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A publication for and about Waukesha-Pearce Industries LLC customers | www.WPIUpdate.com

Linco Construction Co. Inc.

Discover how this 'three-in-one'
contractor completes projects
ahead of schedule



Steve Brown,
President/CEO

A Message from the Vice President



Bruce Truesdale

**Hope for an
infrastructure
boom?**



Dear Valued Customer:

It's no secret that our nation's infrastructure needs to be updated. There appears to be growing optimism, and even confidence, that real support for this will happen. Congress continues to work on plans that will hopefully be passed sooner rather than later. Long-term legislation is in the works to replace the current Fixing America's Surface Transportation (FAST) Act that expires at the end of September.

That could result in an infrastructure boom. There would be a significant increase in the need for aggregate products, concrete and earthwork. If you service any of those or related industries, we have the equipment you need to get your job done more productively and efficiently.

That equipment includes the latest dozers, such as Komatsu's new D71-24 base and intelligent Machine Control (iMC) 2.0 D71i-24 models. Previewed at CONEXPO last year, they were introduced to rave reviews. Advanced technology in the iMC models allows operators to run in automatics from grass to grade. This saves time, labor, surveying and staking. As one Komatsu product manager said, "They are equally adept at precise, high-speed grading and rough dozing."

You can also learn more about Komatsu's most recent addition to its iMC 2.0 lineup: D39i-24 dozers with integrated GPS. They can push a sizable load and finish grade like no other, in a package that can be easily transported between job sites on a small trailer.

Komatsu, which is celebrating its 100th anniversary, continues to lead the way in equipment and technology innovation, and we could not be more proud of our partnership. I believe you will find the article about Komatsu's rich history and how it is "creating value together" with distributors like us and customers like you to be an interesting read.

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

Sincerely,



Bruce Truesdale
Vice President of CMD Operations



UPDATE

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Published for Waukesha-Pearce Industries LLC.
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'Three-in-one' contractor in the Greater Houston area focuses on setting schedules then beating them



Steve Brown,
President/CEO

In the early 1980s, Steve Brown founded Linco Construction Co. Inc. — named after his father, Lindbergh, and daughter, Lindy. The company began as a concrete contractor, but Steve quickly realized he needed to expand the firm to better control scheduling and the quality of the prep work before pours could be done.

"We would get ready to set forms and realize the grade of the dirt work was way off, so we got into earthwork to alleviate that problem," recalled Steve. "Next came utilities because we had issues with those not being done on time ahead of us. We believe the ability to provide those services gives us an advantage, and customers appreciate it because they don't have to juggle multiple specialty contractors."

Linco Construction has since added clearing and offers it along with earthwork and utilities in a package to customers within an approximately 200-mile radius of the Greater Houston area. With a staff of about 100, it typically has four or five active jobs at any one time.

In addition to President/CEO Steve Brown, the management team includes Executive Vice President Charles Brown and Chief Financial Officer Suzanne Ewell. The Texas-based company has offices in Katy and New Waverly.

"Linco is a three-in-one contracting service with the ability to take a site work project from start to finish," stated Steve. "We are a very schedule-oriented company — give us a day, and we will come up with one that works. Then, we actually set out to beat it. Our aim is to finish 95% of our jobs ahead of time."

Long list of services, repeat customers

The list of services Linco Construction offers in each of the three divisions — clearing, earthwork and utilities — is extensive. In addition to clearing and grubbing, it provides grinding and hydromulching to turn trees and brush into valuable resources that can be reused in a variety of ways.

Its earthwork division handles everything from stripping to mass material moving to finish grading, including soil stabilization and paving. Utility crews install domestic and fire water distribution systems, sanitary and storm sewer piping, and pump and lift stations for public and private use.

"In most cases, all three are involved in a project. Because we do so much ourselves, we routinely meet our goal of completing projects ahead of schedule," said Steve. "I have to give the staff a lot of the credit too. They are extremely hard-working and conscientious about the quality of work Linco provides. Many have been with the company for 20 years or more, and they moved up into leadership roles. I can't say enough good things about them."

Steve added that the combination of good employees focused on quality work and the completion of projects on time and on budget has proven to be Linco Construction's formula for success.

"That has gained us a lot of repeat customers over the years, which in turn helped Linco survive through some of the rough economic downturns," Steve emphasized. "In fact, I don't think we have lost any that we have worked with. If that's the case, they're not in business anymore."

Recently, one of Linco Construction's repeat customers was building a new retail store and had to have it up and running in six months. That meant site preparation had to be

A Linco Construction Co. Inc. operator digs a utility trench with a Komatsu PC88MR excavator while a laborer checks grade.





► VIDEO

Operator Alejandro Acuña moves a load of dirt with a Komatsu intelligent Machine Control 2.0 D71PXi-24 dozer on a project in the Houston area. "It's perfect for pushing large amounts of dirt, especially on big excavation jobs," said Acuña. "It has plenty of room in the cab, so I stay comfortable."

finished — including moving about 60,000 yards of dirt — in a short time frame regardless of weather conditions, putting Linco Construction's commitment to meeting or beating schedules to the test.

"We do whatever is necessary to get a job done," Steve said. "That could mean working seven days a week or adding nights and double shifts. We thrive on tough schedules."

GPS grading improves production, lowers costs

In addition to personnel, having the right tools to move the dirt is essential, according to Steve. In 2000, Linco Construction made two notable changes to its earthmoving equipment fleet that Steve said paid off well. The first was the addition of GPS grade control on its dozers. The second was adding machines with climate-controlled cabs.

"Our production and efficiency increased significantly because GPS gave us the ability to move dirt faster and more accurately with

less staking and surveying costs," Steve said, noting that Linco Construction was one of the first contractors in the Houston area to adopt GPS. "We also found that having cabs with heat and air improved productivity by 10%-15% compared to a non-cab machine because the operators stay clean and are more comfortable. The combination reduced our overall owning and operating costs."

