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KOMATSU

Fisher Contracting Co.

Civil contractor specializes in earthmoving



**Mark Kelso,
General Manager**

Technology and technicians

Dear valued customer,

Do you ever wonder what's next for Komatsu and heavy industry? Komatsu CEO Rod Bull answers that question and many more in this issue. I highly recommend you check out the full Q&A to learn more about Rod Bull as a person and how he views technology, collaboration and a customer-first approach as important elements that are helping shape the future of Komatsu.

If you have been considering adding a new excavator to your fleet, Komatsu's next-generation PC220LC-12 and PC220LCi-12 models deliver comfort, control and automation. The PC220LCi-12 includes the latest intelligent machine control (IMC) 3.0 technology with two new features: swing-to-line and travel-along-line.

For contractors wanting to move more material with greater consistency, Komatsu's new HM460-6 articulated haul truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

We also highlight Komatsu's Smart Construction Advantage package, which gives customers a bundle of solutions at a lower price than purchasing each individually. The package includes Smart Construction Dashboard, Smart Construction Remote and Smart Construction Fleet Lite, as well as two applications that are only available with the bundle: Smart Construction Whiteboard and Smart Construction Home.

Additionally, there are several other valuable articles I think you will enjoy, such as a customer success story and a recap of Komatsu's national Advanced Technician Competition (ATC) that was recently held at Komatsu's Cartersville Customer Center in Georgia.

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

Sincerely,
Continental Equipment Corporation

Mark Kelso,
General Manager

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Embracing the past, looking to the future

Civil contractor Fisher Contracting Co. continues building on a foundation formed in earthwork more than 100 years ago in Michigan

For 100 years, Fisher Contracting Co. has shaped roads, dams and industrial sites across the Midwest and South while remaining rooted in Midland, Mich. What began as a small excavation business in 1925 has grown into one of the region's largest heavy civil contractors, supported by a network of related companies known collectively as the Fisher Companies.

Founded by R.J. and Zelda Fisher, the company built its reputation through determination and family commitment. R.J. ran the field operations. Zelda handled bids and correspondence while raising six children, often traveling to Michigan Department of Transportation (MDOT) lettings with a baby in tow.

"Grandpa only had a third-grade education, but my grandma was very educated and very sharp," shared President J.W. Fisher, the third generation of the family to lead Fisher Contracting. "She worked on bids, wrote letters and helped build the business from the start. They were a true partnership."

After World War II, the second generation expanded operations and strengthened the company's role in Michigan construction. Fisher Contracting evolved from excavation work into full-site development, underground utilities, bridge construction and dam rehabilitation. The company now works from Sault Ste. Marie to the Gulf Coast and serves industrial, municipal and utility clients, such as Tennessee Valley Authority and major automotive manufacturers.

"Fisher Contracting moves dirt," stated J.W. "Anything that falls under earthmoving is on our resume. Roads, bridges, sewers, dams and environmental remediation projects all fit into what we consider our core work."

J.W. joined the company full time in 1979 and helped guide further growth driven by technology and long-term customer relationships. Today, the company continues to operate from its homebase in Midland and has a second location in Franklin, Ky.

Fisher Contracting currently employs roughly 550 workers during peak season and recorded more than $200 million in revenue last year. Affiliated businesses include Fisher Transportation Co., Fisher Sand and Gravel, Fisher Construction Aggregates, Port Fisher Terminals, Central Asphalt Inc., Central Concrete, Bay Aggregate Inc. and Midland Engine.

"Some of our best customer relationships came from difficult jobs where we honored our commitments, even if something didn't go necessarily as planned," said J.W. "We stand behind our work, and our people take pride in what they do. That built a solid reputation and keeps customers coming back."

Early GPS adopters

To improve accuracy and productivity in the field, Fisher Contracting relies heavily on GPS-equipped machinery. J.W. said the transition from optical surveying equipment to Komatsu's intelligent machine control (IMC) dozers and excavators transformed operations and allowed crews to complete grading and excavation work faster with fewer adjustments.

Customer snapshot

Company: Fisher Contracting Co.

Locations: Midland, Michigan (headquarters); Franklin, Kentucky

Established: 1925

Employees: Approximately 550

Area of expertise: Earthmoving

Komatsu equipment: D51PXi and D61PXi IMC dozers; PC290LCi, PC360LCi and PC490LCi IMC excavators

Komatsu technology: Intelligent machine control (IMC); Komtrax

J.W. Fisher stands among a myriad of historical pictures in Fisher Contracting Co.'s conference room in Midland, Mich., where the company was started by his grandparents more than 100 years ago.





An operator puts down subbase with a Komatsu D51PXi-24 intelligent machine control (IMC) dozer on a jobsite in Fisher Contracting Co.'s hometown of Midland, Mich.

"We were early adopters of GPS and machine control technology," J.W. noted. "Our crews embraced it because it makes the work faster, smoother and easier. Once they used it on a project, they were sold."

Fisher Contracting operates a growing fleet of Komatsu equipment from AIS/Continental Equipment Corp., including D61PXi and D51PXi IMC dozers along with PC290LCi and PC360LCi IMC excavators that help crews reduce unnecessary movement and improve efficiency during trenching, grading and earthmoving operations, according to J.W. The integrated GPS systems allow operators to cut grade directly from digital models without relying on stakes across the site.

