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A publication for and about Power Equipment Company's customers • www.PowerEquipteeter.com • Issue 4, 2025

Pro-Site Construction LLC



Adam Plunk Construction





Andy Moon

A message from Power Equipment Company



Dear valued customer:

It is a pleasure to partner with Komatsu — a proud member of the United States manufacturing community — and be able to provide you with innovative, high-quality equipment. While Komatsu is a global brand, it has an extensive presence in North America, with several manufacturing operations across the U.S., including Tennessee and Kentucky. In this issue, you can delve into Komatsu's rich history, and discover how its core values help the company leave a positive impact on the industry and beyond.

We were happy to see many of you in attendance at Komatsu's Spring Demo Days 2025. The event gave customers a firsthand look at Komatsu's new solutions and the opportunity to operate various machines, such as intelligent machine control (IMC) dozers and excavators. Talk with your local representative if you are interested in participating in the next Demo Days. We look forward to seeing you there!

This issue also highlights Komatsu's Parallel Link Undercarriage System (PLUS), which is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most. Check out the article to learn all about its performance-focused design.

If you are planning a rebuild on your large equipment and want to reduce your overall total cost of ownership, try Komatsu's Firm Future Order (FFO) program. It is a proactive approach to rebuilding that guarantees parts availability without expedited or air freight costs.

To help drive customer and team member engagement and collaboration, you can read about relational leadership, which is a management strategy that aims to build genuine, trust-based relationships. Business relationship expert Ed Wallace explains how emphasizing a relationship-first mindset can help build a lasting legacy.

Additionally, there are many more valuable articles I think you will enjoy, from customer success stories to product showcases to an update on bonus depreciation.

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

A handwritten signature in black ink, appearing to read "Andy Moon". The signature is fluid and cursive, written over a light-colored background.

Andy Moon,
President

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Strength in self-performance

From subdivisions to multifamily sites, Pro-Site Construction manages projects with in-house crews and decades of expertise



Paul Frazier,
President and
Co-owner



Michaelle Terhune,
CFO and Co-owner

Pro-Site Construction LLC has been a steady force in the Memphis-area construction market for more than 16 years, providing a mix of civil contracting and residential development services. Founded by Paul Frazier and Michaelle Terhune, the company has grown from modest beginnings into one of the region's most recognized names in sitework.

"We started Pro-Site Construction with just three crews," recalled Frazier. "Today, we have 14 crews, more than 90 pieces of iron and over 100 employees. We set Pro-Site Construction up to basically self-perform everything but soil cement and asphalt in-house."

Pro-Site Construction serves a wide footprint that covers western Tennessee and northern Mississippi, including Shelby, Fayette, Tipton and DeSoto counties, and has recently

expanded its reach into Jackson, Tennessee, as well. The company's dual role as both a civil contractor and residential developer allows it to balance third-party projects for general contractors, churches, schools and apartment owners with in-house work through PFMT Holdings, its sister development company. This mix gives Pro-Site Construction stability in all market conditions.

"We set Pro-Site Construction up to basically self-perform everything but soil cement and asphalt in-house."

- Paul Frazier,
President and Co-owner,
Pro-Site Construction

"Our typical projects range from 200- to 300-unit multifamily sites to school additions and large residential subdivisions," explained Frazier. "We usually have nine to 11 subdivisions running at once, with 30 to 60 lots in each phase. Diversification in our project portfolio has been key to our success."

Pro-Site Construction's success is rooted not just in projects, but in people. The company has built a culture of loyalty and longevity among its crews. Terhune noted that this approach creates lasting stability for both employees and the business.

"We don't have a lot of turnover because we keep our people busy," shared Terhune. "In this industry, it's common to lay people off when the weather turns, but we don't want our employees and their families to have that kind of lifestyle. They work hard, so we find things for them to do. It may not always be revenue-generating work, but it keeps families supported. I think that loyalty is a big reason why our turnover is so low."

Technology fuels productivity

From the start, equipment has played a defining role in Pro-Site Construction's ability to self-perform nearly all phases of construction. Today, the company relies heavily on Komatsu excavators, including multiple PC360LC models and a newly acquired PC390LC. These machines anchor Pro-Site Construction's pipe and utility crews, particularly for drainage and sewer projects.

Customer snapshot

Company: Pro-Site Construction LLC

Location: Memphis, Tennessee

Employees: 100+

Established: 2009

Areas of expertise: Civil construction and residential development

Komatsu equipment: PC210LC, PC360LC and PC390LC excavators; D51PXi-24 and D61PXi-24 IMC dozers; WA270 wheel loaders

Komatsu technology: intelligent machine control (IMC)

An operator excavates material at a jobsite with a Komatsu PC360LC excavator.





► VIDEO

When cutting a trench, an operator relies on a Komatsu PC390LC excavator to remove the material.

“Our primary machines are the PC360 excavators,” Frazier noted. “They have the size and power we need for utility work, and our operators know how to get the most out of them. Adding the PC390 gives us even more capability as we take on larger projects.”

Pro-Site Construction also uses Komatsu D51PXi-24 and D61PXi-24 intelligent machine control (IMC) dozers equipped with integrated GPS technology. This capability has allowed the business to modernize operations while improving productivity.



An operator uses a Komatsu D61PXi-24 intelligent machine control (IMC) dozer.

“Investing in GPS dozers made sense for us. It speeds up production, reduces the need for constant staking and helps us deliver pad-ready lots faster.”

*- Paul Frazier,
President and Co-owner,
Pro-Site Construction*

“Investing in GPS dozers made sense for us,” Frazier remarked. “It speeds up production, reduces the need for constant staking and helps us deliver pad-ready lots faster. Our younger operators especially adapt quickly to the technology, which keeps us moving forward.”

Terhune agreed that technology is reshaping the way the company approaches projects.

“The GPS systems feel natural to the new generation of operators,” commented Terhune. “They grew up with technology in their hands, and that translates well to IMC machines.”

Partnership built on trust

Power Equipment Company has been a trusted partner since Pro-Site Construction’s inception in 2009. During the recession, when financing was difficult, Power Equipment stepped in with creative solutions to help the young company secure the machines it needed.

“Power Equipment believed in us when others wouldn’t,” Frazier acknowledged.



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Continued...

'A true partner in our business'

... continued

"They structured deals that made sense, like rental-purchase options, and helped us build our fleet when times were tough. That's the kind of support you don't forget."

Terhune emphasized that the partnership has gone beyond equipment transactions.

"They opened their doors to us and worked to find solutions when we needed them most," said Terhune. "Over the years, they've become more than a distributor — they're a true partner in our business."

By the numbers

- 14 crews
- 90 pieces of equipment
- 30- to 60-lot residential subdivisions and 200- to 300-unit multifamily sites are typical projects for Pro-Site Construction



(L-R) Pro-Site Construction's Paul Frazier and Michaelle Terhune work closely with Power Equipment's Jamey Frewin to find the best equipment for their diverse projects.

Pro-Site Construction uses Komatsu WA270 wheel loaders to move equipment and material around its jobs efficiently.



Sales representatives have also played an important role in strengthening that relationship. While longtime representative Jim Burford left a lasting impression, the company has recently been working with Jamey Frewin, who has shown the same commitment to understanding Pro-Site Construction's needs.

