that ChatGPT has been known to generate non-factual responses. Recently, U.S. Judge P. Kevin Castel fined a law firm and two lawyers \$5,000 after they submitted a written argument generated by ChatGPT that contained six legal cases that did not exist, according to a report by AP News. The situation and associated reprimand are the first of its kind.

"Technological advances are commonplace and there is nothing inherently improper about using a reliable artificial intelligence tool for assistance," wrote Castel. "But existing rules impose a gatekeeping role on attorneys to ensure the accuracy of their filings."

Castel added, "[They] abandoned their responsibilities when they submitted non-existent

judicial opinions with fake quotes and citations created by the artificial intelligence tool ChatGPT, then continued to stand by the fake opinions after judicial orders called their existence into question."

Responsible usage of AI is paramount to avoid misinformation and inaccuracies. These recent instances of false information generated by AI highlight the need for accurate representation and the importance of stringent oversight to ensure the accuracy of AI-generated content.

"I think we should be excited as an industry, but we need to be responsible about how fast we move," noted Lengieza. "We need to be responsible for how much we trust these programs, and we need to make sure that the trust we give is verified."

## Charting the path ahead

AI doesn't change the core dynamics of the construction worksite, but it can serve to complement it. As the construction industry navigates the evolving artificial intelligence landscape, it finds itself at the brink of the next step in this ongoing technological-driven evolution. ■

With access to real-time data on material prices and labor rates, AI can generate accurate cost projections. Construction companies can make data-driven decisions, enhancing financial planning and budgeting.







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# Do you know the drill? The importance of preparation and timeliness for reporting construction site injuries



**Dimitrius King,**  
Chief Claims  
Officer,  
Pie Insurance

*About the Author: As Pie's first chief claims officer, Dimitrius is responsible for leading and implementing the company's claims strategy. Over the past 15 years, Dimitrius has held various strategic and claims leadership roles in both personal lines and commercial lines. His background includes leading in workers' compensation, group benefits, auto, property, and catastrophe claims organizations. To learn more about Dimitrius, construction safety and workers' compensation claims, visit Pie Insurance.*

With nearly 6.5 million people on construction sites across the U.S. each day, accidents are likely to occur. In 2020, the U.S. Bureau of Labor Statistics reported 1,008 fatal and 174,000 non-fatal construction injuries. The injuries included falls, structural collapses, electric shocks, failure to use proper protective equipment, and many others. While safety guidelines from the Occupational Safety and Health Administration (OSHA) are put in place, accidents still happen. Are you and your crew prepared for the aftermath? When an injury inevitably occurs, employers must understand their roles as business owners, especially when it comes to the claims process.

Before an injury occurs, employers should educate all team members on workers' compensation injury and illness reporting requirements, outline who an employee should report an incident to, and how that report should be handled.

## How does the workers' compensation claim process work?

When an injury occurs, the injured employee must notify their employer and file a formal workers' compensation claim. The employer is then responsible for giving the employee the appropriate paperwork and guidance, as well as filing the claim with the insurance provider in compliance with state law for reporting workplace injuries. However, it's important to remember that every situation is different.

State workers' compensation laws and deadlines vary considerably, so employers should do their research and speak with a trusted advisor when an employee injury occurs at the workplace.

Once reported by the employee, the employer has limited time to submit the paperwork for the employee to receive workers' compensation benefits. The timeline for filing a workers' compensation claim for benefits varies significantly depending on the state and can range from one to three years or more. It's always best to report an incident as soon as possible, as this often reduces the time it takes to close a claim. Both parties should act quickly when workplace injuries occur as the claim can be denied if a state's workers' compensation claim deadline is missed.

## Important steps construction business owners should take when filing a workers' compensation claim

Educating employees on proper reporting processes can help streamline claims if and when injuries occur. When an injury occurs, employers must:

- Ensure the injured employee receives immediate medical care
- Complete an injury/illness report and file it with the organization's workers' compensation carrier — within 24 hours of the injury if possible
- Keep communication open with the workers' compensation carrier and the injured employee
- When appropriate, establish a timeline for returning to work
- Support the injured employee as they transition back into their role within the organization

While not all accidents can be prevented, having a clear plan in place when they occur is essential. Employers must understand their responsibility to employees and their businesses' bottom line when correctly and efficiently filing workers' compensation claims. ■

*Editor's Note: This article is for informational purpose only and not an endorsement of any particular insurance carrier.*

**Accidents happen. Having a clear plan in place when they occur is essential, according to Dimitrius King, Chief Claims Officer for Pie Insurance.**





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# Why culture in construction matters and how to make it better, so you hire and retain a dedicated workforce

It's not exactly breaking news that there is a labor shortage in the construction industry. Headlines declare that "nobody wants to work anymore" — but is this explanation really at the root of what is a long-standing, industrywide issue?

Amid the Great Resignation, as Baby Boomers retire and Gen Z workers reject the long hours of the construction industry, it's more important than ever to examine the causes of this unprecedented labor shortage and explore potential solutions.

Numerous companies are feeling the pressure, especially in the skilled trades, and many have not yet been able to solve their workforce woes. After increasing pay and flexibility with little to no results, a lot of companies find themselves asking — is our company culture to blame? During an educational session titled "Culture in Construction — Is It Really That Bad?" at CONEXPO-CON/AGG 2023, speaker and construction industry advocate Wally

Adamchik walked through the reasons why the answer to that question is both "yes" and "no."

