





Lloyd R. French IV

**Empower your
operators**



Dear Valued Customer:

Equipment showcases are a great way to gain firsthand experience with new machines and learn from experts. You won't want to miss North America's largest trade show, CONEXPO-CON/AGG, which will take place March 3-7, 2026, in Las Vegas. It will arrive sooner than you think, but for now, you can check out a preview of the event in this issue. Be sure to visit Komatsu's booth at the show to see its latest solutions.

On that note, I am excited to inform you that Komatsu just released its next-generation PC220LC-12 and PC220LCi-12 excavators, which deliver the most comfortable and advanced excavator work environment Komatsu has ever created. By empowering operators with enhanced comfort, cutting-edge technology and customizable features, these new excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership.

This issue also highlights Komatsu's Parallel Link Undercarriage System (PLUS), which is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most. Check out the article to learn all about its performance-focused design.

Additionally, we offer an in-depth look at My Komatsu, Komatsu's comprehensive digital hub, which provides an easy way to collect, visualize and monitor machine information from both Komatsu and non-Komatsu equipment. It can help benefit your bottom line by providing time and cost savings.

There are several other valuable articles for you to enjoy as well, including customer success stories.

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 'Lloyd R. French IV'.

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



UPDATE

www.wpi.com

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Making a dream come true

Ramsey Lirette's fascination with equipment leads him to buy an old truck and build Lirette Dirt Service that caters to southern Louisiana



Ramsey Lirette,
Owner



Dave Palmisano,
Operations Manager

Repairing and maintaining diesel equipment is a family trade that Ramsey Lirette thought he would follow growing up.

"My dad taught me that you can learn a lot working with your hands if you're not scared to do it," recalled Lirette. "I worked alongside him as a kid, and I did mechanic work after I graduated high school. I liked it, but I was more fascinated with running equipment, and that just grew and grew. I wanted to be in it and not working on it. I told myself that one day I was going to buy a little dump truck."

Lirette's mechanic skills came in handy when he finally decided to buy a truck and go into business for himself about 12 years ago, hauling materials around his hometown of Houma, La. He bought a single-axle with a 6-yard capacity and engine issues.

"Dad and I fixed it and got it running right," said Lirette. "I put my phone number on the side

and added side boards to try and get up to 8 yards on it. The truck was yellow, so it stood out. I hauled some sand and limestone for contractors in the area. I realized early on that I really wanted to get bigger and more profitable. To do that, I needed bigger trucks. I went around and talked to a few contractors who told me they would work with me if I had them."

"I bought a used Komatsu PC200. I fell in love with it. It had great digging capabilities and zero downtime. I learned quickly that Komatsu was going to fit my needs and be my choice for equipment."

*- Ramsey Lirette,
Owner,
Lirette Dirt Service*

Investment leads to expansion

Lirette made the investment and began hauling materials to contractors doing levee and sitework around Terrebonne Parish. During the next several years, he added trucks and drivers, and he increased Lirette Dirt Service LLC's coverage area to about a 120-mile radius of Houma.

"I realized as I grew that if I wanted to really feed the fire, I had to grow," stated Lirette. "I also realized that what I was really fascinated with was the heavy equipment aspect of dirt work and not just trucking."

Lirette began expanding his operations, starting with the addition of a material pit. Now, Lirette Dirt Service has four pit locations: Thibodaux, Montegut, Chauvin and Larose. It also provides residential and commercial earthwork services such as building house pads, driveways and parking lots as well as excavating ponds. Lirette Dirt Service currently has a staff of more than 40, including key individuals such as Operations Manager Dave Palmisano, who joined the company about four years ago and oversees day-to-day operations.

"I got to know Ramsey during the past 10 years or so, and I could see that he was hungry, up and coming, and really had a vision for where he wanted to go," commented Palmisano. "I've been in the industry for more than 20 years, and with our knowledge, we have come together to expand the business and our projects. We have roughly tripled in size in the last four years."

