

June 2023

 C.N. WOOD

# WOOD WORKS



Aden Aggregates Corp.

Wood Trucking Corp.



**KOMATSU**

## A Message from C.N. Wood



Gerry Carney Jr.



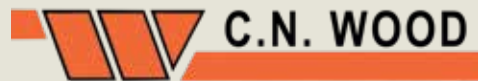
Dan Rott



Kevin Keroack



Craig Cutone



### New management team

Dear Valued Customer:

Recently, C.N. Wood promoted Gerry Carney Jr. to President and introduced its new management team, which includes Dan Rott, Kevin Keroack and Craig Cutone.

Dan, who was previously the Vice President and General Manager of Woodco Machinery, will be assuming the title of Vice President of Operations. Kevin came to C.N. Wood through the acquisition of the Komatsu locations in Connecticut and New York back in 2022 and has been elevated to Vice President of Sales. In the finance area, Craig is now the Chief Financial Officer. Craig had been associated with an outside financial consulting firm that has been providing support services to the company since 2019.

These individuals will bring a vast amount of experience, knowledge, leadership, and professionalism to C.N. Wood. The Benard family will continue to be involved with the company through the Board of Directors.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,

A handwritten signature in black ink that reads 'Gerald J. Carney'.

Gerry Carney Jr.  
President



# WOOD WORKS

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## The Products Plus The People To Serve You!

### Corporate Office

**Gerry Carney Jr.**  
President

**Dan Rott**  
Vice President of Operations

**Kevin Keroack**  
Vice President of Sales

**Craig Cutone**  
Chief Financial Officer

### Sales

**Tom Fiore**  
Environmental Sales Manager

**Carl Sherman**  
Regional Sales Manager

**Tim Hackett**  
Regional Equipment Manager

**Ryan Carbino**  
Regional Equipment Manager

### Parts

**Mike Viles**  
Director, Corporate Parts

**Mike Crawford**  
Regional Parts Manager  
Newington, Holmes & Pine Bush

**Desiree Peckingham**  
North Haven Store

**Kevin Blais**  
Avon Store

**Chet Sobieski**  
Whately Store

**Bruce Rushford**  
Smithfield Store

**Pete Woods**  
Westbrook Store

### Product Support

**Mark Hufcut**  
GM of Product Support  
Newington, Holmes & Pine Bush

**Mike Kidd**  
Environmental Service Manager

**Charlie Patenaude**  
Service Manager, North Haven

# Family-owned Wood Trucking Corp. creates an enduring legacy as a processed and recycled material provider in Massachusetts



**Robert Wood,**  
Owner/President



**Jonathan Wood Sr.,**  
Yard Manager



Watch the video

Wood Trucking Corp.'s journey began in 1971 with a married couple and a pickup truck. Robert and Linda Wood cleaned up backyards, and over time, they added six-wheelers and eventually a 10-wheeler. In 1978, Robert began screening loam, which laid the foundation for the company's future success. Wood Trucking Corp. now operates a yard for recycling, selling loam, and processing concrete and asphalt into state-spec packs.

"My wife and I built this business, but she passed away three years ago, so I'm continuing it," noted Robert.

Today, Wood Trucking Corp. has 28 employees, including three generations of the Wood family.

"I started off learning everything right from the bottom up," said Yard Manager Jonathan Wood Sr., Robert's son. "I was shoveling the screeners out, weed whacking, and cleaning the animals on our farm. Eventually, I got my CDL license and started driving the trucks before I switched to the dirt yard division, and I've been there ever since."

Jonathan Sr. now oversees the operations of the company alongside three of his five children, who each bring unique skills and expertise to the table. Patrick Wood, an operator, grew up learning the ins and outs of the business by

operating machines alongside his grandfather. Similarly, Jonathan Wood Jr., a truck driver and a mechanic, spent his youth learning from his father and mechanics in the shop. Madison Taylor, an accountant, handles the company's billing and financial responsibilities.

The Wood family's strong bond and ability to work together has contributed significantly to the company's success.

"We've got a close family, and we all get along very well," said Jonathan Sr. "Since we all work in different parts of the business, we aren't on top of each other all day. I think that's why it works."

Based in Peabody, Mass., Wood Trucking Corp. caters to the Boston metro area and services locations around Woburn, Lexington and Wakefield. The family business has built strong relationships with gas companies, landscapers, cities and towns by providing high-quality services and top-notch customer support.

## **Yard operations**

At its yard, Wood Trucking Corp. processes and recycles a variety of materials, including loam, three-quarter stone, inch-and-a-half-stone, sand, salt, bark mulch, and the "Woody-pack" (an in-house concrete base layer created by Robert). These materials arrive on trucks from

Wood Trucking Corp. employees work in tandem at the company's yard in Peabody, Mass.







► VIDEO

Operator Patrick Wood pushes material with a Komatsu WA500 wheel loader, and operator Butch Amor moves material to a higher bench with a Komatsu PC360LC excavator. "[The WA500 is] a strong and powerful machine for what you need it to do, and it will never let you down," said Patrick.

projects throughout the Boston area. Once sorted, processed and recycled, the material is sold back to companies in the community.

According to Patrick, the company's success goes hand in hand with its dedication to servicing its customers.

"We're open six days a week, Monday through Saturday, but if one of our primary customer's trucks needs something on a Sunday, we pick up the phone and go down to the yard," said Patrick. "Whether they need a yard or a full load, we're there to take care of them."

For its daily operations, Wood Trucking Corp. relies heavily on its Komatsu equipment, including two WA500 wheel loaders, a PC360 excavator, two PC290 excavators, and a PC270 excavator equipped with a hammer attachment.

"I've run a couple of other machines, and Komatsu's got the most power for me when it goes into piles," commented Patrick, who operates a WA500 every day. "The ride control is amazing in it. Everything about the machine is very good and stable. It's a strong and powerful machine for what you need it to do, and it will never let you down."

The WA500 wheel loaders replaced the company's WA470 models, and the upgrade has made a significant difference in the busy yard's ability to handle work efficiently.

"With our older WA470 loaders, we'd have to use three buckets to fill a tri-axle truck; with the 500, it's two buckets and they're out the door," explained Jonathan Sr. "It's very productive."

The yard's operations also involve sorting mixed loads of asphalt, concrete and dirt. The materials are then rescreened, separated and processed into sellable products. Jonathan Sr. appreciates the versatility and productivity of the Komatsu equipment in the yard, particularly the PC360, which is used for various tasks like feeding screeners and moving piles.

