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Bellamy Excavating LLC



Gartman Landscaping and Excavation LLC





Andy Moon



Dear Valued Customer:

I hope 2025 is off to a great start. Forecasters predict a positive construction industry outlook and expect increases in most sectors.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

As the busy construction season begins, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations covering Tennessee, Arkansas, and parts of Virginia and Mississippi.

Sincerely,

Power Equipment Company

Andy Moon,
President

**A message from
Power Equipment
Company**

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Check out Smart Construction Base/Rover, which makes it easy to collect data and measure surfaces relative to 3D designs.

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Shaping Knoxville's landscape

Bellamy Excavating LLC has used GPS technology, expertise and relationships to drive two decades of sustainable growth in Tennessee



James Bellamy,
Owner

After graduating from Tennessee Tech University with a degree in civil engineering, James Bellamy quickly realized his passion lay outside of the office. In 2005, he founded Bellamy Excavating LLC, and over the last 20 years, he has built a reputation for high-quality commercial excavation work and steady, sustainable growth.

"I didn't want to do design work; I wanted to be in the field, working with equipment and getting my hands dirty," Bellamy shared. "When I was little, I wasn't allowed to play in the mud, but now I get paid to do just that. It's a job I love."

Today, Bellamy Excavating operates within a 90-minute radius of Knoxville, Tennessee, so it can mobilize easily. It specializes in medium-sized commercial excavation for medical office buildings, restaurants and dental offices.

"Our work is 99% commercial, and much of it comes from repeat business with a handful of

general contractors," noted Bellamy. "We've built strong relationships, and when they ask us to go somewhere, we go."

At the core of Bellamy Excavating's success is its team of 25 high-quality employees, up from the eight employees the company had in its first year.

"When I was little, I wasn't allowed to play in the mud, but now I get paid to do just that. It's a job I love."

-James Bellamy, Owner

"Chris Brown has been with me for years and is hands-down the best thing that's happened to the company," declared Bellamy. "He's on top of everything, explains things clearly, and gets the job done on time. Chris Beeler has also been a right hand to me. They've made my life a lot easier."

Tackling challenges with technology

One of Bellamy Excavating's current projects is for the Anderson County Chamber of Commerce, where the team has encountered significant site challenges.

"This site was previously filled with debris from a bridge demolition," Bellamy explained. "We've had to undercut the building pad and remove rebar, concrete and other material. It's been a mess, but we're working with a geotechnical firm to prepare the site properly."

For Bellamy Excavating, the equipment it uses is critical to its efficiency and success. The company's fleet primarily features Komatsu machinery, including a recently acquired Komatsu D61PXi-24 Intelligent Machine Control (IMC) dozer equipped with GPS technology.

"The D61PXi has been a great asset for us."

-James Bellamy, Owner

"We've been committed to Komatsu since 2005," stated Bellamy. "The service and maintenance they provide are unparalleled, and the machines themselves are dependable and high quality. The D61PXi has been a great asset for us."

Customer snapshot

Company: Bellamy Excavating LLC

Location: Knoxville, Tennessee

Employees: 25

Established: 2005

Area of expertise: Medium-sized commercial excavation

Komatsu equipment: D61PXi-24 IMC dozer, D51PXi IMC dozers and PC210LC to PC360LC excavators

Komatsu technology: Intelligent Machine Control (IMC), 3D models and takeoffs

Bellamy Excavating relies on equipment like its new Komatsu D61PXi-24 Intelligent Machine Control (IMC) dozer and its Komatsu PC360LC excavator to complete various commercial excavation projects.

▶ VIDEO





An operator cuts to grade with a Komatsu D61PXi-24 IMC dozer.

Adopting GPS technology has significantly improved the company's workflow and precision on jobsites.

"For years, we were old school and resisted GPS, but I wish we had made the switch sooner," Bellamy reflected. "Now, we use Komatsu's modeling division for takeoffs, plug that into our GPS systems, and let the technology guide us. It's faster, more efficient and eliminates the guesswork."

The transition to GPS has also allowed Bellamy Excavating to reduce the time spent on rework.

"Before GPS, we relied on surveyors to stake jobs, but stakes would get knocked out, and we'd have to redo everything," said Bellamy. "Now, the GPS ensures we're on grade the first time, which saves us time and money."

