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O'Nan Excavating Services LLC



Smiley Excavating LLC





David Coultas

**A message
from Brandeis
Machinery &
Supply Company**



Dear Valued Customer:

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

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

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

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

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

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

As always, if there is anything we can do for you, please feel free to contact one of our branch locations covering Kentucky, Indiana and West Virginia.

Sincerely,
Brandeis Machinery & Supply Company

David Coultas,
President

In this issue

Tradition to technology pg. 4

Delve into how O'Nan Excavating Services LLC embraces Komatsu IMC equipment to transform operations.

Building success across generations pg. 8

See how Smiley Excavating LLC combines family tradition with modern IMC technology to deliver quality civil contracting services.

Positive outlook for construction pg. 12

Understand industry forecasters' predictions for 2025.

Tips to help keep operating costs down pg. 14

Find lower fuel costs with five timely tips.

Hands-on happenings at Cartersville pg. 16

Explore Demo Days, a three-day event held by Komatsu that allows customers to learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout.

Substantial improvements in performance pg. 18

Get a glimpse of Komatsu's new WA700-8 wheel loader.

Real-time data to optimize operations pg. 20

Learn about Smart Quarry Site, which offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production.

Expand data-collection capabilities pg. 23

Take a look at Smart Construction 3D Machine Guidance Flex, which allows more machines and personnel to see as-built data faster.

Data-driven solutions pg. 25

Figure out which Smart Construction solution is right for you.

Accurate measurements at all times pg. 29

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



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Tradition to technology

O'Nan Excavating Services LLC embraces Komatsu IMC equipment to transform operations



Homer O'Nan II,
Owner



Discover more at
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With hard work, a lifetime of experience and an opportunity, Homer O'Nan II founded O'Nan Excavating Services LLC in 2015.

"I started the company with just one excavator," recalled Homer O'Nan II, who owns and operates the business with his sons, Homer III and Heath. "It was something I'd always been around. My dad worked in this industry, and I followed in his footsteps. Over time, we've been blessed to grow and take on larger projects."

Based in Waverly, Kentucky, O'Nan Excavating Services handles nearly any task required to support mining operations, such as

constructing levees to fabricating custom parts. The family business earned the trust of its mining clients by being willing to adapt and tackle challenging jobs.

"We do everything from picking up trash to big dirt-moving projects," noted operator Heath O'Nan.

The company's core philosophy is rooted in family values and faith. The O'Nans take pride in maintaining a close-knit team and treating employees like family. Currently, O'Nan Excavating Services includes 16 full-time employees and a few part-time employees.

"We couldn't do what we do without our crew," said Homer O'Nan II. "We try to take care of them as best we can because they're the backbone of this company. Whether it's buying meals for the team or just checking in, it's important to show appreciation."

Shifting to IMC

O'Nan Excavating Services made a significant shift in its operations by incorporating Komatsu Intelligent Machine Control (IMC) technology, moving away from the traditional methods it had relied on for years. Initially hesitant to embrace the change, the company recognized the growing need for precision and efficiency to stay ahead in the industry. Now, with a Komatsu D71PXi-24 IMC dozer, O'Nan Excavating Services can meet the precise standards of state and engineering requirements while significantly improving its workflow.

"The GPS system on the D71 is user-friendly and accurate."

*- Homer O'Nan III,
GPS Specialist and Operator*

"You have to have GPS nowadays to be competitive," stated GPS Specialist Homer O'Nan III. "It ensures we're within the exact design parameters. Everything from the depth and slope to the width has to be perfect, and the GPS helps us achieve that."

Homer O'Nan III continued, "The GPS system on the D71 is user-friendly and accurate, so even newer operators can get up to speed quickly because the system does so much of

Customer snapshot

Company: O'Nan Excavating Services LLC

Location: Waverly, Kentucky

Employees: 16+

Established: 2015

Area of expertise: Mining support services

Komatsu equipment: Owns two D71PXi-24 IMC dozers and a PC210LCi-11 IMC excavator; rents a PC490LC-11 excavator and an HM400 articulated truck

Komatsu technology: Intelligent Machine Control (IMC)

Operator Heath O'Nan evenly distributes a pile of material along a surface with a Komatsu D71PXi-24 Intelligent Machine Control (IMC) dozer.

▶ VIDEO





An operator uses a Komatsu PC490LC-11 excavator to load a Komatsu HM400 articulated truck.

the heavy lifting. It also runs like a Cadillac. It's smooth, responsive and makes the operator's job so much easier."

