



UPDATE

Issue 2, 2025



KOMATSU



Lloyd R. French IV

**Many solutions
available**



Dear Valued Customer,

I hope this message finds you well in 2025.

We are delighted to continue our successful partnership with Komatsu, a leader in delivering innovative products and solutions that shape the equipment industry landscape. Recently, Komatsu's Quarry Days showcased a range of machines, including the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Additionally, Komatsu's Smart Quarry solutions were highlighted, including Smart Quarry Site, which offers a comprehensive analysis of production. To help you select the most suitable Smart Construction solution for your operations, we suggest reviewing our article with tailored recommendations. It provides guidance on identifying the right solutions and optimal timing for implementation.

As the busy construction season progresses, we encourage you to consider fuel-saving strategies. Beyond utilizing hybrid machines, limiting idle time can significantly reduce fuel usage. Inside this issue, you'll find several fuel-saving tips. For those seeking a more efficient large wheel loader, Komatsu's new WA700-8 offers up to 8% greater fuel efficiency than its predecessor, along with 8% more gross power and 15% more torque—ideal for demanding tasks. We are committed to supporting your success in 2025 and beyond, offering expertise in equipment, parts, service, and technology solutions. Should you have any questions or require assistance, please do not hesitate to contact us.

Warm regards,

A handwritten signature in black ink, appearing to read 'L. French IV'.

Lloyd R. French IV,
Co-CEO & Division President,
Construction Mining Division



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Like playing in a sandbox

Delton Edwards Trucking founder still enjoys working in the dirt as he serves customers in Louisiana



Discover more at
WPIUpdate.com

To Delton Edwards, every day at work feels like going back to the sandbox he played in as a child.

"I grew up playing with trucks and tractors in the dirt, and I still feel like a big kid doing that," shared Delton. "It's just that my toys have gotten bigger and more expensive."

Delton started getting paid to play in the dirt when he took a job with a construction company after high school. He decided to start his own business about 30 years ago but focused mainly on local and cross-country hauling. That's why he named it Delton Edwards Trucking LLC. He's kept that moniker even as he transitioned to doing more dirt work than trucking.

"I went into the logging industry for a time, but things got really slow, so I moved over into the dirt business," recalled Delton, who's based out of Leesville, La., and mainly services about an 80-mile radius that includes Alexandria. "I've

been in it a good 15 years or more since I teamed up with a construction company out of Baton Rouge that came to town to do a cooling plant at the Port of Alexandria. We moved about 150,000 yards of dirt in four months, and that got us on board. Since then, we have continued to work for that same contractor as well as several others in the area that keep us very, very busy."

"Residential used to be very big for us as we built a lot of house pads and several subdivisions, but we have moved more into commercial the last few years."

*-Delton Edwards,
Owner,
Delton Edwards Trucking*

In addition to mass earthmoving like its first dirt job, Delton Edwards Trucking offers construction of residential house pads, driveways and commercial parking lots. It also does clearing, material hauling, a limited amount of drainage work and long-haul trucking. In addition, the company sources select fill, topsoil, sand and other materials from its pits in Lacamp, Hineston and Gardner.

"Residential used to be very big for us as we built a lot of house pads and several subdivisions, but we have moved more into commercial the last few years," Delton noted. "Having the pits is good for us because the soil in the Alexandria area is mainly fatty clay that has to be removed and replaced with sandy red dirt. We will also put rock down to prep the subgrade for pavers."

Delton continued, "On the hauling side, we don't just move materials for ourselves. We will haul for other contractors, and it doesn't matter to us the amount they need. We handle a single load to hundreds. In addition, if they want to buy from our pits and truck it themselves, that's fine with us too."