Bellamy Excavating's fleet also includes several Komatsu D51PXi IMC dozers, Komatsu excavators ranging from the smaller PC210LC to the larger PC360LC, and HAMM rollers. This variety allows the company to match the right machine to the specific needs of each project, ensuring efficiency and accuracy.

Equipment and GPS modeling support

Bellamy credits much of the company's success with the new technology to the support from Power Equipment Company, its Komatsu distributor.

"Power Equipment has been a huge resource for us," Bellamy commented. "Whether it's helping us get started with GPS, troubleshooting or providing maintenance, they've been there every step of the way. I don't think we'd be as successful without them."

"Power Equipment has been a huge resource for us."

-James Bellamy, Owner

Bellamy works closely with Power Equipment Territory Manager Aaron Dockery and Komatsu Construction 3D Modeler Manager Maria Henry, who assist with equipment selection and project takeoffs respectively.

"Aaron helped us decide between a Komatsu D51 and a D61," Bellamy said. "The D61 offered more horsepower and a bigger blade, and now that we have it, we couldn't be happier. Maria has also been instrumental in creating models and takeoffs that keep our jobs running smoothly."

Bellamy Excavating also values opportunities to explore equipment firsthand, including visits to Komatsu's Cartersville Customer Center in Georgia.

"Going to Cartersville allows us to test different equipment under various conditions,"



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Continued...

'Every day, we aim to provide the best work possible'

... continued

Bellamy noted. "It helps us make informed decisions about what fits best in our fleet."

Family-focused future

Moving forward, Bellamy hopes to pass the business to the next generation while continuing to emphasize quality and strong relationships.

"We're a family here, and I hope to see our employees' kids and my sons take an interest in the business," said Bellamy. "This industry is challenging but rewarding, and I want to create a legacy built on faith, quality and hard work."

For Bellamy, the key to future growth lies in maintaining a balance between tradition and innovation.

"We strive to stay up to date with technology while sticking to our values," Bellamy stated. "Every day, we aim to provide the best work possible and deliver great results for our clients." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Bulk excavation is made easier with Komatsu excavators like the PC360LC.

By the numbers

- 20 years in business
- 90-minute working radius of Knoxville, Tennessee
- 99% of projects are commercial
- 1 time is all it takes to achieve final grade with Komatsu Intelligent Machine Control (IMC) dozers, eliminating the need for rework and saving time and money

(L-R) Power Equipment's Aaron Dockery partners with Bellamy Excavating's James Bellamy, Chris Brown, Chris Beeler, Jordan Davidson, Celvin Jones and Craig Stewart.



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Turning a side hustle into a successful business

Gartman Landscaping and Excavation LLC rapidly ascends in the residential and commercial construction industry with a dedicated team and precise equipment



Silas Gartman,
Owner

At 13 years old, Silas Gartman began mowing lawns in his Chattanooga, Tennessee, neighborhood as a side hustle.

"I started out push-mowing lawns, mulching beds and trimming bushes after school and on weekends," recalled Gartman. "At the beginning, I didn't even have a truck; I would just walk around the neighborhood with my push mower and knock on people's doors and leave fliers in their mailboxes. Over the years, I started developing more into installations like retaining walls, patios, concrete patios and sidewalks. Today, we're completing a variety of sitework developments."

Gartman Landscaping and Excavation LLC was officially founded in September 2022,

a full year before Gartman could buy his first beer. The company quickly flourished and now serves both residential and commercial clients in the construction and landscaping industries, specializing in excavation, grading, utilities and high-end landscaping. It operates within about a three-hour radius of Chattanooga, allowing it to grow its client base and take on a diverse range of projects. From residential hardscapes to large-scale commercial sitework, Gartman Landscaping and Excavation has built a reputation for delivering quality results, and Gartman credits his hard-working 10-member crew as a main reason for the company's success.

"We might be a business that started three years ago, but our guys have been doing this type of work for years and years," said Gartman. "They came here because they found a company where they feel like family, and we push and strive for excellence. People appreciate how much we care about our work on a day-to-day basis."