"The operator can see the whole project on the screen right in front of them," explained J.W. "The machine lets them cut directly to grade without overdigging and eliminates guesswork. If work gets done faster and more efficiently, that lets us take on more jobs and improve profitability."

The company also uses Komtrax telematics to monitor machine maintenance and uptime. With projects spread across multiple states, dependable equipment and quick service remain essential to keeping jobs on schedule and crews productive.

"Time is money in this business," emphasized J.W. "When a machine goes down, the crew



A Fisher Contracting Co. operator digs to grade with a Komatsu PC360LCi-11 IMC excavator on a street project in Midland, Mich.

attached to it stops producing too. Fast support and reliable equipment are critical to keeping projects moving. CEC has both, and that's why we have a long-term relationship with them. We talk through what machines make sense and when replacements should happen. Partnership is probably the best word for what we have."

J.W. said the relationship works because communication remains consistent

Discover more at CECOnTrack.com

Continued . . .

‘I’m very proud we’ve kept the business in the family’

. . . continued

and collaborative. As equipment ages, company leaders work closely with AIS/CEC sales representative Chad Fullerton and other representatives to evaluate replacement timing, machine specifications and available options that best fit project demands.

“They know our business, and they know how to best match equipment to our needs and back it with exceptional service,” commented J.W. “That maximizes production, minimizes our downtime and allows us to move more dirt.”



AIS/CEC sales representative Chad Fullerton (left) meets with Fisher Contracting Co. President J.W. Fisher at Fisher Contracting Co.’s headquarters.

Next generations on board

As Fisher Contracting continues expanding, company leaders remain focused on controlled, organic growth supported by experienced employees and emerging family leadership. J.W. expects growth to continue one crew and one foreman at a time while preserving the culture that has guided the company for a century. With multiple generations of family employees and long-term staff members still shaping operations, the company plans to keep building projects for decades to come.

“I’m very proud we’ve kept the business in the family and built a strong bench for the future,” J.W. beamed. “Fourth-generation family members have been running businesses for some time, and we already have fifth-generation family members working in the company. I believe our future is bright.” ■

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

By the numbers

- **5** generations strong
- **$200 million** revenue in **2025**

A Fisher Contracting Co. operator swaps buckets before moving material with a Komatsu PC490LCi-11 IMC excavator.



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More time-saving insights at a lower price

New Smart Construction Advantage package delivers essential solutions designed to increase jobsite efficiency and progress tracking

If your customers work with machines equipped with intelligent machine control (IMC) or Smart Construction 3D Machine Guidance, Smart Construction Remote and Smart Construction Dashboard are essential digital solutions.

Smart Construction Remote enables users to send design files or view machine screens remotely; **Smart Construction Dashboard** creates a 3D digital twin of jobsites from design, machine, drone and survey data. Both can save owners and fleet managers a lot of time.

And now customers can get both with just one annual bill — at a price thousands lower than if they were subscribed separately ($15,000 vs. $20,000).

Exclusive new technology with this package

When customers subscribe to the Advantage package, they also get Smart Construction Fleet Lite, Smart Construction Whiteboard and Smart Construction Home applications. Whiteboard and Home are only available with the package.

Smart Construction Whiteboard is what its name says — it's a digital version of the customers dispatch and scheduling whiteboard. Users just drag-and-drop machines and labor onto jobsite columns. Assignments are visible to both office and field teams to keep everyone on the same page.

Smart Construction Home is basically the homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage. Each project can be opened directly in Smart Construction Dashboard with a single click.

Smart Construction Fleet Lite integrates with IMC 3.0 on excavators to track payloads.