The good news is that industrywide survey results indicate the construction industry's culture issue may not be so bad, according to the 2019 People in Construction Report (PICR) by FireStarter Speaking and Consulting, said Adamchik. In fact, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work. However, these results are not good enough to sustain successful growth and project execution, according to Adamchik. In addition, there is a significant divide between project management in the office and field supervision on the job site, according to the PICR. In the office, 81% of employees say that they have a close friend at work — in the field, only 50% of employees share that sentiment. On top of that, 75% of office workers feel

*Continued...*



Discover more

**There are several concrete actions that can be taken to improve company culture and keep workers happy, such as encouraging employee participation and recognition.**





# Positive recognition helps attract and retain loyal employees

... continued

that they can maintain a reasonable work-life balance, while again only 50% of field employees feel that they can maintain a reasonable work-life balance.

## Action items

Rather than list off more statistics about the industry's labor shortage, many leaders want information about creating a more long-lasting and motivated labor force. There are several concrete actions that can be taken to improve company culture and keep workers happy, and companies should act now to avoid losing more of their employees. The labor shortage isn't exclusive to the construction industry, and these actions can be implemented in any workplace. Even organizations with good company culture can implement some of these changes to elevate employee experience:

- **Standards and values.** Approximately 90% of survey respondents agreed that ignoring the core values of their workplace would get them into trouble. This shows that workplace values still matter, and the most visible way to manifest this is to enforce standards across the board. There should be no double standard when it comes to values. Employees will take standards and values more seriously when they are a part of company culture and see leadership being held accountable to the same standards as employees.
- **Creating lasting change.** Three-quarters of senior leadership (those who are supposed to be spearheading change in

the workplace) say that their efforts fall short. Change requires organizational capacity and requires a significant personal investment from leaders. Creating a path for change with concrete steps to follow along the way will help companies maintain organization and encourage both employees and leadership to follow through.

- **Encouraging and participating in employee recognition.** There are a multitude of opportunities to tell employees how much they are appreciated. Chances are, on a daily basis there are numerous opportunities to give positive and relationship-building recognition, and companies that regularly participate in positive recognition are more likely to attract and retain loyal employees.
- **Amping up one's referral program.** About 84% of employees surveyed say that they would recommend their workplace to a friend (but don't). Furthermore, 83% of employees say that they would reapply for their current position if given the chance. There are also several ways to increase the effectiveness of a referral program, including using an easy-to-use option, offering a mixture of incentives, announcing or re-announcing the program, and recognizing current employees for referring candidates.
- **Bridging the gap between teams and departments.** In construction, there are several discrepancies between survey answers from field and office staff members that could be corrected with a little work. For example, creating teambuilding opportunities for one's entire staff on a monthly or quarterly basis can go a long way toward building camaraderie.

According to an industrywide survey, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work.

While there are several improvements that would benefit the construction industry's culture, and company culture in general, the survey results show that the situation may not be as bad as advertised. There are several actions that employers can take to improve company culture, from enforcing values to bringing employees together. Even small actions make a big difference, and there is no better time to start than now! ■

*Editor's Note: This article is courtesy of the Association of Equipment Manufacturers (aem.org). For more information on how to attract and retain employees, visit <https://www.komatsu.com/blog/2022/employee-retention-in-the-construction-industry/>*