"The PC490 excavator gets the job done without any issues."

*-Heath O'Nan,
Operator*

In addition to the D71PXi-24 IMC dozer, O'Nan Excavating Services has incorporated other Komatsu machines into its operations, including a PC490LC-11 excavator and an HM400 articulated truck. Each piece of equipment plays a critical role in the company's current project.

"Right now, we're working on expanding a slurry impoundment for one of the mines," explained Heath O'Nan. "It's a major project that involves bringing a levee up about 60 feet. It will quadruple their capacity and keep their operations running smoothly. The process starts with stripping the topsoil and stockpiling it for reclamation. We use the Komatsu PC490 to load trucks with dirt, which is transported and packed into the levee. The D71PXi pushes out the piles, forms the slope, and ensures the compaction is right."

Heath O'Nan added, "The PC490 excavator gets the job done without any issues. The D71PXi has impressed us a lot. It has a lot of power, and everybody wants to get in it and ride it. It's a good dozer."

Support from Brandeis Machinery

O'Nan Excavating Services has embraced the new technology with the help of its equipment distributor, Brandeis Machinery & Supply Company, including sales representative Matt Bryan and Technology Solutions Expert (TSE) Jeremy Scott.

"Jeremy and Matt have been there every step of the way, helping us understand the GPS systems and keeping us running smoothly."

*- Homer O'Nan II,
Owner*

"That D71 was our first piece of Komatsu equipment, and Brandeis got us going," commented Homer O'Nan II. "Jeremy and Matt have been there every step of the way, helping us understand the GPS systems and keeping us running smoothly. They've been really good to us."

In addition to equipment sales, Brandeis Machinery provides maintenance services,



**Homer O'Nan III,
GPS Specialist and
Operator**



**Heath O'Nan,
Operator**

Continued...

'Our goal is to keep expanding'

... continued

training and remote support for O'Nan Excavating Services' machines, ensuring that the family business can keep up with the demands of its projects.

"Service is what sells equipment," Heath O'Nan emphasized. "Anyone can sell you a machine, but Brandeis stands behind what they sell. We haven't had any issues with service, and that's hard to find."

By the numbers

- **2025** marks O'Nan Excavating Services' **10th** anniversary
- **60** feet of levee height will be added on O'Nan Excavating Services' current mine project to quadruple slurry impoundment capacity
- **2,000**-hour service agreement was fulfilled by Brandeis Machinery to ensure consistent maintenance at no additional cost

Steady growth

Looking ahead, O'Nan Excavating Services plans to continue growing while staying true to its roots. The company would also like to acquire a few more Komatsu machines, such as a PC210LCi-11 IMC excavator, to further enhance its capabilities.

"Our goal is to keep expanding and taking on more complex projects," said Homer O'Nan II. "With the support of Brandeis and the equipment they provide, I'm confident we'll be able to meet whatever challenges come our way."

Through hard work, faith and a commitment to doing things the right way, O'Nan Excavating Services will continue to be a trusted partner in the mining industry. ■

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

(L-R) O'Nan Excavating Services' Heath O'Nan, Homer O'Nan II and Homer O'Nan III work closely with Brandeis Machinery's Matt Bryan to find the right machines for their upcoming projects.





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Building success across generations

Smiley Excavating LLC combines family tradition with modern IMC technology to deliver quality civil contracting services



Charles Smiley,
Owner



Tim Smiley,
Vice President

Smiley Excavating LLC, based in Madisonville, Kentucky, has been rooted in family values and tradition for four generations, evolving from its early days of lawn services into a civil contracting business.

"My dad started the company," said Charles Smiley, owner. "I worked for the railroad for 40 years while also doing lawns and working with my dad. When he got older and stopped working, I took over the business and my sons, Tim and Rick, got involved after they graduated high school. They really invested in the company and built it up to where it is today. My grandson, Jake, has also become an important part of the business."

Smiley Excavating focuses primarily on commercial projects, with a history of coal mine reclamation and civil sitework. Recently, the company has shifted its efforts toward

commercial excavating, adapting to changing markets while continuing its legacy of quality and dependability.

"We're mainly a commercial contractor now," stated Vice President Tim Smiley. "From site prep for coal companies to mass excavating to house demolitions, we tackle just about anything within a 50-mile radius of Madisonville."