Customer snapshot

Company: Lirette Dirt Service LLC

Location: Houma, Louisiana, with pits in Thibodaux, Montegut, Chauvin and Larose

Employees: 40+

Established: 2013

Areas of expertise: Earthwork, contract hauling and material pits

Komatsu equipment: PC290LC-11 and PC360LC-11 standard excavators; PC290LC-11 long-reach excavator; D61PX-24 dozers

A Lirette Dirt Service operator pushes material with a Komatsu D61PX-24 dozer.





▶ VIDEO

Lirette Dirt Service uses a variety of Komatsu excavators to dig and load materials at its pits, including a PC360LC-11.

Switching to all Komatsu from WPI

Lirette's first piece of heavy machinery was a used excavator he bought at an auction. Like his initial truck, it presented problems that needed to be fixed.

"We had a lot of issues with downtime, and I reached a turning point and was about to give up on it and running a pit," admitted Lirette. "I went to the local Komatsu dealer at the time, and I bought a used Komatsu PC200. I fell in love with it. It had great digging capabilities and zero downtime. I learned quickly that Komatsu was going to fit my needs and be my choice for equipment."

Lirette added, "In my experience, the cost of running Komatsu is much lower than competitive machines, and Komatsu gets better longevity. We have run some for 10,000 to 11,000 hours, and they still operated every day very well. I sold the PC200 to a friend, and it had 9,000 hours on it. I know he's running it every day with probably 14,000 or more hours on it."

Lirette Dirt Service has worked with Waukesha-Pearce Industries LLC (WPI), especially Territory Sales Manager David Bell and Regional Business Manager Kevin Leblanc, to acquire additional Komatsu equipment.

"David, Kevin and WPI have helped us tremendously in steering us in the right

direction in terms of what we need, giving us the right information about operating weights and what is best for our applications," declared Palmisano. "We've taken their advice to heart."

Palmisano added, "I have seen a huge trend in the industry toward contractors using more Komatsu equipment because the machines are fast, and they have low fuel consumption and very little downtime. I used Komatsu at the previous company I was with, and Ramsey and I have worked to switch all our machines to Komatsu since I joined him."

"We've had tremendously good experiences with WPI's service."

*- Dave Palmisano,
Operations Manager,
Lirette Dirt Service*

Lirette Dirt Service's fleet of Komatsu machines currently includes PC290LC-11 and PC360LC-11 standard excavators, a PC290LC-11 long-reach excavator, and D61PX-24 dozers.

"We use the PC360s for bulk loading and keeping up with truck loading," explained Palmisano. "We use the PC290s in our pits because they give us good digging production while not being as heavy in the soft and wet ground we work in."



Discover more at
WPIUpdate.com

Continued...

'Komatsu Care is also a definite advantage for us'

... continued

That's also why we chose the D61PX dozers with the wider tracks, which have lower ground pressure. They will push a good amount and not sink in. The dozers are also good for the sitework we do. The long-reach excavator is great for digging our bleeding ditches deeper and casting the material farther away from those for the dozers to push."

By the numbers

- 4 material pits
- 17 trucks
- 120-mile radius service area
- 5 to 6 jobs going on at once



An operator digs material with a Komatsu PC290LC-11 long-reach excavator at Lirette Dirt Service's Chauvin, La., pit.

WPI tracks Lirette Dirt Service's Komatsu machines, and its technicians perform scheduled maintenance for the first 2,000 hours or three years under the Komatsu Care Complimentary program. Palmisano tracks the equipment for hours, idle time, fuel consumption and more with Komtrax through the My Komatsu application.

"I like that I can get a lot of machine information from one place with my phone; it's a great fleet management tool," remarked Palmisano. "Komatsu Care is also a definite advantage for us because it saves us time and money. When services are due, they come to the pits and do the services at a convenient time. We've had tremendously good experiences with WPI's service."

Actively seeking growth

Lirette Dirt Service typically has five to six jobs going on at once while also maintaining its contract hauling and pit operations. Lirette wants to continue expanding all sides going forward and do even larger projects.