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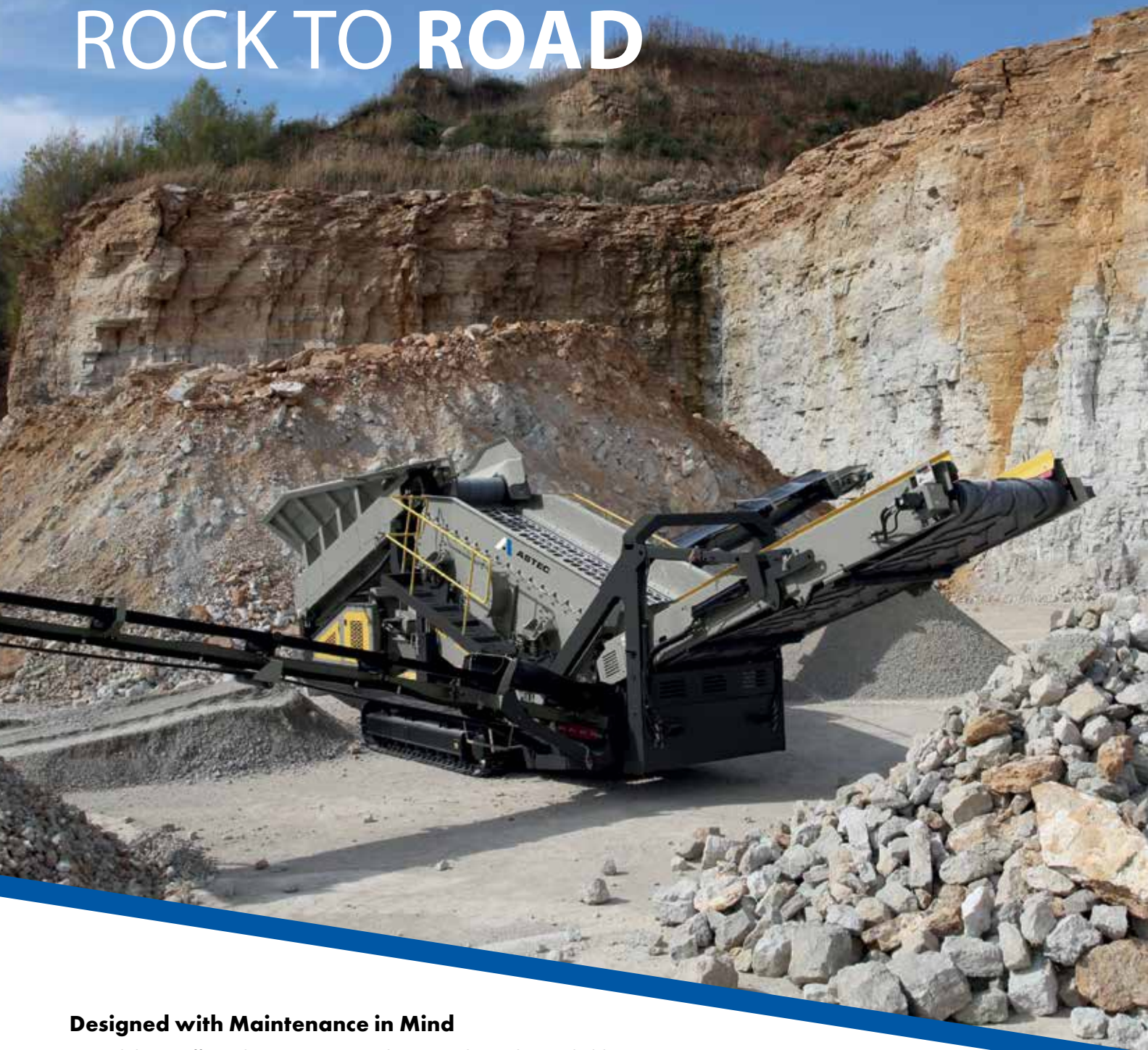
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# New Komatsu PC900LC-11 excavator delivers increased productivity, greater versatility and better transportability

Can a large excavator provide versatility? Built for tough jobs and the ability to handle multiple applications, Komatsu's new 543-horsepower PC900LC-11 can answer with an enthusiastic "yes," according to Casey Zbinden, Product Marketing Manager, Komatsu.

"The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently," said Zbinden. "Productivity was a major driver of the machine's design. It's a mass excavator with the ability to handle a wide variety of jobs and materials and perform compound operations faster. It has a lot of key features that make it a major step-up from its predecessor."

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

The PC900LC-11 can deliver\*:

- Up to a 40% increase in productivity
- 25% more arm crowd force
- 12% more swing torque

**Versatility is a strong suit of Komatsu's PC900LC-11 excavator, which can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. It provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8.**

► VIDEO

### KomVision is standard

To help operators improve situational awareness, the KomVision camera monitoring system is standard on the PC900LC-11. KomVision uses four cameras for a real-time view of the machine's surroundings. Smart Construction 3D guidance and payload monitoring options are also available.

A new optional counterweight removal system helps improve transportability. The boom configuration reduces the excavator's transport height, and it does not have to be removed from the machine before transportation. The service pass-through area allows easy access to filters, oil level checks, and sample ports to simplify maintenance.

"The excavator is designed for mobility, and customer feedback on that has been overwhelmingly positive," said Zbinden. "They also appreciate the centralized service points for daily maintenance checks and convenient access to the engine compartment. We encourage anyone with the need for a large, versatile excavator to check it out." ■

*\*All comparisons are to the PC800LC-8.*



**Casey Zbinden,**  
Product Marketing  
Manager,  
Komatsu



Watch the video

### Quick Specs

**Model**  
PC900LC-11

**Horsepower**  
543 hp

**Operating Weight**  
204,148 lbs.

**Bucket Capacity**  
3.7-8.0 cu. yd.







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

We've made some exciting changes! An **all-new mobile app**, simplified ordering through the **Online Parts Store**, **Komatsu Care Program (KCP)** integration and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to [mykomatsu.komatsu](https://mykomatsu.komatsu) to sign up.

**KOMATSU**  
My Komatsu



# New Director of Digital Solutions Adrien Clapp emphasizes that all Komatsu customers can find value in solutions such as My Komatsu

### **QUESTION: What are digital solutions?**

**ANSWER:** For Komatsu, digital solutions enable our customers to optimize their operations. Today's world is connected, and our customers are seeking ways to utilize technology to gain insights and streamline their day-to-day activities, and we're working to help them do that. At the core of our digital solutions is the My Komatsu application, our 24/7 digital hub. Customers can access information for their fleet, access parts books, see current field campaigns, view their telematics data, and access Smart Construction and Smart Quarry solutions.

In the past, Komatsu customers needed to access multiple applications to get that information. My Komatsu started as a way to combine access to telematics data and manuals. It grew to include a parts store, and we're continuing to evolve to help customers manage their overall fleet. We're now featuring information on user warranty coverage and field campaigns and providing access to our Smart Construction and Smart Quarry customer site solutions. With My Komatsu, all these activities have been combined into one convenient site. Customers can go to <https://mykomatsu.komatsu> to get started.