Steve said costs were further reduced when Linco Construction started using Komatsu intelligent Machine Control (iMC) dozers with factory-integrated GPS grade control, which doesn't require masts or cables that could potentially get damaged. Linco Construction has run D51i and D61i dozers for several years. Its latest addition is a 51,000-pound-plus D71PXi-24 — Komatsu's largest hydrostatic transmission dozer with iMC 2.0.

"We do a lot of jobs that involve importing dirt; sometimes, we're putting down 300 to 400 truck loads a day," Steve pointed out. "Typically, we would use two smaller dozers, but the D71i



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WPIUpdate.com

Continued...

iMC machines increase efficiency

... continued

allows us to do the work with one. It will get ahold of a 22-yard trailer load and push it with no hesitation at all. With its wider and taller blade, you can move a lot of dirt and maintain accuracy even in second and third gear. That allows us to put the D51s and D61s on other tasks."

In addition to iMC dozers, Linco Construction uses an iMC PC360LCi-11 excavator to dig trenches to grade for utility installations. It also has a large number of Komatsu standard machines, including wheel loaders and excavators

it has acquired from Waukesha-Pearce Industries LLC (WPI) with the help of sales representative Steve Robinson. Plus, Linco Construction utilizes other lines of machinery from WPI such as BOMAG soil stabilizers.

"Service is a key factor in our equipment-buying decisions, and Steve Robinson and WPI have always delivered," said Steve, adding that he plans to add more iMC excavators in the near future. "All machinery experiences issues. How the dealer responds makes a difference. WPI usually has them resolved in a day or two, and if not, they will loan us a machine until they are. WPI provides training, and they cover our Tier 4 equipment under Komatsu Care, which is a great program where WPI services the machines for a certain length of time. That ensures they get done, and it frees up our technicians to work on other things, like changing cutting edges."

Adaptable to the markets

Linco Construction works across several markets, although commercial has been its main focus for several years. Steve indicated that commercial is slowing down, and more subdivision work is available in the Houston area.

"They fluctuate, and we adapt," said Steve of the markets. "In the 1990s, we did flood control work. Our skills and experience allow us to do anything that involves clearing, earthwork and utilities. It looks like there may be a lot of infrastructure work in the future, and that's certainly an area we may look to explore." ■



WPI sales representative Steve Robinson (left) talks with Linco Construction Co. Inc. President/CEO Steve Brown. "Service is a key factor in our equipment-buying decisions, and Steve Robinson and WPI have always delivered," said Brown.

In addition to Komatsu equipment, Linco Construction Co. Inc. uses other lines of equipment from WPI such as this BOMAG soil stabilizer.





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Address cost overruns, material shortages as quickly as possible and seek equitable solutions



**Alex Barthet,
Attorney**

Bio: Attorney Alex Barthet (alex@barthet.com) serves as litigation counsel to many contractors and material suppliers.

Board certified in construction law by the Florida Bar, he has been selected by his peers for inclusion in lists such as the Florida Super Lawyers within the specialty of construction law.

Editor's Note: This article originally appeared at TheLienZone.com.

We've all noticed that the price of just about everything has gone up in the last year. If that isn't bad enough, obtaining many of the materials needed in construction has gotten very difficult. This combination of price escalation and material shortages is significantly disrupting a contractor's ability to properly price and timely build any project.

However, contractors are not without some remedy. They can attempt to address these issues either during the negotiation and bid process or once construction has commenced.

It is obviously easier to attend to such matters before a contract is actually signed. Look to strike any proposed language that has you absorbing the risk and exposure of any price escalation. Rather, seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order. Alert your suppliers, advising them you need guaranteed pricing for some extended period, and you need written notice significantly in advance of any anticipated increase in pricing or any delay in delivery. You might want to add a provision similar to the following:

"Where the delivery of materials is delayed or quantities are limited as a result of shortages, rationing or unavailability, subcontractor shall not be liable or responsible for any delays or damages caused thereby. When this occurs, subcontractor shall propose substitute or

alternate means of acquiring said materials and contractor and subcontractor shall negotiate an equitable price adjustment to their contract. When the costs of any material exceed 25% more than the documentable price originally quoted by the subcontractor, then subcontractor shall notice contractor in writing of such change and the parties shall come to a mutual agreement on a new price. This provision shall control over all other terms and conditions in this agreement and contract documents."

Existing contracts may be adjusted

If you've already entered a contract, it will surely be more difficult to address these issues. Depending on how the contract is written, an equitable adjustment in both time and price may still be achieved through the exercise of certain contract provisions, such as a Force Majeure clause, noting circumstances beyond your control entitle you to some modicum of relief. Pushed to honor your original pricing, you likely will be unable to complete the work — something neither the contractor nor the owner would want to see happen, as this will undoubtedly delay the progress of the project and cost them both more than the reasonable price increase you would be quoting. A good faith renegotiation should be attempted.

Be proactive — approach each ongoing and new job with these points in mind. ■

Contractors should attempt to address the issues of higher prices and material shortages before contracts are signed and after, if possible, according to attorney Alex Barthet. "Seek to incorporate the right to adjust the pricing on the job, passing on any unexpected increases, maybe through a change order," Barthet said.



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Cyberattacks are on the rise, but there are ways to protect your valuable systems and data

Is your business vulnerable to a cyberattack? If you use the internet, it is.

Cyberattacks are attempts to access or damage a computer system. They come in various forms, but the most common are hacking and malware threats. Hacking can be done in several ways and involves criminals gaining unauthorized access to your systems, which allows them to view and change information. Malware (short for "malicious software") is "designed to cause damage to a single computer, server or computer network," according to Microsoft. It often "infects" a computer when a user clicks on an unknown link in an email that installs a virus, trojan horse or worm.

Once hackers gain access, they can wreak havoc. Currently, a popular method of attacking systems is through the use of ransomware that encrypts hard drives files. Payment is

demanded in exchange for the decryption key. The consequences can be significant, as highlighted by the recent \$5 million Colonial Pipeline paid in ransom to the hackers who shut down its pipeline. The ripple effects can spread far beyond the original victim, such as the gas shortages on the East Coast that resulted from the pipeline attack, or the shortage of meat after a similar cyberattack on JBS.