Customer snapshot

Company: Gartman Landscaping and Excavation LLC

Location: Chattanooga, Tennessee

Employees: 10

Established: 2022

Area of expertise: Residential and commercial sitework, including excavation, grading, utilities and high-end landscaping

Komatsu equipment: D39PX dozer, D51PXi-24 IMC dozer, PC138USLC-11 excavator and PC360LCi-11 IMC excavator

Komatsu technology: Intelligent Machine Control (IMC)

Investing in IMC

To tackle its larger projects, Gartman Landscaping and Excavation invested in several pieces of Komatsu equipment, including a D39PX dozer, a D51PXi-24 Intelligent Machine Control (IMC) dozer, a PC138USLC-11 excavator, and a newly acquired PC360LCi-11 IMC excavator.

***"You can't beat a Komatsu
— hands down."***

- Kobe Richards, Foreman

An operator uses a Komatsu D51PXi-24 Intelligent Machine Control (IMC) dozer to push material down a slope.



► VIDEO

"We run different sizes of equipment depending on the project," Gartman explained. "The D39 is perfect for final grading tight areas around homes, while the PC138 helps us clear faster and more productively than a smaller excavator. We needed larger machines like the D51PXi dozer and PC360LCi excavator for moving large amounts of dirt on our bigger jobs."

Foreman Kobe Richards appreciates the IMC technology integrated into the D51PXi-24 dozer, which has helped Gartman Landscaping and Excavation work faster and with more precision.

"The intelligent system is immaculate," Richards declared. "It maps everything out on a display inside the cab, so you know exactly where you need to cut or fill. It's smooth, efficient and saves us a ton of time because we don't have to move



An operator moves material with a Komatsu D51PXi-24 IMC dozer at a subdivision jobsite in Chattanooga, Tennessee.

dirt twice or stake entire projects. It can handle tough cuts and fills without bogging down. It makes life easy and really helps out a lot. You can't beat a Komatsu — hands down."

Currently, Gartman Landscaping and Excavation is using the Komatsu equipment to efficiently complete a 42-home subdivision in Chattanooga. The D51PXi-24 dozer will be used to move bulk amounts of material, while the PC360LCi-11 excavator will handle the heavy lifting by loading topsoil and performing deep cuts.

Power Equipment support

In addition to the Komatsu equipment, Gartman Landscaping and Excavation's relationship with Power Equipment Company has been crucial to the company's growth. Gartman highlighted the exceptional support he's received from Power Equipment and Territory Manager Corey Shumpert.

"Komatsu equipment is by far the smoothest and most reliable I've used."

- Silas Gartman, Owner

"When I first started looking for bigger equipment, none of the other equipment distributors would give us a chance, but

Corey at Power Equipment believed in us," Gartman shared. "He worked with me to get the machines we needed, and the support has been amazing since day one."

"Power Equipment is always there, always answers the phone, and always shows up when we need something."

- Silas Gartman, Owner

Gartman continued, "Support for small businesses is especially essential because if a machine is down, it really hurts us. A bigger company might have another one to fill its spot, but we don't. Power Equipment's ability to come out the same day to fix an issue is a big thing for us. Power Equipment is always there, always answers the phone, and always shows up when we need something."

The equipment itself is another reason Gartman continues to partner with Komatsu and Power Equipment. He values the performance, reliability and ease of maintenance the machines provide.

"Komatsu equipment is by far the smoothest and most reliable I've used," Gartman commented. "From visibility to maintenance access, everything is designed to make our



**Kobe Richards,
Foreman**



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Continued...

'We're excited to take on bigger challenges'

... continued

jobs easier. Even the small details like the AC and radio are better than other brands."

Focused on larger projects

Looking ahead, Gartman Landscaping and Excavation has ambitious plans. While it remains committed to residential

projects, its focus is shifting toward larger commercial developments.

"Our goal is to keep adding employees and equipment and grow into more civil work, like subdivisions and commercial buildings," Gartman stated. "We'll always do residential landscaping, but we're excited to take on bigger challenges."

For Gartman, the success of the company is about more than just the bottom line — it's about building something lasting and taking care of his team.

"I'm blessed to have come this far," Gartman concluded. "I want to keep providing for my employees, their families, and the clients who trust us to do quality work." ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



(L-R) Power Equipment Territory Manager Corey Shumpert works closely with Gartman Landscaping and Excavation's Silas Gartman and Frank Bernal to find the right Komatsu machines for their projects.

