



ON TRACK



A publication for and about our valued Michigan customers • www.CEConTrack.com • Winter 2026

KOMATSU

American Excavating Ltd.

Family-owned company
increases productivity on its
site development and underground
utility projects with
Komatsu equipment





**Mark Kelso,
General Manager**

**Many solutions
available**



Dear Valued Customer:

Equipment showcases are a great way to gain firsthand experience with new machines and learn from experts. You won't want to miss North America's largest trade show, CONEXPO-CON/AGG, which will take place March 3-7, 2026, in Las Vegas. It will arrive sooner than you think, but for now, you can check out a preview of the event in this issue. Be sure to visit Komatsu's booth at the show to see its latest solutions.

On that note, I am excited to inform you that Komatsu just released its next-generation PC220LC-12 and PC220LCi-12 excavators, which deliver the most comfortable and advanced excavator work environment Komatsu has ever created. By empowering operators with enhanced comfort, cutting-edge technology and customizable features, these new excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership.

Plus, Komatsu recently introduced its new WA475-11 and WA485-11 wheel loaders. Both offer lower fuel consumption and more engine power compared to their predecessors. Yard loader configurations designed to support higher productivity in aggregate applications are available for both models.

We also offer an in-depth look at My Komatsu, Komatsu's comprehensive digital hub, which provides an easy way to collect, visualize and monitor machine information from both Komatsu and non-Komatsu equipment. It can help benefit your bottom line by providing time and cost savings.

There are several other valuable articles for you to enjoy as well, including an update on bonus depreciation, which was recently restored to 100%.

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

Sincerely,
Continental Equipment Corporation

A handwritten signature in black ink that reads 'Mark Kelso'.

Mark Kelso,
General Manager

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KOMATSU

Celebrating 40 years

Family-owned American Excavating increases productivity on its site development and underground utility projects with Komatsu equipment



Zac Birnbaum,
Owner

This year marks the 40th anniversary of what's now known as American Excavating Ltd., which was founded under a different name in 1985 by Steve Birnbaum. While Steve is still involved in the company and maintains ownership, his son Zac is also an owner and is mainly responsible for overseeing operations.

"I'm the third generation in the construction industry as my grandpa Fritz Birnbaum and my dad owned a business together until my dad went out on his own," said Zac. "Of course, I worked for my dad during the summers and after school growing up, then joined full time in 2004 after graduating high school."

From the outset, American Excavating's focus has been on site development with a heavy emphasis on underground utility installation

around its homebase in Saginaw, Mich. The company typically has 10 to 12 projects in process at any one time. On projects that require the removal of materials, such as sand, stone and topsoil, American Excavating often hauls those items back to its yard to crush and recycle them or reuse on other projects.

"Our main forte is municipal water and sewer."

*- Zac Birnbaum,
Owner,
American Excavating*

"We're an earthwork company, but our little region is pretty flat, so there's not a ton of earthwork that needs to be done; that's why underground utility is our emphasis," explained Zac. "Our main forte is municipal water and sewer. We do a lot of installations for the city of Saginaw, Tittabawassee Township and Thomas Township. It's about a 50-50 split in terms of whether we're the general contractor or sub."

Deep relationships

In addition to municipal jobs, American Excavating works closely with several local developers who rely on American Excavating's expertise, from utilities to grading.

"Each project is unique, but for the most part when it comes to underground, we're starting from connecting to an existing utility, then laying new main lines and putting in individual services," described Zac. "If we're working with a developer on a site development, our scope may also include everything from stripping to finish grading for lots and roadways. We may also take responsibility for the curb and asphalt placement, which we would sub out."

Zac added, "One of our real sources of pride is the generational, deep relationships we have with developers. I think that's directly tied to our quality, transparency and honesty. They know they can trust us to be fair with them and get their projects done on time and on budget."

Growing into bigger projects

American Excavating's ability to handle larger and more complex projects has grown considerably since its inception. Today, it completes jobs that range in size from \$100,000 to \$5 million with a staff of about 45.