While it could be easy to dismiss these attacks because they happened to large corporations, experts say you shouldn't. Companies of all sizes are potential targets. Recent data shows that hackers attack a computer in the United States every 39 seconds, and one in four businesses face the risk of a security breach. A release by the Small Business Committee of the U.S. House of Representatives showed that 71% of cyberattacks occur at businesses with fewer than 100 employees.

Continued...

There are steps you can take to protect your business from cyberattacks. Among the most basic, easy-to-follow practices is keeping anti-virus software updated.



Easy-to-follow practices can protect your business

... continued

Stay up to date and back up data

The prospects of your business being hit with a data breach or ransomware are real. However, there are steps you can take to protect it from cyberattacks. Most are basic, easy-to-follow practices such as keeping anti-virus software updated.

"It's not clear yet which of Colonial Pipeline's systems were compromised by hackers. But many ransomware attacks in the past have been deployed against outdated operating systems and legacy applications that don't have the latest security patches and software updates in place," according to a CMIT Solutions article titled "Gas Shortages Highlight the Severity of Ransomware Threat." "Working with a trusted IT (information technology) provider, this process can be automated to run behind the scenes, keeping your computers safe without interrupting your employees' day-to-day work."

You need to be proactive, according to Murray Goldstein, vice president of marketing & sales operations at Cox Business, in the article "4 Ways Small Businesses Can Protect Themselves from Cyber Attacks." Doing so will help to protect your company against new threats and make sure your infrastructure is secure. Goldstein stated that precautions should include:

- Using a Firewall for your internet connection.
- Installing, using and regularly updating anti-malware, anti-virus and anti-spyware software on every computer in your business.
- Downloading and installing software updates as they become available.
- Securing your workplace Wi-Fi networks within the office and ensuring employees working outside the office are logged in with secure connections.
- Monitoring your systems continuously to detect potential problems.

In addition to staying up to date, it's essential to have data backed up. A recent article by Mark Rosanes for Insurance Business titled "Ten Ways to Protect Your Business from Cyberattacks" said that data backup is among the most cost-effective ways of making sure information is recovered in an event of a cyber incident or computer issues. Recommendations include using multiple backup methods, such as daily incremental backups to a portable device or cloud storage, as well as end-of-week, quarterly and yearly server backups.

Train your employees

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one.

"Establish basic security practices and policies for employees, such as requiring strong passwords, and establish appropriate internet use guidelines that detail penalties for violating company cybersecurity policies," says the Federal Communications Commission (FCC). "Establish rules of behavior describing how to handle and protect customer information and other vital data."

If an attack occurs, you can limit the damage, according to the FCC. It recommends immediately changing passwords; scanning and cleaning devices; turning off the device and possibly taking it to a professional to scan and fix; letting the IT department know immediately; and contacting banks, credit card companies and other financial accounts.

"As cybersecurity threats evolve and the general public becomes more aware of ransomware's impact, businesses across North America can leverage this moment to better protect their information and operations," said CMIT Solutions. "However, that can only happen if we take ransomware more seriously." ■

Employees should be trained on how to handle information and on the best practices to prevent cyber risks. They should also know the warning signs of an attack and what to do in the event of one. "Establish rules of behavior describing how to handle and protect customer information and other vital data," said the Federal Communications Commission.



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New WPI Bryan-College Station parts store offers more than traditional items for heavy equipment users



Byron Blair,
Director of Parts



Jesse James,
Store Manager

As the Bryan-College Station region of Texas continues to grow, so does Waukesha-Pearce Industries LLC (WPI). Recently, the company opened its newest location: a parts-oriented store designed to better serve customers who use heavy equipment, as well as others with parts needs.

"We identified this area as a place where we could make a real difference," explained Byron Blair, director of parts. "Our full-service branches in Houston, Tomball, Austin and Buffalo have served customers around here well, but each is a good distance away, so response time was a factor in getting parts. Bringing a store closer to them where they can stop in and get what they need faster is ideal. This new Bryan-College Station location provides that."

While it's not as large as WPI's traditional branches, the Bryan-College Station store has the same capabilities from a parts standpoint. It carries a large supply of traditional off-the-shelf consumables such as filters, fluids and grease, in addition to ground engaging tools such as bucket teeth.

Plus, it has a significant array of larger items, including rubber tracks and glass

for a variety of equipment brands. It also has a hose-making machine, allowing WPI personnel to fabricate a new hose, so customers can more swiftly replace a worn or damaged one.

"Our inventory is mainly geared toward Komatsu machinery, but this store carries or can quickly access items for nearly any brand of equipment," said Jesse James, store manager. "There is a lot of construction going on in this area. We wanted to add a location to facilitate growth in the Bryan-College Station area, no matter what brand or variety of equipment you use."

More than construction

WPI designed the Bryan-College Station store to serve more than those with construction equipment, according to James.

"There are a lot of farmers and ranchers with machinery," James noted. "We are here to help them too, as well as customers who may have needs from an automotive standpoint. We have oils, batteries and electrical items such as switches for those applications."

The Bryan-College Station location keeps those items in stock to make it convenient for customers to walk in and get what they need immediately.

"It's more of an auto parts store concept than a traditional heavy equipment branch," emphasized James. "Think of it like an auto parts store. We want anyone who needs parts to think of us. We are already seeing a good deal of walk-in business. As customers come in for common items such as diesel exhaust fluid, we are having conversations with them to find out what they would like us to carry. In addition to the population of Komatsu and other brands we carry in the area, that will drive our inventory going forward."

Plans to expand

James added that there are plans to further expand the Bryan-College Station offerings to include service.

"We want to eventually have service technicians on board to work out of or be

WPI's Bryan-College Station branch has a hose machine, off-the-shelf consumables and parts for practically any piece of equipment, as well as items for automotive enthusiasts. "It's more of an auto parts store concept than a traditional heavy equipment branch," emphasized Jesse James, store manager. "We want anyone who needs parts to think of us."