"We have a few things in the works right now," Lirette stated. "We want to be able to start branching out into different parishes and do more dirt work as well as expand with a lot more sand, limestone and dirt pits. I think whatever market and direction presents themselves, we're ready for it. We're actively trying to grow while maintaining the great working relationship we have with the contractors we do business with." ■

**The opinions expressed here are based on the customer's specific experience. Results may vary.*

(L-R) Lirette Dirt Service Operations Manager Dave Palmisano, WPI Regional Business Manager Kevin Leblanc, Lirette Dirt Service Owner Ramsey Lirette and WPI Territory Sales Manager David Bell meet at Lirette Dirt Service's pit near Chauvin, La.



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

WPI is dedicated to providing state-of-the-art solutions with a range of support services, including jobsite setup, preventive maintenance, and telematics. These services ensure that all aspects of the construction process are optimized, from initial planning to ongoing operations, leading to smoother project execution and timely completion.

Contact our Smart Solutions Group for more information.

smartsolutions@wpi.com (713) 551-0339

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People power productivity

Developing relationships while building business leads to fast, successful start for earthwork contractor Perkins Civil



Jeremy Perkins,
Owner



Discover more at
WPIUpdate.com

Perkins Civil LLC recently celebrated its first anniversary in business. Founded in January 2025 and based in Magnolia, Texas, the company got off to a fast start thanks in large part to Owner Jeremy Perkins' extensive experience.

"When you spend 25 to 30 years in the industry, you build relationships with material suppliers and contractors, and a lot of those wanted to help us," shared Jeremy, who owns and operates Perkins Civil with his wife, Vanessa. "After a few months of putting things together, we started our first project doing some drainage work at a railyard lot in May, which led to a second lot. We have been busy ever since."

Jeremy and his friend of 15-plus years, General Manager Mason Duchamp, were the company's only two workers at the outset, but they rapidly

built a staff of around 40 employees, mainly through word of mouth and the relationships they had formed throughout their careers. The Perkins' children are also involved. Their son, Clay, is a project manager and estimator, and their daughter, Kaeman, handles accounting. Perkins Civil's skilled staff is another major reason why it has been able to grow and handle a wide range of jobs so quickly.

"To me, the biggest thing that's driving success is our personal relationships."

*– Clay Perkins,
Project Manager and Estimator,
Perkins Civil*

"To me, the biggest thing that's driving success is our personal relationships," said Clay. "Our success will endure by being a cohesive group and working together. I think we have a like-minded group that is willing to do whatever it takes."

Projects and customers

Perkins Civil typically has four to eight jobs going at any one time that currently range in size from a few thousand dollars to multimillion.

"We do civil earthwork construction," stated Jeremy. "We do clearing, grubbing, excavation, fill, soil stabilization, soil remediation, finish grading and utilities. It all depends on the opportunity. Our ultimate goal is to provide a complete site package, which would be in line with our experience and expertise."

A project called Interbelt saw a Perkins Civil crew provide earthwork for 1.4 million square feet of building space that sits on a 72-acre site. For another recent project, Perkins Civil cleared roughly 20 acres, which included grubbing, chipping and hauling off the materials before excavating two ponds. It used the dirt from those to construct building pads and do site grading, moving about 52,000 yards in total.

"By design, we have been strategic with projects and customers we take on," Jeremy emphasized. "We want to stick with what we're good at. Our aim is to treat our customers the way we want to be treated, and that means limiting what we do, so quality remains the focus. We would rather work with a dozen clients that we develop really good relationships with based on that than have 50 that we don't really know."

Customer snapshot

Company: Perkins Civil LLC

Location: Magnolia, Texas

Established: 2025

Employees: Approximately 40

Area of expertise: Civil earthwork construction that includes clearing, grubbing, excavation, fill, soil stabilization, soil remediation and finish grading

Komatsu equipment: PC360LC-11 excavators; D61PX-24 dozers; rentals as needed

Technology from WPI: Trimble WorksManager; Trimble Business Center; Base and Rover

A Perkins Civil operator places material to grade with a Komatsu D61PX-24 dozer equipped with a Trimble WorksManager that provides GPS grade control and remote file transfer.