Hands-on approach

Even though Delton has added on services, Delton Edwards Trucking has remained about the same size as the day he and his wife, Janet, started it. The couple, along with their children Morgan, Dalton and Dakota, and their grandchildren Weston, Karsyn, Kelsinn and Walker, work together to make the family business run. Morgan's husband, Travis, and

Customer snapshot

Company: Delton Edwards Trucking LLC

Location: Leesville, Louisiana

Employees: 5

Established: 2002

Areas of expertise: Earthmoving, grading, quarries, material hauling and trucking

Komatsu equipment: PC130LC, PC200LC, PC210LC, PC300LC and PC360LC excavators; D39EX and D51PX dozers

(L-R) Members of the Edwards family operate Delton Edwards Trucking, including Delton, Janet, Dalton and Dakota.





Owner Delton Edwards loads trucks at one of Delton Edwards Trucking's pits with a newer Komatsu PC360LC excavator. He also uses his older Komatsu PC200 excavator as needed.

Dalton's wife, Lauryn, also contribute to the company's success.

"We're not a big company; most of the time, it's just me and Dalton out on equipment," commented Delton. "We typically do one job at a time and just move from one to the next. I've been told before from contractors that they like using us because I'm hands-on doing the work, and they can see I take great pride in delivering a quality finished product. My brother, Chris, drives a truck for us. Travis does too when we need him. Janet and I are the owners, and we make all the decisions together. We're just a close, tight-knit family operation."

"I've been told before from contractors that they like using us because I'm hands-on doing the work, and they can see I take great pride in delivering a quality finished product."

*-Delton Edwards,
Owner,
Delton Edwards Trucking*

Dependable service and equipment

Delton and Janet's decisions include machinery purchases such as the Komatsu



► VIDEO

Delton Edwards Trucking's recent acquisition is a Komatsu D51PX dozer to handle larger projects.

equipment they have acquired over the years with the help of Waukesha-Pearce Industries LLC (WPI) Sales Representative Thomas Turner.

"There are several factors we look at when buying such as our scope of work, why we need a particular piece to get it done, and if we can

Continued...

'The durability has been outstanding'

... continued

use it for multiple purposes," Delton explained. "I depend on Thomas to help me answer those questions and more. He's been great about getting us the information we need. He and WPI always take good care of me. If I need something, I can pick up the phone and know that they will get me a quick answer."

Thomas has helped with the acquisition of PC130LC, PC200LC, PC210LC, PC300LC and PC360LC excavators as well as D39EX and D51PX dozers. In addition to Thomas' guidance, Delton said he chose Komatsu because he knew it was reliable and would suit his needs.

By the numbers

- Approximately **30** years in business
- **80**-mile working range around Leesville



Delton Edwards Trucking Owner Delton Edwards (left) talks with WPI Sales Representative Thomas Turner about equipment and upcoming projects.

For smaller dozing projects such as house pads and small lots, Delton Edwards Trucking uses its Komatsu D39EX dozer and Komatsu PC130LC excavator.



"One of the gentlemen who taught me about moving dirt ran Komatsu, so I learned on it, and it's remained my preference," stated Delton. "The durability has been outstanding. For instance, the PC200 is a 2001 model and still has the original undercarriage. The hour meter went out, but I believe it has about 9,000 hours on it, and we use it as a pit machine to load topsoil."

For bigger jobs, Delton Edwards Trucking uses its PC300 and PC360 excavators, sometimes in tandem, such as on a project it did in Hineston last year.

"One of the gentlemen who taught me about moving dirt ran Komatsu, so I learned on it, and it's remained my preference."

*-Delton Edwards,
Owner,
Delton Edwards Trucking*

"That PC360 has about 9,000 hours, and I bought it to go along with the PC300 for a big bridge job that involved moving a lot of dirt," described Delton. "Normally, we use the PC300 in the pit, but we will put it out and use it as needed when we need to move large amounts of dirt quickly."

For smaller work such as house pads, Delton Edwards Trucking relies on the D39EX, and for larger projects such as parking lots, the company uses its recently purchased D51PX.

"The D39 is the perfect size for those jobs," Delton stated. "We can strip, put it to grade, put down topsoil and dress it all up with that dozer. The D51 gives us a little bigger machine, so it's more efficient for the bigger jobs we have taken on but still allows us the flexibility to do finish grading."

A case of loyalty

Customers and others have asked Delton why he doesn't grow Delton Edwards Trucking. His answer is that bigger is not always better, and this way, he can focus on consistent, quality results.