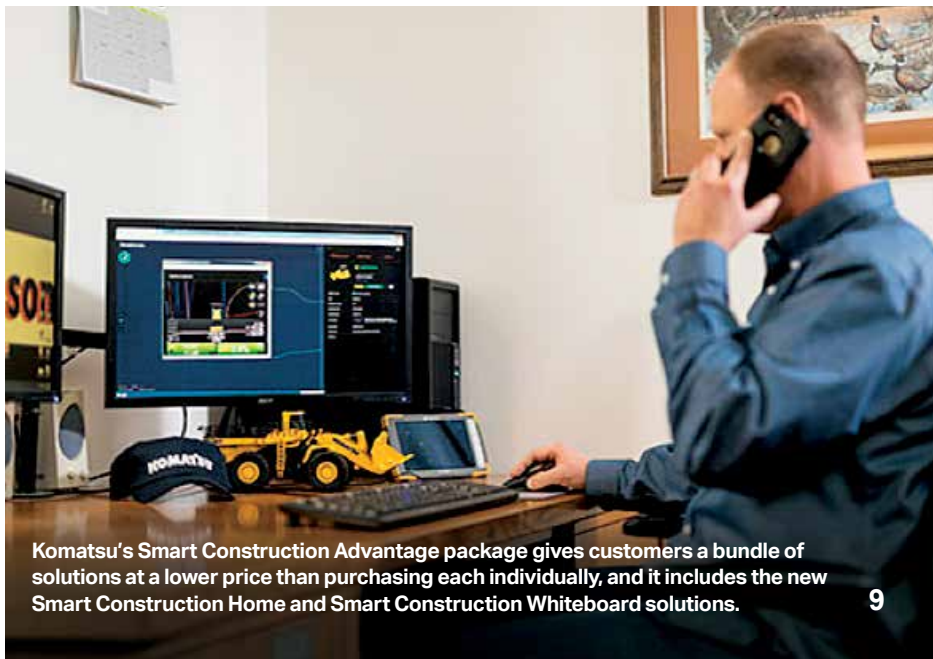
New Dashboard Mobile

Dashboard gives owners and fleet managers near-real-time visibility into what's happening across their jobsites — without waiting for manual updates, spreadsheets or scattered reports. It turns field data into clear progress tracking, production insights and accurate quantities to make faster decisions. With a visual 3D view of the site, teams can quickly understand what's been completed, identify issues earlier and simplify billing and proof of work. Customers can even see what's been completed by their IMC and 3D Machine Guidance machines every hour. Smart Construction Dashboard helps reduce the time, uncertainty and day-to-day hassles that slow projects down.

Komatsu is also extending access to the software's insights with its new **Smart Construction Dashboard Mobile,** a companion app that brings key project information out of the office. Users can view cut-and-fill and stockpile volumes, perform in-field line and area measurements, and more. It's an add-on to existing Smart Construction Dashboard subscriptions, for an additional fee.

> ***"There's a big difference between guessing where a job stands and actually knowing."***
>
> *- Jason Anetsberger, Senior Director, Customer Solutions, Komatsu*

"There's a big difference between guessing where a job stands and actually knowing," said Jason Anetsberger, Senior Director, Customer Solutions, Komatsu. "When teams can see current site conditions and production data, they can plan the next day better, answer customer questions faster and avoid surprises. We're focused on making that information simple to capture, easy to understand and available when crews need it." ■



Komatsu's Smart Construction Advantage package gives customers a bundle of solutions at a lower price than purchasing each individually, and it includes the new Smart Construction Home and Smart Construction Whiteboard solutions.

The future of smart roadbuilding

New machines and digital technologies defined WIRTGEN GROUP's massive display at CONEXPO-CON/AGG 2026

The WIRTGEN GROUP delivered one of CONEXPO-CON/AGG's most comprehensive showcases of road construction, earthworks and materials processing technology. The company presented six market premieres and three global firsts while emphasizing the growing role of automation, digital integration and intelligent machine systems across modern construction projects.

The exhibit highlighted how connected technologies were transforming construction workflows by helping contractors improve efficiency, increase transparency and streamline operations from start to finish. Across the booth, numerous machines were equipped with advanced digital solutions designed to automate processes, monitor performance data and assist operators in real time. The presentation reflected the company's broader strategy of combining heavy equipment with smart technologies that simplify complex jobsite tasks and improve productivity.

A major focus of the event was the latest machinery from WIRTGEN, particularly in the areas of cold milling, recycling and soil stabilization. The company introduced a new generation of wheeled cold recyclers and soil stabilizers intended for a wide range of road rehabilitation and ground preparation applications. These machines featured digital assistance systems designed to improve mixing quality, guide operators through workflows and reduce operating costs. WIRTGEN also revealed a world premiere that introduced an entirely new application area for customers, reinforcing the company's reputation for innovation within the roadbuilding industry.

Paving, compaction and crushing

VÖGELE showcased its latest generation of Dash-5 pavers for the North American market. The new paving machines focused on improved ergonomics, quicker setup times and increased automation for paving crews. Several tracked and wheeled pavers made their debut alongside redesigned screeds intended to improve paving flexibility and overall performance. VÖGELE also highlighted compact paving equipment designed for smaller and more confined jobsites, demonstrating the company's effort to provide solutions for a broad variety of paving applications.

VÖGELE's new paving machines focus on improved ergonomics, quicker setup times and increased automation.



CONEXPO-CON/AGG 2026 attendees take a look at WIRTGEN's wide range of cold milling, recycling and soil stabilization equipment.

HAMM's attention centered on automated compaction technologies. The company demonstrated systems capable of monitoring asphalt density in real time and automatically adjusting compaction settings during operation. These technologies were developed to help contractors achieve more consistent paving quality while minimizing the risks associated with under- or over-compaction. HAMM also introduced equipment for earthworks applications and additional machines aimed at expanding versatility for contractors working across multiple jobsite conditions.

Meanwhile, KLEEMANN focused on productivity and operational efficiency in materials processing. The company presented a new screening plant for quarry and aggregate applications that emphasized ease of use, operator safety and flexible operating modes, including electric-powered operation. KLEEMANN also demonstrated digital connectivity systems that allowed operators to monitor machine performance and material stockpiles directly from mobile devices, helping crews make faster decisions and improve workflow efficiency.

Overall, the WIRTGEN GROUP's presence at CONEXPO-CON/AGG 2026 demonstrated the company's continued push toward smarter, more connected construction equipment.



HAMM showcases its HC 200i VA compactor at CONEXPO-CON/AGG 2026.

By combining advanced machinery with automation and digital management tools, the group showcased how technology was increasingly becoming central to the future of road construction, compaction, recycling and materials processing. ■

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Major upgrades to mini paver

VÖGELE introduces SUPER 800-5 P mini paver with newly engineered hopper that helps deliver up to 330-ton-per-hour laydown rate

VÖGELE has launched the SUPER 800-5 P (performance tier), the first mini paver in its Dash 5 generation, bringing a wide range of improvements aimed at boosting operator comfort, visibility and overall jobsite efficiency. Designed for tight and narrow applications, the new machine features a redesigned material hopper, an upgraded operator platform and an enhanced lighting system for safer work in low-light conditions. According to VÖGELE, the upgrades reflect the company's continued commitment to operator-friendly design and reduced setup times across the Dash 5 lineup.