Customer snapshot

Company: American Excavating Ltd.

Location: Saginaw, Michigan

Employees: Approximately 45

Established: 1985

Areas of expertise: Underground utility installations and site development

Komatsu equipment: WA320-8 and WA270-8 wheel loaders; PC138USLC tight tail swing excavator; HM400 articulated truck; D39PXi intelligent machine control (IMC) dozer

An American Excavating operator strings pipe with a Komatsu WA320-8 wheel loader on a project in Caseville, Mich.

▶ VIDEO





An American Excavating operator moves dirt with a Komatsu WA270-8 wheel loader on a utility project in Saginaw, Mich.

"My dad grew the business exceptionally well," Zac stated. "We continue to grow and have taken on more challenging jobs as we gain experience. We've had a lot of opportunity lately to do some really big projects that we weren't able to before. We're doing a lot of larger heavy civil work, and deep sewers that are 20-foot-plus have kind of become our specialty. Fortunately, we have a lot of really good employees who can get the job done, which makes my life extremely easy."

"We continue to grow and have taken on more challenging jobs as we gain experience."

*- Zac Birnbaum,
Owner,
American Excavating*

A large project that highlighted American Excavating's capabilities involved running about 14,000 feet of 36-inch and 20-inch water mains from a local water plant to new industrial sites. It also included sewer installations at depths of up to 30 feet. American Excavating personnel had to navigate open areas as well as through tight spots in residential areas during the three-year undertaking.

Additionally, American Excavating recently completed about 3 miles of force main replacement from the city of Caseville to its wastewater treatment lagoons outside of town that included putting in seven lift stations. Depths ran from approximately 5 feet to 15 feet.

More productive with Komatsu

In order to get the job done, American Excavating has increasingly turned to Komatsu equipment, including WA320-8 and WA270-8 wheel loaders, a PC138USLC tight tail swing excavator, an



American Excavating's most recent acquisition is a Komatsu D39PXi intelligent machine control (IMC) dozer.

HM400 articulated truck, and a D39PXi intelligent machine control (IMC) dozer purchased from AIS/Continental Equipment Corp. with the assistance of Sales Consultant Chad Fullerton.

"We started using Komatsu about two years ago after previously using other brands," recalled Zac. "That's largely due to the relationship we developed with Chad and CEC. He took us down to one of Komatsu's plants, and we were impressed. I did have some familiarity with Komatsu. You see it everywhere up here. I've noticed an increase in production, especially with the loaders."

The WA320 was American Excavating's first Komatsu purchase, followed by the WA270.

"Chad and I decided on machine sizes based on me explaining what we do and him determining those would be ideal based on the cubic yards



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Continued...

'CEC's service has been huge'

... continued

of the buckets and how they would be best for production," shared Zac. "They also have good lift capacity, which is important for us as we get into these deeper sewers that require heavy trench shields and lifting manholes and structures."

By the numbers

- **10 to 12** projects typically going on at one time that range from **\$100,000 to \$5 million**
- **50-50** split between being the general contractor or the subcontractor
- **14,000** feet of water line installed on a recent project



AIS/CEC's Chad Fullerton (left) talks with American Excavating's Zac Birnbaum about American Excavating's new Komatsu PC138USLC tight tail swing excavator.

Zac continued, "The truck is good for hauling material on-site, and we added the PC138 for jobs that involve limited space, but it also gives us the ability to dig in open spaces. Again, Chad was instrumental in finding us the right equipment to fit our needs. CEC's service has been huge. They come out whenever we need something, and the fact that they take care of the routine services for our new machines through Komatsu Care has been great. It ensures services are done on time and with minimal downtime."

"Chad was instrumental in finding us the right equipment to fit our needs."

*- Zac Birnbaum,
Owner,
American Excavating*

Responsible expansion

Zac indicated that he's open to additional growth as long as it doesn't hamper American Excavating's ability to continue delivering outstanding service.