By the numbers

- 3-hour working radius around Chattanooga
- 42-home subdivision in Chattanooga is currently in development
- 13-foot cuts are easily managed with a Komatsu PC360LCi-11 IMC excavator

A Komatsu PC360LCi-11 IMC excavator is Gartman Landscaping and Excavation's newest addition.



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Our suite of digital tools, **Smart Construction** and **Smart Quarry**, can help you manage your machines, manpower and material to new levels of efficiency and understanding, unlocking greater profits.

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Positive outlook for construction

Rate cuts and economic growth have forecasters predicting sizable industry increases in 2025, with expansion across most market sectors

In late 2023, the Federal Reserve indicated it was done raising rates, which led to a positive outlook for 2024 by construction industry forecasters. Not only did the Fed pause rates, but it also cut rates, promoting growth and giving the forecasters an even rosier picture for 2025.

"On the economic side, the U.S. economy posted healthy growth in 2024 and is expected to continue in 2025," according to Dodge Construction Network's "Outlook 2025" published in November.¹ "Perhaps most significant for the construction outlook is the Federal Reserve's changing stance on interest rates. In September, it initiated an aggressive 50 bps (basis points) cut in its policy rate. This rate change will begin to positively impact the economy, particularly in interest-rate-sensitive industries such as construction, during 2025."

Dodge, North America's leading provider of data and analytics for the construction industry, forecasts:

- A 9% increase in the value of total construction starts, up to \$1.3 trillion¹
- Residential starts rising by 12% to \$441 billion¹
- Non-residential rising up 6% to \$467 billion¹
- A 9% bump in infrastructure to \$368 billion¹

Dodge predicts an increase in each segment of every category with the exception of warehouses and other non-residential in the

non-residential sector, where it sees a drop of 0.5% and 10.5% respectively.² Other segment data from Dodge:

- Stores and shopping centers lead non-residential with a predicted increase of 16.6%²
- Hotels and motels follow closely with a 16.2% increase²
- In residential, multifamily housing leads the way with a forecasted increase of 15.7%²

Highway and bridge boost

The highway construction and bridge construction outlooks appear positive as well:

- Dodge sees a 14.2% and 11% growth, respectively²
- The American Road & Transportation Builders Association (ARTBA) expects a big bump in infrastructure with an 11.5% boost in highway construction² and 8.9% in bridge work²

"Several states increased their own revenues to match federal funds and make additional transportation investments, using a combination of General Fund transfers, bond issues, business taxes and other user-fee increases," said Alison Black, ARTBA Senior Vice President and Chief Economist, in an article by Engineering News-Record (ENR), "2025 Forecast: Rate Cuts Expected to Boost Construction."²

"The growth forecast is driven largely by the positive economic outlook, strong government spending, and falling interest rates, which help to support growth in the residential and non-residential building sectors."

*-Michael Guckes,
Chief Economist,
ConstructConnect*

Longtime forecaster Fails Management Institute (FMI) also sees an increase in highways and streets, though not as big of a jump. It told ENR it saw:

- A 3% growth in highways and streets as part of an overall increase of 5% in the non-building structures category²
- The water supply sector as the prime mover in non-building at 7.8%²



New residential construction starts will be in positive territory in 2025, according to construction industry forecasters.



Construction industry forecasters predict significant gains for road and bridge construction in 2025.

- Forecast of an increase in the power sector of 6.4%²
- An increase in sewer systems of 5.3%²

Strong government spending

ConstructConnect Chief Economist Michael Guckes' forecast, "US Construction Starts: 2025 Growth Forecast by Sector,"³ sees:

- An 8.5% rise in total construction starts, led by residential construction with a 12% increase compared to 2024³
- Growth within the residential sector at 13.1% for single-family housing and 9.5% for multifamily³
- Positive numbers for the non-residential sector (8% increase) and civil engineering (5.3% increase)³

"The growth forecast is driven largely by the positive economic outlook, strong government spending, and falling interest rates, which help to support growth in the residential and non-residential building sectors," Guckes stated. "After two years of large declines, we expect total residential building to return to growth in 2025."