"I'm pretty content to just keep going the way we are," Delton declared. "It's not that I'm opposed to growth. If the right opportunity arises, we will most certainly entertain it. I have a certain number of contractors that I work for that have been loyal to me and helped us get to where we are. I feel loyal to them in return. If they can keep enough work coming our way, there's no need to expand and, fortunately, that's been the case." ■

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

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Building a better way

Thomas Oilfield Services CEO Greg Peeler turns an opportunity into a firm that's making things as simple as possible for customers



Greg Peeler,
CEO

Greg Peeler's start in the oilfield industry began 18 years ago when he replied to a want ad for a service hand on a drilling rig. Peeler described it as working from a service truck, doing the work that nobody else wanted to do.

"What appealed to me was that you could work a lot of hours," Peeler recalled. "It was a position where you could prove your worth in the job you did for the customer. That built your reputation. Were you on time? Did you do what you said you were going to do? This industry is 24/7/365. My background was hard work, giving people your word and meaning it, so I knew I could excel even though I had no experience."

Peeler also saw the job as a stepping stone to bigger things. Two years after he joined

the oilfield industry, he went out on his own to form Thomas Oilfield Services with one employee, a gas igniter and some diaphragm pumps. Today, the firm offers a wide range of rental services for land well site operations.

"We are a surface rental company with a myriad of equipment that assists in the completion of the well," Peeler explained. "We like putting packages together that make the process as simple as possible. We have our own trucks and all the field guys to do the labor to rig up, maintain, rig down and move on."

"From the very beginning, we wanted to be a one-stop shop that makes our customers' lives easier."

*-Greg Peeler,
CEO,
Thomas Oilfield Services*

Customer snapshot

Company: Thomas Oilfield Services

Location: Cedar Park, Texas

Employees: 300+

Established: 2009

Area of expertise: Oilfield rental equipment and trucking services

Komatsu equipment: PC138USLC, PC130LC and PC210LC excavators; D65 dozers

Doing things differently

With its core values of dependability, honesty, integrity and safety, Thomas Oilfield Services provides an extensive lineup of rental equipment and trucking services along with experienced and well-qualified team members who know how to cater to the oilfield industry.

"I had a lot of windshield time in my job, so there was a lot of thinking; I figured I had a good opportunity to do my own thing, and do it differently than what I was seeing," Peeler said. "By doing that, we have grown to more than 300 people and more than 5,000 pieces of equipment. We're focused on the same basic fundamentals of taking care of customers, but on a much larger scale. It's our belief that how we do our job guarantees us the next one and the one after that."

With East Texas roots, Peeler is the CEO of the company and is the head of a management staff that includes President Bryan Baird, CFO Mike Horne, General Manager Jay Dean, Business Development Manager Todd Bellar, General Counsel Jon Rowan, Director of Risk Management John Dee and Director of Human Resources Rachel Jung. Peeler's oldest son, Landon, is an Asset Manager for Thomas Oilfield Services, and his daughter, Lannah, is a Sales Representative. His youngest son, Thomas—whom the company

An operator pushes dirt with a Komatsu D65 dozer.





► VIDEO

Thomas Oilfield Services uses Komatsu excavators, including a PC210LC, for a variety of tasks.

is named for—plans on joining the business full time after he graduates college.

"I surrounded myself with intelligent people who brought ideas to the table, and we found our niche and really capitalized on it," Peeler stated. "From the very beginning, we wanted to be a one-stop shop that makes our customers' lives easier. When you're drilling a well, you want to order equipment, walk away and worry about what's going on downhole. That's led to a list of repeat customers who trust us to deliver for them every time."

Confidence in WPI and Komatsu

Thomas Oilfield Services offers everything from 1-inch to 10-inch diesel pumps, hydraulic pumps, equipment that stores mud and water and transfers those items, drills, electric and air shaker washers, circulating manifolds, flare stacks, portable fuel tanks, evaporators, vacuums, an igniter to burn off gas during drilling, acid tanks for the completion side, Komatsu machines from Waukesha-Pearce Industries LLC (WPI), and more.