Efficiency through technology

The family business is a tight-knit operation, employing nine people. Despite its modest size, Smiley Excavating handles large-scale projects with precision and efficiency. Its latest project is a 60,000-square-foot middle school addition in Nortonville, Kentucky.

"This project has its challenges, especially with the high water table and saturated soils," commented Project Manager Jake Smiley. "We've leaned heavily on technology like Intelligent Machine Control to overcome these issues and keep moving forward."

Customer snapshot

Company: Smiley Excavating LLC

Location: Madisonville, Kentucky

Employees: 9

Established: 1959

Area of expertise: Commercial sitework

Komatsu equipment: D51PXi-24 IMC dozer, D65PXi-18 IMC dozer and PC210LCi-11 IMC excavator

Komatsu technology: Intelligent Machine Control (IMC)

"We love the IMC machines."

-Jake Smiley, Project Manager

Smiley Excavating's GPS-equipped fleet is a key part of its success, significantly improving productivity and accuracy. The company currently uses several Komatsu Intelligent Machine Control (IMC) models, including

Smiley Excavating uses its Komatsu D51PXi-24 Intelligent Machine Control (IMC) dozer and Komatsu PC210LCi-11 IMC excavator in tandem to tackle projects efficiently.

▶ VIDEO





An operator picks up a bucket of material with a Komatsu PC210LCi-11 IMC excavator.

D51PXi-24 and D65PXi-18 IMC dozers as well as a PC210LCi-11 IMC excavator.

"We love the IMC machines," Jake declared. "The D51PXi is our go-to for finish grading, and the six-way blade makes it perfect for tight spaces and precision work. It's heavy enough to push material but nimble enough for fine grading. The D65PXi is great for cut and fill while staying on grade."

Jake added that the IMC excavator has revolutionized Smiley Excavating's utility work, especially on projects requiring precise alignment and grading.

"With the PC210LCi-11, we've doubled our pipe-laying production," Jake said. "It cuts down on labor, keeps us in alignment, and allows us to achieve exact bedding grades for 48-inch RCP pipes. It's been a huge efficiency boost."

The user-friendly nature of Komatsu's IMC machines has also made it easier for operators of all skill levels to adapt quickly. This is especially important given the industrywide labor challenges.

"These machines are so user-friendly," Jake emphasized. "Even my dad and grandfather, who aren't as tech-savvy, can get up and running within 30 minutes."

In addition to their efficiency and ease of operation, the Komatsu machines have proven their reliability, which is critical for Smiley Excavating.

"We haven't had any downtime since adding these machines."

-Jake Smiley, Project Manager

"We haven't had any downtime since adding these machines," Jake stated. "In today's market, you can't compete unless you're moving forward with technology."

Responsive and reliable support

Beyond the equipment, Smiley Excavating values its long-standing relationship with Brandeis Machinery & Supply Company, its Komatsu distributor. From machine sales to service, Brandeis Machinery provides consistent and quick support, and Smiley Excavating views sales representative Matt Bryan as a trusted advisor.

"Brandeis has been like family to us," Jake shared. "I've known some of their reps since I was a kid, and they've always been there when we needed them. Whether it's a repair or a new machine, they deliver with



**Jake Smiley,
Project Manager**



**Rick Smiley,
Member**



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Continued...

'If we need something, I know Brandeis is going to answer'

... continued

honesty and speed. We couldn't ask for a better relationship and better people to deal with."

The decision to stick with Komatsu equipment through Brandeis Machinery is grounded in both performance and trust. For Smiley Excavating, these factors play a crucial role in its ability to take on complex projects and remain competitive.

"If we need something, I know Brandeis is going to answer," added Jake. "It's just great having guys who know exactly what we need. We know we're going to get the best service and best pricing from them."

"We couldn't ask for a better relationship and better people to deal with."

-Jake Smiley, Project Manager

By the numbers

- **2x** pipe-laying production with a Komatsu PC210LCi-11 IMC excavator
- **0** downtime with Komatsu IMC equipment
- **60,000**-square-foot middle school addition currently underway in Nortonville, Kentucky

Family legacy

Looking ahead, Jake hopes to carry on the family legacy while continuing to innovate and grow the business. For him, being a fourth-generation leader comes with a sense of honor and responsibility.

"I take a lot of pride in knowing that my family built this company," Jake said. "My goal is to keep it going for the next generation and pass down the same opportunities I've been given."