"Jim was a great friend and a great salesman, and he helped us build our business," Frazier declared. "Now, Jamey has stepped in and is taking the time to meet with our team, educate us on the equipment and make sure we're supported. That kind of effort means a lot."

Pro-Site Construction also leverages Komatsu Care, a manufacturer-scheduled maintenance program through Komatsu, which has proven invaluable in keeping machines at peak performance without burdening the company's in-house resources. Terhune added that the program strengthens the connection between Pro-Site Construction's field and office teams.

"Komatsu Care is a huge advantage because they call the office directly to schedule services."

- Michaelle Terhune,
CFO and Co-owner,
Pro-Site Construction

"Komatsu Care is a huge advantage because they call the office directly to schedule services," Terhune described. "It takes the guesswork out of maintenance and extends the life of our fleet. The technicians come to us, handle the service and let us stay focused on building."

Steady growth

Looking ahead, Pro-Site Construction has no plans to slow down. With a portfolio of residential subdivisions and steady third-party contracts, the company sees a strong pipeline of work for the next several years.

"We have a four- to five-year runway with our in-house developments alone," Frazier stated. "On top of that, we continue to secure multifamily and municipal projects. We may not have a crystal ball, but we know we're well positioned for the future." ■

**The opinions expressed here are based on the customer's specific experience. Results may vary.*



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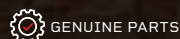
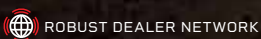
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Rooted in the community

Adam Plunk Construction has built lasting trust through custom residential dirt work and a hands-on approach



Adam Plunk,
Owner

Adam Plunk grew up surrounded by the timber industry, but when logging became saturated in his hometown, he charted a new path. In 1999, he founded Adam Plunk Construction out of Bethel Springs, Tennessee, and began focusing on dirt work and land development.

"I grew up in the log woods and always thought I would log for a living," shared Plunk. "By the early '90s the industry changed, and to compete would have taken a million dollars' worth of equipment. I decided to buy a dozer and a backhoe instead, and we've been running ever since."

The company's scope of work has stayed intentionally small. Rather than chasing large commercial contracts, Plunk built a reputation for delivering custom jobs such as land clearing, pad building and residential dirt work. That deliberate focus has positioned the business as a trusted partner for homeowners and small landowners alike.

"We like to do custom dirt work and clearing," explained Plunk. "Most of our jobs are residential, like building a pad for a young couple who want to put their dream home on a piece of land. That's the kind of work I enjoy."

While about 90% of Adam Plunk Construction's projects are based in McNairy County, the company's territory stretches across nearby Chester, Hardeman and Hardin counties, with occasional work in northern Mississippi. Operating as a lean team, Adam Plunk Construction consists of one operator, a part-time dump truck driver and Plunk himself, who is always on-site ensuring that every project reflects his high standards and personal attention. That presence is a selling point for customers.

"People know they're working directly with me, not just a crew."

- Adam Plunk,
Owner,
Adam Plunk Construction

"I'm on the job every day for 10 hours," Plunk noted. "People know they're working directly with me, not just a crew. I don't leave a job until it's how I want it, and I treat every site like it's my own."

Plunk believes that attention to detail is what sets his company apart. He has built a business model based on word-of-mouth referrals and repeat clients. In fact, some of today's customers are the children of past clients, reflecting the multigenerational trust he has developed.

"We just try to do a great job and give people a fair price," emphasized Plunk. "Seeing the satisfaction on people's faces is what keeps me going."

Customer snapshot

Company: Adam Plunk Construction

Location: Bethel Springs, Tennessee

Employees: 3

Established: 1999

Areas of expertise: Residential dirt work, custom clearing, pad building and land development

Komatsu equipment: PC210 excavators; D51PX-24 dozer

An operator cuts through tough material with the edge of the blade on a Komatsu D51PX-24 dozer.





▶ VIDEO

Adam Plunk Construction uses Komatsu PC210 excavators to handle everything from clearing land to burning brush to digging ponds.

Equipment that delivers

Komatsu machines from Power Equipment Company are at the heart of Adam Plunk Construction's ability to deliver high-quality results. Plunk runs two Komatsu PC210 excavators, including a new model purchased this year with a hydraulic coupler, and a Komatsu D51PX-24 dozer. The excavators handle everything from clearing land to burning brush to digging ponds, while the dozer shapes pads and manages topsoil. Together, they give Plunk the flexibility to tackle a wide range of projects.

"About 80% of our machine hours go on those excavators because you can do just about everything with them," commented Plunk.

Reliability is one of the main reasons Plunk continues to invest in Komatsu equipment. He values machines that require minimal downtime and deliver consistent power and performance. Those factors are essential for a small company that needs to maximize productivity.

"Komatsu machines just run," declared Plunk. "They're strong, powerful and simple to operate, and they don't give us any trouble. Not having to constantly work on equipment makes a huge difference for a small operation like mine."

"Komatsu machines just run. They're strong, powerful and simple to operate, and they don't give us any trouble."

- Adam Plunk,
Owner,
Adam Plunk Construction

Strong partnership

Support from Power Equipment and sales representative Chad Roberts further enhances the value of Komatsu machines. Plunk bought his first Komatsu excavator in 2007 and has relied on Roberts ever since. The relationship is built on trust and follow-through.



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Continued...

'I love being outside and working in the dirt'

... continued

"My relationship with Chad is excellent," Plunk stated. "He always answers the phone, gets me what I need and does what he says he'll do. He takes care of me."

The ease of working with Power Equipment extends to rentals as well. When Plunk needs additional equipment, such as compactors or rollers, the process is quick and seamless, minimizing downtime and allowing projects to stay on track.

By the numbers

- 90% of projects are based in McNairy County
- 80% of operating hours are spent on Komatsu PC210 excavators, showcasing their versatility across nearly every project



Power Equipment sales representative Chad Roberts (left) helps Adam Plunk identify the right machines to complete his company's work.

"If I need a rental, I just call, and it's dropped off," remarked Plunk. "There's no hassle, no delay. They make it easy."

"My relationship with Chad is excellent. He always answers the phone, gets me what I need and does what he says he'll do."

- Adam Plunk,
Owner,
Adam Plunk Construction

For Plunk, that combination of reliable equipment and dependable distributor support is the backbone of his success. It allows him to focus on customer satisfaction rather than machine issues or logistical headaches.

Future

Looking ahead, Plunk plans to continue doing what he enjoys most — helping people bring their visions to life. He doesn't see a need to change his business model or chase growth for growth's sake. Instead, he wants to stay rooted in his community and keep building projects that matter.

"I love being outside and working in the dirt," concluded Plunk. "As long as I can keep making customers happy and doing honest work, that's what I'll keep doing." ■

**The opinions expressed here are based on the customer's specific experience. Results may vary.*

Adam Plunk Construction uses a Komatsu PC210 excavator and a Komatsu D51PX-24 dozer to cut and move material.





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Make an impact with your clients and employees

Learn about relational leadership and how it can help drive long-term success

According to business relationship expert Ed Wallace, successful businesses with a solid track record often have one thing in common: they practice what Wallace terms “relational leadership” by emphasizing a relationship-first mindset with customers, employees and other stakeholders.