"Our customers don't care what brand of equipment we are using; they're concerned that it will get the job done, so it's up to us to vet what's best and who will service it with fast response times if we need it," noted Peeler.

"When it comes to excavators and dozers, Komatsu is our choice because of its reliability and WPI's service."

Peeler continued, "We bought our first piece in 2011 or 2012—a used excavator because that's what I could afford at the time—and it performed just like they said it would. That built a lot of confidence and trust in WPI and Sales Representative Mark Bewley. Not too long ago, I told Mark I had never heard his voicemail because he always answers the phone. That's great value to me, but what's more valuable are the actions that come with his responsiveness. He and WPI take care of business. It's everything we are looking for in a vendor relationship."

"When it comes to excavators and dozers, Komatsu is our choice because of its reliability and WPI's service."

*-Greg Peeler,
CEO,
Thomas Oilfield Services*

Thomas Oilfield Services has since worked with Bewley to add several new Komatsu PC138USLC, PC130LC and PC210LC excavators as well as D65 dozers. WPI service technicians handle services on the machines



Discover more at
WPIUpdate.com

Continued...

'The D65 dozers are great all-around machines'

... continued

through Komatsu Care Complimentary, Komatsu's standard scheduled maintenance program.

"We rent equipment with an operator or bare, and what's great about the compact PC138 excavators is that they're operator-friendly and easy to use while offering the ability to work productively in limited space," said Peeler. "The other excavators give us the ability to handle larger jobs in more open areas, and the

D65 dozers are great all-around machines for pushing lots of dirt to fine grading. About seven years ago, we purchased a 300-acre tract of land that we have developed and added on to. We named it Serenity Ranch, and it includes stables and a restaurant. We have used the PC210 and dozers extensively in the process to clear and grub and move dirt."

"[Sales Representative Mark Bewley] and WPI take care of business."

*-Greg Peeler,
CEO,
Thomas Oilfield Services*

By the numbers

- **5,000+** pieces of equipment, including **1**-inch to **10**-inch diesel pumps
- **Nearly 15**-year relationship with WPI



(L-R) WPI Product Support Sales Representative Roger Sepaugh and WPI Sales Representative Mark Bewley talk with Thomas Oilfield Services CEO Greg Peeler at his office in Cedar Park, Texas.

New markets

According to Peeler, 2025 looks like another good year for Thomas Oilfield Services. The company is eyeing new markets.

"We're active in East Texas and in the West Texas Permian Basin, and our location gives us good access to those areas," Peeler noted. "We are also active in the Delaware Basin in New Mexico as well as North Louisiana. We do want to enter some markets along the Gulf Coast and do some different things there. I believe with our experience, expertise and track record of giving customers quality work, our future looks bright." ■

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

WPI performs routine scheduled maintenance on Thomas Oilfield Services' Komatsu D65 dozer.



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WPI opens Victoria branch

Staff says new location increases capabilities that will reduce downtime for customers between Corpus Christi and Houston



Discover more at
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Equipment users in the Victoria, Texas, area now have a full-service location to meet their machinery and service needs with the opening of Waukesha-Pearce Industries LLC's (WPI) new branch. It offers rental, parts and service capabilities as well as sales of an extensive lineup of Komatsu, BOMAG and more.

"Customers between Corpus Christi and Houston faced a long response to get service between branches, and we decided it would be best to put up a branch here to reduce that time," said Regional Branch Manager Shawn Ballard, who covers Victoria and Corpus Christi. "Our ability to react to needs is greatly improved, and we are ramping up our parts and machinery inventories for construction, mining and other applications that customers have in this area. This branch will cover about 100 square miles."

Unit Sales Representative Douglas Hagerman said feedback from customers about the move has been very positive. He had been working with many of them for nearly eight years as a product support representative before moving into his current role.

"They were telling us that they needed support with daily needs and a local spot to pick up parts," explained Hagerman. "Many said they were reluctant to deal with WPI because our locations were so far away. They wanted something local, and we responded with this new branch. We are covering Victoria, Calhoun, Lavaca, Refugio and Jackson counties, and we're able to get to and service them proficiently."