Tariff impact

According to the National Association of Home Builders, President Trump's proposed new tariffs on China, Canada and Mexico are projected to raise the cost of imported construction materials by \$3 billion to \$4 billion, depending on the specific rates, which will raise construction costs and harm housing affordability.⁴

As of Feb. 4, 2025, Guckes stated that "ConstructConnect maintains its positive outlook for the US and Canadian construction economies for 2025."⁵ ■

By the numbers

- Total construction: Dodge **+9%**, ConstructConnect **+8.5%**, FMI **+2%**
- Residential: Dodge **+12%**, ConstructConnect **+12%**, FMI **+1.3%**
- Non-residential: Dodge **+6%**, ConstructConnect **+8%**
- Highways: Dodge **+14.2%**, ARTBA **+11.5%**, FMI **+3%**
- Bridges: Dodge **+11%**, ARTBA **+8.9%**

1. https://success.construction.com/l/844283/2024-11-19/c2l7bh/844283/1732045851UzyfWz8l/Outlook_2025_ebook_2.pdf
2. <https://www.enr.com/articles/59861-2025-forecast-rate-cuts-expected-to-boost-construction>
3. <https://www.constructconnect.com/construction-economic-news/us-construction-starts-2025-growth-forecast-by-sector>
4. <https://www.nahb.org/advocacy/top-priorities/material-costs/how-tariffs-impact-home-building>
5. <https://www.constructconnect.com/construction-economic-news/tariffs-and-the-outlook-for-the-construction-economy>

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Tips to help keep operating costs down

Find lower fuel costs with five timely tips

Fuel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

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

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can

guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils,



There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.



A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.

and in most instances, "economy" mode will get the job done while controlling fuel burn

- The "power" mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using

equipment, including choosing the right size for the job.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. ■

Hands-on happenings at Cartersville

During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout



Watch the video

Gaining general insights into how equipment and technology provide value can benefit your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

Komatsu Smart Construction and Smart Quarry representatives set up display areas to provide information on solutions available for jobsite management, such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives also provided information about Komatsu's central hub for fleet management.

"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture



(L-R) Tycon Excavating's Patrick and Bill Tatum look over a Komatsu PC900LC-11 excavator with Power Equipment's Joe Tant and Tanner Beecham.





► VIDEO

Demo Days attendees operate equipment.

of what we have to offer in helping them with equipment and the digital transition of their operations."

Informative presentations

Each day began with informative presentations about equipment and Smart Construction and Smart Quarry solutions that Komatsu offers to help drive productivity, efficiency and customers' sustainability goals. Hands-on operation followed, letting customers operate a mix of standard, Intelligent Machine Control (IMC), hybrid and electric machinery in working environments across the 38-acre site.

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." ■



Komatsu Smart Construction experts explain how to use Smart Construction solutions designed to promote jobsite efficiencies.

By the numbers

- 3-day event
- 40+ products on display
- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry

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Substantial improvements in performance

WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs

Komatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments
- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump

systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." ■

Quick specs

Model	Operating weight	Net horsepower	Bucket capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd ³



The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.



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Real-time data to optimize operations

Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production

You're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"Smart Quarry Site offers a more comprehensive tracking over a longer period of time to provide a more in-depth understanding of a quarry and ways to improve it."

*-Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions
- Compare operator or shift performance to reward your best operators and coach those needing improvement
- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

"The hardware is wired into your machines, and it's pulling data such as payload from the truck and reporting back to the loader operator,



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.

so they know exactly how many tons per pass they have done,” said McGinnis. “Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling.”

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers,” noted McGinnis. “We have a dedicated team that’s ready to deploy to the site, monitor and work with customers to optimize their operations.”

Prime example

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed

on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers.”

*– Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

“One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks’ payloads, which equated to about eight additional tons per truck,” McGinnis stated. “If you’re running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That’s a big bottom-line improvement.”

McGinnis added, “Something like that could also change practices because if you hit a production target faster, you don’t have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started.” ■



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Expand data-collection capabilities

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

On a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster.”

*— Ron Schwieters,
Smart Construction Senior
Customer Manager,
Komatsu*

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

“Komatsu’s 3D Machine Guidance solution was originally designed just for excavators,” explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. “3D Machine Guidance Flex expands on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator’s perspective. They were no longer relying on survey personnel to tell them where grade is

and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up.”

Prevent over-digging and missed fills

A tablet mounted in the machine’s cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster,” said Schwieters. “Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started.” ■



With Smart Construction 3D Machine Guidance Flex, as-built data is collected from nearly any machine, including scrapers, loaders or pickups.