Relational leadership is more than a management strategy. It aims to build genuine, trust-based relationships, driving customer and team member engagement and collaboration. Unlike traditional leadership approaches that may only focus on authority or results, relational leadership is grounded in the principle of worthy intent — putting the other person’s needs ahead of your own, emphasizing authenticity, communication and mutual respect as core components of effective leadership.

“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors.”

— Ed Wallace,
Business Relationship Expert,
Managing Director of AchieveNEXT

“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors,”

said Wallace, who is the managing director of AchieveNEXT, a No. 1 bestselling author and experienced keynote speaker with more than 400 leadership sessions on record. “Everyone who works for a company represents its brand, so everyone is a relational leader, from the first person someone sees when they walk into your office — often a receptionist — to the CEO. Every interaction builds a relationship, and relational leadership involves approaching each one with worthy intentions and putting the other person’s needs and goals ahead of your own. That builds trust and authenticity with your customers.”

Five principles of relational leadership

Wallace emphasizes five key principles to relational leadership:

- 1. Display worthy intent:** “Ask yourself if an interaction made the person come away feeling like you have their best interest at heart, whether it’s an employee or a client,” said Wallace. “Ask questions and actively listen to the answers. Keep peeling back the onion until you fully understand what their needs are.”
- 2. Care about people’s goals, passions and struggles:** If you can locate what Wallace calls relational GPS — the business and personal goals, the causes or passions that people care deeply about, and their struggles — there is a great chance you will advance the relationship. Research indicates that 89% of the time, relationships carry the day in sales. The best indicator that you’re building a good relationship is that the other person shares their struggles in a way that they believe you can help them. This doesn’t happen quickly. It takes time. Remember, a relationship is an investment.
- 3. Make every interaction matter:** “Even if it’s a five-minute ‘drive-by,’ it’s important,” emphasized Wallace. “You can practice this anytime. Try ‘being in the moment’ with someone outside of your business such as a supermarket checker. Actively listen and ask questions. Then, when you have those business opportunities each day, you will focus on the other person’s needs and uncover valuable ways to help them.”
- 4. Value people before processes:** “It’s essential to put people first and treat them



Relational leadership emphasizes authenticity, communication and mutual respect as core components of effective leadership.



Relational leadership builds genuine, trust-based relationships, driving associate engagement and collaboration.

well," said Wallace. "Always keep in mind, 'Are we doing this to help, or are we doing things that hinder performance and our relationship? Are we making our employees' and customers' lives better, and are we making it easier for them to work with us?'"

5. Connect performance to a purpose:

"There is an impact in everything you do," said Wallace. "If you keep that in mind and approach it as a positive impact, chances are the outcome will lead to performance and attract people who want to work with you both as clients and as fellow employees. One of the people I work with views the projects they are part of as their legacy, and that's a great way to look at them. Who doesn't want to leave a positive, lasting legacy?"

What's your legacy and are you a trusted adviser?

During his leadership sessions, Wallace often uses the number 0.00000002 as an illustration to get attendees to understand their impact and legacy.

"That's how long you are on the Earth in relation to its age if you live to be 85," Wallace said. "It leads to asking yourself what I want to accomplish in that relatively short amount of time. The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact. We all remember the people who have done that: teachers, coaches, bosses. Companies who

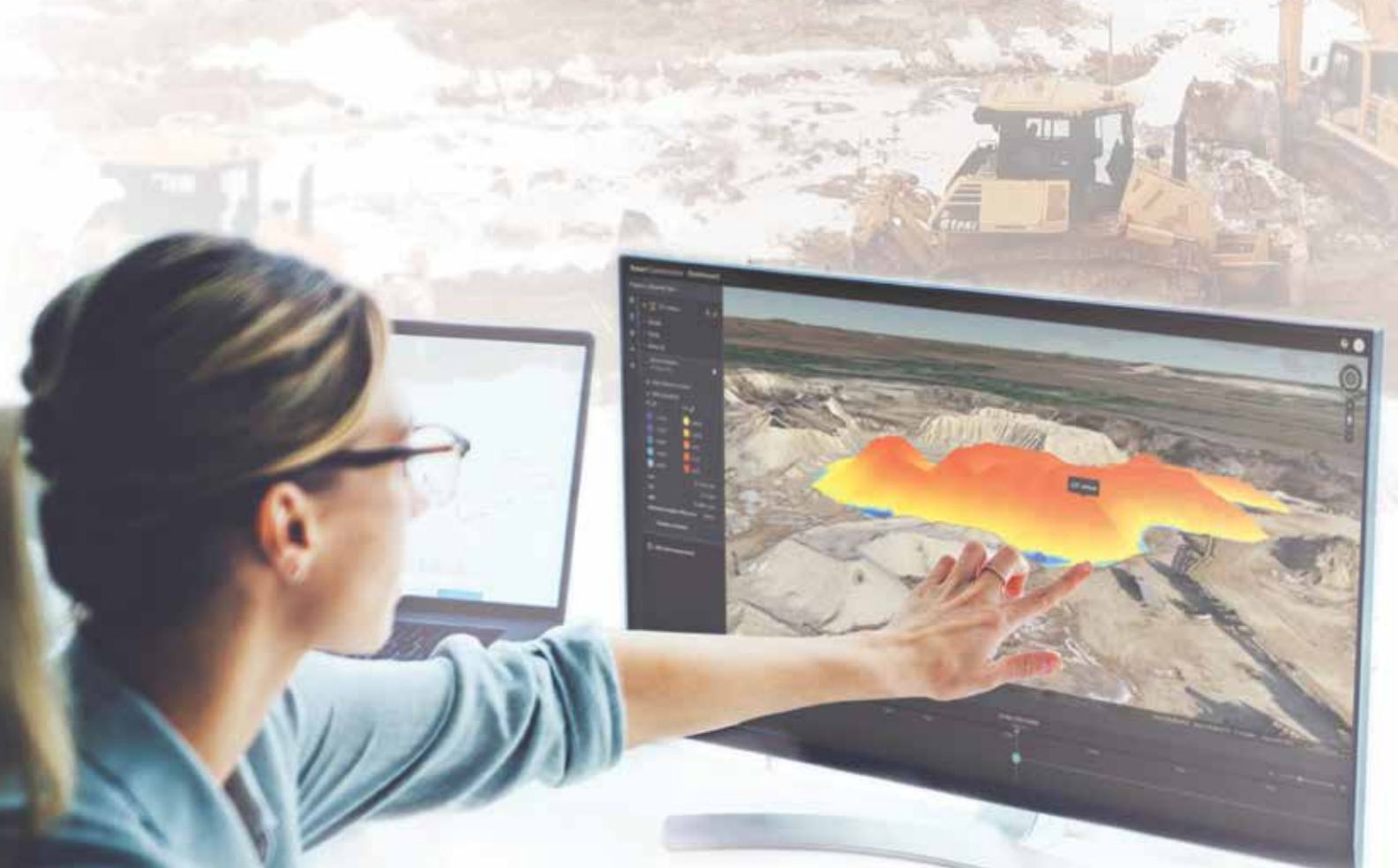
do that with customers can create long-term relationships that drive repeat business and referrals. And, you'll make a lot of true friends in the process."