More parts availability

District Parts Manager Beto Estrada said he's seen the Victoria area grow in the 12 years he's been with WPI, and the new branch brings better capabilities to customers. As the Victoria branch's customer list expands, so will its parts inventory and staff, according to Estrada. He said it already has many replacement and on-the-shelf items such as batteries, fluids and electrical items for Komatsu, Sennebogen, Yanmar and other equipment lines WPI carries.

By the numbers

WPI's new Victoria, Texas, branch includes:

- 13 employees
- 10 acres
- 7,000-square-foot building
- 4 service bays

Customers enjoy a catered lunch at WPI's new Victoria, Texas, branch.





► VIDEO

WPI's new Victoria, Texas, branch sits on approximately 10 acres with easy access from NW Zac Lentz Parkway. It has four service bays, including two drive-through bays.

"One of the advantages of having this branch here is better availability for customers," Estrada emphasized. "Before, we had to ship parts from Corpus Christi or other locations, which could cause lag time. This cuts down on that and shipping costs, and in turn, we can help pass those savings on."

Service Manager Fred Lopez said that WPI's commitment to better serving customers includes having dedicated service technicians at the Victoria branch. Currently, there are four full-time field service technicians and a mobile lube technician.

"About 95% of our service work is done in the field, so that's where we have concentrated our resources for now," said Lopez. "This location allows us to get to customers faster and reduce downtime. We also have shop capabilities with two large drive-through bays and a wash bay, and we can handle up to about a 40-ton truck, for reference. As we grow, so will our service personnel to accommodate the demand."

Open house

WPI Victoria holds open houses and catered lunches to give customers the chance to see the facility.

"We're excited to show our capabilities and what we have to offer for a wide variety of industries from Victoria," stated Ballard. "This is a growing market, and we believe we are well suited to take care of our customers' needs." ■



WPI Service Technician Moses Vega (right) talks with John Jacobs from Jackson County Precinct 1 during the Victoria, Texas, branch's open house.

WPI Sales Representative Sean Casey (center) speaks with customers during the open house for the Victoria, Texas, branch.



PRECISION THROUGH TECHNOLOGY

WPI'S SMART CONSTRUCTION SERVICES

REVOLUTIONIZING CONSTRUCTION

In the ever-evolving landscape of construction, WPI is leading the charge with its innovative Smart Construction services. By integrating cutting-edge technology and intelligent machinery, WPI is transforming traditional construction practices to enhance efficiency, precision, and safety on jobsites. WPI employs advanced tools such as 3D mapping, GPS hardware, and drone technology to provide accurate site mapping and real-time tracking. These technologies enable precise layout planning and coordination, reducing errors and rework. The use of drones further facilitates aerial site inspections, offering comprehensive views that aid in monitoring progress and identifying potential issues early.

KOMATSU'S INTELLIGENT MACHINE CONTROL

WPI partners with Komatsu to help customers program 3D design data directly into machines for enhanced efficiency. IMC utilizes sophisticated automation, allowing operators to work smartly and effectively. With Komatsu's IMC, you have a powerful tool to help you achieve maximum productivity faster. IMC incorporates advanced proprietary technology and cutting-edge jobsite design for sophisticated productivity-enhancing automation.

LEICA AND TRIMBLE DEALERSHIP

As authorized dealers of both Leica Geosystems and Trimble, WPI offers a comprehensive range of high-precision technology and construction equipment. Leica is renowned for its advanced robotic total stations and GNSS systems, known for their exceptional accuracy and reliability. Trimble, on the other hand, provides innovative solutions in machine control, layout, and data management, enhancing operational efficiency and productivity on jobsites.

COMPREHENSIVE SUPPORT SERVICES

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Expand data-collection capabilities

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

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

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

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

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

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

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

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

Prevent over-digging and missed fills

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

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

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



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

Data-driven solutions

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

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

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

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as intelligent machine control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives

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

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

Adding solutions

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

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

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



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



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

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

Additional Smart Construction solutions include:

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

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

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Komatsu introduces WA475-11 and WA485-11

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

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

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

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

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

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

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

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

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

Quick specs

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

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Not all machines are available at all locations.