► VIDEO

WPI's new Bryan-College Station branch is located at 5956 E. State Highway 21 in Bryan, Texas. "Our inventory is mainly geared toward Komatsu machinery, but this store carries or can quickly access items for nearly any brand of equipment," said Jesse James, store manager. "We wanted to add a location to facilitate growth in the Bryan-College Station area, no matter what brand or variety of equipment you use."

dispatched from the store," stated James. "That will reduce response times for faster and better service to customers in this area because they won't have to wait for a tech to come from one of our other branches."

Lloyd French, director of strategic development, said the Bryan-College Station store has been in the works for quite some time, and WPI is very happy that it has come to fruition.

"This is our first new location in about a decade, and we chose it because we believed it fills a territory gap that we had," said French. "It hasn't been open for long, but we already see success. It was a good move that will reduce downtime and help make customers' lives easier. There are plans in the works to apply this concept to other branches in the future. Essentially, it's changing the traditional approach to parts." ■



Jake Moore, parts counterman, looks up a part for a customer order.



Lloyd French,
Director of Strategic
Development



Discover more at
WPIUpdate.com

Store manager at new Bryan-College Station branch helps customers reduce downtime by finding parts quickly



Jesse James,
Store Manager



Discover more at
WPIUpdate.com

Anything with a motor interests Jesse James, who is currently a store manager for Waukesha-Pearce Industries LLC (WPI) at its new Bryan-College Station branch in Bryan, Texas.

"I grew up working on cars," stated James. "I worked as an automotive tech for a few years, including working for a company that restored and built older Ford Mustangs. Parts were a critical component of that, and the mentality was that we have to get them as fast as possible. There is no such thing as backordered. We're going to find them and make sure the customer is taken care of as fast as possible."

James brings that same mentality to his job at WPI. "That previous role prepared me well for this new position," said James. "Keeping downtime to a minimum is critical to production and profit, and I understand that. This new Bryan-College Station branch is really geared toward that because it's more of a traditional parts store as opposed to our full-service branches. It's a new concept for WPI, and we're seeing success with a large inventory of items for all types of machinery, including mining, construction, agriculture and more."

James joined WPI a few months ago when the company opened the new location. He noted that his background in automotive translates well to an equipment industry.

"The parts systems are similar in that we can look up parts and catalogs online and place an order for pickup and delivery," said James. "More than that, it's about taking care of customers' needs as quickly as possible and at a fair price. This new branch will definitely help in that aspect for customers in this area because it reduces wait times."

'In the learning curve'

Even though there are similarities between the heavy equipment and automotive industries, James realized there is still a lot to learn.

"I don't think you ever really stop educating yourself," James emphasized. "I'm in the learning curve now, but I love it. This is a great industry, and I'm excited about it — especially being with WPI, who has an outstanding reputation for carrying quality products and taking care of customers. I like that it doesn't rest on its long history of doing that, and it's actively seeking ways to grow and better serve customers. It's a great company to work for and deal with."

Accepting the position at WPI also gave James, a native of the Bryan-College Station area, the opportunity he was seeking to return home. He and his wife, Katherine, have a son and daughter, and they enjoy family time — especially checking out the numerous events that their hometown has to offer. ■

Store Manager Jesse James moves a parts box with a Komatsu forklift at WPI's new Bryan-College Station branch in Bryan, Texas. "Keeping downtime to a minimum is critical to production and profit," said James. "This new Bryan-College Station branch is really geared toward that because it's more of a traditional parts store as opposed to our full-service branches. We're seeing success with a large inventory of items for all types of machinery, including mining, construction, agriculture and more."





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Komatsu continues to shape the future of construction and mining operations as it celebrates its 100th anniversary

One hundred years ago, Komatsu City, Japan, faced a potential crisis with the closure of a nearby copper mine that was a vital source of jobs. Meitaro Takeuchi, an entrepreneur dedicated to advancing educational opportunities and improving mine efficiency, knew there had to be a way to save the livelihoods of the community members who relied on the mine.

In 1917, he established Komatsu Iron Works, a machinery company for maintaining mining equipment. In 1921, Takeuchi and a group of investors founded Komatsu Ltd., which began producing cast steel products, providing new employment to those who had been dependent on the now-depleted mine. The first product, produced in 1924, was a one-cylinder sheet-forming machine.

While Komatsu continues to manufacture industrial presses, over the past 100 years it has expanded its portfolio of products to include forklifts as well as construction and mining equipment. The first machine Komatsu shipped outside of Japan was in 1955, when it sent a motor grader to Argentina. A Komatsu dozer

arrived in North America in 1964, marking the company's presence in that market.

Komatsu celebrated its official 100th anniversary on May 13, 2021. Throughout the next year, there will be a series of activities focused on the company's commitment to its new brand promise of "creating value together." That value will be created "through manufacturing and technology innovation to empower a sustainable future where people, businesses and our planet thrive together," according to Komatsu.

The company added that its core values include:

- **Ambition:** With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.
- **Perseverance:** Even when the work is difficult, we remain committed to our promises and reliably carry them through to completion.
- **Collaboration:** Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.
- **Authenticity:** To earn and maintain trust, we always act with sincerity, integrity and honesty, and communicate transparently.

Continual innovation

Back in 1902, prior to founding Komatsu Ltd., Takeuchi was already helping the community and mine employees by taking over operations at the copper mine. He funded projects to mechanize processes and teach new skills to the people. Takeuchi established schools, sent staff overseas to learn the latest techniques, and purchased machines to improve efficiency. He funded and supported a science and engineering department at a university in Tokyo, as well as a local industrial school to significantly advance educational opportunities and options in the rural areas near Komatsu City.

As Takeuchi and his team worked to grow operations, he remained true to his principles: quality first, technology innovation, globalization and the development of people.

"As we expanded around the world, we leveraged the strengths of global production while nurturing local leadership and creating

Continued ...



Discover more

In 1970, the first Komatsu headquarters in North America was established in San Francisco. Subsequent headquarters were in Atlanta and the Chicago suburbs. The company is now based in the city of Chicago.