"If you're not growing, you're shrinking," commented Zac. "We're always looking for expansion, but in a responsible way. I think the future is really trying to do what we do and do it with the same or better quality. We like what we do. We've carved out a nice niche." ■

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

American Excavating uses a Komatsu HM400 articulated truck to haul on-site materials.



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Experience the next level of innovation

CONEXPO-CON/AGG will return to Las Vegas with new features slated for North America's largest construction trade show

CONEXPO-CON/AGG will return to the Las Vegas Convention Center from March 3 to 7, 2026, introducing new features and innovations to the triennial event, which is the largest construction trade show in North America. The 2023 show set an attendee record with more than 139,000 from 133 countries. Over 2,400 exhibitors participated, spread across 3 million square feet of exhibit space.

"We are especially excited to create new experiences and features for both attendees and exhibitors."

*-Dana Wuesthoff,
CONEXPO-CON/AGG Show Director*

"The continued growth and success of CONEXPO-CON/AGG has set a new benchmark for the industry," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "Building on this momentum, we will deliver an even more impactful event in 2026, continuing to provide unparalleled opportunities for networking,

education and highlighting the latest innovations in the construction industry. We are especially excited to create new experiences and features for both attendees and exhibitors."

New in 2026

Ground Breakers stage: The keynote stage will highlight the global contributions of the construction industry and bring focus to critical industry topics.

Key topics include:

- Innovation in construction technology and practices
- Public policy impacting the industry
- Workforce development and addressing labor challenges
- Sustainability and environmental responsibility
- Mental health and well-being in the construction sector

EmpowerHER workshop: During Women in Construction Week 2026, the EmpowerHER workshop will be a special



North America's largest construction trade show, CONEXPO-CON/AGG, will return to the Las Vegas Convention Center March 3-7, 2026.



2,000 exhibitors are expected at CONEXPO-CON/AGG 2026, including Komatsu.

event dedicated to addressing the unique challenges and opportunities women face in the construction industry.

This program includes:

- Networking events fostering connections and community among women in the construction industry
- Peer-led panel discussions and keynote presentations featuring industry leaders and experts
- Sponsorship opportunities to support and promote women-focused initiatives

Small Business workshop: This recognizes the vital role of small businesses in the construction sector, addressing the unique challenges faced by small business owners.

It will provide:

- Networking events to build valuable connections for small businesses
- Best practices and practical tools that can be implemented immediately
- Sponsorship opportunities to support small business success

Shop Talks and Walks workshop: This maintenance-focused program is designed to provide attendees with practical solutions for everyday challenges.

This program will feature:

- Special events focused on preventive maintenance, equipment efficiency and increasing uptime
- Educational opportunities focused on providing attendees with the tools to solve real-world challenges

Visit Komatsu

Komatsu is expected to have a large booth in the West Hall (W41945) and welcomes all to take an up-close look at its latest products, designed to help improve your operation. Meet with Komatsu experts to learn more about the equipment, Smart Construction solutions and services offered. ■

CONEXPO-CON/AGG in focus

Held every three years, CONEXPO-CON/AGG showcases the latest equipment, products, services, and technologies for the construction industry, along with industry-leading education. For more information, visit <https://www.conexpoconagg.com>.

When: March 3-7, 2026

Where: Las Vegas Convention Center

Expected exhibit space: 2.9 million square feet

Expected exhibitors: 2,000

Education sessions: 150

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.

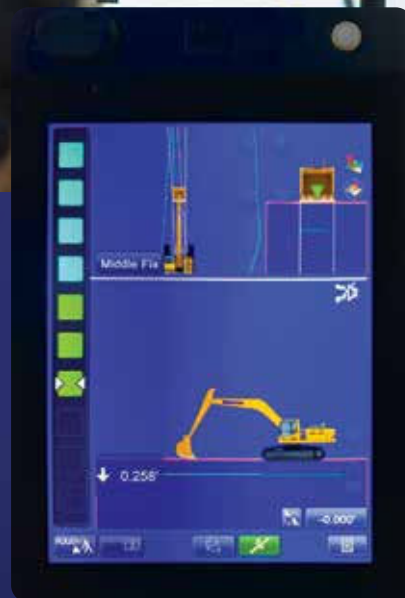
"The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact."