### **QUESTION: What are the advantages of My Komatsu?**

**ANSWER:** Komatsu customers find value in My Komatsu for a number of reasons. The functions that customers leverage within the application may vary, based on their individual wants and goals. As our team talks to customers and distributors, it's all about understanding those customer goals, and then matching them to the functions of My Komatsu that can help enable them to meet their goals.

One of the most used areas of My Komatsu is fleet telematics. We know customers often have more than just Komatsu machines. Last year, we added mixed fleet functionality, pulling in data from non-Komatsu machines, so that within My Komatsu, users can visualize telematics data for their complete fleet.

For example, a customer may be looking to lower their fuel consumption across their entire fleet of Komatsu and non-Komatsu machines.



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

**Adrien Clapp,  
Director of Digital Solutions,  
Komatsu**

Adrien Clapp recently moved into the role of director of digital solutions from her previous position in marketing communications, where she led the integrated marketing communications team responsible for digital marketing, promotions, trade shows, events, customer experience centers, and merchandising. She has been with the company for 11 years.

"I got into the digital marketing aspect during my time with Komatsu, and I became really interested in how we can support customers in their self-serve research phase of equipment purchases," said Clapp. "We want to make it easy for our users to get the information they need, when they need it. We are further expanding that digital experience with applications such as My Komatsu."

Prior to Komatsu, Clapp worked in product management for a company focused on safety and facility identification. She has a bachelor's degree in business administration from Marquette University and an MBA from the University of Wisconsin-Milwaukee. In her current role, Clapp and her team work to help customers adopt and implement digital solutions designed to improve their efficiency and productivity.

"My background before Komatsu gave me a chance to really go through customer journey mapping," she recalled. "I'm passionate about building customer experiences, and I'm really excited to bring my experience with Komatsu to this new role and help further evolve Komatsu's digital solutions for our customers."

Clapp and her husband have a 5-year-old child, and the family enjoys spending time together, especially doing outdoor activities such as riding bikes, hiking, and visiting the local playground.



# 'It's all about delivering a trusted experience for the customer'

... continued

Using the MyFleet feature through My Komatsu lets them see their fuel usage, as well as other critical data such as idle time, which can significantly affect the amount of fuel being used. Having that information at their fingertips allows customers to proactively address an issue and create positive change. Another example is the convenience of ordering parts through My Komatsu. To find a part quickly and easily, we're continuing to enhance the search process in many ways, by including rich parts' data and pictures to help customers feel comfortable that they are purchasing the correct part. They can see the manuals for their machines, order right from the app, and have the items shipped directly to them or have them ready for pickup at their dealer — all from the convenience of their computer or smart device.

**QUESTION: Does that mean there isn't live support anymore?**

**ANSWER:** No, we certainly offer support. Komatsu has a team of digital solutions experts dedicated to supporting both customers and distributors. We conduct voice-of-the-customer activities to identify needs and determine the types of features that could make day-to-day operations easier. That information helps drive the evolution of our digital solutions. For example, coming later this fall we'll have a refreshed user interface within My Komatsu that is based on user feedback. We are dedicated to continually working to improve our customers' experiences and help them increase productivity and efficiency, while helping lower overall owning and operating costs. Our digital solutions team also provides extensive dealer training focused on new features being released, so they can assist customers. We want to enable our users to get the information they need quickly and easily. This self-serve information is not only for our customers; it's also for our dealer personnel, so they have what they need to be effective. At the end of the day, it's all about delivering a trusted experience for the customer and our distributors.

**QUESTION: Who are digital solutions tailored to?**

**ANSWER:** Value can be realized no matter how large or small a Komatsu customer is — whether they have a machine or two, or a large fleet with multiple locations. It all comes back to what they want to accomplish, and with digital solutions such as My Komatsu, focusing on the areas that can help deliver value. ■

Fleet management is easier and more convenient with digital solutions such as My Komatsu, according to Komatsu's Director of Digital Solutions Adrien Clapp. "In the past, we had multiple applications that customers needed to access to get information," said Clapp. "With My Komatsu, all those have been combined into one convenient site. Customers can go to <https://mykomatsu.komatsu> to get started."



Remote Komtrax telematics data is available through My Komatsu, in addition to other fleet management tools such as parts ordering. With My Komatsu, customers also have access to machine manuals as well as Smart Construction and Smart Quarry solutions.





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See the new RP-195 asphalt paver.



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# Komatsu's GHG Alliance members learn about progress toward zero-emissions goals

**A**t a recent event at Komatsu's Arizona Proving Grounds, the company showcased the progress of its EVX battery-powered haul truck for members of its Greenhouse Gas (GHG) Alliance. Members had the opportunity to directly observe advancements made over the past year related to the performance and sizing of batteries, engage in a discussion on recent progress within the regulatory environment, and learn how Komatsu plans to leverage the company's trolley system to advance understanding of battery truck performance in a dynamic charging environment. Specifically, members saw the upgraded EVX truck running on battery, static charging of the battery with the truck hooked up to the trolley line via pantograph, and the truck operating on the trolley line — highlighting the battery being charged without having to stop the truck.