Butch Amor, an operator who runs the new PC360, added, "I love the machine. It's got the extra length on the dipper. Compared to the 290, I have about eight feet more of reach. Now, I can scoop the material and throw it up to the next bench instead of having to walk the machine."

### Loyal partnerships, exceptional service

Wood Trucking Corp. has been a loyal customer of Komatsu equipment and the C.N. Wood Co. Inc. dealership for over 50 years. Wood Trucking Corp.'s relationship with C.N. Wood goes beyond business transactions; it has become a partnership built on trust. Robert credits his long-standing relationship with Bob Benard, the founder of C.N. Wood, for his continued loyalty to Komatsu.



**Patrick Wood,**  
Operator



**Jonathan Wood Jr.,**  
Truck Driver/Mechanic

*Continued...*



# 'I'm very proud of him'

... continued



**Butch Amor,  
Operator**

"The relationship Bob Benard and I had was really good," said Robert. "I could talk to him, and he would help us out when we needed anything. I stay with Komatsu because of the loyalty that I have to Bob Benard, the respect he showed our company, and the continued support we've received from C.N. Wood."

In addition to the Wood family's dedication and the reliability of the Komatsu machinery, Wood Trucking Corp.'s success can be attributed to the excellent service provided by C.N. Wood, including its dedicated team of mechanics and sales representatives who have played an essential role in Wood Trucking Corp.'s growth. Product Support Sales Representative (PSSR) Amanda Brooks has been particularly helpful in ensuring the company's equipment is well-maintained and operational.

"I order all my teeth and all my cutting edges with her," said Jonathan Sr. "One time, I broke a windshield, and I was in a jam, and she came up with a windshield for me that same day."

Kerry "KC" Causer, a C.N. Wood sales representative, also supports Wood Trucking Corp.

"KC is always hands-on and regularly visits the yard to ensure everything is running smoothly," noted Jonathan Sr. "He is not afraid to engage with the operators and genuinely cares about the company's success."

## Looking ahead

The Woods are proud of their accomplishments and the legacy they have built. They are eager to continue growing the business and passing it on to future generations.

"I've watched my father build this company from the ground up," reflected Jonathan Sr. "I'm very proud of him. He's made it a family business, and we've got a lot of guys outside of our family who have been here 20 to 30 years. He's definitely done something right."

Patrick hopes to add another material yard or sand pit to expand the company further.

"We want to get bigger and better as the years go on," said Patrick. "I also think it's important to sit back, watch, and appreciate the time our family gets to spend together. The company is a good size now, but my brother and I envision building on this foundation and seeing where we can take the business." ■



**(L-R) Wood Trucking Corp. employees Jonathan Wood Sr., Jonathan Wood Jr., Robert Wood, and Patrick Wood work directly with C.N. Wood's KC Causer to keep their yard operations running smoothly.**

Operator Butch Amor extends the arm of a Komatsu PC360LC excavator. "I love the machine," Butch commented. "Compared to the 290, I have about eight feet more of reach."



## C.N. Wood Vice President of Sales Kevin Keroack provides industry experience and knowledge, puts customers first

When C.N. Wood Co. Inc. acquired new territory in New York and Connecticut in May of 2022, it retained many of the employees working at the branch locations, including Kevin Keroack.

"If you buy the office building, I come with it just like the furniture," joked Keroack. "I have worked for Komatsu distributors in this territory since 2006. When C.N. Wood bought out this territory, I served as general manager of sales for this region before moving into my current role as vice president of sales for the entire company."

Currently, Keroack oversees the operations of C.N. Wood's sales and rental departments. He establishes the sales strategies, market share and revenue goals. Much of his career advancement can be attributed to his willingness to learn and desire to overcome any challenge put before him.

"There's an awful lot to learn in this industry every day, no matter how long you've been in it," said Keroack. "With that comes a better understanding of how to be more valuable to your employer and, most importantly, the customer. It's a fascinating industry full of opportunity."

Throughout his career, Keroack has been dedicated to building relationships with customers and understanding their needs.

"I am a straightforward, no-sugarcoating-the-situation type of person," explained Keroack. "I want to face problems head on

and come out with an equitable solution that's good for everybody. My thought process is customer first, company second, and personal accountability and/or reward last. If we're able to focus on that approach to every situation, we'll be able to do right by the customer, do what's fair for the company, and take care of the individual bringing it all together."

Keroack added, "I am very much a boots-on-the-ground leader and want to be in front of the customer with my sales and rental teams. I want to be the biggest resource for our team to go to when they're working through a deal or situation, but also somebody our customers feel comfortable with and understand has their back. Ultimately, we want to be the most efficient partner to our customers and help them achieve their goals."

### Family life

Outside of work, Keroack and his high school sweetheart, Gayle, have been married for 31 years and have two daughters together. Every year, Keroack looks forward to winter, so he can take snowmobiling trips with his friends.

"It's an exhilarating sport," noted Keroack. "I enjoy the solitude inside your helmet because you can decompress and take in the scenery. When we ride in Northern Maine, we see wilderness that you couldn't experience any other way. I enjoy the adrenaline rush and uniqueness of each ride, because just like work, no two days are the same." ■



**Kevin Keroack,  
Vice President  
of Sales,  
C.N. Wood**

## Hourly pay in construction ahead of other industries amid worker shortage

According to an analysis from the Associated General Contractors of America (AGC), the average earnings of production and nonsupervisory workers in construction rose to \$32.94 per hour at the end of 2022 — a 6.1% increase compared to November of 2021. Hourly construction workers now earn an average of 17.2% more per hour than in the private sector as a whole.

While the construction sector hit a record 7,750,000 people in November of 2022, there is still a high demand for workers in the industry. AGC's 2023 Construction Hiring & Business Outlook Survey showed that nearly 70% of the 1,032 construction companies polled expected to hire more workers; 80% said they were having a hard time filling positions. ■



## Aden Aggregates Corp. transforms neglected farmland into a productive quarry, focuses on maximum efficiency



Nick Fitzpatrick,  
Owner



Watch the video

As a kid, Nick Fitzpatrick discovered his passion for heavy equipment while playing with toys in his sandbox. Today, his own company, Aden Aggregates Corp., utilizes a fleet of heavy equipment machines to mine and transport building materials from its quarries in Orange County, N.Y.

"When I turned 16, I got into agriculture and started trucking hay," recalled Fitzpatrick. "I turned that into a business buying and selling hay for about the first 20 years of my career."