Wallace is clear that long-term business relationships are not built overnight. He refers to his relational ladder, which is a process for prioritizing, measuring and advancing important business relationships that last. At the bottom are acquaintances who you are establishing common ground with as you display integrity and trust. The next rungs are professional peers who have come to trust you to use time purposefully and know you will help, which then leads to the top where clients see you as a respected advisor.

"The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact."

*— Ed Wallace,
Business Relationship Expert,
Managing Director of AchieveNEXT*

"As you build a business, you will have varying numbers of relationships at each stage, both clients and employees," said Wallace. "Even the best companies will have relationships that don't work out for various reasons, but from my experience, the ones that have the most at the top have developed solid practices that apply the relational leadership principles and have become a trusted advisor as opposed to just another contractor." ■



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Engineered for those who get it done

Next-generation Komatsu PC220LC-12 and PC220LCi-12 deliver greater comfort, performance and smart technology for today's hard-working operators

Komatsu's new PC220LC-12 and PC220LCi-12 excavators are built for contractors who want more than just power. Delivering the most comfortable and advanced excavator work environment Komatsu has ever created, the PC220LC-12 and PC220LCi-12 are operator-first machines that blend performance, comfort and smart technology to help boost productivity, shift after shift.

From the ground up, these 21- to 24-ton-class excavators have been reimagined and engineered around a simple premise — empower operators and you'll power productivity on your jobsite. The cab offers 28% more space, 30% more legroom, improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. The new 8-inch HD monitor puts machine data, controls and customization options at an operator's fingertips.

Performance gains back up the comfort. A new electronically controlled hydraulic system and high-output engine help deliver an up to 8% increase in digging force, up to 7% more lift capacity and up to 20% cost reduction in fuel than the previous Komatsu PC210LC-11 model. The new P plus mode boosts workload productivity by up to 18%.

Advanced tech and safety

While the PC220LC-12 has some integrated baseline smart technology, such as 2D machine control, contractors looking for next-level capabilities can step up to the Komatsu PC220LCi-12, which adds intelligent machine control (IMC) 3.0, Komatsu's latest smart technology.

Automated features on the PC220LCi-12, such as auto grade assist, auto stop control, bucket angle hold, compaction control, minimum distance control, auto swing and payload monitoring, help reduce operator workload while improving accuracy and boosting productivity. 3D boundary control is the first OEM factory-integrated feature of its kind in the construction industry. It's a unique technology that helps operators work efficiently across the entire jobsite by remembering multiple restriction zones specific to each work area. Auto-swing with travel stop functionality is also an industry first for excavators.

To promote zero harm, these excavators have features like rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls, seat belt reminders and more. Maintenance is simplified with ground-level service points and extended replacement intervals, helping reduce maintenance costs by up to 20%.

By empowering operators with enhanced comfort, cutting-edge technology and customizable features, the Komatsu PC220LC-12 and PC220LCi-12 excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. ■

**All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*

Equipment snapshot

Models: PC220LC-12 and PC220LCi-12

Operating Weight: 53,352-54,675 lbs.

Horsepower: 5% increase

Digging Force: Up to 8% increase

Lifting Capacity: Up to 7% increase

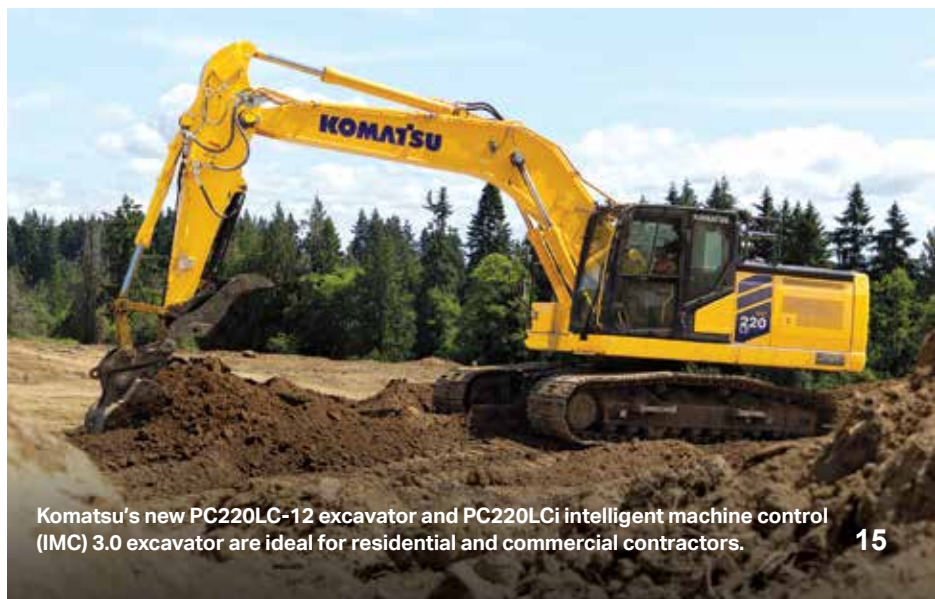
Fuel: Up to 20% cost reduction

Cab Space: 28% larger and 30% more legroom

Visibility: 50% increase

Maintenance: Up to 20% lower costs

Technology: 2D machine control standard and IMC 3.0 on the PC220LCi-12



Komatsu's new PC220LC-12 excavator and PC220LCi intelligent machine control (IMC) 3.0 excavator are ideal for residential and commercial contractors.



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Branch expansion

Power Equipment Company upgrades its Nashville branch to support its growing operation and meet customer demand

Power Equipment Company recently completed an expansion of its Nashville, Tennessee, branch to meet the growing demands of customers and internal operations. Opened in 2020, the 58,000-square-foot facility quickly outgrew its existing exterior infrastructure for sales, parts and service, requiring upgrades just five years later.

"We recently completed a series of renovations at our Nashville location in early spring of 2025 to better serve our customers and support our growing operations," noted Wayne White, General Product Support Manager. "The upgrades focused on expanding parking, increasing the size of our equipment yard and enhancing our service capabilities."

"The upgrades focused on expanding parking, increasing the size of our equipment yard and enhancing our service capabilities."

*- Wayne White,
General Product Support Manager,
Power Equipment Company*

With approximately 90 employees and a steady flow of customers and vendors, space had become limited, so the expanded parking options help accommodate both employees and branch visitors.

"The additional parking was essential," White emphasized. "It allows our customers, vendors and visitors to be able to park closer to the building for better access when picking up parts or visiting our service and parts departments."

The Nashville branch also offers a central location for Power Equipment's apprentice training program, which runs 42 weeks out of the year. The program consists of 18 months of classroom instruction — one week per month — followed by six months of manufacturer-specific training. The parking and facility upgrades provide additional and more accessible parking spaces for current and future apprentices.

"Our apprenticeship program continues to grow each year," White said. "It's a two-year program that equips participants with hands-on experience and specialized manufacturer training. Bringing these technicians into our facility requires significant infrastructure, which was a driving factor behind the renovations."