*— 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

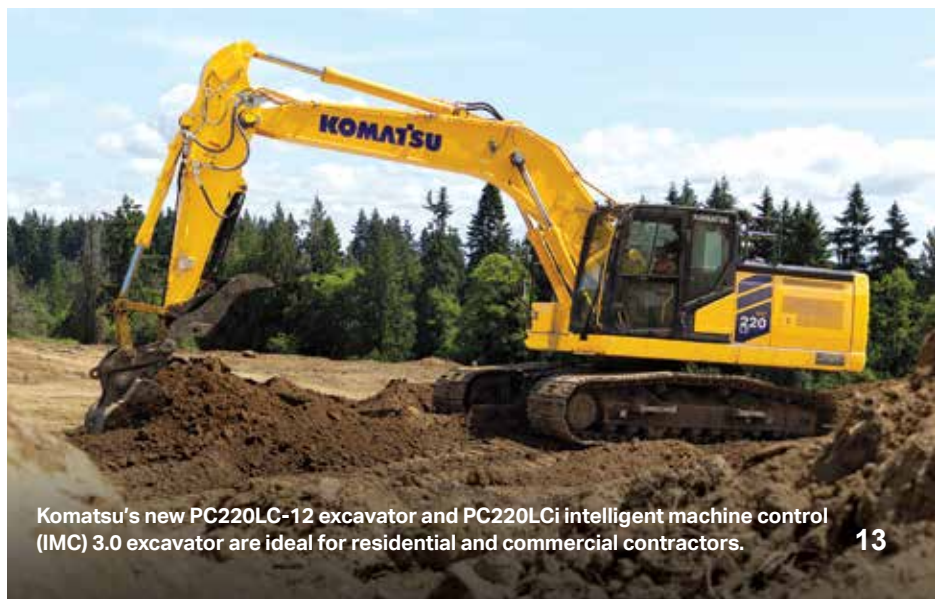
Fuel: Up to 20% cost reduction

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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Komatsu introduces WA475-11 and WA485-11

These new wheel loaders are built for increased productivity, operator comfort and ease of maintenance

Komatsu's new versatile WA475-11 and WA485-11 wheel loader models are designed to move material efficiently and effectively, helping to increase productivity while providing improved operator comfort and easy maintenance. Sharp focus has been put on reducing total cost of ownership (TCO).

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort."

*-Bruce Boebel,
Director of Products and Service,
Komatsu*

The WA485-11 offers up to 12% lower fuel consumption, 21% more engine power and 13% faster climbing speed than its predecessor, the WA480-8. The WA475-11 provides up to 7% lower fuel consumption, 18% higher engine power and 40% greater climbing speed than the WA475-10.

Both loaders now include Komatsu Hydraulic Mechanical Transmission (KHMT) engineered

for improved fuel efficiency and productivity. Operators will appreciate the large, comfortable four-pillar cab, angle feedback joystick steering and independent work control to help reduce fatigue on long operating days. The new wheel loaders also feature standard rear object detection and a deluxe LED light package to promote enhanced jobsite safety.

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort. These wheel loaders build on proven performance of previous models with innovative advancements designed to enhance productivity," said Bruce Boebel, Director of Products and Service, Komatsu. "We're excited to introduce these machines and put them to use for our aggregate customers and beyond."

Both models offer yard loader configurations that include additional stability features such as a larger bucket, wide low-profile tires and additional counterweight designed to support higher productivity in aggregate applications. ■

Quick specs

Model	Horsepower	Operating weight	Bucket capacity
WA475-11	343 HP	54,542-60,197 lbs.	5.5-6.3 yd ³
WA485-11	362 HP	61,432-64,997 lbs.	6.4-7.2 yd ³



Debuts for WIRTGEN GROUP

W 210 XF cold milling machine featured as new equipment and innovative technology are showcased during World of Asphalt and AGG1

WIRTGEN introduced its W 210 XF during the World of Asphalt Show & Conference and AGG1 Aggregates Academy & Expo, adding it to its portfolio of large milling machines. The new model combines high performance and efficiency with compact dimensions.