### Minimizing impact

Komatsu created the GHG Alliance to bring together mining industry leaders that share a goal of delivering zero-emissions equipment solutions. Members have been collaborating to advance Komatsu's concept of a power agnostic truck — a haulage vehicle that can run

on a variety of power sources, including a diesel engine, or battery and hydrogen fuel cells with both static and dynamic charging capabilities. Membership of Komatsu's GHG Alliance has grown steadily and now includes nearly a dozen companies.

"The past year has been filled with collaborative efforts between alliance members, technology partners and other industry stakeholders dedicated to achieving our common goals of delivering zero-emissions solutions to the mining industry," said Komatsu's Pat Singleton, Product Director for Electric Drive Trucks. "Bringing our alliance members together enabled them to experience the substantive continuation of the journey we first shared at MINExpo 2021, as we have advanced our understanding and development of this critical technology."

Komatsu is committed to minimizing environmental impact through its business. The company has targeted a 50% reduction in CO2 emissions from use of its products and production of its equipment by 2030 (compared to 2010 levels) and set a challenge target of achieving carbon neutrality by 2050. ■

**Members of Komatsu's Greenhouse Gas Alliance watch a battery-powered haul truck during an event at Komatsu's Arizona Proving Grounds. The event highlighted advancements in the performance and sizing of batteries, and included other information and insight related to the goal of delivering solutions for zero-emissions equipment.**





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# Infrastructure investment provides clear economic benefit, according to new APWA report that shows GDP increase

**C**ommunities are benefiting from infrastructure investments, according to a recent report from the American Public Works Association (APWA). For every \$1 invested in transportation, the report found that \$5 in economic benefits are returned and every \$1 billion supports and creates approximately 50,000 jobs.

"This important report shows just how essential the public works profession is in every community throughout the U.S.," said APWA CEO Scott D. Grayson, CAE. "For surface transportation, and water and emergency management, we now know the level of financial benefit of every dollar invested, and we know what the benefit could be if budgets at all levels of government came closer to actual need."

Grayson continued, "Asset management technology is giving communities better insight into the health of their infrastructure, which is allowing them to schedule and fund maintenance projects and extend the life of roads, sewer systems and bridges. However, AM is also providing a clearer picture of what needs to be replaced now."

## Additional funding needed

Further findings show a greater economic benefit would be realized if funding more closely matched need. The report said there is an \$81 billion funding gap in total water sector capital expenditures. As a result, 2.1 trillion gallons of drinking water worth \$7.6 billion are lost due to aging infrastructure. Lower production volumes could also result in 636,000 jobs lost annually by 2039.

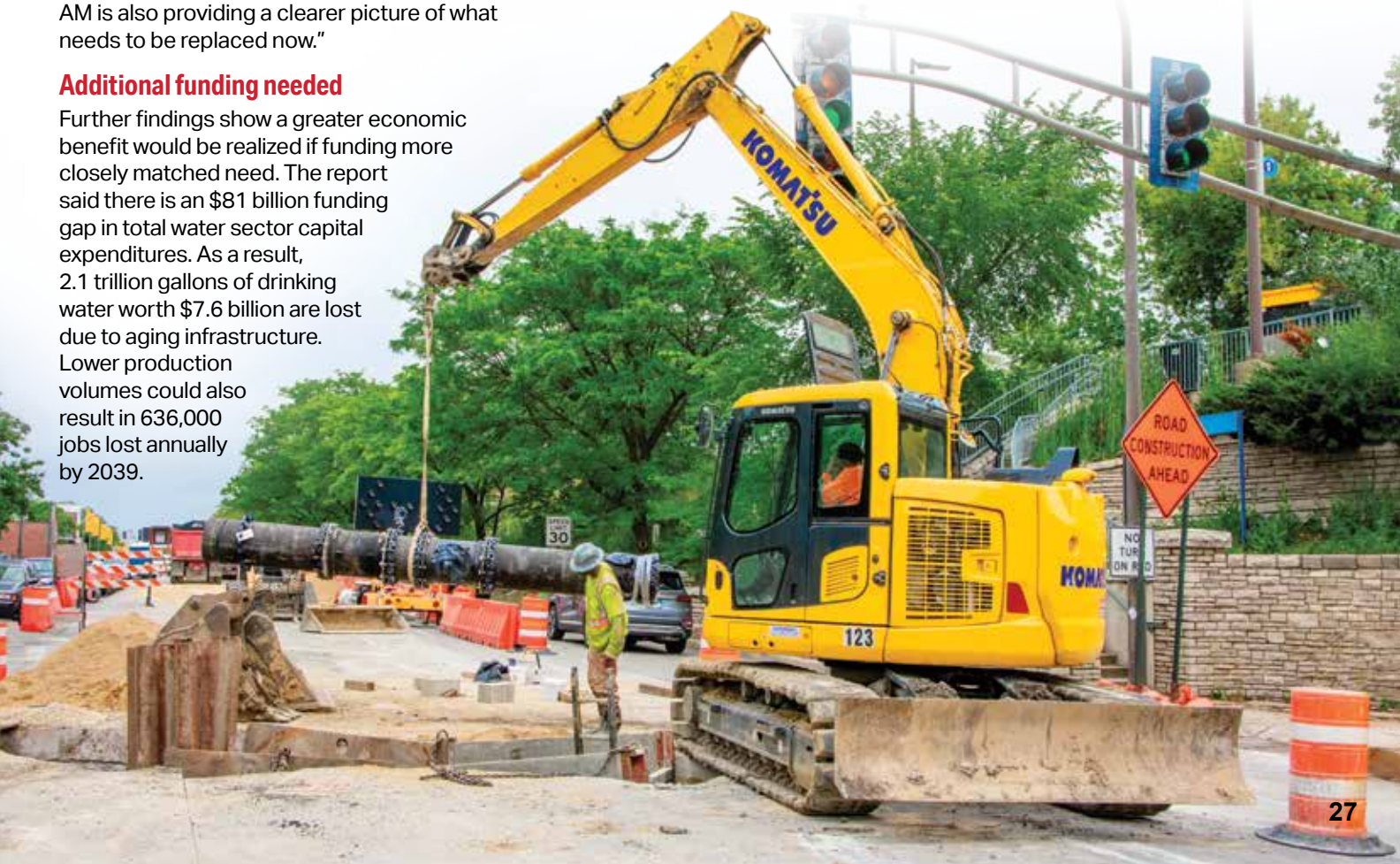
"Public works teams keep the water flowing, but in some communities, duct tape and bailing wire no longer work, as this research shows," said APWA President Keith Pugh, PE, PWLF.