Yard expansion

Alongside parking, Power Equipment expanded its yard by approximately 3 acres to store new, used and Certified Rental equipment, as well as attachments. This added capacity allows the branch to maintain a larger inventory to better support customer needs.

"Our yard expansion allows us to house more equipment on-site and streamline operations," White explained. "With the added space, we can support customers more effectively by having machines and attachments readily available. It also enhances our ability to manage our growing rental fleet and keep up with rising demand for rental units."

Doors are always open

White emphasized that the company remains focused on maintaining high standards of customer care.

"We appreciate the business from our existing customers and look forward to building relationships with new ones," White stated. "If you are new to the area or seeking construction equipment solutions, we welcome you to stop by our Nashville branch. We'll be glad to walk you around, show you our capabilities and discuss how we can support your needs. Our doors are always open to those who want to learn more about what we can offer." ■



**Wayne White,
General Product
Support Manager,
Power Equipment
Company**



Discover more at
PowerEquipmenteer.com



This is Power Equipment Company's Nashville, Tennessee, branch prior to expansion.

Power Equipment Company's Nashville branch renovations include expanded parking and a larger equipment yard.



Educational event for customers

Spring Demo Days 2025 gave attendees a firsthand look at Komatsu's new solutions and the opportunity to operate equipment



Watch the video

Komatsu's Customer Center in Cartersville, Georgia, buzzed with energy during Spring Demo Days 2025, as contractors, fleet managers and heavy equipment operators from across North America gathered for three days of hands-on experiences, technology previews and one-on-one conversations with Komatsu specialists.

From intelligent machine control (IMC) 3.0 and other Smart Construction solutions like drone surveying tools, the event underscored Komatsu's commitment to innovation — and more importantly, to the companies and individuals across the construction industry who put that technology to work.

"Spring Demo Days 2025 showcased a range of our Komatsu and partner brands' products — from

our IMC 2.0 dozers and 3D Machine Guidance excavators to the WA485-11 and WA475-11 wheel loaders and Smart Quarry solutions," said Ethan Staples, Product Demonstration Specialist, Komatsu. "The highlight this week has been the new Komatsu PC220LCi-12 excavator. As the newest excavator that Komatsu has released, its redesigned cab, integrated technology and jobsite versatility make it a standout for construction companies across the board."

Customer feedback

According to Staples, the event is structured to give customers value from the moment they arrive.

"Every day starts with a safety and product briefing in our theater, then we rotate attendees through stations — dozers, excavators, loaders, trucks and Smart Construction solutions," explained Staples. "We station Komatsu team members at each area to inform customers about each machine's capabilities and offer the customers an opportunity to get real answers to real questions from our experts."

That personal attention left an impression on Valentine Cortese, owner of AWS Landworks in New Jersey, who recently finished a project two months ahead of schedule thanks to his new Komatsu D71PXi IMC dozer.

"The machine's performance and the smart grade system really helped with efficiency, wear and tear, and gave us a finished product we were proud of," Cortese commented. "We're here today to look into the IMC excavators and drones. The drone presentation was very educational. Demo Days is a great tool for us owners to look at the new technology, future purchases and just the performance of the machines."

Brandon Wilson, the owner of Wilson Excavation in Utah, added, "This is my first time here, and I would absolutely recommend coming out to Komatsu Demo Days. Where else do you get to play in a big sandbox and try different machines that you can use on your jobsites and for your equipment? It's great."

Wilson also noted that his team already runs about 20 Komatsu machines, including several IMC dozers and excavators.

"We love the IMC machines for their cost-effectiveness," emphasized Wilson. "You move the dirt once, put it in the right place the first time and track production accurately. That



(L-R) L & L Contracting's LJ Duncan checks out Komatsu excavators with Power Equipment Company's Aaron Dockery.



(L-R) Power Equipment's Tanner Beecham explores Demo Days with Norwood Construction's Will Norwood and Kyle Norwood.



► **VIDEO**

Demo Days attendees test out Komatsu equipment, including a D61PXi intelligent machine control (IMC) 2.0 dozer.

translates into stronger bids and better pricing for our clients."

Technology solutions

Attendees also received a firsthand look at the latest innovations in Smart Construction technology, including faster drone data processing tools, new scheduling and resource-tracking platforms, and cloud-based dashboards that enable contractors to manage assets in real time.

"Komatsu is ahead of the curve when it comes to technology," declared Luke Morgan, Project Manager and Smart Construction Technology Manager, Wilson Excavation. "We use their IMC machines on every type of project, and we've seen huge benefits and boosts in productivity. We're really grateful and excited to be here and have the opportunity to try out some new products, learn new things, and see how they can help us be more productive and do better work for the people in our community."

Chris Christiansen, Associate Vice President of Fleet at BHI, echoed the sentiment, commenting, "We came to Demo Days to learn, test and get our teams' opinions on what's next. Komatsu's equipment performs well, and they've demonstrated excellent service over the years. That partnership matters to us."

Until next time

Staples wrapped up the event with a note of gratitude.

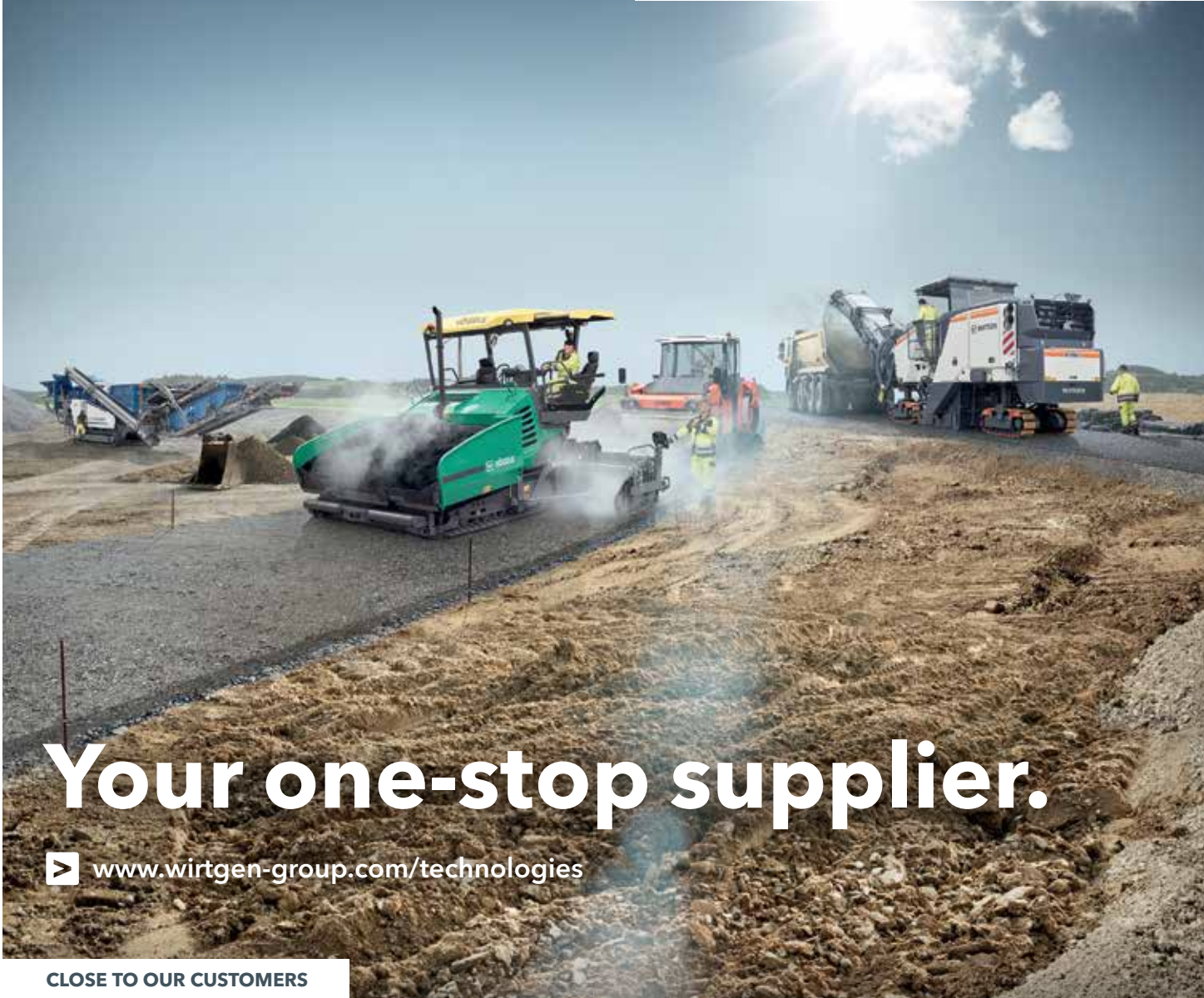
"We really appreciate everyone taking time out of their busy schedules to come here," said Staples. "We want our customers to leave knowing they were heard, supported, and that Komatsu is working hard to help them succeed." ■