Fitzpatrick's knowledge of the logistics and agriculture industry led him to identify farmland near highways that would maximize cost-efficiencies for trucking material.

"Roughly 10 years ago, I started buying land and slowly pivoted from farming the land to developing it," said Fitzpatrick, who now owns 20 pieces of property. "Some of the properties I purchased had existing mining permits. About three years ago, I decided to get into mining as part of my land development strategies because, like trucking hay, logistics and trucking are an essential part of the aggregate industry."

### Maximizing efficiency

An old dairy farm served as the gateway to pushing Fitzpatrick into the aggregate market.

"The property was in a great location but had been neglected for years when we bought it," explained Fitzpatrick. "We started out farming and cleaning it up, then began mining the portion of the property zoned for quarry activity. Ultimately when we're done mining, we'll develop the land into a building site and sell it off."

The operation produces sandstone, typically blue hard shale, which is primarily used for commercial and residential projects, but it's also Department of Transportation (DOT) approved. Aden Aggregates makes 10 products ranging from riprap to road base. To maximize mining production efficiency, Fitzpatrick relies on a six-person team at the quarry.

"We've added several other locations since purchasing the dairy farm property and keep them all minimally staffed," said Fitzpatrick. "We're able to do that by operating larger machines. For the last couple of years, Komatsu equipment has been an excellent solution for us."

After adding a Komatsu WA475-10 wheel loader to its fleet and seeing the machine's benefits, the operation bought a Komatsu PC490LC-11 excavator. In short order,

Aden Aggregates' fleet includes a Komatsu WA600 wheel loader and a Komatsu D71PXi intelligent Machine Control (iMC) dozer.

► VIDEO







## ► VIDEO

Operator Emily Gorham uses a Komatsu WA500 wheel loader to deposit material into the bed of a tri-axle truck at Aden Aggregates' quarry. "The operator's cab and ergonomics make the WA500 comfortable for me to operate," stated Gorham. "I've found that the two joysticks for bucket and boom control have good response times, and the machine isn't overly bouncy because of the counterweight location. . .The WA500 helps us work to maximize job site safety because you're given the ability to see everything going on around you in real time."

Aden Aggregates also purchased three Komatsu WA500 wheel loaders, a Komatsu WA600 wheel loader, and a Komatsu D71PXi-24 intelligent Machine Control (iMC) dozer.

"We're feeding our primary jaw at the face of the quarry with the Komatsu 600 and loading anywhere from 25 to 200 trucks per day with the WA500," stated Fitzpatrick. "The 490 excavator is a floater to keep everything cleaned up and loosen up rock at the face. The D71 replaced three older dozers and is our workhorse grading machine that moves between our five different locations.

"We added the D71 because we wanted something that was larger but had a lot of speed and the ability to grade quickly," continued Fitzpatrick. "We were trying to get something that was big enough to push some dirt but agile enough to do high-speed grade. So far, the D71 has been an ideal solution for us."

Fitzpatrick notes that the size of the WA600 wheel loader is a key piece to the quarry's success.

"That machine travels up to 300 feet carrying material between the face and the crusher all

day without running out of power. It's able to handle any size material we throw at it. It has no problem keeping the primary full, which is essential to our productivity."

Operator Emily Gorham, who has multiple years of experience operating heavy equipment in challenging environments, commented, "The operator's cab and ergonomics make the WA500 comfortable for me to operate. I've found that the two joysticks for bucket and boom control have good response times, and the machine isn't overly bouncy because of the counterweight location. There's great visibility around the machine, and the backup camera is in an ideal location. When there's lots of trucks to load, it can be a little like herding cats, and the WA500 helps us work to maximize job site safety because you're given the ability to see everything going on around you in real time."

"You can load trucks with confidence in the WA500," added Fitzpatrick. "It scoops into a pile a full bucket every time, without spinning the tires, for two-pass loads on tri-axle trucks. Our scale weights from the point of loading to when the trucks hit the scale on the way out are very close, so we're not wasting material."



Watch the video

*Continued...*



# 'C.N. Wood takes care of all the maintenance'

... continued

## Proactive support

When Fitzpatrick first met C.N. Wood Co. Inc. sales representative Mike Chason, he was skeptical of adding new machines to his fleet. After demoing the Komatsu WA475 wheel loader, he was sold on the difference the Komatsu equipment offered.

"After Mike convinced us to try the first machine, we couldn't say anything bad about

them and never let them leave," recalled Fitzpatrick. "What's really impressed me has been the support from C.N. Wood after we added the equipment. Their service and maintenance departments are proactive to support our machines running at peak performance."

Fitzpatrick also appreciates Komatsu Care, which provides complimentary scheduled maintenance for the first three years or 2,000 hours on all Tier 4 Final machines.

"C.N. Wood takes care of all the maintenance for us," said Fitzpatrick. "That frees up my mechanics to work on other equipment, which is huge for a company of our size."

## Adding a second quarry

With three years of experience running a mining operation, Fitzpatrick feels confident to open a second facility in Chester, N.Y.

"We want to continue expanding our footprint in the region where it makes sense for us to do so," stated Fitzpatrick. "It's a combination of the land, the location and the resale opportunity. We're always looking for partners to do business with as well. We want people to know they can trust us to have the right material, we'll be easy to work with, and that we can help both businesses maximize profits." ■



Aden Aggregates owner Nick Fitzpatrick (center) works closely with C.N. Wood's Mike Chason (left) and Kevin Keroack to find the right equipment for his operations. "What's really impressed me has been the support from C.N. Wood after we added the equipment," said Fitzpatrick. "Their service and maintenance departments are proactive to support our machines running at peak performance."

With a Komatsu PC490LC-11 excavator, an operator moves material from the face of Aden Aggregates' quarry.







## EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS • EXCAVATOR CUSTOMIZING





# CONEXPO-CON/AGG 2023 attendees see the future of construction as manufacturers highlight electric equipment



Watch the video

Electric! That describes both the atmosphere and an abundance of new machines at CONEXPO-CON/AGG 2023, which was held March 14-18 in Las Vegas. With an eye toward sustainability, a host of manufacturers across multiple industries debuted electric and autonomous equipment designed to reduce fuel usage and carbon footprints.

A record crowd of more than 139,000 people attended North America's largest equipment show, which was co-located with the International Fluid Power Exposition (IFPE) at the Las Vegas Convention Center. More than

2,400 exhibitors from 36 countries were spread out across approximately 3 million square feet of exhibit space, which was about 10% larger than the previous show in 2020.