BW 120 AD-5



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Three compaction modes for several applications

Featuring oscillation technology, the new BOMAG BW 177 BVO-5 PL excels in sensitive compaction work close to buildings and over pipelines

Part of its roller Performance Line, the new BOMAG BW 177 BVO-5 PL single drum roller features three compaction modes—high and low amplitudes plus oscillation—making it ideal for a range of soil compaction applications on small and medium construction sites.

With oscillation compaction technology, the versatile roller offers granular and mixed soil compaction on challenging subgrades or on sensitive applications such as compacting backfill over pipelines or close to buildings. Further increasing versatility, the optional padfoot segment kit enhances compaction efficiency of silt and clay material.

Simple to operate, a single rotary dial allows the operator to quickly select compaction modes and adapt machine output to site conditions. Offering a static linear load of 140.8 pounds per inch, the machine's high amplitude delivers 33,720 pounds of centrifugal force to effectively compact lift thicknesses reaching 31.5 inches for rock fill, 19.7 inches for gravel and 15.7 inches for mixed soils. With its 66.5-inch drum width, the new BW 177 BVO-5 PL delivers a compaction output of up to 968 cubic yards per hour, depending on material type and compaction mode.

Maximum efficiency

The BW 177 BVO-5 PL delivers efficient performance on the most demanding jobs. Its dual pump system plus self-locking differential allows the machine to achieve up to 60% gradeability in forward and reverse, making it perfect for steep terrain projects. Its articulating/oscillating joint provides +/- 12 degrees oscillation, ensuring the drum stays in contact with material when working in poor underfoot conditions.

Leveraging ECOMODE operation, the new single drum roller keeps the engine running at the optimum RPM range at all times for up to 30% fuel savings. Further helping to reduce fuel consumption and lower wear costs, available BOMAG ECOSTOP technology automatically switches off the engine after five to 15 minutes of idling with shut-off time adjustable by the operator.

A single lever allows the operator to effortlessly control machine forward/reverse travel direction at speeds reaching 10 miles per hour.

The roller's spacious cab design helps to provide fatigue-free operation, even over extended periods, while excellent all-around machine visibility improves operating safety.

Maximum productivity

Equipping the new roller with optional BOMAG TERRAMETER and BOMAP technologies helps to eliminate unnecessary passes to improve compaction efficiency and reduce overall costs. TERRAMETER uses two sensors to measure material stiffness, alert the operator in real time when compaction is achieved and ensure weak spots are detected. Regardless of roller brand, the available BOMAP app provides a simple and cost-effective way for monitoring compaction progress in real time.

With BOMAG's "Easy Service" concept, the BW 177 BVO-5 PL is designed for simple and efficient maintenance. There are no lubrication points on the roller, and the oscillating/articulating joint is maintenance-free. All critical engine components like the dipstick, filter and filling points are quickly accessed from ground level. Drum rubber vibration isolation buffers can be replaced without dismantling the frame. ■

Quick specs

Model

BOMAG BW 177 BVO-5 PL

Drum width
66.5 in

Compaction output
Up to 968 yd³/hr

Static linear load
140.8 lb/in

Centrifugal force
33,720 lb

Oscillation
+/- 12 degrees



BOMAG's BW 177 BVO-5 PL single drum roller features three compaction modes, making it ideal for a range of soil applications on small and medium construction sites.

Purpose-built forestry machine

New TimberPro TN230D log loader engineered for enhanced productivity and operator needs

Based on customer feedback, Komatsu has introduced its new TimberPro TN230D log loader that was built from the ground up and carefully engineered to help drive productivity and provide additional operator benefits.

The 197-horsepower TN230D offers a 36-foot reach and 58,224 foot-pounds of swing torque. It also features Power Max, which temporarily increases engine horsepower and hydraulic flow to support tough forestry tasks.