The SUPER 800-5 P succeeds the SUPER 700 and SUPER 800 models, delivering higher performance with an engine output of 74 horsepower and a laydown rate of up to 330 tons per hour. Despite its increased capability, the paver remains compact, measuring approximately 4 feet, 7 inches wide and 14 feet, 5 inches long, making it suitable for confined urban or residential paving tasks. Paired with VÖGELE AB 200 V/TV and AB 220 V/TV extending screeds, the machine supports paving widths ranging from approximately 1 foot, 7 inches to 11 feet, 5 inches, offering flexibility for a wide variety of small-scale projects.

A standout feature of the SUPER 800-5 P is its newly engineered material hopper. As before, each hopper wall can be hydraulically adjusted independently or simultaneously, but the SUPER 800-5 P adds a double-folding mechanism for additional flexibility. Asymmetrical positioning — ideal for paving along a wall or barrier — can now be achieved on either side. The double-folding design, combined with a low hopper height, flat engine hood and raised operator platform, delivers a clear, unobstructed forward view, making both maneuvering and loading significantly easier.

Updated ErgoBasic 5

VÖGELE has also enhanced operator control with the updated ErgoBasic 5 system that's more ergonomic and flexible. The control console still moves horizontally but now offers four angle adjustments to better match operator height and comfort needs. Although streamlined for the mini paver, the system retains the operating logic of larger VÖGELE machines, making transitions between models more intuitive.

For the first time on a mini paver, the operator console includes a built-in display for viewing machine operating data. VÖGELE has also integrated control of the Auto Grade Basic automated grade and slope system directly into the screed console, allowing screed operators to manage the entire machine from a single compact station — an efficiency feature previously limited to larger VÖGELE pavers. A new storage layout adds convenience items including a tool and drink holder, coat hooks and a 24-volt outlet for mobile devices.

To improve visibility, the SUPER 800-5 P offers VÖGELE Dash 5 lighting options. The standard Light Package includes LED lighting for the operator console, tow point cylinder and auger tunnel, ensuring shadow-free illumination of critical work areas. The optional Light Package Plus adds two LED floodlights that brighten the full work zone, supporting safe and precise paving after dark. ■

Quick specs

Model	Horsepower	Laydown rate	Paving widths
SUPER 800-5 P	74 HP	Up to 330 tons/hour	1 ft., 7 in. to 11 ft., 5 in.*

**With VÖGELE AB 200 V/TV and AB 220 V/TV extending screeds*



The VÖGELE SUPER 800-5 P mini paver features a redesigned material hopper, an upgraded operator platform and an enhanced lighting system for safer work in low-light conditions.

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Next-level excavators designed to empower operators



When your operators are happy and have what they need to perform at their best, your jobsite hums and your entire operation reaps the rewards. That's the thinking behind the all-new Komatsu PC220LC-12 and PC220LCi-12 with the latest intelligent machine control — IMC 3.0.

From the advanced cab with exceptional comfort and ergonomics to industry-leading smart technology, both models feature the most advanced working environment we've ever created for an excavator.

Discover more
komatsu.com/PC220LCi-12

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Smart alignment features take center stage

Both next-generation PC220LC-12 and PC220LCi-12 excavators deliver comfort, control and automation, while the latter features even more advanced technology

Komatsu's new PC220LCi-12 excavator, with the latest intelligent machine control update (IMC 3.0), introduces two significant technological features designed to help operators work more efficiently: swing-to-line and travel-along-line. These features build on Komatsu's growing lineup of intelligent automation, offering refined machine movement that supports accuracy, consistency and reduced operator effort on trenching-focused jobs.

Swing-to-line is selectable by tapping a polyline and marking it as a checkable option. Once activated, the machine automatically restricts unnecessary overswing when returning to the trench after dumping, ensuring the upper structure stays aligned with the intended cut. Operators benefit from smoother, more predictable cycle movements and better trench-to-dump workflow rhythm.

Travel-along-line, also enabled by selecting a polyline as a checkable option, helps the excavator maintain a square position to the center of the trench line as it advances. By minimizing the need for constant micro-repositioning, this background function helps operators stay on the line, improve trench continuity and reduce time lost to realignment.

These new capabilities build on an already-advanced technology base of the companion model without IMC 3.0, the PC220LC-12. Even without the addition of intelligent machine control, the PC220LC-12 includes some powerful integrated baseline smart tools: 2D machine control, 2D boundary control and payload monitoring.

But for operations looking to level up on cutting-edge technology that helps good operators do a great job, the PC220LCi-12 adds the IMC 3.0 platform for advanced automation. Features such as auto grade assist, bucket angle hold, compaction control, minimum distance control, auto swing, advanced payload monitoring and industry-first integrated 3D boundary control help operators work more precisely and productively across the full jobsite. Auto swing and travel stop functionality is another notable factory-installed feature — another industry first for excavators.