"The innovations in the construction industry unveiled this week will play a role in helping construction professionals drive meaningful and sustainable economic growth," said CONEXPO-CON/AGG Chair Phil Kelliher. "Live events in the construction industry are very important, because you can see, touch and experience the products. That value was reaffirmed this past week across the show floor."

## Sustainable focus

Komatsu introduced innovative electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology. It has 451 kilowatt hours (kWh) of battery capacity that offer up to 8 hours of operating time, depending on workload conditions and application.

Suitable for a diverse range of workplaces, including indoors, the Komatsu PC30E electric mini excavator with a 35-kWh battery and a 17.4-kilowatt electric motor was on display. The PC30E is designed to be fast-charged, and it offers quiet and simple operation with zero emissions and no vibrations.

Attendees had the opportunity to see Komatsu's smallest electric excavator — the PC01E electric micro excavator. Developed jointly with Honda, it is powered by portable and swappable mobile batteries. The new machine is designed for confined spaces in landscaping, agriculture and construction.

Komatsu's vision for the swappable battery system is to scale up the technology for use in larger micro excavator models. The PC210LCE, PC30E and PC01E will be available in select markets later this year.

Komatsu also showcased three types of charging infrastructure, as well as its WA electric wheel loader prototype with a chassis based on the WA70. The wheel loader prototype utilizes an "intelligent electrification system" that features an electric traction motor, lift, tilt and steering cylinders, power electronics, a system control computer, a battery, and a battery management system.



Manufacturer representatives were on hand to answer attendees' questions about equipment and technology. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions (pictured above, right).

At CONEXPO-CON/AGG 2023, Komatsu introduced innovative new electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology.



► VIDEO





In addition to electric equipment, Komatsu showcased its new PC900LC-11 excavator, which was paired with a Komatsu HM400-5 articulated truck.

In addition to electric equipment, Komatsu highlighted its HB365LC-3 hybrid excavator designed for high production and efficiency with low fuel consumption. Its hybrid system can provide an additional 70 horsepower on demand and allows operators to be up to 15% more productive in Power mode. The hybrid's environmentally friendly operation offers up to 20% more fuel efficiency and 20% less carbon dioxide emissions compared to the standard PC360LC-11.

Also on display was Komatsu's suite of Smart Construction solutions — Dashboard, Design, Drone, Field, Fleet, Office, Remote and Retrofit — designed to optimize the job site, as well as its new Smart Quarry solutions that help increase efficiency, improve production, and maintain a high level of performance, such as Smart Quarry Site and Smart Quarry Study.

Lastly, Komatsu featured its intelligent Machine Control (iMC) 2.0 dozers and excavators, along with the new PC900LC-11 excavator, and other construction and forestry machines.

"We had a lot of great conversations at the show and really wanted customers to take away that we are committed to working with them to create value together," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs."



(L-R) At CONEXPO-CON/AGG 2023, Coit Excavating Inc.'s Deborah and Steven Coit visited Komatsu's booth to learn about intelligent Machine Control (iMC) equipment.



(L-R) Powerscreen New England's Matt Kula and Meninno Construction's Brandon Lafoe checked out Komatsu's new PC900LC excavator.

CONEXPO-CON/AGG is scheduled to return to the Las Vegas Convention Center March 3-7, 2026. ■

Learn more about Komatsu at CONEXPO: [https://www.komatsu.com/events/conexpo/?utm\\_source=Komatsu&utm\\_medium=PressRelease&utm\\_campaign=ConExpo2023&utm\\_content=pc900](https://www.komatsu.com/events/conexpo/?utm_source=Komatsu&utm_medium=PressRelease&utm_campaign=ConExpo2023&utm_content=pc900)



Learn more



# Construction equipment electrification: a glimpse into the future of the electric job site



**Andrew Earing,**  
Director of  
Tracked Products  
and Service,  
Komatsu

From electric vehicles (EVs) to mining equipment, the shift toward an electric-powered world to reduce carbon emissions — including construction equipment electrification — has already begun.

The Bipartisan Infrastructure Law, which President Joe Biden signed in November of 2021, includes an investment of up to \$7.5 billion for EV charging stations to help build out a national network of 500,000 EV chargers.

Additionally, the Bipartisan Infrastructure Law created a joint office between the Departments of Energy and Transportation to collaborate with local communities and provide technical assistance to support the creation and development of EV charging infrastructure.

Actions are being taken at the state level as well. The California Air Resources Board announced the Advanced Clean Cars II rule in August of 2022 that codified Governor Gavin Newsom's climate goals for the state. The rule established that all new cars and light trucks sold in California must be zero-emission vehicles by 2035.

"While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.



An operator places a battery in an electric Komatsu machine. "While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.

"There are challenges, and we have solutions to those challenges that we are exploring, but it's not going to be a one-size-fits-all solution for the various applications and the various sizes of the products that we provide."

### The electric advantage

Komatsu recently showcased a PC210LCE electric excavator and a fully electric compact wheel loader prototype at Bauma 2022, an international trade fair that was held in Munich, Germany, as well as CONEXPO-CON/AGG 2023 in Las Vegas.

In a press release, Seiichi Fuchita, Chief Technology Officer and President of the Development Division at Komatsu, noted that for Komatsu to reach its target of reducing the CO2 emissions of products in use by 50% by 2030 (from 2010 levels), and "to achieve carbon neutrality by the end of 2050, we are looking for promising technologies from suppliers to accelerate our electric machine development."

"Industries including construction are trending in the direction of carbon neutrality," added Earing. "We want to be a leader. We are a technology leader when it comes to construction and mining equipment. We feel that electrification is one viable option in the construction space."

With the PC210LCE, Komatsu created an electric excavator from a popular size class.

"We wanted to introduce the 20-ton size class, because it opens us up to a lot of different operating applications and environments," explained Earing. "They're going to be used indoors and outdoors. It's a very diverse size class, and we wanted to get a much better understanding of all those applications and how they work with electrification."

In 2023, the PC210LCE will begin to see real work on the job site.

"In North America, we are going to conduct a pilot program where we will work with many of our customers to jointly test not only this machine, but the solutions for our customers' applications to better understand the benefits to them, and how we can help meet their needs," said Earing.