Offering milling widths between 6 feet, 7 inches and 8 feet, 2 inches and a maximum milling depth of 13 inches, the approximately 65,000-pound W 210 XF is ideal for tasks ranging from surface layer rehabilitation and complete pavement removal to fine milling work with maximum efficiency in a wide range of project scenarios. The main areas in which the mill is deployed are where high milling performance and relatively compact dimensions are required, including freeways, state highways and airports. The innovative MILL ASSIST machine control system assures sustainable and efficient machine operations with high productivity.

"The W 210 XF can be utilized on a variety of projects, including bigger highway jobs, but it's nimble enough that you can put it on a residential city street as well as parking lots," said Tom Chastain, Milling Product Manager, WIRTGEN. "One of the standout features of the W 210 XF is a new 18-liter, 777-horsepower engine that requires no DEF. It has more horsepower with lower fuel consumption and CO2 emissions compared to the previous F-series model."

The WIRTGEN GROUP Performance Tracker Milling is available for the automated documentation of milling tasks. The operator can view the automated construction site

documentation and display the CO2 emissions for the entire construction site at a glance and in real time on the machine's control panel.

"Performance Tracker gives us all the job data; with lasers and GPS, it's taking more than 60 inputs a second," noted Chastain. "At the end of the day, we push one button and get a report showing fuel consumption, water, cutting tool consumption, square yards, cubic yards, how many tons were put in individual trucks, idle time and more."

Chastain added, "At World of Asphalt, we showed the W 210 XF with a new North American-style canopy that can be rolled back in and folded down below the hood level. It's good for transport or working in areas where there may be overhanging trees."

Smart Compact launch

WIRTGEN launched its Smart Compact Basic and Smart Compact Pro for HAMM rollers during World of Asphalt. Smart Compact Basic uses sensors to measure asphalt surface temperature and an accelerometer on the front drum to measure stiffness. A weather station on the top of the roller measures air temperature and wind speed.

"With all the sensor values, we're able to calculate what the asphalt temperature cool down rate will be," stated Dan Sant Anselmo, HAMM Applications Support Manager, WIRTGEN. "This is incorporated into a screen on top of the platform for the operator, where they can select course thickness of the surface mix, binder or base. Within the parameters, the machine will vibrate depending on sensor feedback."

Sant Anselmo continued, "We take this one step further with Smart Compact Pro. With that, we have incorporated a sensor that is a real-time density scanner. This is the first time where you're actually able to scan the material and see what the true density of the material is. Along with that, we calibrate the sensor to the mix using a PQI or Troxler gauge. Once calibrated, you can go to work. If we set a point of 95% density, the machine will continue to use dynamic compaction until it hits that, then shuts the vibration off. So, we don't have fears of over-compacting or under-compacting, and we have hopefully eliminated the need for coring in the future."

With the HD+ 120i VIO-2 HF, the WIRTGEN GROUP also showed a tandem roller with three-point articulation steering designed



VÖGELE's MINI 500 is its smallest paver. With widths ranging from 10 inches to 5 feet, 11 inches, it is ideal for small-scale paving on limited-space sites.



WIRTGEN's new W 210 XF cold milling machine combines high performance and efficiency with compact dimensions.

especially for use in North America. It is fitted with two maintenance-free VIO drums offering a choice of working with static compaction, vibration or oscillation. Also appearing at the show was the HX 70i tandem roller, the HP 100i pneumatic tire roller for chipseal applications, and the HD 12e VV with a fully electric drive system that enables emission-free compaction and particularly low operating noise.

For the asphalt paving sector, VÖGELE highlighted technology that includes its ability to do 3D paving using models from a variety of companies, including Topcon, Trimble and Leica. Laikram "Nars" Narsingh, Application and Technology Specialist with the WIRTGEN GROUP, showed how that's possible in a plug-and-play atmosphere with VÖGELE pavers.