The TimberPro TN230D is built with proven, high-quality Komatsu components. Its hydraulic system, powertrain, control valve and interior components are designed and manufactured in-house to help confirm performance and quality control.

The TN230D is the first machine in its class segment to feature dual service platforms with electrically actuated platforms on the left

and right sides, offering enhanced access for service and cleaning.

Numerous benefits

New benefits include easy access via a large, rear-entry cab with service walkways and safety railings, premium heated and cooled seats with adjustable armrests, an elevated cabin with large windows and a front-view camera to enhance visibility, LED lights, and a large overhead skylight.

“We know how demanding forestry environments are—the tough work requires equipment capable of standing up to the job,” said Kyle Kovach, Product Planning Manager. “When we set out to develop a new log loader, we gathered feedback on customer needs then unleashed a team of talented engineers to design this product from the ground up. The result merges quality components with the latest technology to offer a range of productivity, safety and comfort benefits.” ■

Quick specs

Model	Horsepower	Reach	Swing torque
TimberPro TN230D	197 HP	36 feet	58,224 foot-pounds



Embracing change

PSSR Oren Hoff still focuses on ensuring customer satisfaction after years of working on customers' machines as a service technician

Oren Hoff has embraced the change that came with moving into a product support sales representative (PSSR) role after about 20 years of turning wrenches for Waukesha-Pearce Industries LLC (WPI).

"There is a different perspective on things, as it's more sales-oriented than straight service," stated Hoff, who joined WPI in 2004 as a service technician after graduating from Universal Technical Institute in Houston. "What hasn't changed is that I continue to strive to do my best at any task and focus on customer satisfaction. That's our top priority."

"It's a family-oriented company with a lot of home-grown people who work well together."

*-Oren Hoff,
PSSR,
WPI*

Prior to tech school, Hoff served in the United States Marine Corps, where he worked on helicopters. He said his love of fixing things goes even further back than that.

"I have tinkered with stuff all my life," Hoff said. "Even as a kid, I took things apart and put them back together. It was all a learning experience that paid off in the long run. It eventually led to me being at WPI, which has treated me awesome. It's a family-oriented

company with a lot of home-grown people who work well together."

Better service

As a PSSR, Hoff is assisting customers with service and labor needs, helping them reduce downtime. He offers inspections, recommendations on repairs and service agreements that utilize WPI's certified technicians, who perform everything from routine scheduled maintenance to complete overhauls. In addition to covering the Corpus Christi area, Hoff is part of the team covering WPI's new Victoria, Texas, branch.

"Having this new branch is going to help better serve our growing customer base in the Victoria area as we're closer to them and can more quickly respond to their needs," commented Hoff. "Service and parts don't have to come from Corpus Christi, Houston, Austin or another branch. We're here, so that saves customers time and money. I'm getting a lot of positive feedback as we gain traction here. I like the camaraderie in this branch. It's the same way we built the Corpus Christi branch, and it's going to grow like that."

Hoff and his wife, Debra, have two grown children and enjoy spending time with each other and relaxing. He likes to "mess around" with old cars, go for a motorcycle ride and shoot pool. Debra loves to keep their property maintained as well. ■



Oren Hoff,
PSSR,
WPI



Discover more at
WPIUpdate.com

PSSR Oren Hoff (right) discusses service on a BOMAG recycler/stabilizer with Service Technician Moses Vega at WPI's new Victoria, Texas, branch.

▶ VIDEO



Substantial improvements in performance

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

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

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

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

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

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

Make every pass count

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

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

Quick specs

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



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

Work smarter



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KOMATSU



Tips to help keep operating costs down

Find lower fuel costs with five timely tips

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

Reduce your idle time

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

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

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

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

Heed Eco Guidance and choose the right mode

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

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

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



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



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

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

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

Consider a hybrid

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

Properly size and match equipment for the task

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

equipment, including choosing the right size for the job.

