

January 2022



UPDATE

KOMATSU

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



Toby Berwick,
Owner

Triangle Civil Services

Beaumont contractor
performs earthwork
& concrete jobs

A Message from the Vice President



Bruce Truesdale

**Informative
articles to help
your business**



Dear Valued Customer:

We applaud Congress for passing the \$1.2 trillion Infrastructure Investment and Jobs Act. The multiyear bill will provide much-needed funding for fixing aging roads and bridges, expanding public transit and internet access, modernizing the electric grid, and improving water and wastewater systems. It's a historic investment in our nation's infrastructure.

This edition of your WPI Update magazine features several informative articles designed to help you and your business. For instance, there are some tips on using quick surface creation, which lets you perform simple operations with your Komatsu intelligent Machine Control (iMC) dozers without digital plans.

Because it is essential to assess each of your projects in-depth, we offer several questions about practices, processes and operations that you may want to ask before, during and after a project.

For an industry continuing to face a shortage of workers long term, recruiting new personnel from Generation Z could be a good way to grow your staff. There is an article inside on what you can do to reach this critical audience and attract members of the iGeneration to your company.

We also highlight some new products, including the Komatsu WA480-8 yard loader arrangement that is designed to be a three-pass match for loading aggregate and other materials into on-highway trucks. It is great for infrastructure, forestry and non-residential applications, too.

Plus, now is a good time to consider doing the maintenance and repairs that you may have put off during the busy season. Our skilled service personnel can perform the work in a timely, cost-effective manner to help limit your downtime. Contact us for details.

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



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Beaumont contractor changes company name to better reflect its earthmoving & concrete services



Toby Berwick,
Owner



Discover more at
WPIUpdate.com

A few years ago, Toby Berwick decided his company needed a name change.

"A lot of people didn't know we were doing heavy civil site work," stated Toby. "I thought we needed to better reflect what the business had become, and Triangle Civil Services does that. Originally, it was Triangle Concrete Services because when I started in 2005, concrete projects were the sole focus — especially patios, driveways and small commercial work."

Toby went into business for himself after nearly 15 years of working for other contractors and traveling across the United States doing concrete and earthwork projects. In the early days of Triangle Concrete Services Inc., Toby subbed out earthwork and utilities. As time went on, he bought equipment and hired his own operators and estimators to perform those jobs.

"It was a way for us to better control schedules," said Toby. "Another advantage is that if we do that work ourselves, it improves our bottom line. When it comes to concrete, we do practically any size of job, including large industrial projects or big tilt-wall structures, as well as big paving projects. On the dirt side, we gradually built up from

doing relatively small work into fairly sizable jobs that generally range from \$50,000 to upwards of \$10 million."

With a staff of about 100 employees, Triangle Civil Services' earthwork offerings include everything from land clearing to finish grading, such as soil remediation, mass earthwork and underground utility installation. Recent undertakings include school sites and treatment plants ranging from \$1 million to \$6 million where Triangle Civil Services crews moved dirt and installed utilities.

"We generally do commercial and industrial work for general contractors, developers and governmental entities," said Toby. "Typically, we don't do much highway work and very little residential unless a friend calls and asks for some help. It's our preference to do a complete site package, but we will break out our services at customers' requests. Whatever we can do to help."

Saving time & costs with iMC dozers

Triangle Civil Services is licensed in Texas and Louisiana and works within about a 150-mile radius of Beaumont, Texas. A current job close to home has a crew moving about 40,000 yards

A Triangle Civil Services operator digs with a Komatsu PC170 excavator. "Komatsu is our main brand for earthwork. It's smooth, dependable and lasts," said owner Toby Berwick.





► VIDEO

Project Manager Bronson Barclay places dirt with a Komatsu D61PXi-24 intelligent Machine Control (iMC) 2.0 dozer on a levee project near Port Arthur, Texas. "iMC eliminates or cuts down a lot of rework, which increases efficiency and further saves time and costs," Bronson pointed out. "The plans are right there in front of the operator, and all they have to do is guide the machine in the right direction. The dozer knows based on where it is whether to cut or fill, and it automatically does it."

of dirt to build up a 3-mile levee designed to hold dredged material from the Sabine-Neches Waterway Channel Improvement Project near Port Arthur, Texas.

"Silt from the dredge will be pumped into the levee area, and when it settles, the area will be drained," explained Jerrod Fussell, project manager/estimator. "We are digging from the interior of the current levee and placing it on top to raise the existing elevation 3 to 4 feet."

Triangle Civil Services uses its new Komatsu intelligent Machine Control (iMC) 2.0 D61PXi-24 dozer to place dirt. Jerrod said the time and cost savings of using a dozer with built-in GPS machine control is significant.

"Traditionally, there would be a lot of staking for a levee project of this size," Jerrod emphasized. "We did an initial staking for control points and have not had to do much else. We loaded the model into the machine. The dozer knows where it is in relation to the final elevation at all times, so we don't have to worry about surveying or restaking."

Project Manager Bronson Barclay, who oversees the civil division, runs the D61PXi-24

as well as a D51PXi-24 that Triangle Civil Services also owns.

"iMC eliminates or cuts down a lot of rework, which increases efficiency and further saves time and costs," Bronson pointed out. "The plans are right there in front of the operator, and all they have to do is guide the machine in the right direction. The dozer knows based on where it is whether to cut or fill, and it automatically does it. It's also great that there aren't masts or cables to put up and take down."

The iMC dozers are part of a fleet of Komatsu and Takeuchi equipment Triangle Civil Services has acquired with the help of Waukesha-Pearce Industries LLC (WPI). Recent additions have been made with the assistance of WPI sales representative Ryan Pyburn and Beaumont Branch Manager Joseph LaBouve.

"Honestly, service is the key factor in our equipment choices, and WPI has always been great to work with," stated Toby. "They trained us on the intelligent machines and have been there every step of the way to make sure we get the most out of them. All equipment breaks down. It's how the dealer handles it that makes



**Colton Berwick,
Superintendent**



**Jerrod Fussell,
Project Manager/
Estimator**

Continued...

'WPI minimizes our downtime'

... continued

the difference. WPI minimizes our downtime, so we can keep working, and if we need rental units, they have them readily available. We have a solid relationship because of that, as well as the



(L-R) Triangle Civil Services' Colton and Toby Berwick meet with WPI sales representative Ryan Pyburn and Beaumont Branch Manager Joseph LaBouve. "Honestly, service is the key factor in our equipment choices, and WPI has always been great to work with," stated Toby. "They trained us on the intelligent machines and have been there every step of the way to make sure we get the most out of them. WPI minimizes our downtime, so we can keep working, and if we need rental units, they have them readily available."

fact that they carry good equipment. Komatsu is our main brand for earthwork. It's smooth, dependable and lasts.

"The same can be said for our Takeuchi track loaders and mini excavators, which we use on the concrete side," he added. "We especially love the skid steers because they are versatile. We can put attachments on them to mow, move pipe, stabilize and dig."