Meanwhile, a Komatsu electric wheel loader prototype, created in collaboration with Moog, is currently undergoing further tests to enhance and showcase the advantages of a fully electric





Komatsu's PC210LCE electric excavator provides immediate advantages over a combustion machine, such as better air quality and reduced noise. "It can operate in areas where it may not have been able to operate before, and for longer durations," said Andrew Earing, Director of Tracked Products and Service at Komatsu.

machine, such as increasing its operating cycle, adding assist functions, and creating a comfortable environment for the operator. The wheel loader also has sensors to add automation capabilities.

Compared to its combustion predecessors, electric machinery provides two immediate advantages: better air quality and noise reduction.

"With a zero-emissions machine, it allows the flexibility for that piece of equipment to operate indoors without harming the air quality around it," said Earing. "It can now operate in areas where it may not have been able to before and for longer durations. When you have a traditional emissions vehicle operating indoors, air quality has to be monitored, and sometimes the machine must be shut down for extended periods of time to let emissions dissipate."

Metropolitan and urban worksites are often accompanied with restrictions for when a contractor can work — in part to reduce noise pollution for the populace.

"That's why urban environments are another application for electric machines," Earing continued. "It's not only due to exhaust emissions, but also because of sound emissions. Going with an electrified machine, which has near zero sound emissions, allows

for an extended operating window for our contractors and customers."

### **Bridging the gap to construction equipment electrification**

While combustion engines will remain crucial to the development of electric infrastructure, there is currently hybrid machinery available to help the transition between 100% combustion and 100% construction equipment electrification.

Komatsu released its first hybrid excavator in 2008, and its most recent model, the HB365LC-3, entered the market in 2017.

"The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu. "Based on the Environmental Protection Agency's CO2 formula, the hybrid potentially offers up to a 20% reduction in CO2 emissions compared to the standard PC360LC-11."

The force behind the excavator's fuel savings is its electric swing motor, which offers a glimpse into the capabilities of future electric excavators. The electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.



**Kurt Moncini,  
Senior Product  
Manager,  
Komatsu**

*Continued...*

# 'Swing is fully electric'

... continued

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "Since swing is fully electric, all available engine power can go to the boom, arm and bucket when bringing a loaded bucket out of the ground and over a truck, spoil pile or hopper. This creates a faster cycle time and a very quick, responsive swing."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

It is this technology that can likely be applied to future electric excavator models to extend battery life and increase power.

"Komatsu has the technology to not only capture but also supply energy into an electric swing motor, which gives the HB365LC-3 up to an additional 70 horsepower that it can use for efficiency needs or even use for additional performance needs depending on the customer's application," said Earing.

## Steps toward carbon neutrality

Complete construction equipment electrification and hybrids are at the forefront of construction's push toward carbon neutrality, but electrification is just a part of what the industry sees as a solution to meeting carbon goals.

"We're not just exploring electrification — we're also exploring other technologies that are out there such as hydrogen fuel cells and clean fuels," said Earing. "We're looking at all of these options because we're making sure that we have the right solution for the right job site and customer application."

Earing concluded, "In the future, I would say that the trends that we see in carbon neutral machines will depend on the machine application, plus size and weight. With different sizes, there are going to be different technologies that suit those machines." ■

Hybrid equipment, such as the Komatsu HB365LC-3 excavator, bridges the gap between combustion and electric machinery. "The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu.





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# Which tight tail swing excavator is right for the job?



**Kurt Moncini,**  
Senior Product  
Manager,  
Komatsu

Ensuring high production when digging in tight spaces and confined job sites can be challenging. Machines with traditional counterweights may not be ideal because of the likelihood they could swing into an obstruction, making tight tail swing excavators a much better fit. However, with so many tight tail swing sizes and models available, choosing the right one for the job takes some careful consideration.

"Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "Typically, the upper structure is revolving within the confines of the undercarriage, which is why they are great for a variety of tasks in urban areas, or where space is limited."

To increase versatility, consider adding attachments such as blades or breakers to your tight tail swing excavators. Most of the machines are already plumbed and ready to run the right-sized attachments.

### What's the digging depth?

According to Moncini, digging depth is an important consideration when choosing the right-sized tight tail swing excavator.

"Pipe typically comes in multiples of 8-foot sections, so taking that into consideration, I always like to look at the 8-foot level bottom digging depth because that's the maximum depth I can dig and excavate an 8-foot flat bottom section of trench," said Moncini. "As an example, if the required pipe run trench depth is 10 feet, my most efficient machine size will be one that can excavate an 8-foot level bottom to that depth. I need

to size the machine accordingly and try to go with the smallest tight tail that will do the job most efficiently."

### How much do I have to lift?

Lift capacity is another major factor in choosing the right excavator. While you want to be able to move the machine as little as possible, you need to consider what you may need to move on-site in addition to digging.

"If you are excavating utility trenches in an urban environment, there is a good chance you will have to handle trench boxes and set steel plates to cover up the trench at night, or you may have to pick up and install heavy concrete pipe or structures," said Moncini. "It's vital to have a machine with sufficient lift capacity to handle the job. Ideally, I really want to be able to handle over the side as much as I can lift in front."

Moncini added, "The heavier the required loads become, the bigger the machine I'm going to need. Having a machine that can also lift the materials off the trailer when they arrive is important too. I need to be able to lift, handle and place materials until it's time to use them, then have the ability to rehandle and lay them in the trench."

### Do I want versatility?

"Most smaller machines come standard with a blade, which extends versatility," said Moncini. "The ability to push material and backfill is an added advantage and may be able to eliminate an extra machine on the job."

Moncini also added that a blade can help you get better over-the-front lift capacity.

Additional tight tail swing versatility can be achieved by equipping the excavators with attachments such as breakers, but you must properly size them to the machine.

"If the job calls for breaking up old pavement or other concrete structures, you should first size the breaker for the task, then ensure the excavator is big enough to handle it and has the correct hydraulic flow to operate it," said Moncini. "There are a wide range of attachments — from compactors to mowers and more — that you can use with a tight







Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. "Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "They are great for a variety of tasks in urban areas, as well as others, where space is limited."

tail swing. The good news is that most are already plumbed and ready for attachments."

### Which boom design is right for me?

Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. There are five MR (minimum-radius) models and three US (ultra-short) models.

"The MR excavators have a swing boom, and the US models have a standard boom," Moncini noted. "Our MR design allows the operator to pivot the boom left or right to get right next to a structure and dig parallel to the tracks, so they are much more versatile. The advantage of a standard boom is that it's a little lower price point. Additionally, the standard boom overextends toward the back of the machine to tuck the bucket in tight."