"We have an interface on the backside of the paver that allows you to use any of those systems while using VÖGELE's machine controls, which simplifies installation and makes it more reliable and economical," explained Narsingh.

VÖGELE presented the SUPER 1703-3i wheeled universal-class paver, the SUPER 2000-3i highway-class tracked paver and a mini-class SUPER 700i. A highlight of the show was the smallest VÖGELE paver, the MINI 500, with a base width of only 2 feet, 11 inches and working widths from 10 inches to 5 feet, 11 inches. It is the ideal choice for paving between railroad or streetcar tracks, capping narrow trenches, or the construction of footpaths and cycleways.

Impact introduction

A highlight for the asphalt recycling sector included a close look at the new KLEEMANN MOBIREX MR 100i NEO mobile impact crusher. It is the only machine in its performance class to offer fully automatic crusher gap adjustment and zero-point determination.



HAMM's HD+ 120i VIO-2 HF offers versatility with two VIO drums that enable a total of nine different compaction mode combinations.

"At 78,000 pounds, it's the smallest impact crusher that KLEEMANN has built to date, but it's a really good machine for our customers to get out there and be transportable and versatile," elaborated Cole Childress, Technical Sales Manager, WIRTGEN GROUP. "As we developed it, we took a lot of the benefits and features from our larger machines such as the continuous feed system, SPECTIVE CONNECT, overload protection and more. It's also the first crusher we have with an onboard power pack. There are several optional features available such as a wind sifter too."

The innovative "Lock and Turn Quick Access" safety system allows users to open the crusher without tools in only 30 seconds. Operation of the KLEEMANN crusher directly from the SPECTIVE SWITCH control unit is particularly easy and intuitive. With SPECTIVE CONNECT, operators can access all relevant data such as engine speeds, consumption values and filling levels via a clearly laid-out display on a smartphone or tablet. ■

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, Ga., 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."

"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."

*-Ethan Staples,
Product Demonstration Specialist,
Komatsu*

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



(L-R) AIS/CEC's Craig Williams shows Great Lakes Fusion's Bryan Marks around Demo Days.



► VIDEO

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

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.

"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."

*-Luke Morgan,
Project Manager and Smart Construction
Technology Manager,
Wilson Excavation*

"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,



Customers take a look at Komatsu's new PC220LCi-12 IMC 3.0 excavator, which offers enhanced operator comfort, advanced technology and safety features.

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." ■



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* When compared to conventional PC360LC-11.

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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