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Data-driven solutions

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

Data is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as Intelligent Machine Control (IMC)

dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

Anetsberger continued, "We recently had a first-time technology user on a project utilizing

Continued ...



Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.

Many solutions available

... continued

a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote

are logical next steps to make a powerful combination."

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:

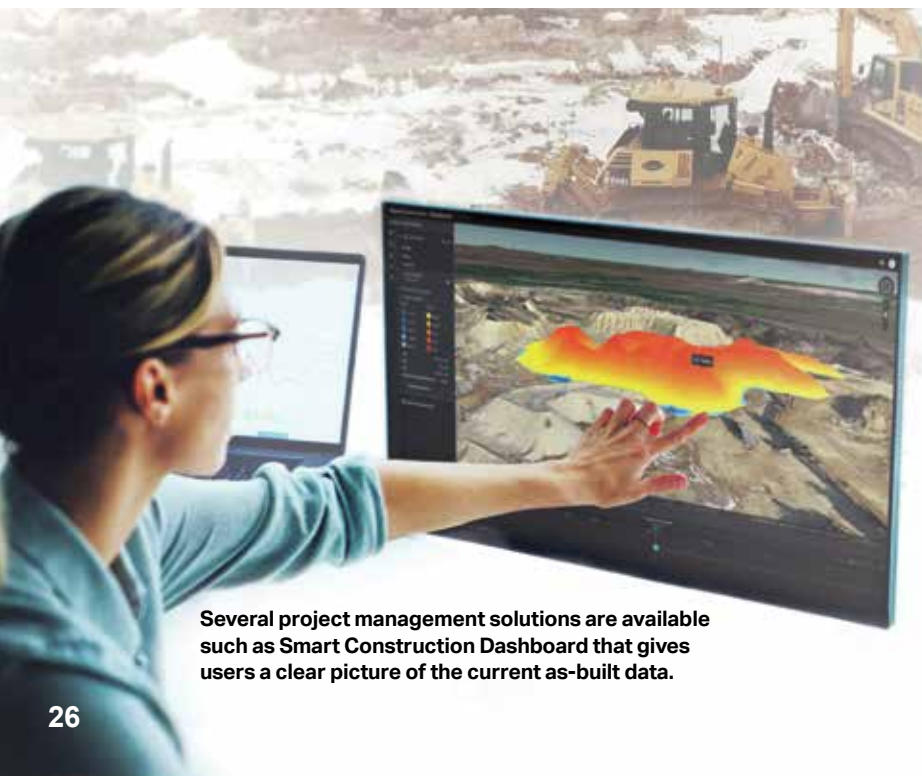
- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■



Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.

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Accurate measurements at all times

Komatsu's Smart Construction Base/Rover system makes it easy to collect data and measure surfaces relative to 3D designs

Knowing at any time how close a jobsite is to the project design's final grade has never been easier. One of the simplest ways to get accurate measurements is with a Komatsu Smart Construction Base/Rover combination that features advanced global navigation satellite system (GNSS) technology currently available to deliver precise measurements, even in challenging environments.

"Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

*-Darrell Binnion,
Product Trainer,
Technology Business Support,
Komatsu*

Komatsu's Base/Rover technology features patented Universal Tracking Channels designed to enhance the efficiency of identifying and using satellite signals. This innovative approach aims to optimize satellite signal processing, offering users improved connectivity in various conditions.

"Our Komatsu-branded base and rover was designed with customers in mind, with a

typical setup that includes a receiver and a data collector, that are compatible with a rover pole, and tripod and bipod poles," said Darrell Binnion, Product Trainer, Technology Business Support, Komatsu. "Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

Ultimate signal lock

Easy to learn and use, this versatile solution with a signal scrubbing fence antenna provides ultimate signal lock, high-accuracy RTK (real-time kinematic) positioning, multiple communication configurations and LongLink interference-free communication, helping you complete your work with precision and speed.