▶ VIDEO

Perkins Civil operators move material with a Komatsu PC360LC-11 excavator and rented Komatsu haul trucks.

Saving with support from WPI

Perkins Civil and Waukesha-Pearce Industries LLC (WPI) have formed a strong relationship during the past year, with WPI Sales Representative Mark Rickett helping Perkins Civil build its fleet and WPI Smart Construction Team members Doug Arnold and Chad Berry providing technology support. Jeremy and Mason reached out to WPI based on a recommendation.

"We weren't necessarily looking for equipment so much as a partner. WPI offered full support when a lot of other companies wouldn't. That meant a lot."

*– Jeremy Perkins,
Owner,
Perkins Civil*

"A friend gave us [WPI Vice President of Sales] Scott Smith's contact, and he and Mark sat down with us and showed us how WPI could help," recalled Jeremy. "We weren't necessarily looking for equipment so much as a partner. WPI offered full support when a lot of other companies wouldn't. That meant a lot."

Mason added, "Their field service is top notch too. With Komatsu Care, they are getting the services done on time and at times that are convenient to us. They let us know when they are coming

ahead of time, and they knock it out quickly. That's important because it limits our downtime, keeps us running and increases our profitability."

Mark assisted Perkins Civil with the acquisition of rental and rental-purchase-option (RPO) equipment, including two Komatsu PC360LC-11 excavators and three D61PX-24 dozers that WPI's Smart Construction Team equipped with Trimble WorksManager and Trimble Business Center, which provide GPS grading capability and allow remote plan updates. Perkins Civil also uses base and rover setups purchased through WPI, and it rents BOMAG rollers from WPI for compaction.

"We were familiar with Trimble, so that's what we really wanted in terms of GPS, and the fact that WPI is a Trimble dealer was another positive as we were looking for a partner," explained Jeremy. "They made it work seamlessly with the Komatsu equipment. It's definitely saving us in terms of time, material and labor. There's less surveying, staking and the need for grade checkers. Doug was instrumental in getting us set up and provides ongoing support. WPI is like a one-stop shop for all our needs."

Perkins Civil uses the Trimble-equipped D61PX dozers for everything from stripping to rough and finish grading as well as placing base materials to grade. The PC360LC excavator is



**Mason Duchamp,
General Manager**



**Clay Perkins,
Project Manager
and Estimator**

Continued ...

'I don't see anything but growth as we move forward'

... continued

utilized for pond construction, bulk excavation, ditching and loading trucks.

"When it comes to equipment, operator preference is still a big factor in our decisions," noted Jeremy. "We have brought competitive equipment out and ran it side by side, and our operators and superintendents prefer Komatsu. That matters a lot to us because they are the

ones in the seat all day. We haven't run it long, but we can see the quality of the Komatsu equipment, and our productivity is high."

"We have brought competitive equipment out and ran it side by side, and our operators and superintendents prefer Komatsu."

*– Jeremy Perkins,
Owner,
Perkins Civil*

By the numbers

- 4 to 8 projects at any one time
- Earthwork for 1.4 million square feet of building space on a 72-acre site



(L-R) Perkins Civil's Mason Duchamp, Jeremy Perkins and Clay Perkins talk with WPI's Chad Berry and Doug Arnold.

Organic growth focus

Working with Clay was another motivating factor in Jeremy deciding to start Perkins Civil. He hopes that at some point, Clay will take over the business.

"That's the ultimate plan," stated Jeremy. "Whether that's three years, five years or longer is to be determined. Based on what we have seen so far, I don't see anything but growth as we move forward. Our focus is on doing it organically."

Clay added, "We'll keep growing as a company as long as we can keep finding the right personnel and are able to maintain our customer relationships. At this point, I don't see us going outside of the Texas-Louisiana region. It's where we are comfortable, so I would like to stay in that area." ■

**The opinions expressed here are based on the customer's specific experience. Results may vary.*

A WPI service technician performs routine scheduled service on one of Perkins Civil's D61PX-24 dozers.