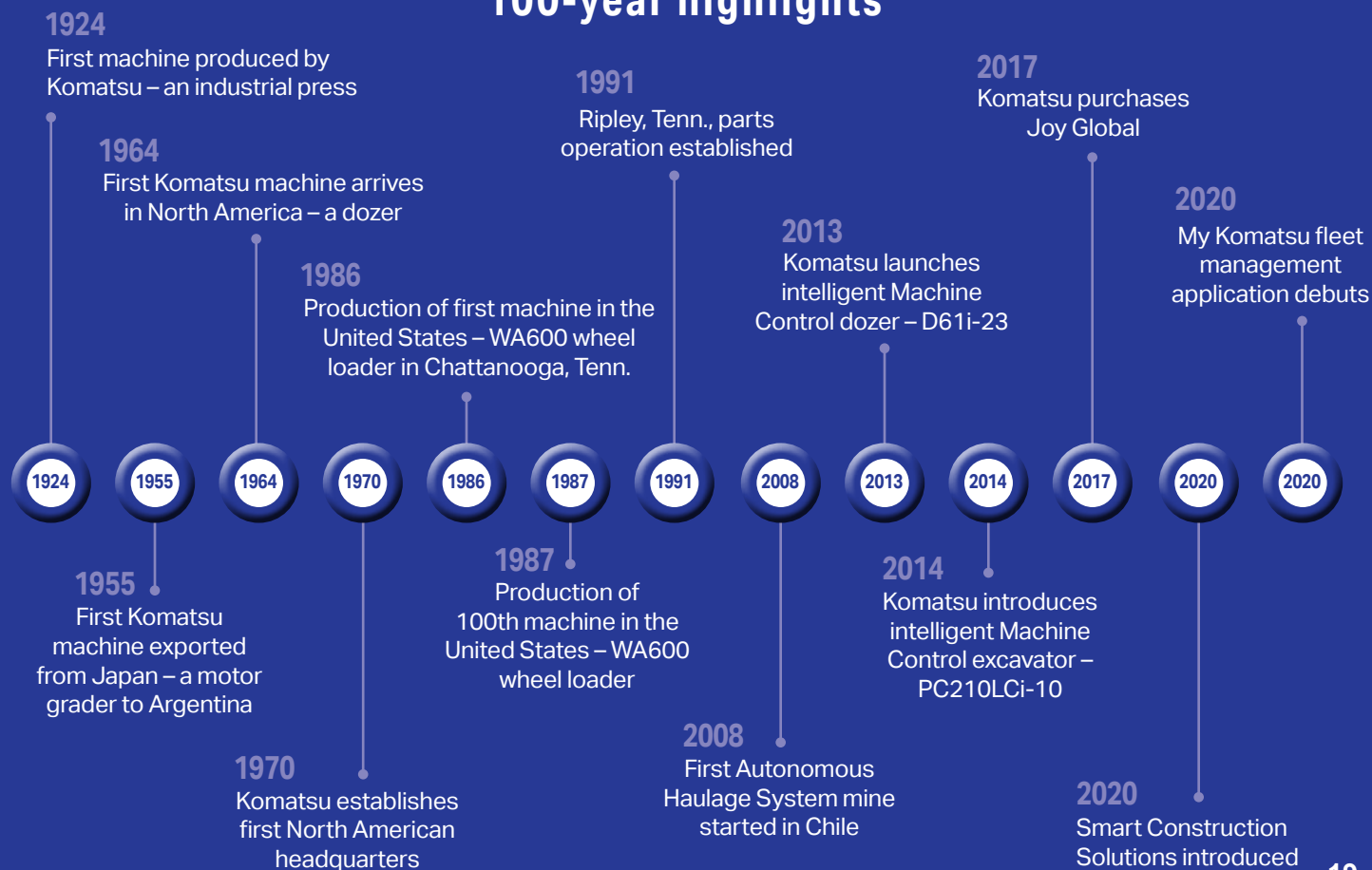
*Komatsu arrives in the U.S.A.
This machine is travelling the
streets of San Francisco*





Komatsu Ltd. was founded in 1921 by Meitaro Takeuchi and a group of investors. Takeuchi was an entrepreneur with a humanitarian vision committed to enhancing the quality of life, developing future generations and growing society's needs.

100-year highlights



Takeuchi's innovative spirit

... continued

value for the customers we serve, investing in every community and supporting society where we worked. With each challenge faced, Komatsu teams pushed forward together, working to innovate, diversify into new markets and expand globally," Komatsu's origin story states.

Takeuchi's innovative spirit can still be seen today. Komatsu pioneered autonomous technology and has had driverless trucks in mines around the world since 2008, and by July 2020, over 3 billion metric tons had been hauled autonomously. It brought integrated GPS to dozers and excavators with intelligent Machine Control to help operators get to grade faster with less staking and without masts or cables. It introduced complimentary, scheduled maintenance and tools such as My Komatsu to provide more efficient fleet management. To help customers manage projects from preconstruction to project closeout, increase productivity and efficiency, and digitize the job site, Komatsu is rolling out its suite of Smart Construction solutions.

"In our next 100 years, Komatsu will focus on supporting the mining, construction, forestry, industrial machinery and agriculture industries in their transformations to the digital workplace of the future: equipment and people, connected through smart technologies on an open platform, driving towards zero harm, zero waste

and zero emissions. By helping to digitize job sites worldwide, our customers can optimize on-site operations towards a carbon-neutral environment," the company stated.

Long-term sustainability efforts

Takeuchi's vision and strong guiding principles stood the test of time. Through the years, Komatsu's continued investment in core capabilities and strategic acquisitions have connected smart, diverse people and cutting-edge technologies with a shared belief that partnerships are the best way to solve challenges and meet society's needs.