According to the report, if the U.S. increased its investment in water infrastructure by \$109 billion a year until 2043, approximately 800,000 new jobs would be created and the increased reliability in water services would help consumers avoid \$7.7 billion in medical costs, \$2.6 trillion in losses caused by service disruptions, and \$1.4 trillion in lost income.

Grayson and Pugh acknowledge the significant strides being made to rebuild transportation and water infrastructure through the Infrastructure Investment & Jobs Act (IIJA).

"IIJA is the official acknowledgment that our infrastructure needs more and better help," Pugh said. "As we always have, APWA is working with local, state and federal partners to ensure the historic act's success." ■

**An American Public Works Association report shows that for every \$1 invested in transportation infrastructure, \$5 in economic benefits are returned, and every \$1 billion supports and creates approximately 50,000 jobs.**





# Major upgrades to popular harvester head improve reliability, productivity in the forest

A popular and established harvester head with a reliable and service-friendly design, the Komatsu S92, has been upgraded with several new functions and improvements to make it even more productive. These upgrades, which include a brand-new Constant Cut saw unit, were made based on input from customers.

"Continuous improvement is part of our DNA," stated Mikael Forsberg, Product Manager, Harvester Heads, Komatsu Forest.

### Constant Cut now standard

A major new feature now standard on the S92 is the intelligent saw motor controller, Constant Cut. The motor controller ensures that the head can maintain a constant and high chain speed without the risk of overspeeding.

To extend the service life of the head, the find end function and the mechanical stops at the rear knife have been redesigned.

The upgraded feed system reduces energy loss and enhances the head performance, while improved hose routing simplifies servicing the feed system. All lubrication points can now be easily accessed with the head in an upright position.

The color marking tanks have been redesigned to provide easier access for filling, and the multi-tree handling function has a new, more durable design, providing a lower and more agile head. The upgraded S92 also enables the measuring wheel to follow the contours of the stem more closely, for excellent measurement characteristics.

"The response from customers who have tried the upgraded S92 has been positive," said Forsberg. "They told us that the feed speed is really good, and that the geometry of the saw box and the position of the saw bar make cutting faster and help increase production significantly." ■



Learn more



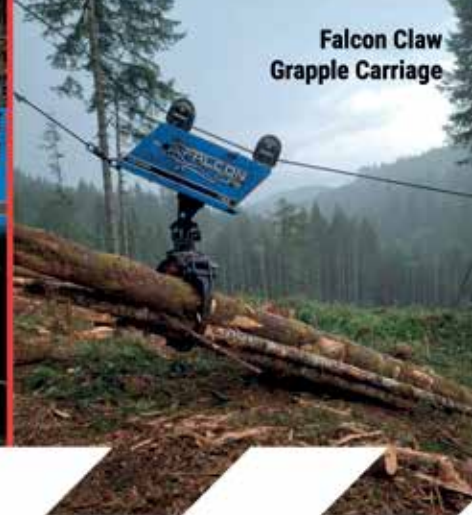
Komatsu's S92 harvester head has an intelligent saw motor controller, Constant Cut, that ensures the head maintains a constant and high chain speed without the risk of overspeeding. The harvester head also has improved measurement characteristics designed to enable the measuring wheel to follow the contours of the stem more closely.