Seeking additional growth

Toby's son, Colton, is a superintendent on the concrete side. He has worked for Triangle Civil Services full time for about 11 years. Toby hopes Colton will take the business over in the future, and Colton shares his father's dream.

"That's the plan," said Colton. "I have younger kids, and maybe someday they will be involved too, if they want to. That's several years down the road. In the meantime, we want to continue growing Triangle. We want to be four times our current size in ten years if we can find the help."

Colton also wants to take on bigger jobs, especially larger civil projects. "We have a decade of experience and expertise under our belts now, so I know we can handle them. We think the opportunities are there too, so that's where we have our sights set." ■

A Triangle Civil Services operator moves a storm box with a Takeuchi TL12R2 track loader. "We especially love the track loaders because they are versatile," said owner Toby Berwick. "We can put attachments on them to mow, move pipe, stabilize and dig."

► VIDEO



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Capital infrastructure program management and delivery require a roadmap to digitalization



Balaji Sreenivasan,
Founder and Chief
Executive Officer,
Aurigo Software
Technologies

About the author: Balaji Sreenivasan has played a critical role in shaping Aurigo to be a modern enterprise cloud software business that is helping infrastructure owners plan and build over \$300 billion of capital projects more efficiently. Balaji spends his time on product strategy, customer delight, and enabling the amazing set of people at Aurigo to be their best.

American infrastructure has needed our attention for decades. We're reaping the consequences of years of neglect, and the roads, bridges, utilities and government buildings in our country are failing. In 2007, a Minnesota bridge collapsed during rush hour. Thirteen people were killed, and 145 were injured. Just this year, in 2021, a winter storm led to power outages across Texas leaving people stranded and freezing — and more than 200 dead.

Thankfully, Congress just passed a \$1.2 trillion infrastructure bill that will help us rebuild the failing parts of our infrastructure. However, with an exceptional amount of taxpayer funds designated for these projects, they must move according to schedule and stay on budget. Most capital construction projects are 20 months behind schedule and 80% over budget. This problem exists because current infrastructure departments and processes are obsolete and far behind in digitalization advancements.

To solve these critical issues, a digital transformation is needed. Most capital projects have been managed using paper documentation or out-of-date technology, but these methods cause essential information to be siloed across collaborating departments. Cloud-based, enterprise-level digital tools are

available for the management and delivery of capital programs across the planning, building and operating life cycle. These novel solutions make it possible for every project stakeholder to collaborate in one system, providing a single source of truth for the years-long, billion-dollar projects that exist in the infrastructure market.

Digitalization will increase transparency and ensure that government entities direct the correct amount of funding to the most important projects. With an enterprise-level, cloud-based platform, every step of the project is simplified and streamlined. Manual spreadsheets and paper documents cannot support the complex projects that will come as part of this new infrastructure initiative. In-house project management software is too time-consuming to develop and will likely become less functional, or even obsolete, by the time a project nears completion. The shift to digitalization will allow capital project owners to easily identify critical problems or delays along the capital program life cycle. This will reduce time wasted on reworking and maximize the project's overall efficiency and performance.

The entire project process will be expedited when digital tools are in use. Electronic approvals enable greater safety, security and adherence to industry standards. Managers can ensure that each element of the project goes according to plan, and each stage can be approved in a timely manner to keep projects moving forward.

Digital-first solutions are highly configurable, which allows administrators control to customize applications to each project's unique specifications. They can also keep projects on track, reduce time for approvals, and are easier to audit when the project is completed. Mobile-optimized capabilities are additionally an essential advantage for stakeholders who spend the majority of their work hours on-site and out of the office, so decisions and approvals can take place out in the field in real time.

With digital tools at the ready, and efficient processes in place, capital project owners and managers can build a better future to support the American dream for generations to come. ■

With an enterprise-level, cloud-based platform, every step of the project is simplified and streamlined.





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Starting a new project? Ask these questions first

All construction projects have unique considerations, but there are several common questions you can ask yourself that will help you plan, execute and learn with each one. Here are five important questions to think about when working on a new project.

Do I have all the data I need to put together an estimate and bid the job?

Having a set of plans doesn't always tell the whole story. To set yourself up for success, it's critical to have a thorough understanding of what the job site looks like before you ever think about submitting a final bid. Site owners, developers and general contractors will often have a walk-through prior to the bid date. Attend the walk-through meeting so you can see the actual conditions and elevations and determine if there are items on-site that are not on the blueprints or documents. Those will need to be addressed and considered as part of your bid.

A site visit gives you a chance to ask questions as well. If there is something at the site that is not listed on the plans — such as a small pile of concrete — you can determine who is responsible for its removal or if it should somehow be incorporated into the sitework. There will be a cost, whether you are hauling it off-site or repurposing it, but the difference in your final estimate could be significant.

Asking questions to ensure you have enough information to estimate and bid a project is critical, and so is learning from your practices and people.

Are the machines I have really the best ones for this job?

Think about this question before you put the blade or bucket into the ground. Using the proper machinery for a job is important. It doesn't make sense to bring a tight tail swing excavator to a wide-open job site where mass amounts of material need to be moved quickly. Conversely, a standard excavator is not practical for confined spaces, such as digging against a building or in a lane of traffic.

Improperly equipping the project leads to frustration, lack of productivity and probably decreased profits. If you don't have what's needed for a particular aspect, consider renting. This allows you to get the job done without a long-term commitment to machinery you only need for a short amount of time.

Am I leveraging and maximizing technology?

From initial GPS grading systems to software that replaces traditional pen-and-paper estimating, construction technology has grown considerably. That technology is allowing companies to track every phase of a project digitally and share that information with all relevant parties — owners, contractors, etc. Job site management software and apps are abundant and save time and paper costs.

In addition to using the information to adjust practices on current jobs, it can be used for more competitive and accurate bidding and project management on future projects. You can also use data from the machines themselves. Nearly all new Komatsu machines have telematics that deliver production-related information, such as hours moving earth versus idle time, modes used and more. This data can be used to track job site practices and ensure operators are using the machines and matching them to the materials and applications necessary to help maximize efficiency and productivity.

Telematics let project and fleet managers see the information remotely in near real time, so they can make faster decisions if changes are needed. There are also applications available through desktop and laptop computers, as well as by smartphones and tablets, that let you make plan changes and see what operators see remotely, saving you time and the expense of driving to the job site.





There are various ways to determine if you are on schedule and profitable. In addition to traditional site visits, you can use technology from telematics and remote applications to track progress in near real time from almost anywhere.

Today's machines are more technologically advanced, too. Remember those early days of GPS grading when you needed bolt-on components that got damaged and had to be taken down and put up every day? They are still around, but might not be for long. New equipment now has that technology built in.

What am I learning from the project?