Added comfort and exceptional performance

Comfort and performance remain core strengths of both models. The redesigned cab provides 28% more space, 30% more legroom, significantly improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. An 8-inch HD monitor gives operators easy access to machine data and customization settings.

A new electronically controlled hydraulic system paired with a high-output engine delivers tangible performance gains. Compared to the previous Komatsu PC210LC-11, operations can benefit from up to:

- 8% greater digging force
- 7% more lift capacity
- 20% lower fuel costs
- 18% higher workload productivity with a new P plus mode

Komatsu also prioritized safety and operator assurance. Features such as rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls and seat belt reminders promote zero harm. Maintenance is streamlined with ground-level service points and longer replacement intervals, helping reduce costs by up to 20%.

For contractors seeking machines that enhance operator capability, reduce fatigue and deliver smarter, more consistent trenching performance, both next-generation excavators represent a major step forward. And, with the introduction of swing-to-line and travel-along-line on the PC220LCi-12 with IMC 3.0, this more advanced excavator levels up intelligent automation in practical, productivity-driven ways that support operators shift after shift. ■

**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.*



Komatsu's PC220LCi-12 intelligent machine control (IMC) 3.0 excavator now features swing-to-line and travel-along-line functions that help operators work more efficiently.

Building the future while honoring the past

Komatsu CEO Rod Bull says focusing on technology, collaboration and people is helping the company shape what comes next for heavy industry



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

Rod Bull,
CEO,
Komatsu North America

Rod Bull serves as Chief Executive Officer of Komatsu North America, the company's largest global region, overseeing construction, mining, forestry, forklifts and digital solutions. With more than 25 years in the heavy equipment industry, Bull brings deep expertise in manufacturing operations, field leadership and global customer engagement.

Raised around equipment in central Illinois, Bull's roots in the industry run deep. He worked for his family's tree removal business as a teenager, gaining hands-on experience that shaped his appreciation for machinery and hard work. After earning a bachelor's degree from Eastern Illinois University and later an MBA from the University of Illinois Springfield, he began his career as a pricing analyst in the heavy equipment sector, building a strong foundation in dealer relations and customer-focused problem-solving.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter," said Bull. "There is no question that for them to win a bid or secure a project, they have to have the right partners, and we believe Komatsu is that. We have an opportunity to add real value to their businesses."

Bull has held a series of senior leadership roles across parts marketing, regional mining operations, manufacturing and field operations since joining Komatsu in 2011. Following Komatsu's acquisition of Joy Global in 2017, he led loader manufacturing in Texas, then oversaw operations in the mining, construction, forestry and technology fields before being named CEO in 2025. He also completed the Advanced Management Program at The Wharton School.

"I've been very blessed to be surrounded by great people who gave me opportunities to learn different parts of the business," Bull commented.

Bull is known for his strong belief in customer centricity, workforce development and collaboration across the industry. Outside of work, he is married to his high school sweetheart, Gina, and they have three children. He enjoys reading, spending time with his family and staying connected to the field side of the business — where his passion for the industry first began.

Question: How does innovation and technology shape Komatsu's strategy today?

Answer: Innovation starts with a simple question: What problem is the customer trying to solve? Technology is not pursued for its own sake but as a way to make work safer, more productive and more sustainable. Historically, Komatsu has been known for quality and reliability, and that foundation remains unchanged. What is evolving is how technology is developed and deployed.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter."

– Rod Bull,
CEO,
Komatsu North America

The organization is investing heavily in advanced automation, electrification and digital platforms, while also partnering with technology leaders outside traditional heavy industry. These partnerships allow the company to move faster, learn from adjacent industries and bring proven solutions into mining, construction and forestry. A key focus is autonomous equipment — haulage, loading and dozing — designed to help customers address labor shortages, rising costs and productivity constraints.

Equally important is how technology is developed. By adopting strategic development and testing cycles, the company aims to sustain long-term leadership rather than short-term advantage. Innovation is viewed as an ecosystem — internal expertise combined with external partners, all aligned around customer outcomes.

Question: What does a customer-first approach look like in practice?

Answer: Customer focus is deeply embedded in the culture. It begins with spending time where the work happens — a concept known as gemba — on jobsites, in shops and in production facilities. This philosophy ensures that strategies and products are grounded in real-world conditions rather than assumptions.



Komatsu's PC365LC-11 excavator with electric work equipment technology and intelligent machine control (IMC) dozers are part of Komatsu's commitment to improving production, efficiency and sustainability.

A significant portion of new product development is driven directly by customer feedback. Engineers and product teams observe operations firsthand, test solutions in the field and refine designs based on real use. This continuous feedback loop helps ensure that equipment, technology and services deliver measurable value.

Customer focus also extends beyond the machine itself. Service, parts availability and technical support are viewed as critical components of the value proposition. The goal is to allow customers to focus on their projects while relying on a trusted partner to support the full life cycle of their equipment.

Question: How does Komatsu differentiate itself as a market leader?

Answer: Market leadership is built on three pillars: quality, safety and accessibility. Quality and reliability define the products, while safety guides how they are designed, built and supported.

Safety is a shared responsibility that starts with strong leadership and extends across every team member of the organization. We work hard to keep leaders and stakeholders connected, aligned and focused on our ultimate goal of zero harm. Our top priority is to help ensure everyone returns home healthy and safe to their family each day. Another key differentiator is accessibility. Customers and dealers can reach deep into the organization, including engineering and manufacturing teams, to resolve challenges quickly. This openness creates trust and accelerates problem-solving.