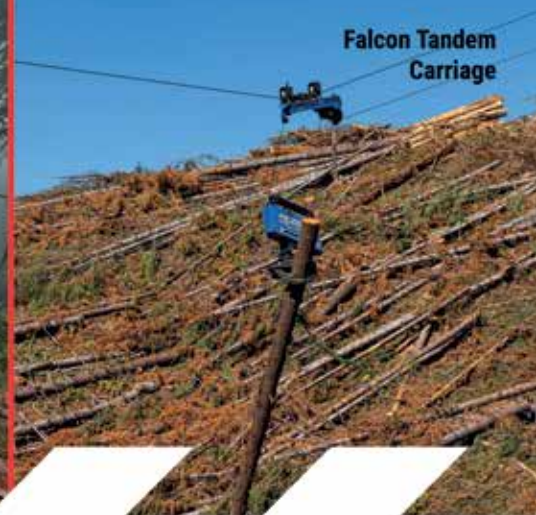




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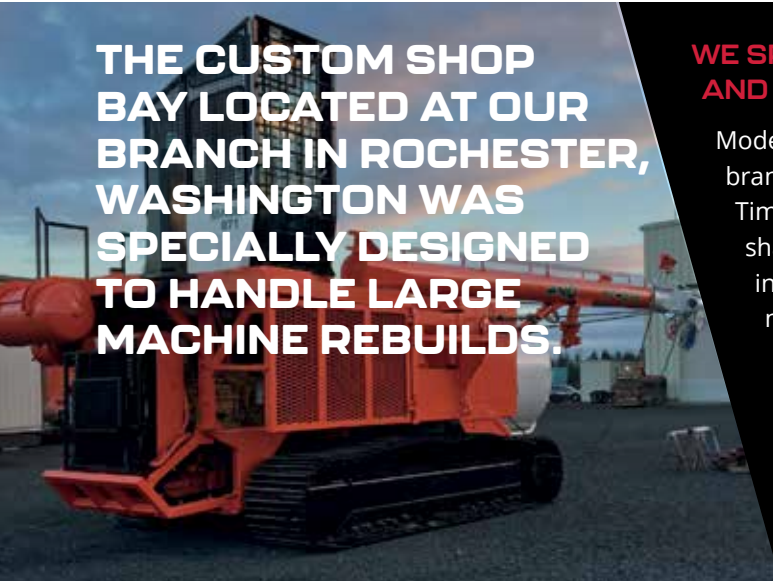
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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Dozers</b> 					
KOMATSU D375A-8	U BLADE, MS RIPPER	80042	2019	5,404	\$850,000
KOMATSU D155AX-8	SIGMA BLADE, MS RIPPER	100359	2019	2,379	\$485,000
KOMATSU D71PX-24	PAT BLADE, MS RIPPER	70327	2021	936	POR
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW UC	90339	2016	6,802	\$215,000
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW ENG, GOOD UC	90273	2016	8,916	\$174,000
KOMATSU D65PX-18	S-BLADE	92587	2020	1,027	\$319,000
KOMATSU D65WX-18	PAT BLADE, MS RIPPER	92348	2020	2,596	\$275,000
KOMATSU D61PX-24	PAT BLADE, MS RIPPER	45272	2021	2,047	POR
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM	B20850	2020	1,745	\$246,000
KOMATSU D39PX-24	PAT BLADE, MS RIPPER	100179	2021	1,116	POR
<b>Wheel Loaders</b> 					
KOMATSU WA500-8	7.5 YD SPADENOSE BUCKET, AJSS, AUTO LUBE	90642	2022	1,299	POR
KOMATSU WA500-8	8.2 YD BUCKET, AJSS, 875/65 TIRES	A97144	2020	4,844	POR
KOMATSU WA480-8	7.2 YD BUCKET, YARD LOADER	A48237	2022	1,417	POR
KOMATSU WA475-10	5.8 YD BUCKET, AJSS, 775/65 TIRES	A40136	2022	2,347	POR
KOMATSU WA380-8	QC	DZCQ0037	2023	1,029	POR
KOMATSU WA380-8	QC	DZCQ0065	2023	703	POR
KOMATSU WA320-8	QC, REAR FENDERS	86758	2022	2,026	POR
KOMATSU WA270-8	QC	A28834	2020	1,185	\$197,500
<b>Compaction</b> 					
DYNAPAC CA5000D	84" SINGLE DRUM, A/C	10000174VNA033218	2022	898	POR
DYNAPAC CA3500PD	84" SINGLE DRUM, PADFOOT	10000168AJA023630	2019	504	POR
DYNAPAC CA2500D	84" SINGLE DRUM, A/C	10000167HPA035960	2023	559	POR
DYNAPAC CA2500PD	84" SINGLE DRUM, PADFOOT	10000167HNA033445	2022	451	POR
DYNAPAC CA1500D	66" SINGLE DRUM	10000160CPA035261	2023	297	POR
DYNAPAC CC6200VI	84" ASPHALT ROLLER	10000387HJA0213980	2018	266	\$168,000
DYNAPAC CC5200VI	77" ASPHALT ROLLER	10000386JJA023209	2019	173	\$159,000
DYNAPAC CC1300VI	54" ASPHALT ROLLER	10000470TNA034196	2022	139	POR
DYNAPAC CC1100VI	42" ASPHALT ROLLER	10000444ANA034439	2023	125	POR
<b>Excavators / Backhoes</b> 					
KOMATSU PC800LC-8E0	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65380	2019	4,344	\$825,000
KOMATSU PC800LC-8E0	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,870	\$449,000
KOMATSU PC650LC-11	11' ARM, QC, COUNTERWEIGHT REMOVAL SYSTEM	80205	2022	1,828	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45436	2023	1,018	POR
KOMATSU PC490LC-11	13' ARM, QC	A42505	2020	4,332	\$340,000
KOMATSU PC390LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A30676	2021	2,332	POR
KOMATSU PC360LCI-11	13' ARM, QC	A38671	2022	2,150	POR
KOMATSU PC360LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A37574	2020	1,840	POR
KOMATSU PC360LC-11	10' ARM, QC, +1 HYDRAULICS	A38766	2022	1,978	POR
KOMATSU PC290LCI-11	11' 6" ARM, QC	A29168	2022	900	POR
KOMATSU PC290LC-11	11' ARM, QC, THUMB, FOPS, CAB GUARD	K73150	2019	917	\$311,000
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	4,508	\$175,000
KOMATSU PC238USLC-11	9' 6" ARM, QC, THUMB, +1 HYDRAULICS, AUTO LUBE	6908	2020	1,208	\$245,000
KOMATSU PC210LCI-10	9' ARM, QC, +1 HYDRAULICS	A10029	2022	1,002	POR
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS	C81530	2022	1,058	POR
KOMATSU PC170LC-11	8' 7" ARM, QC, THUMB, +1 HYDRAULICS	36454	2023	441	POR
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, +1 HYDRAULICS	59768	2022	811	\$215,000
KOMATSU PC88MR-11	QC, 24, 48" BUCKETS, PRO THUMB, ROADLINERS	C40027	2023	226	\$119,000