There is an adage, "If you are not growing, you're dying." In business, that does not have to mean adding employees or equipment, or taking on larger jobs. Growth can come from learning more productive and efficient ways to complete jobs.

With technology, you don't have to physically be on the job site to track production or rely on timecards and anecdotal information to see if your schedule and budget line up. Learning to use technology and apply data to job site practices more quickly is a great way to "grow."

What do I do with my profits?

There are many ways to use the money you make from projects. Some suggestions include using the profits to grow your business, paying down or refinancing debt, investing in your staff, or saving for a rainy day. It's always a great idea to talk to your financial adviser to determine what's best for you and your business.

"... you don't have to make all-or-nothing decisions about what to do with your cash once your company reaches the black," according to the article "5 Things to Do With Your Small Business Profits." "You may choose to leave some cash in the company to increase its value, pay a dividend or give your employees raises. You could buy a new piece of equipment and increase your own salary. It's up to you and your goals for running your business. Being in the black just means you have a lot more choices and opportunities." ■

Editor's Note: This information is excerpted from a longer article. To see it in full, scan the QR code or visit <https://www.komatsu.com/en/blog/2021/starting-a-new-project-ask-these-questions-first/>



Quick surface creation lets you perform simple operations with your iMC 2.0 dozer without digital plans



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

Moving dirt with little or no staking and surveying has become much easier with integrated GPS grade control. Simply upload 3D data, perform a short calibration, and you're ready to strip, push, place and grade materials.

However, what if you have a task that's not in the plans? Perhaps you want to create a level surface for a job site trailer, or it's about to rain and you want to make sure water drains to a certain area.

"Even without plans, you can easily get simple jobs done in short order with the quick surface creation feature on new iMC (intelligent Machine Control) 2.0 dozers," said Ron Schwieters, Komatsu senior product manager, iMC & hardware. "It lets operators easily create a temporary design surface."

Quick surface creation on Komatsu intelligent Machine Control (iMC) 2.0 dozers lets you create a surface in a few easy steps without plans. "This is a great tool for times when there is no 3D data available," said Ron Schwieters, senior product manager, iMC & hardware for Komatsu. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your investment to the fullest."

To use quick surface creation:

- Lower the blade to the ground or target elevation.
- Press the "quick surface creation" button on the monitor. Values are entered automatically based on your current blade position.
- Adjust values, if desired. When you are ready, press "OK" to set the temporary design surface. The "quick surface adjustment" button will display.
- Move material.

Easy adjustments

You can adjust the temporary design surface parameters by pressing the "quick surface adjustment" button. Touch the desired parameters to be modified and adjust accordingly.

"This is a great tool for times when there is no 3D data available," said Schwieters. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your iMC investment to the fullest." ■





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The top reasons robots are suited for construction work, and what's holding them back

Could robots, smart systems and automated processes someday soon control the full operation of a construction site? Would it make the job of a project manager easier or harder in the short term? Long term?

Numerically, there are some clear wins for productivity when you leverage the repeatability of a robotic element to get work done, versus the variability of human work. For example, using a conveyor belt, robotic arm and concrete pump, Construction Robotics' SAM100 (Semi-Automated Mason) can lay 3,000 bricks per day as it works alongside a mason. A human bricklayer typically averages around 500. So, does that mean a crew of SAMs can or even should replace a human crew? Not any time soon, according to one expert.

"We don't see construction sites being fully automated for decades, if not centuries," Zachary Podkaminer of Construction Robotics, the New York-based company that developed SAM, told *Digital Trends* in 2017. "This is about collaboration between human workers and machines. What SAM does is pick up the bricks, put mortar on them, and puts it on the wall. It still requires a mason to work alongside it. SAM's just there to do the heavy lifting."

Robotics use in construction continues to make headway, though, as technology rapidly advances, and the need for new solutions to worker shortages remains strong. In limited instances, automated or semi-automated devices are already working alongside humans.

Nils Napp, an assistant professor at Cornell University's School of Electrical and Computer Engineering, and his students are studying

robotics for building and other applications. He said these examples of "cobots" — robots that are built to work alongside humans — are good at what they do, but they have limitations.

"Right now, SAM and others like that are useful at one thing," Napp pointed out. "Programming them to move on to a completely different function is a challenge that will have to be overcome. There is a lot of really cool theory on robot construction, such as using a large swarm of termite-inspired bots that work together to build a structure. In practice, application is difficult because the assumptions you need to make in order to develop the theories end up being really hard to map on physical robots."

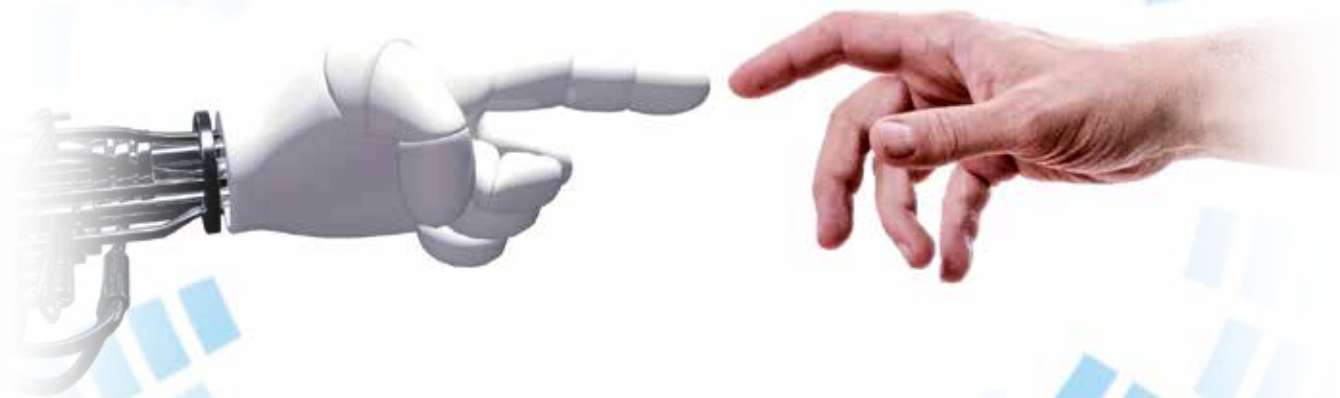
That may change as technology advances, according to Will Knight in *Wired*. The article talks about a robot drywaller built by Canvas that scans unfinished walls using lidar (light detection and ranging) or what's sometimes referred to as "laser scanning" and applies joint compound.

"It has long been impractical to deploy robots at construction sites because the environment is so varied, complex and changing," wrote Knight. "In the past few years, however, advances including low-cost laser sensors, cheaper robotic arms and grippers, and open-source software for navigation and computer vision have made it possible to automate and analyze more construction."

Increasing automation, analysis

Drones are also gaining prominence. Construction businesses are using them for tasks such as surveying, building models, tracking progress, recording data, billing,

Robot and human interaction is increasing in construction, but it is unlikely that robots will fully replace their human counterparts any time soon, according to industry experts.