Market leadership is also reinforced through strong dealer partnerships and a growing brand presence. Rather than relying on aggressive marketing, the company focuses on consistency — delivering the same high standard of experience across products, services and regions. This approach strengthens long-term relationships and reinforces credibility in the marketplace.

"Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle."

– Rod Bull,
CEO,
Komatsu North America

Question: What has driven Komatsu's growth?

Answer: Growth is driven by a holistic view of value. Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle. Service contracts, rebuild programs, parts support and digital tools all play a role in reducing the total cost of ownership for customers while creating sustainable revenue streams.

‘Komatsu is focused on balancing heritage with momentum’

. . . continued

Significant investments in infrastructure support this strategy. Modern manufacturing plants, rebuild centers and distribution facilities enable faster response times and higher-quality service. These investments also support export growth, positioning North America as a critical hub for production and innovation within the global organization.

Workforce development is another growth driver. Komatsu is expanding training programs, partnerships with schools and trade organizations, and flexible learning platforms to attract and develop the next generation of technicians and operators. Addressing labor shortages is not just a workforce issue — it is essential to supporting customer growth as well.

Question: How does Komatsu view the industry’s future as it celebrates more than a century of notable achievements?

Answer: The future is collaborative. The challenges facing heavy industry — labor availability, sustainability, cost pressures and regulation — cannot be solved by individual companies acting alone. Komatsu sees its role as part of a broader community that includes customers, dealers, competitors, technology partners and industry associations.

Technology will continue to play a central role, particularly in automation, electrification and data-driven operations. At the same time, sustainability will extend beyond emissions to include processes, supply chains and long-term workforce health.

Nothing is more important than keeping safety at the center of how we operate, and that’s a commitment I work to reinforce every day. As we look ahead to the next 100 years, safety will remain at the forefront of everything we do. It is fundamental to our culture, embedded in the way we operate and essential to how we grow and plan for the future.

That unwavering commitment not only defines how we work today but also reflects the values that have shaped Komatsu. With more than a century of history, Komatsu is focused on balancing heritage with momentum. Its origins were rooted in protecting livelihoods and creating value through skilled work, and that philosophy continues to guide decisions today. By investing in people, embracing partnerships and staying relentlessly customer-focused, the organization believes it is well positioned to lead the industry forward — responsibly, collaboratively and with ambition for the long term. ■



Innovative equipment, solutions, technology and a drive to help customers improve their operations across their machines’ life cycles are what set Komatsu and Komatsu-owned companies apart, according to Rod Bull, CEO, Komatsu North America.

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Delivering more tons per cycle

Komatsu HM460-6 elevates articulated truck performance with engineering designed for increased traction, power and payload

For contractors working in quarries, construction sites and large-scale earthmoving operations, the ability to move material efficiently across soft, uneven or unpredictable terrain can have a major impact on productivity. Komatsu's new HM460-6 articulated haul truck is a next-generation articulated dump truck engineered to help contractors move more material with greater consistency, even in challenging ground conditions.

Designed around a new high-output powertrain, an advanced traction control system and a redesigned operator environment, the HM460-6 reflects direct customer input on performance, efficiency and control in demanding applications. With a higher-rated payload and improved fuel efficiency compared to the Komatsu HM400-5 (which this new model replaces), the truck is designed to deliver a lower cost per ton while maintaining stable, predictable operation throughout the haul cycle.

The truck's increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the HM400-5) also allows more material to be hauled in each cycle — further boosting productivity and increasing the total volume of material that can be hauled over a period of time. This has positive impacts across the truck's total cost of ownership and the hourly cost of moving material.

"We didn't just increase the payload and call it done," said Bruce Boebel, Director, Products and Service, Komatsu. "The entire machine was engineered as a system — reducing the truck's weight; adding a high-torque engine, a nine-speed transmission and locking axles; and pairing it with system hydro-pneumatic suspension. When all those elements work together, you get a more nimble truck, faster cycle times and higher overall productivity."

Powered by a new engine

At the core of the HM460-6 is the new proprietary Komatsu DBA127 engine equipped with a two-stage turbocharger system. The engine delivers 518 gross horsepower at 1,700 rpm, providing increased torque at lower engine speeds to support strong acceleration, improved hill-climb capability and efficient power delivery under load. It also eliminates the complexity of an exhaust gas recirculation (EGR) system through a simplified design, uses less fuel and helps extend service intervals, lowering the total cost of ownership. Paired with a new nine-speed Komatsu transmission and intelligent gear control, the powertrain is designed to balance performance and fuel efficiency across a wide range of conditions.



An increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the Komatsu HM400-5) allows for the Komatsu HM460-6 articulated truck to haul more material each cycle.



Komatsu's new HM460-6 articulated truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

Quick specs

Model	Gross horsepower	Operating weight	Capacity
HM460-6	518 HP at 1,700 rpm	165,126 lbs.	46.3 tons

The DBA127 engine's two-stage turbocharger system is designed to deliver efficient boost across a wide operating range, supporting strong low-speed torque while maintaining consistent performance at higher speeds. An electronically controlled bypass valve helps manage boost pressure, contributing to durability and smooth engine response. The engine meets U.S. EPA Tier 4 Final emissions standards and is designed with extended maintenance intervals to help reduce downtime.