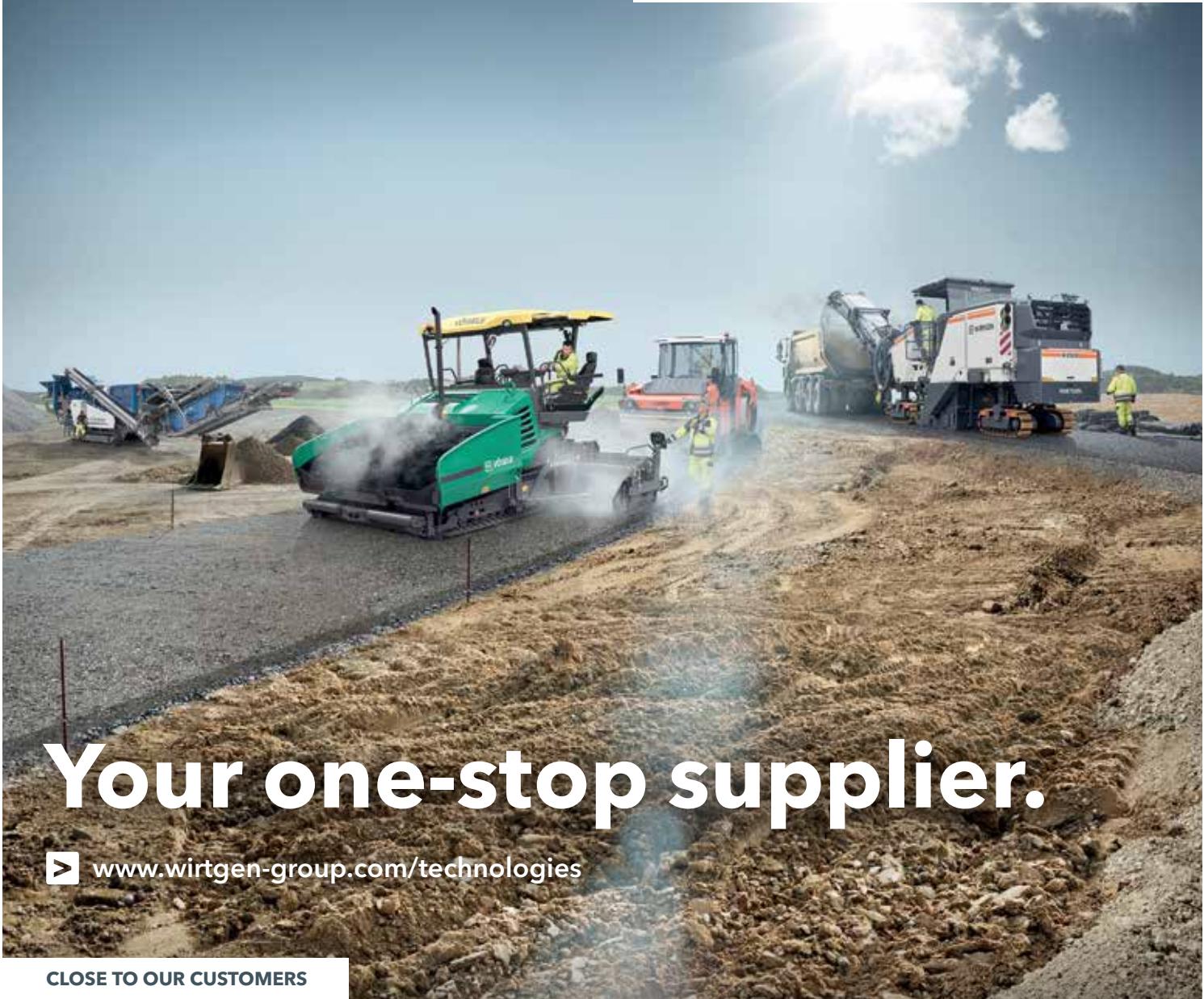
Beinlich and Zeravica encourage customers to use certified dealer technicians to do the FFO rebuild using genuine remanufactured components, saying it's a great way to ensure they are installed correctly and covered under a one-year, unlimited-hours warranty. Major components are also backed by Komatsu's 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.

A JOHN DEERE COMPANY

A large-scale construction site under a bright, sunny sky. In the foreground, a green Wirtgen roller is compacting a gravel surface, kicking up a cloud of dust. Behind it, a yellow Wirtgen machine is also working on the same surface. To the right, a large white and grey Wirtgen machine, possibly a paver or spreader, is in operation. Several workers in high-visibility yellow clothing are visible around the machinery. The ground is uneven, with large piles of dirt and gravel. The overall scene depicts a busy road construction project.

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Make the most of your telematics data

My Komatsu gives you an easy way to collect, view and monitor machine information from Komatsu and non-Komatsu equipment

Telematics data can help drive results for business operations, but only when it's collected and analyzed efficiently.

My Komatsu, Komatsu's comprehensive digital hub, analyzes telematics data from your on-machine technology — including Komtrax, Komtrax Plus and ISO API 15143-3 (AEMP 2.0) data from other OEMs — and displays it on easy-to-read dashboards. With My Komatsu, you can access data that's generated by Komatsu and non-Komatsu equipment anytime, from anywhere.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM."