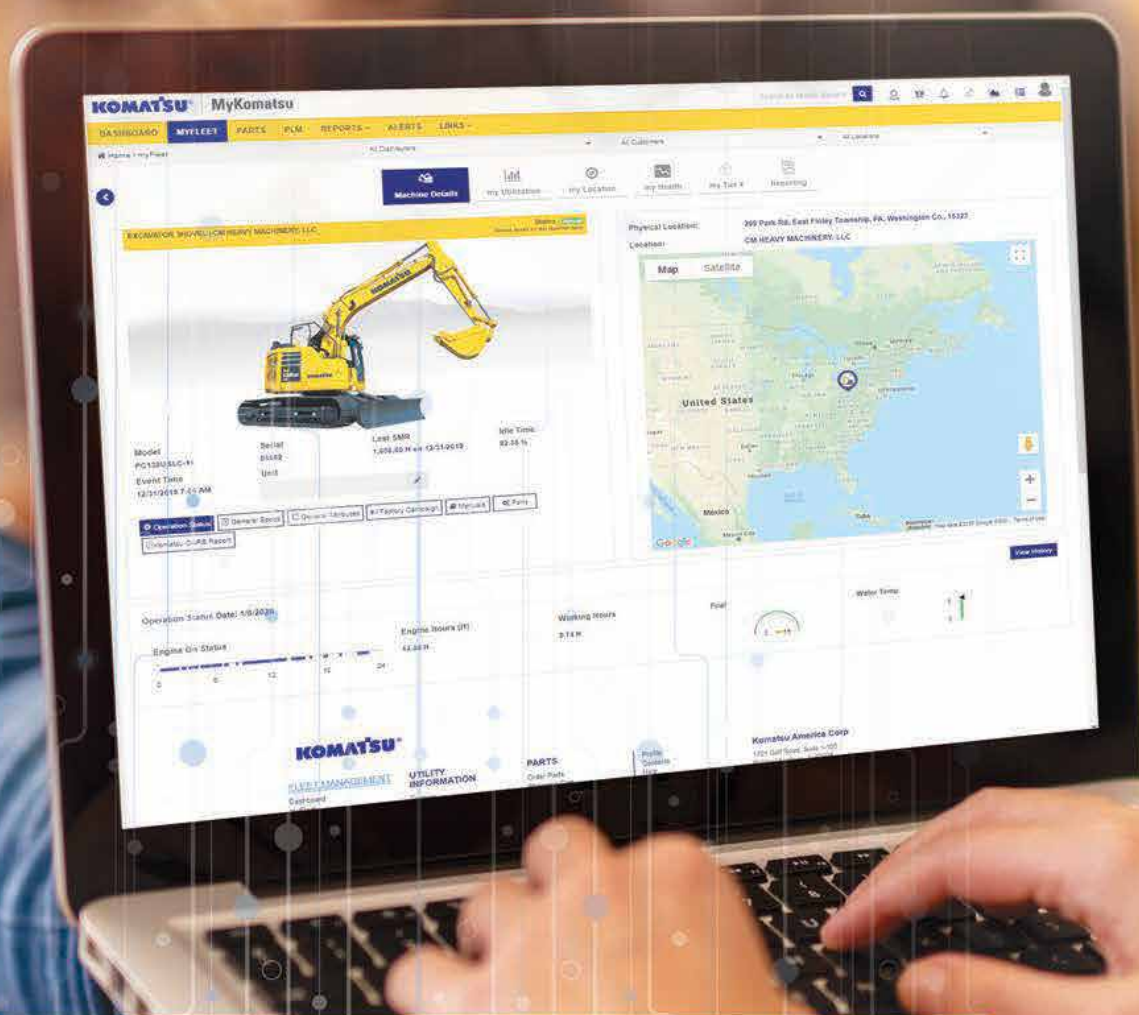
"Komatsu's philosophy is passed down from generation to generation through our principles, strategies, The Komatsu Way and the belief that Corporate Social Responsibility is part of our core business and the value we create," the company said. "In regions across the globe, Komatsu continues to provide products and solutions which address social needs and give back to communities where we do business by leveraging the skills and the passion of our people. We seek to play an active role in supporting the long-term success of society through sustainable efforts that reach far beyond Komatsu.

"From our founding city to the global community in which we operate today, we know we are stronger when we are creating value together." ■

Komatsu's collaboration with customers has led to innovative solutions, such as intelligent Machine Control and Smart Construction, that leverage the latest technology to digitize and optimize the job site.



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Want a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective?

Do bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu

introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.



Discover more

Continued...

Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

* Power angle tilt blade

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super-slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.



Patent-pending Proactive Dozing Control logic

... continued

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

"The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain," said Jennings. "The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the

blade's cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu's hydrostatic dozers, and it maintains the unique super-slant nose design.

"Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jennings. "That's important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases operator confidence and, in turn, their ability to be more productive."

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

"With the D71-24s, we specifically matched the track shoes' width to the blade length to ensure optimal performance," said Jennings. "Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down."

"From golf course construction to highway projects, the D71-24s are all-around crawler dozers," said Jennings. "Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site to contact their distributor to set up a demonstration." ■

New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage," noted Jon Jennings, Komatsu Product Marketing Manager.



Pipelayers designed with input from customers delivers exceptional stability on energy-sector projects

Equipment performance and stability are critical to successfully lay pipe in the ground across miles and miles of varying terrain. Komatsu worked closely with crews from pipeline companies to develop a new pipelayer to meet those needs, according to Chuck Murawski, Komatsu Product Manager, Dozers.

"It's essential to get feedback from the contractors who will ultimately use a pipelayer, like our new D155CX-8," said Murawski. "They suggested a larger steering motor, so we incorporated one into the machine and that gives it better displacement and more steering torque."

Murawski added that the D155CX-8's stability comes from an oval design, nine-roller undercarriage that has 12 feet, 10 inches of track on ground, making it Komatsu's largest. The pipelayer has a track gauge that is approximately 10 inches wider than on the standard D155AX-8 dozer and it features 32-inch track shoes.

Large footprint, better ground contact

"The heavy, final-drive components are close to the ground, which lowers the center of gravity and improves stability," Murawski explained. "The rollers are fixed suspension and don't oscillate like with a dozer. That

improves ground contact. The pipelayer has a big footprint and was designed to handle heavy loads."