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Coming soon

Experience the next level of innovation

CONEXPO-CON/AGG will return to Las Vegas with new features slated for North America's largest construction trade show

CONEXPO-CON/AGG will return to the Las Vegas Convention Center from March 3 to 7, 2026, introducing new features and innovations to the triennial event, which is the largest construction trade show in North America. The 2023 show set an attendee record with more than 139,000 from 133 countries. Over 2,400 exhibitors participated, spread across 3 million square feet of exhibit space.

"We are especially excited to create new experiences and features for both attendees and exhibitors."

*-Dana Wuesthoff,
CONEXPO-CON/AGG Show Director*

"The continued growth and success of CONEXPO-CON/AGG has set a new benchmark for the industry," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "Building on this momentum, we will deliver an even more impactful event in 2026, continuing to provide unparalleled opportunities for networking,

education and highlighting the latest innovations in the construction industry. We are especially excited to create new experiences and features for both attendees and exhibitors."

New in 2026

Ground Breakers stage: The keynote stage will highlight the global contributions of the construction industry and bring focus to critical industry topics.

Key topics include:

- Innovation in construction technology and practices
- Public policy impacting the industry
- Workforce development and addressing labor challenges
- Sustainability and environmental responsibility
- Mental health and well-being in the construction sector

EmpowerHER workshop: During Women in Construction Week 2026, the EmpowerHER workshop will be a special



North America's largest construction trade show, CONEXPO-CON/AGG, will return to the Las Vegas Convention Center March 3-7, 2026.



2,000 exhibitors are expected at CONEXPO-CON/AGG 2026, including Komatsu.

event dedicated to addressing the unique challenges and opportunities women face in the construction industry.

This program includes:

- Networking events fostering connections and community among women in the construction industry
- Peer-led panel discussions and keynote presentations featuring industry leaders and experts
- Sponsorship opportunities to support and promote women-focused initiatives

Small Business workshop: This recognizes the vital role of small businesses in the construction sector, addressing the unique challenges faced by small business owners.

It will provide:

- Networking events to build valuable connections for small businesses
- Best practices and practical tools that can be implemented immediately
- Sponsorship opportunities to support small business success

Shop Talks and Walks workshop: This maintenance-focused program is designed to provide attendees with practical solutions for everyday challenges.

This program will feature:

- Special events focused on preventive maintenance, equipment efficiency and increasing uptime
- Educational opportunities focused on providing attendees with the tools to solve real-world challenges

Visit Komatsu

Komatsu is expected to have a large booth in the West Hall (W41945) and welcomes all to take an up-close look at its latest products, designed to help improve your operation. Meet with Komatsu experts to learn more about the equipment, Smart Construction solutions and services offered. ■

CONEXPO-CON/AGG in focus

Held every three years, CONEXPO-CON/AGG showcases the latest equipment, products, services, and technologies for the construction industry, along with industry-leading education. For more information, visit <https://www.conexpoconagg.com>.

When: March 3-7, 2026

Where: Las Vegas Convention Center

Expected exhibit space: 2.9 million square feet

Expected exhibitors: 2,000

Education sessions: 150

On to bigger and better things

Open house at new Beaumont branch highlights WPI's commitment to the customers it serves in southeast Texas



Lloyd French,
President/Co-CEO,
WPI

Waukesha-Pearce Industries LLC (WPI) showcased its Beaumont, Texas, branch with an open house, giving customers the opportunity to see the new location and how it's designed to better serve their needs with a larger, more modern facility. Conveniently located just off the 69/96/287 route at 1315 West Cardinal Drive, it replaces the Port Arthur branch and serves southeast Texas.

"We have a strong history here in Beaumont that goes all the way back to when [Vice President

of Sales] Scott Smith was selling so much equipment in the area when he was a territory manager in the early 1990s that we had to open a branch," recalled Lloyd French, President and Co-CEO, WPI. "Over the years, we've outgrown our original footprint, so we made a huge investment in developing this new facility. We've tripled the size compared to the old location, because that's what's needed to support our customer base here. We also wanted to build a great working environment for our employees who provide that support. We're really proud to show it off during the open house."