### What about tracks?

Track selection may play an important role when working in urban environments.

You want to avoid breaking up pavement, damaging sidewalks and ruining grassy areas.

"Having to fix an existing surface could be a major hit to your profit," said Moncini. "Our smaller tight tail swing excavators come standard with rubber-belted tracks. Not only do they minimize ground disturbance, but they are quieter and faster than steel tracks. Road liners, or conventional tracks with rubber pads, are very popular in our mid-sized to larger models when working on improved surfaces."

### Who can I talk to?

For additional information, Moncini suggests consulting with your Komatsu distributor.

"Our distributors have the knowledge and expertise to help you determine the right-sized machine to most effectively get the job done," said Moncini. "Tight tail swings can be excellent tools for limited-space job sites and can also offer high production in open areas too. If you are not using them, consider checking them out to increase your versatility." ■

*Editor's Note: To learn more about Komatsu's tight tail swing excavators, visit <https://www.komatsu.com/en/products/excavators>.*





# Smart Construction solutions, iMC help Castle's Renewable Energy Division move earth faster with decreased costs



**Chris Scheve,**  
Vice President,  
Renewable Energy



**Joel Brewton,**  
Vice President of  
Asset Management &  
Centralized Services

The company known today simply as Castle was originally founded as Progressive Pipeline in 1999 by Mike Castle Sr. His business focused on providing service to the oil and gas industry with jobs done with integrity, on time and on budget. That strategy proved highly successful, and within three years, the company landed its first multimillion-dollar contract, which led to the creation of more divisions within the firm.

In addition to Pipeline, Castle's divisions now include an Integrity Group, a Facility Group, Directional Drilling, Environmental Reclamation, and its latest undertaking: Renewable Energy, which focuses on sitework and other services for wind and solar projects.

"Castle saw the transition to renewables and wanted to be a part of that," said Vice President Chris Scheve, who joined the company about a year ago and has helped spearhead the formation and expansion of the Renewable Energy Division. "With our skilled workforce and our equipment, it's a nice fit to move over and do the renewables effort."

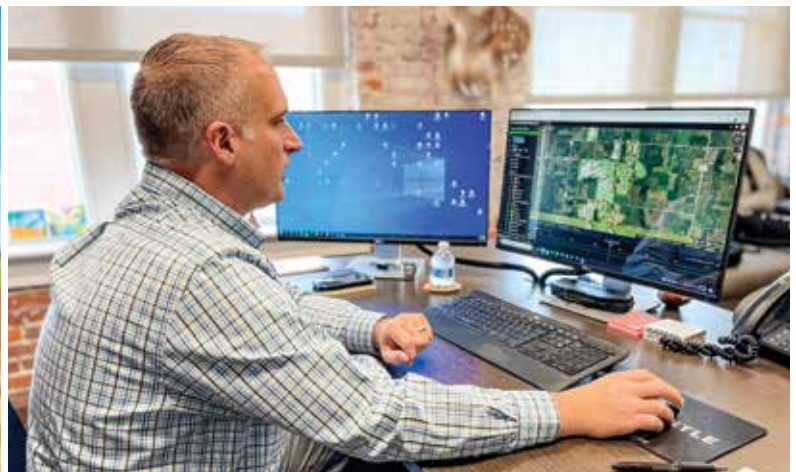
Joel Brewton, Vice President of Asset Management & Centralized Services, added, "Outstanding service is our hallmark, and that's really built around doing things safely and efficiently. We believe that goes hand in hand with delivering solid production. We are

always seeking ways to improve our practices. Technology — such as the Komatsu Smart Construction machinery and solutions we now use — is playing an increasingly bigger role for us because we see the benefits it is delivering in terms of cost and time savings."

Brewton and Scheve emphasized that the two large solar projects that Castle's Renewable Energy Division recently took on in Wisconsin are prime examples. About a year ago, Castle began site preparation, including putting the sites to grade, building basins, and handling erosion control. Between the two, Castle team members moved about 700,000 yards of dirt.

"Our Onion River project, which is the bigger of the two, involved about 18 different sites, so it was pretty spread out," explained Superintendent Rocky Hartwick. "We started in July and had the mass grading done by the end of the year. Our Crawfish River project began earlier, and the grading was basically done within a relatively short timeframe."

Hartwick continued, "These projects were our first ones using Komatsu's intelligent machines, and we were very impressed with the ability to use the integrated GPS from grass to grade. Using traditional methods, we cut approximately two acres to grade each day. Komatsu's intelligent machines allowed us to



Komatsu's Jason Anetsberger (left) uploads data from the Smart Construction Drone flights to Smart Construction Dashboard. Castle's Joel Brewton (right) uses Komatsu's Smart Construction Dashboard in his office in Meridian, Miss., to check the progress of Castle's job sites in Wisconsin.





## ► VIDEO



An operator cuts grade with a Komatsu D71PXi-24 intelligent Machine Control (iMC) dozer on Castle's Onion River project near Adell, Wis. "We were very impressed with the ability to use the integrated GPS from grass to grade," said Superintendent Rocky Hartwick. "The accuracy and efficiency are spot on."

do 10 to 12 acres without the need for a grade checker because the machines always know where they are in relation to final grade. The accuracy and efficiency are spot on."

## Using Smart Construction solutions

Throughout the projects, Castle has used Komatsu intelligent Machine Control (iMC) dozers and excavators, as well as Smart Construction Drone, Smart Construction Dashboard and Smart Construction Remote. Castle also purchased its own drone, and staff members received training from Komatsu, so they could conduct flights independently.

"Komatsu corporate has been a big part of helping us learn the intelligent system as well as incorporating drone flights to verify that what the machines are seeing is exactly what we're seeing," Scheve explained. "We've made drone flights a standard, so before we ever move a speck of dirt, we do an initial flight of the sites to make sure we have accurate models to work from. CAD (computer-aided design) files are developed from those, and those models are uploaded to the intelligent machines. We do subsequent flights about a month apart to check progress and verify how much dirt was moved, and that gets uploaded to Dashboard. That information helps us put together as-built models we can show to the customer and keep accurate records."

Brewton said that level of accuracy has been impressive to Castle and its customers.