"The goal with the new powertrain was to improve performance while also lowering operating costs," Boebel stated. "By pairing the new DBA127 engine with a nine-speed transmission and reducing the truck's overall weight by about 6,600 pounds, we were able to increase production while lowering fuel consumption by up to 12% — which is a meaningful improvement for customers focused on lowering their total cost of ownership."

Designed to maintain traction

Traction performance is a central focus of the HM460-6's design. The Komatsu Traction Control System continuously monitors wheel speed and slip, automatically applying brake force to individual wheels when traction loss is detected. This system works in conjunction with an inter-axle differential lock and a manually activated cross-axle differential lock, providing operators with multiple layers of traction assistance based on ground conditions. Together, these systems are designed to help reduce tire spin to extend tire life, limit material spillage and support steady travel on grades or soft surfaces. Combined with a hydro-pneumatic suspension system engineered to balance ride comfort and stability, the HM460-6 is designed for reliable hauling across the toughest terrain.

Improved awareness

A redesigned cab focuses on visibility, ergonomics and operator comfort. A four-pillar cab design increases glass area by 16% and reduces blind spots by 43% compared to the HM400-5, helping to improve awareness during loading, hauling and dumping. Control layouts were revised to group high-use functions within easy reach, and a high-resolution 8-inch machine monitor paired with a 10-inch sub-monitor provides access to payload data, machine information and rearview camera feeds.

Standard operator-assist features include cruise control and automatic retard speed control to help maintain consistent downhill speeds, as well as hill start assist, which helps prevent rollback on steep grades. A rollover prevention system monitors vehicle speed and rear frame angle, providing alerts and limiting machine functions when thresholds are approached. New brake inspection guidance helps operators assess brake status.

Maintenance access is also addressed in the HM460-6 design. A powered tilting engine hood, ground-level service points and extended service intervals are intended to help reduce downtime and simplify routine inspections and scheduled maintenance. The truck is equipped with telematics data-monitoring technology that enables fleet managers to access machine health and operating data, helping improve utilization and planning and supporting proactive maintenance.

"In engineering the HM460-6, the focus is on delivering confident performance in real-world conditions where traction, torque and control make the difference — with extra payload," said Boebel. "The new DBA127 engine and advanced traction systems were designed to help operators stay productive on challenging and versatile terrain, while the redesigned cab and service features reflect how closely we listened to customer feedback." ■



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Skill, speed and interactions tested

Komatsu's national Advanced Technician Competition put customer uptime front and center as competitors performed inspections and identified issues

In an industry where equipment downtime can halt productivity and drive up costs, technicians play a critical role in keeping operations moving. That reality was on full display at Komatsu's national Advanced Technician Competition (ATC), where top distributor technicians from across North America competed in a rigorous, real-world test of skill.

Held at Komatsu's Cartersville Customer Center in Georgia, the event highlighted the expertise required to maintain and repair machinery. Ten technicians from Komatsu's dealer network took part. More than just a competition, the event underscored Komatsu's commitment to customer service and minimizing downtime, according to Griffin Reome, Director of Technical Workforce Development for Komatsu.

"This competition is an awesome way to showcase the faces behind the iron," said Reome. "Our customers can't live without our field techs, and ATC is one of the best opportunities to highlight their skillset and abilities to diagnose issues and identify fixes. In addition, they were tasked with doing a machine inspection, identifying issues and giving customers recommendations for addressing those."

Built on real-world challenges

ATC was designed to mirror the realities technicians face in the field. It involved three stations, each featuring different machines and problem scenarios, all requiring a methodical approach to troubleshooting and repair. Communication also played a central role in the evaluation process, reflecting its importance in the field.

Competitors were given an hour per station to diagnose and resolve issues, with a brief period to familiarize themselves with the equipment before being timed. Komatsu personnel "bugged" a PC220LCi-12 intelligent machine control (IMC) excavator and a D71PXi-24 IMC dozer for the diagnosis stations. An older WA320PZ wheel loader was used for the machine inspection.

Unlike traditional skills competitions, ATC evaluated more than just whether a technician could diagnose and fix a problem. Judges assessed each competitor on a range of criteria designed to reflect a full customer experience. Judges played the role of the customer who had called to have a technician assess the machines' issues and perform the inspection.

"We had very detailed bugs in these machines that the technicians had to strategically, methodically troubleshoot, based on information from the customer, as well as their skills," explained Andrew Earing, Director of Operator and Technical Training, Komatsu. "Communication was extremely important because it was the first line of contact with the customer, who provided background and

Watch the video

Continued . . .



Komatsu's Advanced Technician Competition (ATC) includes three stations, each with a one-hour time limit, where competitors must identify equipment issues and find solutions to fix them.

‘We hope to continue ATC for a long time to come’

. . . continued

information that the technician could use to diagnose and fix the issues.”

After the initial discussion with the customer, technicians were tasked with using their expertise, training, service manuals, tools, and other information to resolve the issue. During the inspection, they had to identify any potential issues that could affect the equipment’s performance, and provide recommendations for fixes.