Smiley Excavating embodies the best of tradition and progress. With cutting-edge equipment, a trusted distributor partnership and a dedication to quality, the company is well positioned for continued success in an ever-evolving industry.

"Our handshake is our bond," Jake concluded. "Quality speaks for itself, but at the end of the day, we stand behind our work and our relationships." ■

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



(L-R) Brandeis Machinery sales representative Matt Bryan talks with Smiley Excavating's Tim Smiley, Jake Smiley and Charles Smiley.

An operator pushes material with a Komatsu D51PXi-24 IMC dozer.



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Positive outlook for construction

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

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

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

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

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

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

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

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

Highway and bridge boost

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

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

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

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

*-Michael Guckes,
Chief Economist,
ConstructConnect*

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

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



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



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

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

Strong government spending

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

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

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

Tariff impact

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

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

By the numbers

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

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

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Tips to help keep operating costs down

Find lower fuel costs with five timely tips

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

Reduce your idle time

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

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

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

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

Heed Eco Guidance and choose the right mode

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

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

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



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



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

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

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

Consider a hybrid

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

Properly size and match equipment for the task

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

equipment, including choosing the right size for the job.

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

Use advanced technology

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

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

Hands-on happenings at Cartersville

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



Watch the video

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

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

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

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



Brandeis Machinery's Curtis Slack (left) and Dean Excavating's Hunter Dean run the excavators.



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



► VIDEO

Demo Days attendees operate equipment.

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

Informative presentations

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

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

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



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

By the numbers

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

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Substantial improvements in performance

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

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

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

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

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

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

Make every pass count

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

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

Quick specs

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



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



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Real-time data to optimize operations

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

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

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

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

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

Hardware and software that tracks

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

Smart Quarry Site can help your operation:

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

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



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



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

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

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

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

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

Prime example

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

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

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

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

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

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



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Expand data-collection capabilities

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

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

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

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

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

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

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

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

Prevent over-digging and missed fills

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

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

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



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



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Data-driven solutions

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

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

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

A good example

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

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

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

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

Continued ...



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

Many solutions available

... continued

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

Adding solutions

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

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

are logical next steps to make a powerful combination."

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

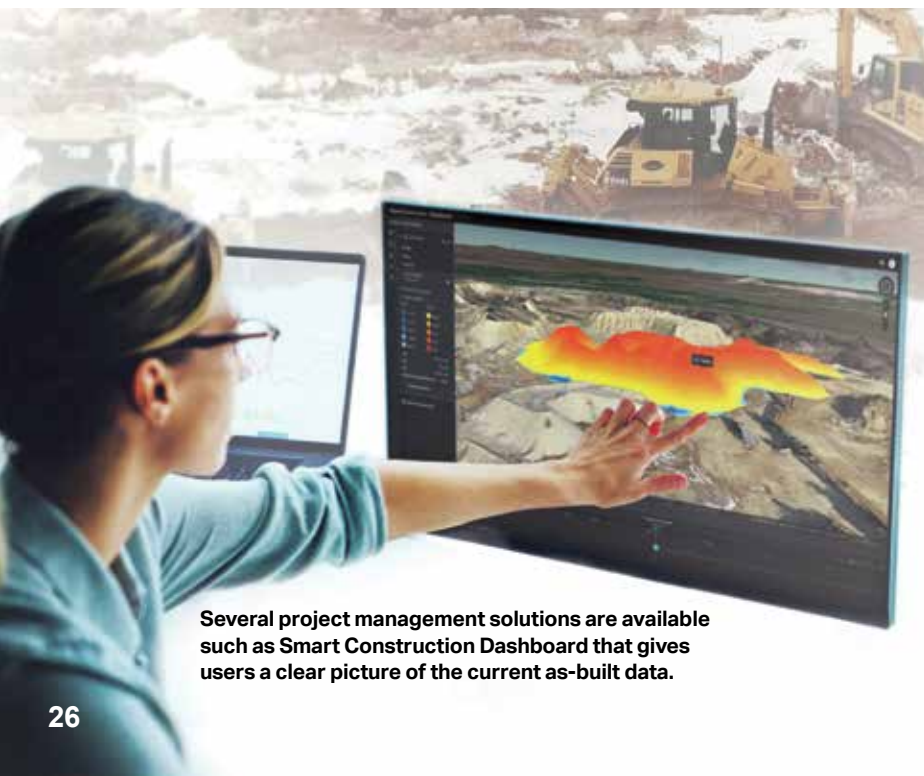
- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