Automation between humans and machinery is increasing job site efficiency. Drones and GPS technology are among the technologies making it happen.

measuring stockpiles and more. Drone usage in the construction industry has grown about 239%, according to a recent estimate.

Increased safety is another benefit of drone technology. Inspections in hazardous and/or remote areas can be done without putting personnel in harm's way.

"Simply put, drones enable us to provide needed views that are inaccessible, or otherwise too risky and expensive to capture by any other means," said Ryan Holmes, program manager of unmanned aircraft systems (UAS) for Multivista, in the ForConstructionPros.com article "Six Factors to Consider When Adding Drones to Your Construction Business." "We are using drones to help anywhere, from assessing land clearing and earthwork, insurance coverage, inspections, through to project completion and maintenance thereafter."

Proven and emerging technology

After site work has been done to prepare building pads and parking lots, robotics can come into play in building construction itself with 3D printing that allows machinery to be programmed to create practically any shape. A 3D-printed, two-story house recently won the German Design Council's German Innovation Award for its social, ecological and economical sustainability.

The house was printed with a mortar specifically designed for 3D printing by HeidelbergCement. "The printing of the residential house in Beckum is a milestone for 3D concrete-printing technology," said Dr. Jennifer Sheydt, head of engineering and innovation for HeidelbergCement. "We are convinced that this new type of construction will become an established standard in the years to come."

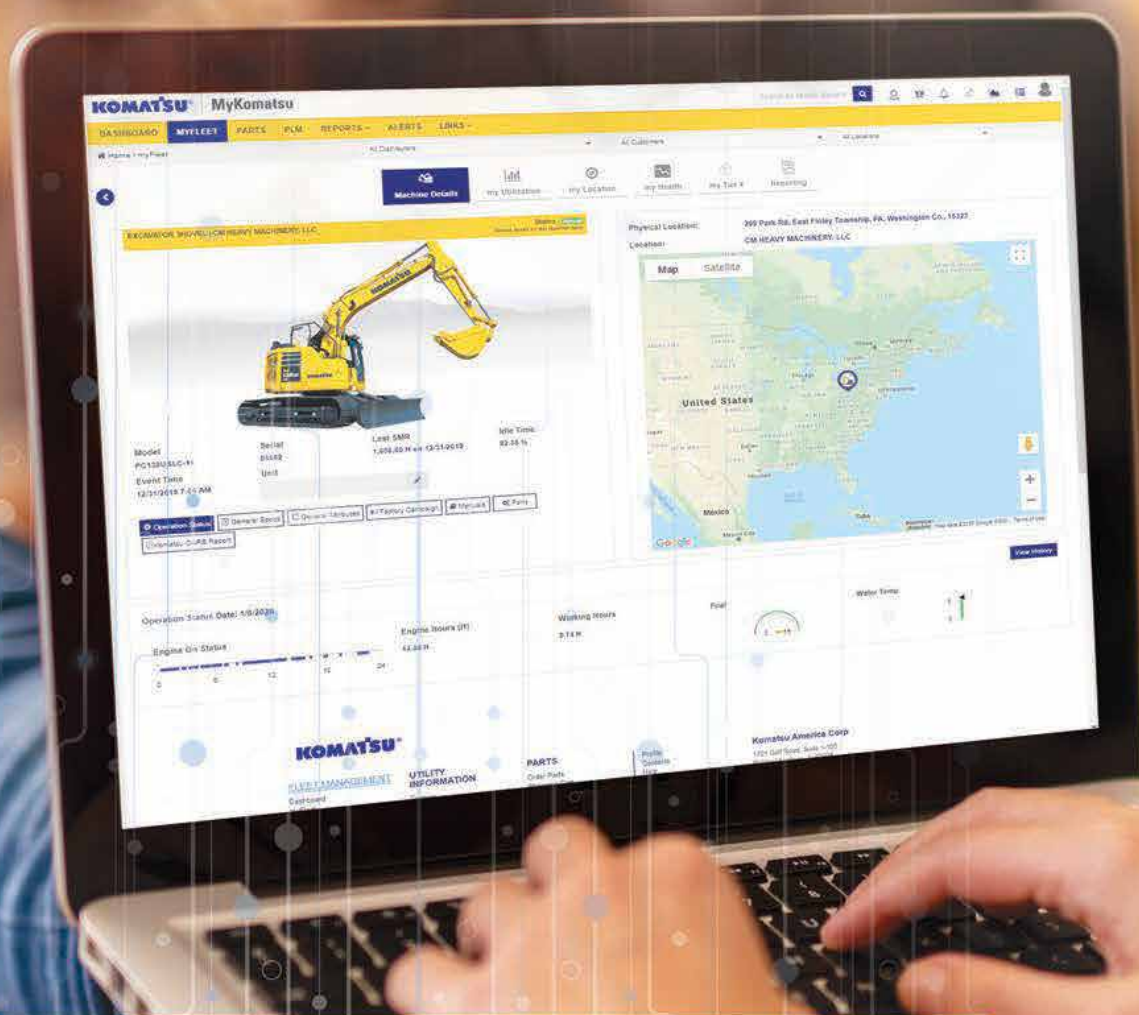
How many years down the road will depend on several factors, according to Napp. Among them are trust, acceptance and an open mindset to different building materials, such as double-insulated stacking blocks that he believes would optimize automation.

"Autonomous machines and GPS earthmoving are proven to work," Napp said. "A 3D-printed structure is also proven. An entire structure built by robots is different because you have to trust that the robots are correctly joining plumbing pipe and connectors so that they don't leak, for instance. We have that with humans. For now, the questions are there, such as would they meet code, can you even get a permit, are they fire and earthquake tested? If those, and others, can be overcome, then I believe there will be faster movement toward acceptance and someday having fully or near-fully robotic construction sites." ■

Editor's Note: This article is excerpted from a longer piece. For the full article, scan the QR code or visit <https://www.komatsu.com/en/blog/2021/top-reasons-why-robots-are-suited-for-construction-work/>



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Want a versatile loader with the capacity to load highway trucks quickly?

Loading and moving materials in as few passes and cycles as possible not only helps increase productivity, but it also reduces costly wear and tear on machines. One versatile machine that offers that across multiple applications provides a distinct advantage.

"The WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks," said Adam Braun, Komatsu product marketing manager. "It is also adaptable for use in infrastructure, forestry and non-residential construction applications."

A host of new features contribute to its high production in truck loading, carrying, stockpiling and hopper charging applications. Among them is a Komatsu designed, 7.2-cubic-yard bucket with curved side edges built to minimize spillage. Its internal space and shape provide smooth material flow, and the long bucket jaw and decreased strike plane angle results in easy fill and low resistance during pile penetration. Operators can easily see how much material is in the bucket with the integrated load meter system in the cab.