With a 170,000-pound lift capacity, Murawski said the D155CX-8 can move steel pipe up to 36-inches in diameter. It features a pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

"It's ideal for gas and oil projects in the energy sector and, after conversations at CONEXPO last year, we believe there may be other application possibilities to explore," Murawski said. ■



Chuck Murawski,
Komatsu Product
Manager, Dozers

Quick Specs on Komatsu's D155CX-8 Pipelayer

Model	Net Horsepower	Operating Weight	Lift Capacity	Industries
D155CX-8	354 hp	120,970 lb*	170,000 lb**	Pipeline, Energy
*With pipelayer package		**Maximum lift at tipping point		

The new D155CX-8 pipelayer was designed with pipeline contractors' input and includes a long track on ground and a wider track gauge for stability. It can handle up to 36-inch steel pipe, making it ideal for gas and oil projects, according to Chuck Murawski, Komatsu Product Manager, Dozers.



Small dozers with integrated technology give you the ability to run automatics from grass to grade



Jon Jennings,
Product Marketing
Manager, Komatsu

Small dozers have generally been considered finish grading machines. They are usually put on job sites to clean up or place the topsoil.

"House pads and sites where space is at a premium have mostly been the applications where you find dozers under 22,000 pounds," said Jon Jennings, product marketing manager, Komatsu. "They normally have not been viewed as 'grass to grade' or high production machines where you are doing everything from stripping to finishing."

Jennings said that view is evolving with today's technology.

"If you have a site that involves a large amount of dirt where thousands of yards have to be moved each day, larger dozers are still your best bet," explained Jennings. "However, smaller dozers equipped with GPS are gaining popularity on medium-sized projects. As the needs for staking and surveying are reduced, there is less need to stop and check grade, so operators can continue to push dirt and be more productive. The ability to do that with a smaller dozer that uses less fuel is a significant advantage."

It's even better when the technology is integrated because it further reduces owning and operating costs, according to Jennings.

"Not having to take down and put up masts and cables gives you more production time, and there is a reduced risk of injury," stated Jennings. "You also don't have those items getting damaged, so the expense of replacing them is eliminated."

Quick Specs

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lb	2.89 cu yd
D39PXi-24	105 hp	22,774 lb	2.89 cu yd

New technology, such as Proactive Dozing Control, combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. "The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jon Jennings, product marketing manager, Komatsu.



Learns as it works

Komatsu introduced factory-integrated intelligent Machine Control (iMC) GPS on dozers nearly a decade ago. It recently brought iMC 2.0 to market with added technology that enables operators at all skill levels to be even more effective at moving dirt productively and efficiently, according to Jennings.

Among Komatsu's iMC 2.0 dozers is the 105-horsepower D39i-24, the smallest in the lineup. Like its larger counterparts, it has the same new features, including Proactive Dozing Control that enables operators to cut/strip from existing terrain, regardless of their experience level. The dozer measures the terrain as it tracks over it and uses the data to plan the next pass — improving productivity by up to 60%, compared to previous models.

"The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive Dozing Control decides on the action — such as whether to cut and carry material, spread or fill that material, or whether it should finish grade."



New technology features combined with iMC 2.0 give operators of small dozers the ability to do more with one machine. "The D39i-24 offers greater versatility," said Jon Jennings, product marketing manager, Komatsu. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. The possibilities are extensive."

Additional new technology features include:

- Lift layer control, which optimizes earthwork productivity with the press of a button. Time savings are realized because each layer is precise, reducing or eliminating the need for rework for over or under compaction.
- Tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation that lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input, while waiting for the finish grade model.
- iMC 2.0 models with dual antennas and added satellite systems to improve satellite coverage, which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

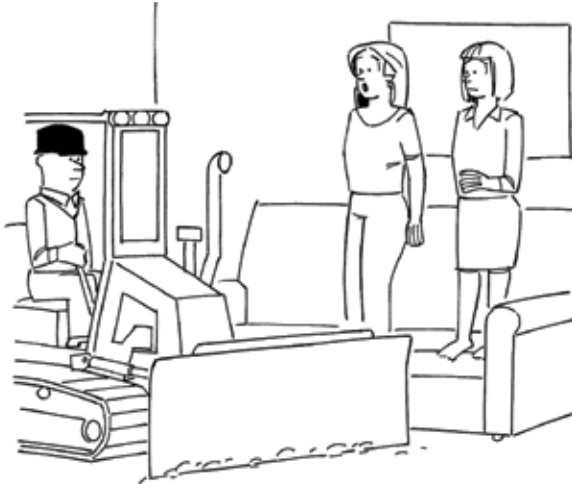
"The D39i-24 offers greater versatility, and the new technology opens up a lot of possibilities for all types of businesses," said Jennings. "It can be the biggest machine a contractor needs, or it can be a scalpel on a larger job site. For instance, a small homebuilder could use it to level house pads, or a landscaper can build a pond or create a unique surface. A large site work company may backfill curbs or build a drainage ditch with it, while it utilizes a bigger dozer for mass cut/fill operations.

"The possibilities are extensive, and as an added bonus, its size allows for transport on a tag trailer behind a dump truck, so it would be a great tool for those just starting their own business, who want to be highly competitive and productive right away," Jennings added. "There are some additional upgrades as well, such as LED lights and Bluetooth. We encourage anyone looking for a small dozer with the ability to be more than a finish grading machine to contact their distributor for a demonstration or more information." ■



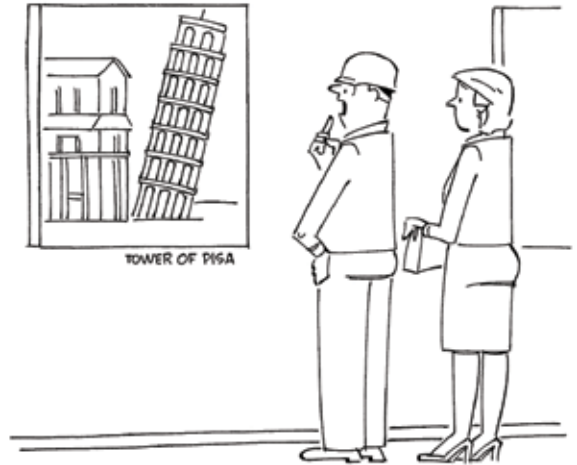
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On the light side



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"HE'S WORKING FROM HOME TODAY."