Scoring included:

- Technical performance, for accurate diagnosis and repair
- Safety, confirming proper procedures were followed
- Professionalism, including demeanor and approach
- Documentation, such as correct part numbers and service records

Each winner of the Komatsu ATC received a selection of Komatsu-branded prizes and merchandise. In addition, the top two finishers earned an exclusive “Day in the Life” experience with the opportunity to see how a pit crew operates up close at the upcoming Miami Grand Prix, United States, made possible through Komatsu’s ongoing partnership with the Atlassian Williams F1 Team.

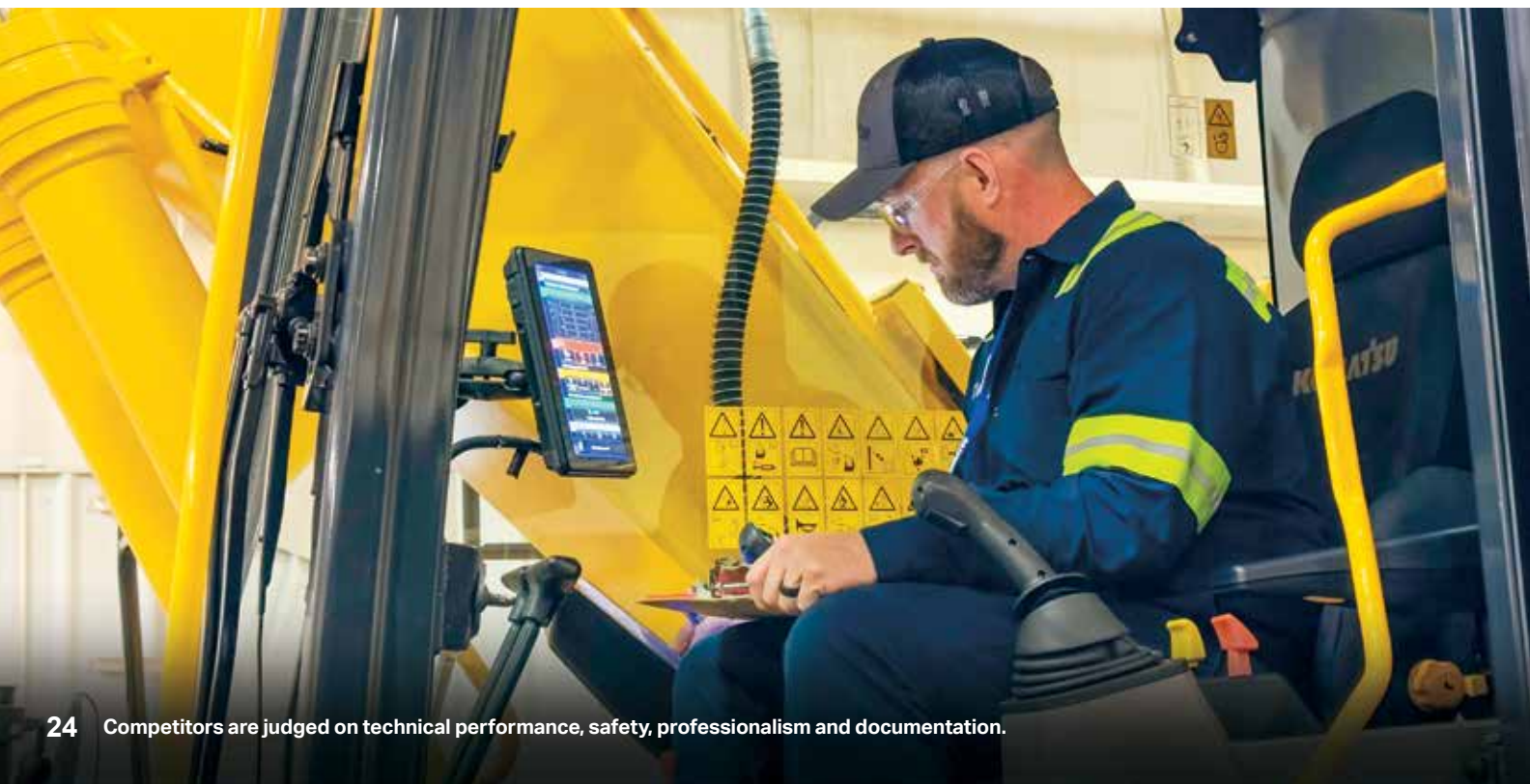
Reinforcing a commitment to uptime

At its core, the competition highlighted the direct connection between skilled technicians and customer uptime. Effective maintenance, especially when proactive, helps avoid costly breakdowns and keeps equipment operating efficiently. By simulating real-world service scenarios, ATC reinforced the importance of quick, accurate troubleshooting and clear communication under pressure. It also demonstrated how technicians served as a critical link between Komatsu and its customers, according to Reome.

The return of ATC came at a time when the industry faces an ongoing shortage of skilled labor. Dealers across North America are actively working to recruit and retain qualified technicians, making workforce development a top priority. By reviving the competition, Komatsu aimed to elevate the profession, recognize top talent, and inspire the next generation of technicians.

For participants, ATC was as much about recognition as it was competition. Simply earning a spot among the finalists reflected a high level of skill and dedication.

“ATC aligns with Komatsu’s broader efforts to grow the technician workforce through education partnerships, training programs and career development opportunities,” said Reome. “The number one thing we want them to know is that we’re not successful without them. We hope to continue ATC for a long time to come.” ■



 Competitors are judged on technical performance, safety, professionalism and documentation.

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