More than 1,400 pounds of added counterweight compared to a standard WA480-8 gives the yard loader arrangement the ability to handle increased bucket capacity and improves stability. Low-profile tires with increased ground contact and new heavy-duty front and rear axles provide additional stability. The front and rear frame have been redesigned on the yard loader arrangement with an increased diameter for a larger center hinge pin that connects the two.

Added productivity features include excellent visibility to the pile and surroundings, an easy-to-operate Advanced Joystick Steering System (AJSS), and a comfortable air-suspension seat. Outside the cab, there are front frame steps, a folding left-hand mirror, tie off points and a front cab grab rail.

Maximized brake life

Another highlight of the WA480-8 yard loader arrangement is the new highly efficient air-cooled braking system designed to

maximize brake life in extended load-and-carry or high-speed applications. The dedicated system enhances higher cooling efficiency even in tough environments. In severe test conditions, the cooling system demonstrated a 56 to 58 degree Fahrenheit better cooling effect.

"Stable cooling performance under high duty cycle operation reduces the risk of hydraulic oil overheating," said Braun. "The electric drive pump has a sensor that senses the axle temperature and activates only when needed." ■



To learn more about the new WA480-8 yard loader arrangement, visit <https://www.komatsu.com/en/products/wheel-loaders/large-wheel-loaders/wa480-8/>



Adam Braun,
Product Marketing
Manager, Komatsu

Komatsu's new WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks. It features a 7.2-cubic-yard bucket with curved side edges built to minimize spillage. A highly efficient air-cooled braking system helps maximize brake life in extended load-and-carry or high-speed applications.



New Komatsu D475A-8 mining dozer features re-engineered mainframe, delivers higher levels of production



Joseph Sollitt,
Senior Product
Manager, Komatsu

For more information
about the new D475A-8,
visit <https://www.komatsu.com/en/products/dozers/surface-mining-dozers/d475a-8/>



On mining sites, support machines like dozers can directly impact productivity by keeping blasting, loading and dumping areas clean, enabling loading and hauling equipment to work more efficiently. If your operation needs a versatile mining dozer that can go from ripping solid rock to cleaning up around a dragline, the new Komatsu D475A-8 may be the right fit for you.

Using extensive customer feedback, Komatsu re-engineered the D475A-8 mainframe to target twice the life of previous models — now 60,000-plus hours — and withstand multiple rebuild/overhaul cycles. Its low center of gravity provides machine stability, and long and consistent track on ground length offers more traction, pushing power, ripping efficiency and less shoe slippage. Track shoe slip control automatically controls engine speed and minimizes slip during ripping.

Added horsepower (890 net hp forward, 968 net hp reverse at 2,000 rpm) can help provide faster ground speeds, shorter cycle times and more production per hour. The D475A-8's high horsepower in reverse means the lock-up converter stays engaged more frequently, allowing significantly higher levels of production, especially when pushing down slopes.

"Automatic gearshift mode allows the powertrain to automatically engage the torque converter

lockup clutch," said Komatsu's Joseph Sollitt, senior product manager. "Locking up the torque converter reduces parasitic losses within the converter and transmits engine power directly to the transmission, increasing ground speed. That achieves efficiencies comparable to a direct drive and decreases fuel consumption up to 10% compared to manual gearshift operation."

Blade increases efficiency

Operators can boost efficiency by utilizing blade auto-pitch mode, which is designed to increase dozing efficiency while reducing the amount of operator input required. The all-new blade support structure is designed to significantly reduce blade side sway. The dozer also has enhanced visibility to the blade.

Improvements to the cab make the D475A-8 more comfortable to operate throughout long shifts. Ergonomically placed touch points and palm control joysticks make operation easier. Additional comfort features include improved visibility to the ripper shank, a rearview monitoring system and a heated, ventilated air-suspension seat. The redesigned undercarriage reduces shock and vibrations when the dozer travels over rough terrain.

"It is engineered to minimize downtime," Sollitt noted. "Maintenance is efficient with centralized grease points, a ground-level fluid service center, and battery and starter isolators with lockout/tagout functionality." ■

The D475A-8's re-engineered mainframe targets twice the life of previous models — now 60,000-plus hours — and withstands multiple rebuild/overhaul cycles. It has added horsepower that contributes to increased production and a blade auto-pitch mode designed to increase dozing efficiency.



Expert advice on how to make sure your breaker performs its best

A breaker can be one of the most valuable tools in a construction or quarry company's equipment fleet because it allows you to break up hard materials for excavation, perform demolition of buildings and roads, and break large rocks into manageable sizes for a crusher to handle.

If you are purchasing a new excavator and you think that you will use it with a breaker, consider having the machine set up at the factory with the necessary plumbing to run the attachment. If you are adding a breaker later, have a distributor/dealer technician perform the work because they have the skills to properly set the flows and pressures, and ensure lines are the right size to handle them.

Grease is the lifeblood

Operators or service personnel should be vigilant about grease. Using the proper amount of high-quality grease and putting it on correctly reduces friction wear on the tool and the bushings. Breaker tools become extremely hot, so the grease you use should be rated to work at temperatures of at least 500 degrees Fahrenheit. Use a good grease with, at minimum, a No. 2 lithium base containing 3% molybdenum. Molybdenum is crucial because it helps the grease stick to the tool and not run off.

An automatic lubrication system set to automatically grease during operation can help ensure the breaker remains greased. When purging the lube system a hand grease pump is best. Pump grease into the grease line until a steady stream of grease appears inside the hammer's upper and lower bushing lube holes. Remove the handpump and reattach the grease hose to the breaker lube line.

Inspect consistently, replace worn components immediately

Inspections are an essential part of keeping your breaker in proper working order. A daily walkaround performed before operation, and periodically throughout the day, should be part of an operator's routine as they check for leaks, cracks or loose hardware. A more comprehensive inspection should be done at least every 40 hours of operation and sometimes at shorter intervals, depending on the material you are working with. It's also recommended that you take the breaker in annually for a rebuild to have wear components replaced and the unit resealed.

"If you take care of your breaker, it can take care of you," emphasized Greg Clinton, attachment product support manager, Komatsu. "Once you and your distributor have determined which one is right for your operations, make sure it's properly installed, then inspected and maintained regularly. If you do that, you can help increase profitability and your return on investment." ■

For more detailed information about breakers and how to properly use and maintain them for long life, visit <https://www.komatsu.com/en/blog/2021/how-to-help-keep-your-breaker-performing-at-its-best/>



Greg Clinton,
Attachment Product
Support Manager,
Komatsu

Breakers can be valuable long-term assets if properly sized, used, installed and maintained. "If you do that, you can help increase profitability and your return on investment," said Greg Clinton, attachment product support manager, Komatsu.



Looking for new talent? Tips to attract and retain Gen Z, the iGeneration

The construction industry is undergoing a transformation in its use of technology, and it's a change that could help far beyond the work site. For an industry continuing to face a shortage of workers long term, using technology to reach, recruit and retain our next generation of employees (right now, the target is Generation Z or "Gen Z") is a logical way to boost interest in construction careers. So, what can and should you be doing to reach this critical audience, and how can technology help bridge the gap?