NOTM JUNG

"I CAN'T BELIEVE IT PASSED THE BUILDING CODE!"



NOTM JUNG

"YOUR FATHER HAD A BAD DAY. HE DOESN'T WANT TO BE DISTURBED."

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at WPIUpdate.com

1. LEPI _ _ _ _ _
2. RIDT _ _ _ _ _
3. KRCUT _ _ _ _ _
4. ULEF _ _ _ _ _
5. DROLAE _ _ _ _ _



Discover more at
WPIUpdate.com

Did you know?

- If you sampled Earth's crust, you'd find that 47% of it is oxygen.
- It's illegal to own just one guinea pig in Switzerland because they are social animals that prefer the companionship of another guinea pig.
- "Strengths" is the longest word in the English language with one vowel.
- Bubble wrap was originally invented as wallpaper.
- The top speed of the winning car in the first U.S. race in 1895 was 7 mph.
- Antarctica is covered in a sheet of ice that's 7,000 feet thick.
- The average U.S. household has 300,000 things in it.
- Beyoncé is the most awarded female artist in Grammys history with 28 awards.
- The 1939 novel Gadsby is the longest book ever published that doesn't contain the letter 'e.'
- The deepest canyon in the world is not the Grand Canyon. Tibet's Yarlung Tsangpo is more than 2 miles deeper and drops 17,567 feet.

Intelligent Machine Control technology helps Nicol & Sons complete projects in less time with significant costs savings

In 1972, Stuart Nicol and his two sons, John and Jerry, founded Nicol & Sons Inc. As a small, family-owned operation, John later gave his two sons, Jason and Joel, opportunities to be involved with the company from a young age.

"Dad always had something for us to do, whether it was working or cleaning the shop and the pickup," recalled Joel. "In the summer we did a lot of ditch work and seeding. Occasionally, he let us run the machines. My brother and I built a passion for the company and the construction industry growing up in that environment."

After graduating from college, Jason and Joel returned to work for Nicol & Sons full time. Joel is vice president and foreman, and Jason is vice president and superintendent. Since joining the firm, they have expanded the types of projects it takes on.

"When my dad and grandfather started the company, they focused on county drain work," noted Jason. "We excelled at those types of jobs through the late '90s. Eventually, my brother and I transitioned toward street projects, site work and some precast bridgework."

'A difference maker'

The Nicols said that introducing Komatsu intelligent Machine Control (iMC) equipment

with factory-integrated GPS technology has increased Nicol & Sons' productivity. Its fleet includes a PC360LCi-11 excavator.

"With the iMC machines we're able to accomplish the same amount of work as a company with 20 employees," said Jason, noting that currently it has a staff of 12. "Jobs that would have taken five or six days to complete now only take us two. Although we're a smaller company, this equipment allows us to take on more challenging projects."

Recently, Nicol & Sons completed a large site work project for a local school. While completing the subgrade work, the company faced several challenges.

"Due to the size of the football field, we had to dig elaborate foundations," said Jason. "The GPS technology on the PC360LCi-11 shined when digging those, because we were able to complete everything in two days using only one operator and three dump trucks."

"When we finished, we were on grade and saw huge time and costs savings," he continued. "We wouldn't have been able to complete this type of project the old way using stakes and lasers. The iMC technology is a difference maker." ■



**Joel Nicol,
Vice President
and Foreman**



**Jason Nicol,
Vice President and
Superintendent**



Discover more at
WPIUpdate.com



► VIDEO

A Nicol & Sons operator cuts a ditch using a Komatsu PC360LCi-11 excavator. At a recent job site, the firm used the excavator to dig foundations to grade. "The GPS technology on the PC360LCi-11 shined when digging those, because we were able to complete everything in two days using only one operator and three dump trucks," said Vice President and Superintendent Jason Nicol.

Construction teams can visualize the status of their job sites in one snapshot with Smart Construction Dashboard

To better manage their businesses, construction operations teams need a go-to solution to visualize the status of their job sites. With Komatsu's Smart Construction Dashboard, they can.

Built to support the digital transformation of customers' work sites, Komatsu's suite of Smart Construction solutions leverages the power of the Internet of Things (IoT) to help customers orchestrate construction planning, with the aim to better handle management and scheduling, streamline costs, and optimize processes remotely — in near real time.

Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.

With Smart Construction Dashboard you can:

- Confirm a pre-bid topographical map is correct.

- Track job site progress in near real time.
- Document site conditions as evidence for change orders.
- Quickly and easily measure stockpile quantities.

"What is really cool is that the flight surface data from our drone is loaded to the Smart Construction Dashboard, and we can very quickly see changes — the actual progress," said Andie Rodenkirch, project manager for Hunzinger Construction Company. The firm is using the Smart Construction Dashboard as it builds Komatsu Mining Corp.'s new headquarters in Milwaukee. "Technologies that let operators do the job one time — and do it correctly — increase efficiency, so it's been a great tool for us."

Smart Construction Dashboard is powered by the 3D visualization power and geospatial accuracy of Cesium, a leading platform to visualize, analyze and share 3D data. Cesium's 3D visualization engine combines video game computer graphics technology with accuracy that ties data to its precise location on the globe. ■

You can learn more about Komatsu's suite of Smart Construction solutions at <https://www.komatsuamerica.com/smart-construction/solutions>.

Komatsu's new Smart Construction Dashboard is designed to be used daily and combines data from multiple sources into one comprehensive picture. It provides contractors with 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Site progress can be viewed with timeline functions (including playback) in terms of whole-site visuals, cross-sections and individual measurements.



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