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol
- L Band-ready technology with HiPer VR
- A highly configurable design to grow with you
- Topcon Universal Tracking Channels technology that tracks GNSS signals currently available and is designed to track the constellations and signals of tomorrow
- Field-tested, field-ready, IP67-rated design
- Compact form ideal for millimeter GPS and hybrid positioning
- Revolutionary nine-axis IMU and ultra-compact three-axis eCompass
- Compatibility with Smart Construction Remote

Customers frequently purchase Smart Construction Base/Rover with Komatsu's Intelligent Machine Control dozers and excavators, as well as 3D Machine Guidance and the 3D Machine Guidance Flex kits. These kits use the base and rover units to communicate with satellites and radio, ensuring accurate grading and site layout.

"The setup comes with many advantages, the main one being support and training from our team and your distributor's technical solutions experts," said Binnion. "Another is that you can bundle and purchase with an Intelligent Machine Control dozer and excavator and finance it all together." ■



The Komatsu Smart Construction Base/Rover combination is designed to deliver precise measurements even in challenging environments with advanced global navigation satellite system (GNSS) technology.



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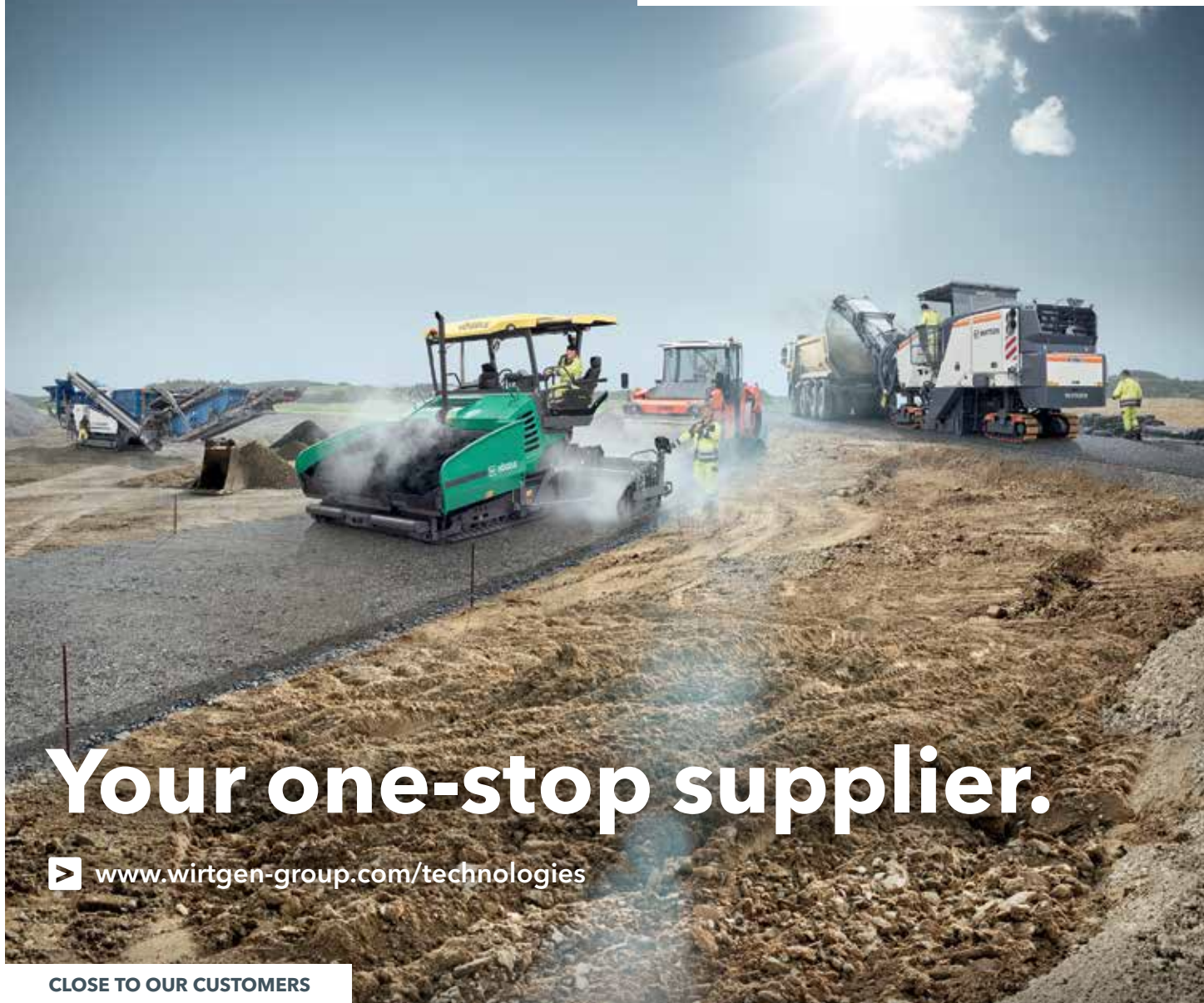
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Articulated Truck				
2017 Komatsu HM400-5	10593	J00819	Nashville, TN	7,733
Compaction				
2023 HAMM HC 120i	H252.0062	BJ00745	Lexington, KY	425
2023 HAMM HC 130i P	H254.0320	BJ00789	Fort Wayne, IN	384
2023 HAMM HD 14i VO	H285.1262	E000972	Indianapolis, IN	50
Dozers				
2023 Komatsu D51PX-24	16126	J00849	Little Rock, AR	1,858
2020 Komatsu D61PXi-24	B1177	J00831	Louisville, KY	2,713
2022 Komatsu D61PXi-24	B65579	BJ00824	Bowling Green, KY	3,893
2023 Komatsu D61PXi-24	B66209	J00847	Nashville, TN	1,963