Gen Z now makes up 30% of the global population and a quarter of the workforce. Born between 1996 and the early 2010s, these digital natives grew up during a time of rapid technological advancement and have never known a world without the internet. They embrace technology and look for businesses that do the same. Recent statistics show that 91% of Gen Z says that technology sophistication would impact their interest in working for a company.

"This generation is more adept at communicating than any that ever existed before," wrote Charlotte Nicol in the article "5 ways to attract and retain Generation Z talent." She notes that this generation has been using instant messenger applications,

social media and email since they were quite young. They've been honing their written communication skills for most of their lives, and it makes them "extremely valuable, especially in roles that require a high level of communication such as customer service, sales and marketing."

Use 'culture' technology

To promote your company and recruit new talent, turn to Gen Z's preferred social platforms, which include TikTok, Instagram, Snapchat and YouTube. Studies show that Gen Z spends nearly three hours per day on social media, which is more than any other generation. If you're looking for new recruits, it's imperative to have a strong social presence.

"Company's talent attraction efforts must be as digitally native as Generation Z," said Ryan Jenkins, Generation Z speaker and generations expert, in an article for *Inc.* He went on to say that "to reach next-generation talent pools, disrupt the prevailing models of talent attraction by using innovative technology." He encourages companies to have a strong presence on Indeed, LinkedIn and other top recruiting websites and mobile apps so that Gen Z can "discover their ideal employers."

Social media is a valuable recruitment tool because of its ability to target preferred candidates, wrote Albert Galarza, a member of Forbes Human Resources Council, in *Forbes*. He noted that beyond recruiting, social media can also support employee advocacy, in which your employees can help promote your company through their own channels. "By encouraging Gen Z workers to share content about your workplace culture and tagging it with a custom hashtag, you can attract other Gen Z candidates and continue to grow your talent pool."

Embrace work-from-home, remote tech

Companies that allow and trust employees to work remotely — at least some of the time, where possible — can be more attractive to younger generations. Over the past year and a half more people worked from home than

Technology that allows employees to work from home can be appealing to Generation Z.





Training tools that simulate operating equipment and other processes that use virtual reality and artificial intelligence are becoming more popular. Many in Gen Z grew up playing video games with similar characteristics, so they are adept with that kind of technology.

ever before because of the global pandemic. The move to work from home (WFH) showed that productivity doesn't suffer outside of the traditional office workspace. The cloud, virtual private networks and other technology, along with Wi-Fi and mobile devices, make this possible. While not feasible for field personnel who must run machinery and install utilities, the opportunity to WFH might be an incentive for traditional office and IT jobs, as well as other workers who only need to be on-site occasionally.

Technology to train

Using technology to train could be a selling point for many Gen Z workers and ease their onboarding. They are very "digitally literate," so using computers, simulators and/or virtual reality (VR) as training platforms makes sense and helps frame your company as modern.

"VR technologies are far beyond the stage where it's only gaming that can benefit from them," Catherine Strohanova, an expert in virtual reality applications, wrote in "4 Ways to Use Virtual Reality in the Construction Industry." "Virtual reality is slowly but steadily taking root in major industries like

the oil and gas sector, and the construction specialists have also found several beneficial ways of using VR."

Construction-specific technologies

Don't underestimate the value of an increasingly tech-enhanced site, as well. For a generation that grew up playing video games and maybe even got a drone for Christmas in the past 10 years, today's digitally enhanced work is an evolution from what some may view as a more traditional career choice.

New recruits will of course have to take the necessary courses and tests to become licensed pilots before they fly a drone over a site, but learning new technology hardware can be appealing to Gen Z.

Today's construction equipment is more sophisticated and technologically advanced than ever with bolt-on and built-in technology that captures data and uses it to control the machine. This technology virtually eliminates staking, saves time and material costs, and lets novice operators perform productively faster. While they still must learn how to properly move dirt, the machines offer the advantage of taking the guesswork out of getting to grade. ■

Editor's Note: This article is excerpted from a longer piece. To see it in its entirety, scan the QR code or visit <https://www.komatsu.com/en/blog/2021/tips-for-attracting-and-retaining-gen-z/>



Want more actionable data from your telematics system? My Komatsu updates improve fleet management



Rizwan Mirza,
Manager, Telematics,
Digital Support
Solutions for
Komatsu



Michael Carranza,
Manager,
Digital Support
Solutions for
Komatsu

Next to your staff, nothing is more important than the health of the machinery you rely on to run your business. Fleet management is essential in maintaining peak performance during its lifetime.

"If you are not tracking critical data, there's a chance you are missing something that will eventually lead to a catastrophic failure, or is driving up your owning and operating costs," said Rizwan Mirza, manager, telematics, digital support solutions for Komatsu. "In the past, getting that information was a challenge. You likely had to drive to job sites and physically check the machines or wait for on-site personnel for information. If you wanted parts, that involved additional phone calls or trips, which took a lot of valuable time."

Mirza pointed out that during the past few years fleet management has become simpler and more convenient.

"Telematics really changed the game," commented Michael Carranza, manager, digital support solutions for Komatsu. "You can now log onto a desktop computer or mobile device to track hours and location, check idle time and error codes, order parts, and more with a few clicks or swipes. Many offer health reports and

equipment manuals. Telematics have increased fleet management efficiency tremendously."