(L-R) Power Equipment's Joe Tant catches up with Civil Constructors' Chase Smagala.



(L-R) Komatsu's Shun Sato shows Blalock Construction's Scotty McClure and Teddy Ogle around Demo Days.



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Control wear while driving productivity

Komatsu's Parallel Link Undercarriage System aims to maximize machine life, minimize downtime and cut long-term operating costs

A well-built undercarriage does more than support the machine — it can help protect uptime, help control costs, and assist performance in tough conditions. From bushing design to track tensioning, every detail matters when it comes to keeping equipment productive over time. That's why Komatsu's Parallel Link Undercarriage System (PLUS) is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most.

"Undercarriage costs can represent up to 50% of a dozer's lifetime maintenance," said Raf Bukowski, Product Marketing Manager for HST Dozers, Komatsu. "That's why Komatsu made durability and service life the top priorities with the PLUS undercarriage. We've focused on smarter wear distribution, simplified maintenance and materials that last. All of that [can] translate into real savings and less downtime for customers."

Performance-focused design

The most notable innovation of PLUS is its rotating bushing technology. Unlike systems that require manual bushing rotation, Komatsu's design allows bushings to float around the pin, promoting even wear with the goal of extending component life.

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed," Bukowski explained. "Time is money in this industry. If you can run longer without pulling machines into the shop, that's a huge win."

PLUS also includes a self-adjusting idler that automatically works to maintain optimal track tension. This is designed to help minimize track slippage and premature wear, helping operators maintain performance while assisting to protect the system over time.

"It works like a cruise control for track tension," stated Bukowski. "It's snug enough to perform well but loose enough to help protect the components. That balance adds up over thousands of operating hours."

With durability in mind, Komatsu also redesigned key structural elements. Carrier rollers now feature thicker material and updated flange geometry to promote even link contact, while segmented sprockets are shaped to shed material and resist packing in challenging terrain.

"Every inch of the system is purpose-built," Bukowski declared. "We've made iterative

improvements based on field feedback. This isn't the same undercarriage you saw five or six years ago."

Smart technology integration

PLUS pairs with Komatsu's intelligent machine control (IMC) technology to help control overall machine stress and promote extended undercarriage life. As the load increases during operation, the machine automatically adjusts the blade to help prevent track slippage, helping to control unnecessary wear on the system.

"Our dozers don't just push dirt — they respond like experienced operators," commented Tony Kosolofski, Komatsu IMC Product Manager in Canada. "With IMC 2.0, we've given the machine the ability to predict terrain changes and adjust proactively. That helps reduce operator fatigue and undercarriage strain."

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed."

*-Raf Bukowski,
Product Marketing Manager for HST Dozers,
Komatsu*

Komatsu IMC dozers like the D71PXi-24 and D61PXi-24 use track mapping to capture real-time as-built data and apply features such as lift layer control, which helps promote consistent compaction thicknesses. That data integrates seamlessly with Komatsu's Smart Construction Dashboard, enabling users to compare performance day by day.

"When we talk about undercarriage wear, we're also talking about how you use the machine," Kosolofski added. "Technology that limits unnecessary spinning, slipping or overworking helps stretch the life of every component." ■



Komatsu's experts showcase the PLUS undercarriage system on a D71PXi-24 IMC dozer at Demo Days 2025.

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Proactively schedule a rebuild

Preplanning with Firm Future Order program guarantees parts availability and helps reduce your large equipment's overall total cost of ownership

Large off-road machinery frames generally last 40,000 to 60,000 hours or more, depending on use and the conditions and materials they are in on a daily basis. The life of most of their components are typically about half as long, according to Matt Beinlich, Senior Director, Remanufacturing Business, Komatsu.

"Most of these machines see their first rebuild at around 20,000 hours," said Beinlich. "The advantage is that the customer gets a like-new machine from a components standpoint at a much lower cost, and rebuilding with remanufactured components using Komatsu's Firm Future Order, or FFO, program further enhances the savings and helps reduce the overall total cost of ownership."

Beinlich added, "The frames of these machines are designed for long life, so there is a ton of value in rebuilding instead of replacing. That value is increased by being proactive with FFO, because you are guaranteed parts availability without expedited or air freight costs to ship parts, which can be quite expensive. We can use the most efficient methods that the supply chain offers."

FFO is a proactive approach to rebuilding, according to Goran Zeravica, Senior Product Manager, Komatsu.

"The idea is to plan well ahead of time with your Komatsu dealer or distributor to take equipment out of service," Zeravica said. "FFO provides a long lead time — at least 120 days — and guarantees parts availability at a set price and often at a discounted rate in exchange for placing the order so far in advance. It gives everyone plenty of preparation time."

Coverage up to 12,000 hours

Beinlich and Zeravica encourage customers to use certified dealer technicians to do the FFO rebuild using genuine remanufactured components, saying it's a great way to ensure they are installed correctly and covered under a one-year, unlimited-hours warranty. Major components are also backed by Komatsu's Quality Assurance Program of up to 12,000 hours with labor covered. Some conditions apply.

"We want customers to have the best possible experience with their reman components, so we encourage them to have the work done by trained dealer technicians who are skilled at this type of work," said Zeravica. "They are also going to use high-quality genuine Komatsu lubricants and filters. It's really an ideal solution." ■



The Firm Future Order (FFO) program is a proactive approach to scheduling a rebuild that guarantees parts availability and can help lower your overall total cost of ownership.