"We are a very schedule-driven contractor," Brewton stated. "When we make a schedule, we want to stay on it. Drone flights let you verify a site within a matter of hours rather than days with the old methods of walking the site and staking it. Instead of taking maybe 20 shots with a rover and a stick within a 10-foot section, the drone is shooting thousands of points in that same area, so it's delivering a more accurate picture. Billing is another advantage we see. We don't want to overcharge our customer or be underpaid. With the drone, you can verify exact quantities, and you get paid for exactly the work you've done, and that's what we want."

## Additional adoption

Increased productivity and efficiency with Komatsu iMC machines and Smart Construction solutions on the Renewable Energy Division's Wisconsin projects have encouraged the Castle team to expand their usage of technology.

"Recent legislation is only going to put additional significant dollars into renewables, and we have customers asking us for commitments for several years out; making the investment makes sense," said Scheve. "We see the applications for the machines and solutions in our other divisions too, such as Pipeline, so we are looking into how to adopt it for those going forward." ■

*\*\*The opinions expressed here are from the end users who are quoted.*



Watch the video



# Proprietary iMC 2.0 promotes significant productivity gains and is now available on Komatsu PC490LCi-11 excavator



Learn more

### Quick Specs

#### Model

PC490LCi-11

#### Net Horsepower

359 hp

#### Operating Weight

105,670-107,850 lbs.

#### Bucket Capacity

1.47-4.15 cu. yd.

Designed to lessen the skills gap between new and experienced operators and help improve the bottom line for contractors, Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, offers sophisticated productivity-enhancing automation. An excellent match for excavation, trenching, slope work or fine grading, the PC490LCi-11 helps minimize over-excavation to empower operators to dig straight to grade quickly and accurately.

Built on Komatsu's iMC platform and developed with input from leading construction companies, iMC 2.0 offers additional new features.

### Upgraded iMC monitor

A new 10.4-inch iMC monitor features increased memory capacity, processing speed and pinch-to-zoom functionality in a smaller lightweight package for improved performance and ease of use.

### Bucket angle hold control

The new bucket angle hold control helps operators reach final grade with speed and precision. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both features build upon the semi-automatic functions that were part of the first generation of iMC excavators, including the ability to switch from manual to semi-automatic mode. The existing technology and new features can help increase production and efficiency while reducing costs. ■

The PC490LCi-11 is Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator. It's an excellent match for excavation, trenching, slope work or fine grading. New features include an upgraded iMC monitor and bucket angle hold control.







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# Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, Senior Product Manager, iMC and Hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps

keep operators from digging too deep, saves valuable time and lowers costs."

### A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



**Ron Schwieters,**  
Senior Product Manager,  
iMC and Hardware,  
Komatsu



Watch the video

**The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.**

► VIDEO







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# C.N. Wood adds Cemen Tech volumetric concrete mixers to diverse equipment lineup

Cemen Tech volumetric concrete mixers are now available to purchase at C.N. Wood Co. Inc. Volumetric technology is a solution for customers who require on-demand concrete. The technology utilizes exact-design mixing to create unique concrete mixes on-site for fast and efficient concrete production across diverse applications.

"The technology on board the Cemen Tech volumetric mixers is something that no other dealer in the Northeast offers," noted C.N. Wood Roadbuilding Specialist Craig Schoen. "Our customers, especially in the utility industry and smaller construction contractors, have expressed how challenging it is to align their production schedules with ready-mix plants' availability. By adding a Cemen Tech volumetric mixer to their fleet, they're able to control concrete production on their schedule and ultimately save a lot of money by cutting down on labor and time."

"All the ingredients to produce concrete are stored individually on a unit," explained Cemen Tech Product Manager Jared Evers. "You drive the unit out to your job site and mix the ingredients fresh, and within seconds, you have a concrete solution ready to pour, as opposed to the traditional ready-mix solution that has already started curing in the truck drum. The Cemen Tech volumetric mixers offer zero waste, no hot loads, no short load fees, convenience, and

a more environmentally friendly solution for your concrete production needs."

## Building a partnership

C.N. Wood and Cemen Tech agreed that approaching the New England market from a dealer-supported network would provide the best service for customers.

"At Cemen Tech, we value the relationships that we have with our customers and take pride in our dedication to quality, customer service and support," said Evers. "It was important for us to partner with a dealer who shares the same principles. C.N. Wood's history of servicing customers in New England for nearly 60 years and their positive reputation as a dealer made them an ideal partner for us."

"We put a lot of thought into which products we offer, considering if they're the right fit and a top-tier product," added Schoen. "Cemen Tech is a very niche product that fits perfectly into the type of customer base that we're calling on. From our initial conversations with customers about the product, they see a lot of value from the opportunity to mix concrete on-site according to their schedule and have been impressed with the Cemen Tech line."

Schoen concluded, "Historically, we've provided a mix of asphalt, dirt and environmental product solutions. We're excited to now help them with their concrete solutions and cement our relationships into the future." ■



**Craig Schoen,**  
Roadbuilding  
Specialist,  
C.N. Wood



**Jared Evers,**  
Product Manager,  
Cemen Tech

Cemen Tech volumetric concrete mixers are now available to purchase at C.N. Wood.





A NEW WAY TO TACKLE

# WINDBLOWN WASTE COLLECTION



Great solutions often stem from difficult problems. This was certainly the case when Terramac developed its rubber tracked debris collection system. Windblown waste is a common issue among landfills and is easily worsened by severe weather. Collection of this lightweight debris has traditionally been done by deploying crews on foot. While once sufficient, this method was never the most cost-effective or efficient. And when labor shortages began impacting the industry, the problems with windblown waste collection were exacerbated by the added challenge of finding adequate personnel.

## EQUIPMENT SOLUTION

Quick to react, Terramac, a U.S.-based crawler carrier manufacturer, produced a welcome solution proven to dominate windblown waste collection by reducing manpower and labor requirements while saving time and money.

Terramac's debris collection system features a powerful 74-HP vacuum engine that provides 12,000 CFM of airflow for suctioning the windblown waste from fence lines and highways. Debris travels up the boom before being pushed through a 28" impeller fan, which mulches the trash as it enters the 14-cubic-yard hopper. The machine is operated by a single person who can control the hoist system, boom, and winch from within the cab for added operator safety.

"It's extremely exciting to see manufacturers like Terramac producing innovative equipment that simplifies work and solves an industrywide problem," says Gerry Carney, Jr., CEO at C.N. Wood. "This one machine takes the place of a three-man crew, making it an asset for our landfill customers working to keep up with lightweight waste collection."