*-Tommy Hergenreder,
North American Manager,
Digital Product,
Komatsu*

My Komatsu minimizes your logins and helps you see your data all in one place. ISO integration and analytics are included as standard features with your registration. ISO API 15143-3 (AEMP 2.0) computer code allows fleet managers to integrate new digital telematics data into existing fleet management systems, letting you see your complete fleet, pull operation reports and set alerts.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

Komtrax data flows to Komtrax storage, while ISO 15143-3 (AEMP 2.0) facilitates the extraction

and raw data to your choice of database. My Komatsu connects telematics data from all machines or accesses it through monitoring and analysis services to create powerful analytics dashboard views.

Benefit your bottom line

With My Komatsu, you can:

- Get actionable information to monitor machines and help guide decisions
- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency

Available data points with My Komatsu vary by OEM and machine applications, but they generally include last known location, engine status, cumulative operating hours and more.

"One API credential from the OEM covers all of that manufacturer's machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■



My Komatsu minimizes logins and displays your data all in one place.



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JCB Teleskids are the world's first and only skid steer and compact track loaders with a telescoping boom, allowing it to lift higher, reach farther and dig deeper than any other skid steer.

Advanced formula with phosphates

Komatsu Supercoolant helps provide better protection against corrosion and a longer life to reduce downtime and costs

Your equipment can face a range of temperature extremes. Without proper protection against high heat and extreme cold, corrosion could occur in the engine, which leads to performance issues. The new Komatsu Supercoolant delivers a formula designed to better protect components against the elements and premature failure.

Komatsu Supercoolant uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors. The new formula has been certified for use in Cummins heavy-duty diesel engines and meets CES 14603 standards. This means it can be used in all Komatsu equipment and other all-makes equipment with Cummins engines.

"The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion. That protection helps ensure long life and that components don't prematurely wear."

*- Tony Laskero,
Senior Manager of Aftermarket,
Komatsu*

"The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion," explained Tony Laskero, Komatsu's Senior Manager of Aftermarket. "That protection helps ensure long life and that components don't prematurely wear."

In addition to better protection, the new Komatsu Supercoolant formula has a longer replacement interval — up to 12,000 hours with regular KOWA (Komatsu Oil and Wear Analysis) sampling and adding an extender additive after 6,000 hours.

"KOWA should be performed at every maintenance interval as it's similar to a 'blood test' that can identify issues that need to be addressed before they become catastrophic," Laskero said. "With this new Komatsu Supercoolant, at 6,000 hours, you should perform a KOWA, and if everything is in good working order, you can add the extender to prolong life. An additional KOWA should be performed at 9,000 hours. At 12,000 hours, it's time to flush the cooling system and add new Supercoolant."

When switching from the previous Komatsu Supercoolant formula, a cooling system flush is not needed. However, it should not be mixed with other coolant brands.

"If you are using a different brand of coolant currently, it is advised that you perform a coolant system flush before using Supercoolant for the first time," stated Laskero. "Once you have Komatsu Supercoolant in your machinery, you get extended interval replacement, which can help reduce downtime and maintenance costs. A bonus is you can use it in non-Komatsu equipment with Cummins engines."

Komatsu Supercoolant is available in 1-gallon jugs, 5-gallon pails, 55-gallon drums and 320-gallon totes through your Komatsu distributor and on My Komatsu. Consult your machine's operator and maintenance manual (OMM) or distributor representative for the proper fluid level. ■

All comparisons are to the previous Komatsu version or model unless otherwise stated.



The new Komatsu Supercoolant formula uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors.

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. ■



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/>



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Komatsu D39PXi-24
STK#: H64933 \$84,900



Komatsu PC360LC-11
STK#: U228360 \$139,900



Komatsu D37PX-23
STK#: W43821 \$89,900



Komatsu D37PXi-23
STK#: W43863 \$119,900



Komatsu D71PXi-24
STK#: W43955 \$279,900



Komatsu D37PXi-23
STK#: U219912 \$79,900



Komatsu PC30MR-5
STK#: W43826 \$34,900



Komatsu PC360LC-11
STK#: H66440 \$79,900



Komatsu PC78US-10
STK#: W43907 \$79,900



Komatsu PC228USLC-10
STK#: W43814 \$139,900



Komatsu PC30MR-5
STK#: W43824 \$34,900



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