Proud partner in the nation's growth

For over a century, Komatsu has been proud to manufacture innovative products and employ thousands of people across the United States

Komatsu is a proud member of the United States manufacturing community and directly employs more than 8,000 people in the U.S. Its U.S. operations are largely export-driven, with a cumulative trade surplus of more than \$7.5 billion during the last decade.

U.S. manufacturing operations were launched in 1986 with the production of the first machine, a WA600 wheel loader, in Chattanooga, Tennessee. Today, Komatsu produces excavators, HM400 articulated trucks and forestry products in Chattanooga, which are shipped globally around the world. Additional manufacturing operations in the U.S. include Newberry, South Carolina; Duffield, Virginia; Homer City, Pennsylvania; Lebanon, Kentucky; Longview, Texas; Milwaukee, Wisconsin; Peoria, Illinois; Shawano, Wisconsin; Solon, Ohio; Reno, Pennsylvania; and Wellington, Utah.

The initial North American headquarters was established in 1970 in San Francisco, six years after the first Komatsu machine, a dozer, was introduced to North America. Subsequent headquarters included Atlanta, followed by Chicago, where it is currently located. With the acquisition of legacy brands Joy Global and P&H, which have been manufactured in the U.S. for over a century, Komatsu established a large mining headquarters in Milwaukee.

Komatsu's presence in the U.S. is an extension of its rich global history, which began in Japan

more than 100 years ago when founder Meitaro Takeuchi sought a way to save the livelihoods of community members relying on a local mine. At the time, the local copper mine, a vital source of employment, was in danger of being shut down.

Takeuchi and a group of investors rolled out their first product, a one-cylinder sheet-forming machine, in 1924, after founding Komatsu Ltd. in 1921. Komatsu continues to manufacture industrial presses today.

Over the next century, Komatsu expanded its product portfolio to include construction and mining equipment, as well as forklifts and forestry products. It has made several strategic acquisitions, including the addition of U.S.-based manufacturer TimberPro Inc., which has a long history of innovative forestry machinery. Several other Komatsu-owned subsidiaries are either based in the U.S. or operate facilities in the U.S. to distribute and support their products, including American Battery Solutions, Hensley Industries, Montabert, Lehnhoff, Tramac, Quadco and Mining Technology Solutions.

Creating value through core principles

Across all its product lines, Komatsu continues its commitment to "Creating Value Together" with its customers. It's doing that through its core values, which include:

Ambition: With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.





Komatsu produces excavators, HM400 articulated trucks and forestry products at its Chattanooga Manufacturing Operation.

Perseverance: Even when the work is difficult, we remain committed to our promises and work to reliably carry them through to completion.

Collaboration: Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.

Authenticity: To earn and maintain trust, we work to act with sincerity, integrity and honesty, and to communicate transparently.

That aligns with the principles Takeuchi stood by as he and his team worked to grow operations — quality first, technology and innovation, globalization, and the development of people.

Technology and innovation have become an increasingly significant part of the overall picture, particularly with the advent of GPS grading. Komatsu pioneered integrated intelligent machine control (IMC) dozers and excavators that have been designed to reduce costs while boosting production efficiency. That innovation came on the heels of Komatsu’s pioneering autonomous technology, such as driverless mining trucks.

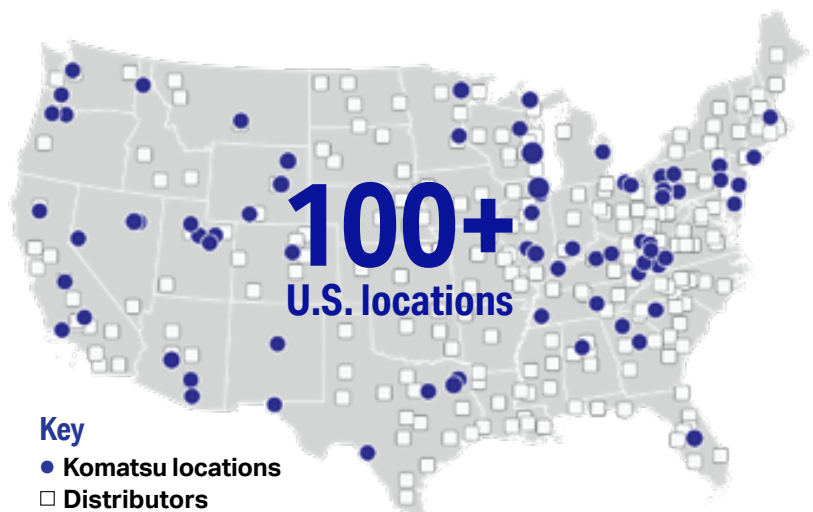
It includes digital solutions designed for efficient equipment and jobsite management, such as My Komatsu and a suite of Smart Construction solutions that can do everything from mapping and tracking jobsite progress to remotely transferring files to reporting timecard data.

Making an impact

As its machines and solutions make an impact on those who use equipment to build the nation, Komatsu also remains committed to impacting

the communities it serves. It supports more than 160 nonprofit organizations in local communities across the country, focusing on workforce development, disaster relief, food insecurity, environmental action and more. Workforce development encompasses training programs that focus on technical skills and manufacturing expertise, including more than 100 internships annually, and providing funding to support the development of the next generation of heavy equipment technicians.

Komatsu also honors and values U.S. veterans and their families and is proudly engaged in helping them secure family-sustaining careers after their military service. The company is an active member of the DoD SkillBridge, Hiring Our Heroes, and the Army Reserve’s Private-Public Partnership. ■



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New forestry machine

TN785D is one of TimberPro's largest and highest capacity machines with excellent stability in a wide working area

Komatsu recently introduced the new TimberPro TN785D swing machine that is designed to be durable, powerful and productive in moving mass quantities of large timber in log loader and millyard environments. It is TimberPro's largest, most powerful and highest capacity machine to date, and it was built with proven components and new features to meet the demands of high-productivity swing applications.

The TN785D features a newly redesigned 12-roller track frame to provide a long stable platform for even weight distribution with high mobility and extended machine durability. Additionally, the operator cab has been raised 51 inches and includes a rear-facing door for easy entry, an overhead skylight for full visibility, and power tilt for efficient transport and access.

Other features include:

- More than 44 feet of reach for a wide working area combined with excellent stability and lift capacity

- High performance hydraulics that offer consistent speed with simultaneous circuit commands
- Closed-loop hydrostatic swing for responsive and precise movements
- A high-output engine that provides more power and productivity
- Dedicated track drives for enhanced maneuverability and control

"TimberPro has designed this machine to excel in high-demand millyard applications where lift capacity, reach combined with stability and hydraulic response are key to maximizing productivity," said Nathan Repp, Product Manager for Forest Products, Komatsu. "We understand the real-world demands our customers face in these environments, and the TN785D was designed to meet those needs — delivering the performance, durability and efficiency they rely on to keep operations running smoothly." ■

Quick specs

Model	Horsepower	Operating weight	Swing torque
TN785D	390 HP @ 2,100 rpm	116,500 lbs.	150,700 ft.-lbs.



The new TimberPro TN785D swing machine is designed to deliver durability, power and productivity in high-demand environments.