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

Use advanced technology

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

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

Real-time data to optimize operations

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

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

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

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

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

Hardware and software that tracks

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

Smart Quarry Site can help your operation:

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

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



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



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

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

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

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

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

Prime example

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

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

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

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

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

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

Interactive experience for customers

Komatsu showcases new mining machines and Smart Quarry solutions at Quarry Days, offering a unique opportunity for attendees to operate the equipment



Watch the video

Komatsu's Quarry Days 2025 brought a record-breaking number of attendees to the company's Arizona Proving Grounds near Tucson. The annual event highlighted a diverse range of Komatsu's heavy equipment and introduced new products tailored specifically for quarry and mining operations.

Bruce Boebel, Komatsu's Director of Product and Services, expressed enthusiasm about the successful event.



Kinder Morgan's Don Blair, Komatsu's Josh Sexton, and Kinder Morgan's Clyde Barrois and Jason Frederick explore Quarry Days.

Knife River's Mario Cantu, WPI's Robert Smart Jr., Stout Excavating's Jordan Schaaf, and Komatsu's Casey Zbinden check out a Komatsu PC900LC excavator.



"We've had a great turnout this year — in fact, it's a record turnout," Boebel declared. "Customers from many different areas in North America attended, so it's a very diverse group. We saw great interaction this week."

Quarry Days primarily showcased Komatsu's mining support gear, including significant offerings like large excavators and dozers. Throughout the week, attendees had the opportunity to explore and test over 20 products and solutions, guided by Komatsu's team of experts.

Highlights included live demonstrations of Komatsu's latest releases, the HD605-10 and WA700-8, and an exclusive preview of the upcoming WA475-11 and WA485-11 wheel loaders. These new machines reflect Komatsu's commitment to delivering solutions that help operators boost productivity and efficiency at quarry sites.

"Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart."

*-Bruce Boebel,
Director of Product and Services,
Komatsu*

For instance, the new WA485-11YL is available in a yard loader (YL) configuration. The new WA485-11YL adds unique features to the standard base model, specifically designed for demanding quarry and aggregate applications. It is equipped with a large-capacity bucket and counterweight. This makes this purpose-built wheel loader a great choice for handling, stockpiling and loading processed material onto commercial trucks with three passes.

"We're highlighting the new WA700-8 wheel loader, which is a four-pass match for our new 70-ton HD605-10 rigid haul truck," Boebel noted. "We're also debuting our WA475-11 and WA485-11 loaders that feature an all-new engine and steering system, along with other enhancements."

Komatsu further demonstrated its commitment to innovation through its Smart Quarry and My Komatsu solutions. These digital solutions, applicable to Komatsu and competitor



► VIDEO

Komatsu showcases a range of equipment at Quarry Days.

equipment alike, provide actionable insights to help optimize quarry operations.

"Our Smart Quarry Site system lets you monitor machine interactions, fuel efficiency, and identify operational bottlenecks," explained Boebel. "It's a great resource that can be integrated across a mixed fleet to help enhance site optimization."

Hands-on opportunities

During Quarry Days, attendees had the opportunity to operate the showcased equipment with the guidance and supervision of experienced Komatsu trainers and employees.

"Some other OEMs don't allow customers on-site to operate equipment; that's one unique aspect Komatsu prides itself on," stated Boebel. "Customers can safely operate machines with headsets and trainers in the vehicles, providing an interactive, valuable experience."

Beyond showcasing equipment, Quarry Days provided critical networking opportunities between customers and Komatsu experts.

"Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart," Boebel remarked. "These conversations help customers determine the ideal equipment combinations for their unique quarry operations."

Next time

Interested customers can participate in future Quarry Days by coordinating with their local Komatsu distributor.



Bechtel's Lauren Choura, WPI's Frank Pagura and Jess Widner, and Bechtel's Neil Young catch up at Quarry Days.

"We hold Quarry Days regularly, and we encourage customers to contact their distributor about participating," Boebel advised. "We tailor the experience based on customer interest, ensuring they get maximum value from the event."

Reflecting on the success of this year's event, Boebel warmly thanked attendees for their participation.

"It's been a great, safe event with exceptional feedback," Boebel concluded. "We welcome all customers to join us again next time." ■

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