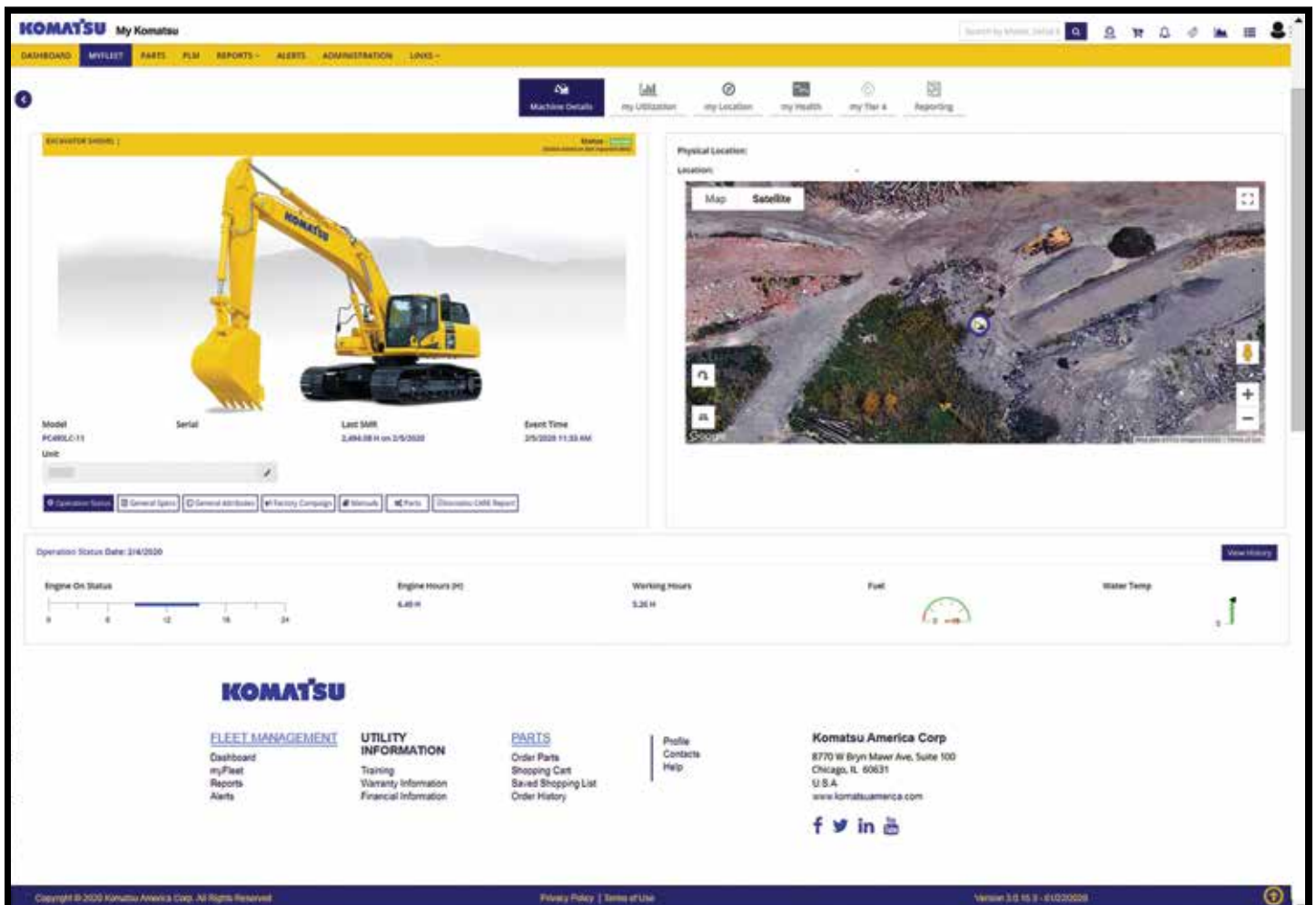
Carranza added that a single source that gives you the ability to access and manage your machines' telematics data, software, parts and service manuals — as well as order parts — is a significant advantage. "It's more efficient, saves time and ultimately reduces downtime," said Carranza.

Komatsu offers that single source of support with its My Komatsu web-based solution for fleet management and e-commerce that integrates 20 legacy systems. According to Mirza, it allows you to mine actionable intelligence designed to help you run your business more effectively — 24 hours a day, seven days a week.

"Developed with extensive customer research and user feedback, My Komatsu is a centralized, user-focused content hub created to help you harness the power of technology," said Mirza. "It uses telematics data to recommend solutions based on your needs and actual usage. You can be confident that data is accurate and reliable. You can get insights that help keep owning and operating costs low, order parts and Smart Construction solutions quickly and easily, and much more."

The My Komatsu mobile app gives you on-the-go fleet management capabilities, such as an optimized view of how equipment is being used and machine health. You can also order parts and have them delivered to the job site; set alerts to be notified of order status, excessive engine hours, idle time and fuel consumption; see factory campaigns; and much more.





My Komatsu provides a wealth of data for improved fleet management. “My Komatsu is a centralized, user-focused content hub created to help you harness the power of technology,” said Rizwan Mirza, manager, telematics, digital support solutions for Komatsu. “It uses telematics data to recommend solutions based on your needs and actual usage. You can be confident that data is accurate and reliable. You can get insights that help keep owning and operating costs low.”

Additional data available through My Komatsu includes Komatsu Oil and Wear Analysis (KOWA) information, recommended parts, parts promotions, abnormality and fault tree analysis, open factory campaigns, maintenance quick stats, video tutorials, and telemetry data for intelligent Machine Control dozers and excavators.

New mobile app for greater convenience

In its earliest days, telematics information was accessed through web-based platforms, and fleet managers used computers at their home or office. Today’s telematics are mobile with apps for smartphones and tablets.

“Mobile apps such as our new My Komatsu have many of the same features as our web-based solution — the ability to see key metrics used to drive fleet management decisions, for example,” said Carranza. “The My Komatsu app has some unique differentiators, including offline capabilities and driving directions that take you to a registered machine that you may need to visit. It has an optimized view and an online parts ordering experience for mobile devices.”

Mirza added that mobile apps provide true on-the-go fleet management capabilities.

“It’s designed to help maximize the value of your equipment by letting you remotely manage from anywhere,” said Mirza. “With the My Komatsu mobile app you can view how equipment is being used and machine health; look up and order parts and have them delivered to the job site; set alerts to be notified of order status, excessive engine hours, idle time and fuel consumption; see factory campaigns; and much more.

“We encourage anyone who has machinery to use telematics for improved fleet management and to download the My Komatsu mobile app to track your Komatsu equipment,” he added. “It’s available for Android on Google Play and through the App Store for Apple devices. If you already have a My Komatsu web-based account, the mobile app can be linked to it. If not, your Komatsu dealer will be glad to help you set up an account after you download the app.” ■



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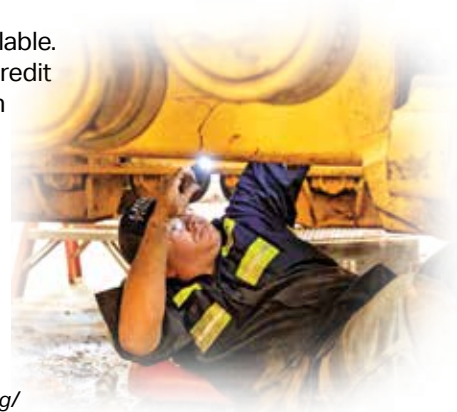
Financing is available up to \$300,000 for parts and labor. Rates are as low as 0.99% depending on the amount financed, and four

payment skips every 12 months are available. Terms and conditions apply. Subject to credit approval. Current rates are good through March 2022. Contact Waukesha-Pearce Industries LLC for complete details.

Insider Tip: Contact WPI's finance team for additional details. ■



To learn more about parts financing, visit <https://www.komatsu.com/en/services-and-support/financing/>



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Design feature makes a difference in production

While you probably know that intelligent Machine Control (iMC) dozers, such as the D71i-24, can make operators more efficient, did you know that a simple design feature makes all of the D71-24 models more productive?

Komatsu specifically matched the blade width to the track gauge to ensure material is always cast outside the edges of the tracks for an optimal surface finish. Additionally, new performance features include greater steering power for improved maneuverability and productivity.