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## Motor Graders



KOMATSU GD655-7	14' BLADE, MS RIPPER	65027	2019	1,136	\$299,000
KOMATSU GD655-6	14' BLADE, MS RIPPER	60866	2022	986	POR

## Off-Road Trucks



KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	3,577	\$550,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11664	2020	2,530	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12459	2022	1,978	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12435	2022	1,978	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12502	2022	1,226	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10365	2017	5,256	\$373,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10593	2018	4,957	\$325,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10536	2017	7,146	\$281,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11325	2021	2,153	\$475,000

## Aggregate Equipment

KPI-JCI T400	FABTEC REAR DISCHARGE JAW PLANT	PC351722	2022	670	\$927,100
KPI-JCI K300	SPOMAC REAR DISCHARGE JAW PLANT	C211587	2021	1,743	\$565,350
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	419966	2022	1,014	\$885,375
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	420321	2023	680	\$941,325
KPI-JCI J20	RANGER 2034 TRACK MOUNT JAW	225130	2023	20	\$558,000
KPI-JCI J20CC	RANGER 2034 TRACK MOUNT JAW	225126	2022	1,150	\$518,650
KPI-JCI GT125	PIONEER TRACK MOUNT JAW	420367	2023	164	\$646,350
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	420805	2024	122	\$1,175,250
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	419970	2022	525	\$1,046,175
KPI-JCI 6203-32	SPOMAC SCREEN PLANT	S225575	2022	132	\$341,225
KPI-JCI 6203-32	SPOMAC SCREEN PLANT	S225577	2022	325	\$349,170
KPI-JCI 6203SP	VALE SCREEN PLANT, 9 WAY CHUTES	210342	2021	100	\$244,370
KPI-JCI 6203-32	SPOMAC WASH PLANT WITH SWITCH GEAR	S235497	2023	N/A	\$500,000
AMS GT165	DF SCREEN PLANT, 3 PRODUCTS	214978	2021	567	\$322,100
AMS GT205S	AMS SCREEN PLANT, 2 DECK, MULTI FREQUENCY	225140	2022	802	\$439,100
KPI-JCI 36" X 150'	SUPER STACKING CONVEYOR	420319	2023	461	\$379,725
VALE 36" X 100'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	220784	2022	759	\$195,300
VALE 36" X 80'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	210701	2021	930	\$93,700
SPOMAC 36" X 60'	LOW PRO EXTREME	M22CON1516025	2022	N/A	POR
SPOMAC 36" X 50'	LOW PRO EXTREME	MCON221515911	2022	N/A	POR
SPOMAC 36" X 40'	LOW PRO EXTREME	N/A	2020	N/A	\$26,500
KPI-JCI GT 4860	32" X 60" RANGER TRACK MOUNTED CONVEYOR	235502	2023	147	POR
KPI-JCI GT3260R	32" X 60" RANGER TRACK RADIAL MOUNTED STACKER	235507	2023	12	POR
TRANSCO 32BF	TRANSCO 36" PORTABLE BELT FEEDER, SKID MOUNT	1223370	2021	N/A	\$115,000
SPOMAC 45YD	SPOMAC LOAD OUT BUNKER	M1308146	2021	N/A	POR
SPOMAC 45YD	SPOMAC LOAD OUT BUNKER	S1571526	2022	N/A	POR

## Forestry Equipment

DEERE 2954D	10000 LOGMAX	1FF2954DVE0290211	2014	9,216	\$250,000
TIMBERPRO TL775D	SHOVEL LOGGER TC60 GRAPPLE	TL775D0771081220	2020	1,181	POR
KOMATSU XT460L-3	BUNCHER	A5138	2017	7,965	\$220,000
TIMBERPRO TL745C	BUNCHER	TL745C0555120417	2017	6,375	\$402,500

## Miscellaneous

ATLAS COPCO ROC T45-10	ATLAS COPCO DRILL, 3.5"- 5" HOLE SIZE	G18SED0141	2018	2,748	\$345,000
CARLSON CP100II	PAVER DELUXE PACKAGE, 2 MAN	659CC1S	2021	993	POR
ROADTEC RX600E	MILLING MACHINE, 3 LEG	4172	2023	11	POR
ROADTEC RX700E	MILLING MACHINE, 4 LEG	4053	2021	107	POR

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