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Higher overall mark

ASCE's 2025 Report Card shows improvement in U.S. infrastructure, raising its grade to a C as investment helps in upgrading some sectors

Some progress has been made in upgrading the United States' infrastructure, according to the American Society of Civil Engineers (ASCE), which recently released its 2025 Report Card for America's Infrastructure. The ASCE noted that there is still a long way to go, as it gave the overall infrastructure a grade of C. That represents an improvement over the 2021 report, which graded U.S. infrastructure as a C-.

ASCE graded 18 sectors, with broadband making the list for the first time and receiving a C+. Ports and rail received the highest marks, with a grade of B and a grade of B-, respectively. Overall, eight of the sectors received higher grades compared to 2021.

"Unfortunately, while significant advancements are being made, we still face a substantial investment gap," ASCE noted in its 2025 report, while acknowledging that infrastructure investment has been helped by 2021's Infrastructure Investment and Jobs Act (IIJA). "The shortfall grows as existing infrastructure systems continue to age and demands on those systems increase."

ASCE also noted that passage of the IIJA has shed light on key issues and documented just a few of the challenges affecting our industry:

- Projects should be modernized or replaced by prioritizing resilience to withstand extreme weather
- Resilience-focused measures may add to upfront costs but save on sudden, less

predictable and large financial impacts from disaster-related damages

- Infrastructure projects take a long time to develop, and stakeholders may hesitate to pursue resilient designs without assurances that current funding levels will be sustained in the future

Average and below

Bridges, drinking water, hazardous waste, inland waterways, public parks and solid waste were all in the C+ to C- range. Aviation, dams, energy, levees, roads, schools, stormwater, transit and wastewater all received either a D+ or D. This year's report card was the first since the original in 1998 that had no category below a D.

"The 2025 Report Card for America's Infrastructure provides a snapshot of how our infrastructure systems are faring and offers solutions for improving the performance of each category," ASCE stated in its report. "For the second consecutive report, Report Card grades show that U.S. infrastructure is trending in the right direction thanks to comprehensive support, innovative solutions and bold leadership. Continued action will further improve these networks, unlocking the full potential of our nation's economy and creating opportunities for all Americans."

You can view the full report at <https://infrastructurereportcard.org/>. ■



Source: American Society of Civil Engineers www.asce.org



According to ASCE's 2025 Report Card for America's Infrastructure, the United States' infrastructure is graded overall as a C.

Tax-advantaged machinery purchases

Bonus depreciation returns to 100%

The One Big Beautiful Bill Act (OBBBA) has restored 100% bonus depreciation for qualified property placed in service after Jan. 19, 2025, provided that it is acquired under a binding written contract executed on or after that date.¹

This reinstated 100% bonus depreciation encourages businesses to invest in capital improvements by providing a full tax deduction in the first year the asset is placed in service. However, the eligibility depends on the execution date of the purchase agreement — contracts signed prior to Jan. 19, 2025, are only eligible for 40% bonus depreciation, even if the asset is placed in service later in the year.²

Higher amounts for Section 179

One key advantage of bonus depreciation is that it has no cap on the amount that can

be deducted. Businesses can also combine bonus depreciation with Section 179 expensing, another powerful tax-saving tool, although Section 179 does include an annual limit. Section 179 may be particularly useful for smaller capital equipment purchases such as machinery or software. ■

This article is intended for informational purposes only. For guidance specific to your business, consult a tax advisor.

1. <https://kahnlitwin.com/blogs/tax-blog/big-beautiful-bill-act-restores-100-bonus-depreciation-what-businesses-need-to-know-for-2025>
2. <https://mavencostseg.com/100-bonus-depreciation-is-back-for-good/>



Year/Make/Model	S/N	Equipment Number	Location	Hours
Compaction				
2019 HAMM H 7i	H222.2847	E004720	Louisville, KY	770
2019 HAMM H 10i	H235.1507	E004723	Nashville, TN	1,192
2023 HAMM HD 8 VV	H263.1991	E006148	Louisville, KY	932
Dozers				
2024 Komatsu D51PX-24	B25493	BTP24N08	Knoxville, TN	700
2024 Komatsu D51PX-24	E007537	B25665	Little Rock, AR	2,019
2018 Komatsu D61EX-24	B60510	PTC1174	Knoxville, TN	5,717
2024 Komatsu D61PX-24	B66800	E005438	Evansville, IN	4,490
2023 Komatsu D61PX-24	B65880	BTE24503	Louisville, KY	3,463
2024 Komatsu D39PXi-24	101577	E006752	Louisville, KY	791
2023 Komatsu D39PXi-24	101019	E007921	Louisville, KY	3,142
2023 Komatsu D51EXi-24	B25374	E005369	Louisville, KY	1,013
2024 Komatsu D51PXi-24	B25546	E007903	Louisville, KY	475
2024 Komatsu D51PX-24	16376	E007286	Louisville, KY	982
Drill				
2017 Epiroc T45-12LF	JPS17SED4002	E006499	Nashville, TN	
Excavators				
2020 Takeuchi TB260	126105273	E007060	Little Rock, AR	2,000
2023 Komatsu PC210LC-11	C81766	E003524	Paducah, KY	2,564
2023 Komatsu PC210LC-11	C81874	E006687	Paducah, KY	1,110
2022 Komatsu PC210LC-11	A13740	E007855	Memphis, TN	5,531
2024 Komatsu PC290LC-11	C60056	E005053	Little Rock, AR	2,452
2020 Komatsu PC490LC-11	A42494	BTE24D25	Louisville, KY	5,914
2018 Komatsu PC210LC-11	C80357	J00731	Little Rock, AR	3,500
2019 Komatsu PC210LC-11	C80659	J00738	Little Rock, AR	3,460
2023 Komatsu PC130-11	92518	J00856	Corbin, KY	200
2024 Komatsu PC138USLC-11	C31297	E006984	Louisville, KY	761
2022 Komatsu PC138USLC-11	C30273	E005356	Louisville, KY	2,463
Mulching Tractor				
2023 Fecon FTX150T5A	OFTX15022B012	E004315	Knoxville, TN	330
Pavers				
2021 LeeBoy 8520	8520-304105	E004844	Indianapolis, IN	2,995
2023 LeeBoy 8520C	8520.380703	E000872	Louisville, KY	990
Track Skid Steer				
2022 Takeuchi TL12V2-CR	412005238	E007081	Indianapolis, IN	1,443
Wheel Loaders				
2023 Komatsu WA200-8	87986	E004267	Evansville, IN	5,913
2023 Komatsu WA200-8	88059	E004268	Evansville, IN	5,022
2023 Komatsu WA200-8	88100	E004269	Evansville, IN	5,054
2023 Komatsu WA320-8	A51694	E007433	Nashville, TN	3,723
2023 Komatsu WA320-8	A51693	E007435	Nashville, TN	4,244
2021 Komatsu WA500-8YL	A97419	E006297	Indianapolis, IN	14,158
2020 Komatsu WA270-8	A28898	E003173	Louisville, KY	4,680
2023 Komatsu WA270-8	86206	E004412	Louisville, KY	4,389
2024 Komatsu WA270-8	A30785	E007922	Louisville, KY	696
2022 Komatsu WA380-8	A75915	E006582	Louisville, KY	6,575





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