Insider Tip: "The D71-24 lets you cover multiple applications with one machine — from stripping, to pushing large loads, to finish grading — cutting your need for multiple pieces and saving you time and costs," said Andrew Earing, product marketing manager. ■



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A mistake leads to a love of working on heavy equipment for Houston Assistant Service Manager Anthony Lopez

Anthony Lopez made a mistake when he applied for a job at Waukesha-Pearce Industries LLC (WPI). It turns out that the slip-up worked well for both him and the company.

"A friend of mine got on with WPI's engine side, and I thought I applied for that division," recalled Lopez, assistant service manager at the Houston branch. "Instead, it was the construction and mining division. It worked out for the best. I loved it from the start and have never looked back."

Lopez emphasized that joining the construction and mining division was a more perfect fit, anyway, especially considering that he had developed an interest in heavy equipment.

"I was in the automotive industry as a service adviser at a car dealership prior to this," recalled Lopez, who grew up working on cars alongside his grandfather and father. "On my way to and from work I always noticed the machinery on the freeways and in the subdivisions. It was intriguing. In addition to regular gasoline engines, I also worked with diesel, which gave me a little background preparation for the construction machinery industry. My knowledge has broadened with training and education on hydraulics and heavy equipment in general."

A fun working environment

Lopez joined the WPI team in 2014 and recently moved into the assistant service manager role. He manages day-to-day functions of the Houston branch's in-shop and field service, making sure that nearly 40 technicians have what they need to perform their duties productively and minimize customer downtime. He had previously been a service writer and field service dispatcher.

"WPI is great about giving you opportunities to grow and move up in the company," said Lopez. "This is a family-owned company, and I think that makes a big difference in how employees are treated. They care about us individually and our families as well. That's reflected in how we interact with each other. Everyone gets along great, and we have a fun working environment that's also very productive. And, we're all committed to minimizing customer downtime."

Lopez actively promotes WPI and recruits new technicians. "We are always on the lookout for good talent. If you have technical skills, are motivated, want to excel and are willing to learn, this is a great industry and a great place."

Outside of work, Lopez enjoys spending time with his wife and two daughters. They like to fish, go to the park and do a lot of family activities. ■



▶ VIDEO
Anthony Lopez,
Assistant Service
Manager, WPI,
Houston



Discover more at
WPIUpdate.com

Anthony Lopez (left), assistant service manager at WPI's Houston branch, and technician Chris Banuelos discuss service on machines at the location's shop. "This is a family-owned company, and I think that makes a big difference in how employees are treated," said Lopez. "They care about us individually and our families as well."



Houston Branch Manager Josh Nash says WPI offers excellent opportunities for service personnel to join a great family business



Josh Nash,
Branch Manager,
WPI, Houston



Discover more at
WPIUpdate.com

Talk to Josh Nash, and the word ‘family’ comes up often. “Family is everything,” emphasized Nash. “I mean that whether I’m talking about my own or the team at WPI.”

In 2020, Nash joined the Waukesha-Pearce Industries LLC (WPI) family and has worked his way up in the company to the branch manager position in Houston, which is the largest Komatsu distributor branch location in the United States. Prior to that, he was the service manager at the company’s Austin location.

“I have been around heavy equipment my entire life,” recalled Nash. “I worked in my family’s heavy highway construction business growing up, and that’s where I learned to repair machinery. Later, I went to work for a lignite mine that used Komatsu equipment. That put me in contact with several people at WPI, and we developed some strong relationships. I knew this would be a great family-owned company to work for.”

Nash is actively recruiting others to join the WPI family. As branch manager, he oversees daily operations of all aspects of the location, including service. He wants more technicians on board, both in the branch’s shop and to work in field service.

“We are always looking to grow our business, and service plays a vital role in that,” Nash

stated. “Being able to respond quickly and minimize downtime is critical. We are looking for hard-working, self-motivated individuals who can bring their skills and grow with us. WPI offers competitive pay and great benefits, and in some cases is willing to help with tuition through programs at a couple of technical schools. After graduation, we offer tooling assistance.”

An ongoing need

Nash sees an ongoing need for new technicians, especially in Houston.

“It’s the fourth largest city in America, and from what I have seen in market research, within the next four or five years it is expected to move up to third,” Nash said. “The influx of people brings a demand for more housing and commercial properties. In turn, that drives the need for more equipment and people to work on it. I could see us nearly doubling our number of technicians during the next several years.”

Nash said anyone interested in working for the Houston branch can contact him by phone at the branch’s main number or by email at josh.nash@wpi.com.

“I would love to talk about the opportunities that WPI offers and about what it’s like to work for a great family business that cares about the individual and their family,” said Nash. ■

Houston Branch Manager Josh Nash (left) talks shop with a service technician. “We are looking for hard-working, self-motivated individuals who can bring their skills and grow with us,” said Nash. “WPI offers competitive pay and great benefits, and in some cases is willing to help with tuition through programs at a couple of technical schools.”

▶ VIDEO



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New service trucks let technicians do larger repairs and maintenance work in the field for reduced customer costs

Routine services and a wide range of repairs can be done on the job site thanks to field service. That's why it's gained popularity over the years, according to Anthony Lopez, the assistant service manager of Waukesha-Pearce Industries LLC's (WPI) Houston branch.

"Field service reduces downtime and costs associated with moving equipment back and forth," said Lopez. "For the most part, it has been related to smaller construction-sized machines because field service trucks were somewhat limited due to the capacities the cranes could handle. We are changing that with our new field service trucks."

WPI recently added new trucks to its Pflugerville (Austin) branch and has more coming. They are geared toward larger construction, mining and aggregate equipment. A key feature is the 6-ton capacity crane, according to Lopez.

"Technicians can lift more than ever before," stated Lopez. "They now have the ability to lift cabs off a machine, which allows for swapping most pumps and engines. In the past, those would have had to be brought in so that they

could be removed with an overhead crane. It saves transportation expenses and reduces the amount of time a machine needs to be down."

Lopez also highlighted the separate generator and compressor, which is an advantage for technicians.

"Older trucks have all-in-one units, and on the rare occasions when one side of the unit went down, it took the other side out, too," explained Lopez. "That meant if they were running air tools or needed to charge cordless tools, they were out of luck. With individual units, if something happens to one, they can continue to use the other."

Lopez indicated that ultimately it is the customers who benefit the most from the new trucks.

"Reduced downtime and lower repair and maintenance costs equals increased production and profitability," said Lopez. "We are excited about putting these new trucks into the field because of the benefits to customers." ■



Anthony Lopez,
Assistant Service
Manager, WPI,
Houston



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WPIUpdate.com

New service trucks feature larger capacity cranes that allow technicians to do bigger repairs in the field. "Reduced downtime and lower repair and maintenance costs equals increased production and profitability," said Anthony Lopez, assistant service manager, Houston. "We are excited about putting these new trucks into the field because of the benefits to customers."

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