Terramac's signature feature, low ground pressure, is ideal for this application, allowing operators to maneuver effortlessly along fence lines, no matter how narrow the path or challenging the terrain. Fully loaded, the unit exerts 5.3-PSI.

## MULTI-PURPOSE USE

The debris collection system attaches to Terramac's crawler carrier with a hooklift-mount configuration. This method provides advanced versatility with the ability to quickly change various bed styles and support equipment to increase overall carrier utilization. Therefore, the carrier can be repurposed with a dump bed for hauling daily cover, a hydroseeding unit for applying alternative daily cover and so much more.

"What's great about this unit is that its versatility is endless," explains Matt Slater, Terramac VP of Business Development. "Today a landfill may need it for debris collection, but when priorities shift, they can continue to utilize the carrier for other tasks."

The carrier's hooklift, which supports the debris collection system, is also interchangeable with most truck-mounted attachments already being used on landfills. Thus, when ground conditions are poor due to leachate or weather, the carrier can pick up where trucks leave off to keep projects on schedule.

Terramac carriers are assembled in the U.S. and supported by an expansive dealer network with more than 200 branch locations. Parts, service, and operator training are readily accessible, ensuring landfill managers have safe and reliable equipment as well as the know-how for maximizing their utilization. For more information on Terramac's landfill solutions, visit [www.terramac.com/landfill-management](http://www.terramac.com/landfill-management).



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# Komatsu Care Plus Cost Per Hour gives you a fixed hourly rate on unlimited services for 60 months



**Felipe Cueva,**  
National Accounts  
Manager,  
Komatsu

**A**s your machines age, increase certainty in your owning and operating costs with Komatsu's new Komatsu Care Plus Cost Per Hour program that delivers unlimited scheduled maintenance services at a fixed rate for 60 months.

"Komatsu Care Plus Cost Per Hour is a subscription-style billing plan that gives customers a very cash-flow-friendly alternative and lets them extend coverage beyond the complimentary maintenance period," said Komatsu National Accounts Manager Felipe Cueva. "There is a nominal, up-front, opt-in charge. Customers then lock in their cost per hour for that 60-month period and are billed based on the machine's monthly usage. Price protection is built in. The rate doesn't change, which offers a hedge against inflation and rising costs."

The benefits of Komatsu Care Plus Cost Per Hour include:

- Unlimited hours
- Up to 60 months of coverage guaranteed
- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based only on machine utilization reported in Komtrax
- National coverage

### How it works

"For example, if the rate on their particular machine is \$5 per hour and the customer used the machine for 10 hours, they would be billed \$50," Cueva explained. "If they put 100 hours on the machine, the cost would be \$500 for that month."

The usage is tracked with Komatsu's Komtrax telematics system to ensure accurate billing.

"Added peace of mind comes in knowing that, as with other Komatsu Care programs, the services performed with Komatsu Care Plus Cost Per Hour are done by certified technicians," said Cueva.

He also noted that Komatsu Care Plus Cost Per Hour is restricted to current production models such as Dash-11 excavators. Hourly rates vary depending on machine. Once the initial 60-month period ends, customers may opt in again at the current rate.

"Customers can cancel their subscriptions at any time after 1,000 hours and two completed services without penalties or fees," said Cueva. "We encourage anyone who wants more certainty in their costs to check this out, as well as other options through My Komatsu. Your local Komatsu distributor can help get you covered." ■

**Komatsu Care Plus Cost Per Hour locks in a fixed hourly rate for 60 months, and customers are billed on their monthly usage, which is tracked with Komatsu's Komtrax telematics system to ensure accuracy. Services are performed by certified technicians.**





# USED EQUIPMENT SPECIALS

*For more information, call Paul Oliveira at (617) 590-7801!*

| Manufacturer/Model   | Stock No. | Year | Hours  | Manufacturer/Model          | Stock No. | Year | Hours |
|----------------------|-----------|------|--------|-----------------------------|-----------|------|-------|
| <b>EXCAVATORS</b>    |           |      |        | <b>DOZERS</b>               |           |      |       |
| Komatsu PC138USLC-11 | C001961   | 2019 | 1,454  | Komatsu D39PX-24            | C003403   | 2019 | 1,865 |
| Komatsu PC138USLC-11 | C004513   | 2020 | 315    | Komatsu D61PX-24            | D46544    | 2019 | 2,054 |
| Komatsu PC240LC-11   | E45302    | 2018 | 2,520  | Komatsu D61PX-24            | C004842   | 2016 | 3,674 |
| Komatsu PC290LC-11   | C003070   | 2020 | 1,561  | Komatsu D65EX-18            | D44962    | 2017 | 3,147 |
| Komatsu PC290LCi-11  | C004717   | 2021 | 1,544  | Komatsu D155AXi-8           | C004997   | 2022 | 970   |
| Komatsu PC78US-11    | C004716   | 2021 | 1,109  | Caterpillar D5G             | C005343   | 2005 | 5,578 |
| Komatsu PC88MR-10    | C004879   | 2016 | 4,110  | Caterpillar D6N             | C005188   | 2009 | 9,307 |
| Caterpillar 330CL    | C004558   | 2002 | 8,122  | <b>COMPACTION EQUIPMENT</b> |           |      |       |
| <b>WHEEL LOADERS</b> |           |      |        | Bomag BW138AD-5             | BO0221    | 2019 | 304   |
| Komatsu WA200-8      | C004715   | 2020 | 1,839  | Bomag BW161AD-5             | BO0196    | 2018 | 104   |
| Komatsu WA270-8      | C000860   | 2021 | 912    | Bomag BW190ADO-5            | BO252     | 2020 | 580   |
| Caterpillar 938G     | C005342   | 2007 | 14,025 | <b>TRACK TRUCKS</b>         |           |      |       |
| Caterpillar 938M     | C005586   | 2015 | 6,086  | Terramac RT6                | TE0002    | 2018 | 530   |
| <b>SWEEPERS</b>      |           |      |        | Terramac RT14R              | TE0005    | 2019 | 1,108 |
| Elgin Pelican NP     | E000488   | 2010 | 6,304  | <b>GRADALL</b>              |           |      |       |
| Elgin Pelican NP     | E000489   | 2010 | 7,157  | GRADALL XL4300              | C002344   | 2021 | 504   |
| Elgin Pelican NP     | E000742   | 2013 | 4,230  | GRADALL XL5100              | C004661   | 2015 | 9,450 |
| Elgin Broom Bear     | E000741   | 2019 | 643    |                             |           |      |       |



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