2023 Komatsu D61PXi-24	B66204	J00848	Nashville, TN	1,921
2023 Komatsu D65EX-18	96294	J00846	Nashville, TN	1,675
2023 Komatsu D61PXi-24	B66325	J00860	Louisville, KY	1,615
2022 Komatsu D71PX-24	70711	J00840	Indianapolis, IN	820
2023 Komatsu D71PX-24	71510	J00857	Louisville, KY	1,400
2017 Komatsu D39PXi-24	95443	BTE24608	Evansville, IN	3,278
2024 Komatsu D51PX-24	B25493	BTP24N08	Paducah, KY	509
2020 Komatsu D51PXi-24	B20927	PT32674	Tupelo, MS	3,978
2018 Komatsu D61EX-24	B60510	PTC1174	Nashville, TN	5,558
2023 Komatsu D61PX-24	B65880	BTE24503	Little Rock, AR	3,463
Excavators				
2023 Komatsu PC130-11	92518	J00856	Corbin, KY	200
2022 Komatsu PC210LC-11	A13528	J00845	Springdale, AR	2,741
2022 Komatsu PC240LC-11	A22735	J00854	Louisville, KY	2,055
2018 Komatsu PC210LC-11	C80357	J00731	Little Rock, AR	3,500
2019 Komatsu PC210LC-11	C80659	J00738	Little Rock, AR	3,460
2023 Komatsu PC88MR-11	C40346	BTF24419	Fort Wayne, IN	1,069
2023 Komatsu PC88MR-11	C40249	PT36672	Memphis, TN	234
2022 Komatsu PC210LC-11	A13450	PT33446	Little Rock, AR	2,746
2021 Komatsu PC210LC-11	A13445	PT34679	Memphis, TN	4,400
2023 Komatsu PC210LCi-11	A10099	PTB59403	Nashville, TN	1,231
2022 Komatsu PC210LCi-11	A10022	BTP24N16	Paducah, KY	729
2018 Komatsu PC238USLC-11	5138	BTN24909	Indianapolis, IN	4,288
2021 Komatsu PC360LCi-11	A38491	E000844	Louisville, KY	3,186
2022 Komatsu PC360LC-11	A398945	E001013	Indianapolis, IN	1,550
2024 Komatsu PC360LC-11	A39881	BTN24908	Indianapolis, IN	488
2020 Komatsu PC490LC-11	A42494	BTE24D25	Evansville, IN	5,914
Pavers				
2022 LeeBoy 8520B	8520-347993	PT33557	Knoxville, TN	1,600
2019 LeeBoy 8515	242518	BTF24D17	Fort Wayne, IN	2,508
2023 LeeBoy 8520C	8520.380703	E000872	Louisville, KY	990
Skid Steers				
2020 Takeuchi TL12V2-CR	4120003231	BTP24D24	Paducah, KY	668
Wheel Loaders				
2022 Komatsu WA320-8	86807	PT35091	Nashville, TN	3,347
2023 Komatsu WA320-8	A51446	PT35705	Kingsport, TN	3,030
2019 Komatsu WA270-8	A28585	PTJ00838	Nashville, TN	5,337



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