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

Additional Smart Construction solutions include:

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

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



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



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Accurate measurements at all times

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

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

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

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

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

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

Ultimate signal lock

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

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol

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

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

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

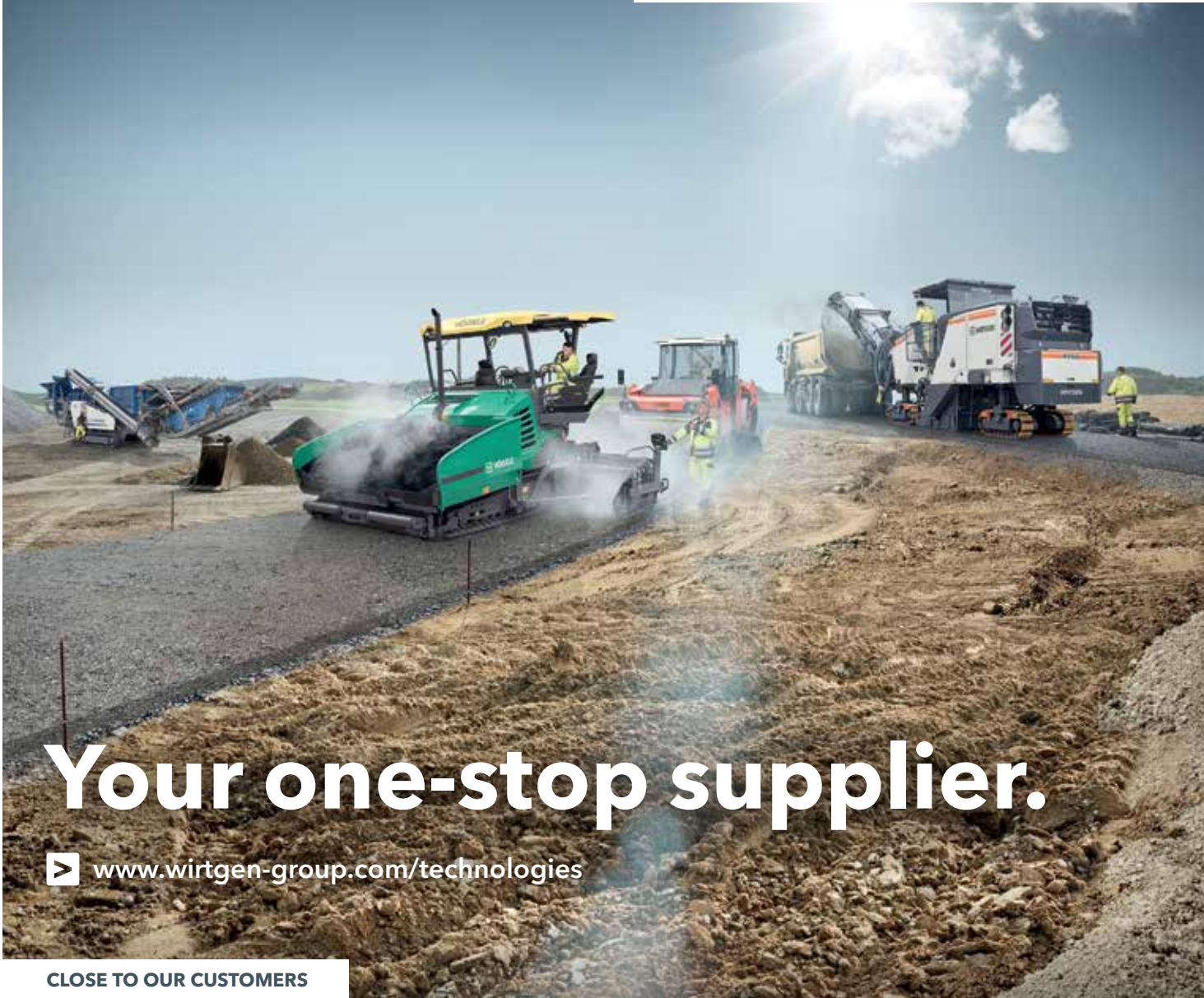


The Komatsu Smart Construction Base/Rover combination is designed to deliver precise measurements even in challenging environments with advanced global navigation satellite system (GNSS) technology.

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



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