WPI's new Beaumont branch sits on approximately 7 acres, nearly all of which is concreted, so trucks have clean and easy access when delivering and taking out machines. It features a machinery display area out in front of the branch and a large open area just inside the front door where

Branch snapshot

Location: 1315 West Cardinal Drive, Beaumont, Texas 77705

Size: Approximately 7 acres

Employees: 20

Features: Concrete all around; eight service bays; 10-ton overhead cranes; larger parts inventory and retail consumables; meeting space

WPI staff, local dignitaries and customers gather in front of the new WPI Beaumont, Texas, branch for the ribbon-cutting ceremony.





Discover more at
WPIUpdate.com

▶ VIDEO

WPI's new Beaumont, Texas, branch sits on approximately 7 acres and features eight large service bays and more parts inventory space.

customers can pick up a wide range of consumables and other retail items as well as visit the parts counter where they can pick up orders. It also has a larger parts inventory area compared to the old location and a much bigger shop with eight service bays, multiple 10-ton overhead cranes and meeting space.

"This is really state-of-the art for parts and service capabilities, as well as sales and rentals," said Jackie Haney, Vice President of Operations, WPI. "As an example, we laid iron into the concrete in the shop area to accommodate bringing heavy track machines in and out. As Tier 4 came into the market, machines have gotten wider and taller, and the bays can accept anything that's in this territory. In addition to that, we incorporated a lot of input from our employees as to what they needed to be more efficient in a new branch."

Outgrew the old, considering future growth

Joseph LaBouve, General Manager of Operations for WPI's Construction Mining

Division East, has been with the company for 26 years — he was previously the Port Arthur branch manager — and has seen the substantial growth in the area and WPI's role in it. LaBouve said the company considered several factors as it was planning its relocation to the new branch, including overall space, number of service bays with large enough areas to handle some of the biggest machinery WPI carries and the anticipation for future growth.

"The petrochemical industry in southeast Texas has always been a main driver for us in this area, and with that comes construction, especially for the equipment that we deal with," described LaBouve. "During the past six to seven years, we simply outgrew our old facility. It was always full, and there really was not enough space for us to work. It was always a challenge, and this new location alleviates that."

For the past 15 years, Unit Sales Representative Ryan Pyburn has been helping customers in southeast Texas with sales and rentals of Komatsu, BOMAG, Yanmar, Sennebogen and other lines of equipment WPI carries.



Joseph LaBouve,
General Manager of
Operations for
CMD East,
WPI



Jackie Haney,
Vice President
of Operations,
WPI

Continued...

'This new branch betters our capabilities'

... continued



**Ryan Pyburn,
Unit Sales
Representative,
WPI**

"We have always had the ability to take care of a wide range of customer needs, and this new branch betters our capabilities even more," remarked Pyburn. "This has been in the works for some time, and it's great to see it finally open. I really think this shows WPI's commitment to the area, as well as how indebted we are to our customers who continue to trust us with their needs."

The new Beaumont branch currently has a staff of about 20, and WPI is eyeing

expansion as needed to accommodate customers and community growth.

"We always say that WPI is one family, and that includes our employees and customers," stated French. "I can't emphasize that enough, and this facility is the epitome of that. This is an investment in our family and one of the many great things that are in our near-term, medium and long-term future as we look to build on our 101-year legacy." ■



Andrew Benedict (left) and Bubba Albanese with STI Group stop by the open house to enjoy lunch and see the new branch.



(L-R) Amos Roy, Josh Weisinger and Manuel Mendoza with Trinity Bay Conservation District check out the new shop area where WPI served lunch during the Beaumont branch's open house.

Members of the Modern Concrete & Materials team, including (L-R) Henry Hayes, Edgar Bravo, George Zimmerman and Richard Garcia, take a look around WPI's new Beaumont, Texas, branch.



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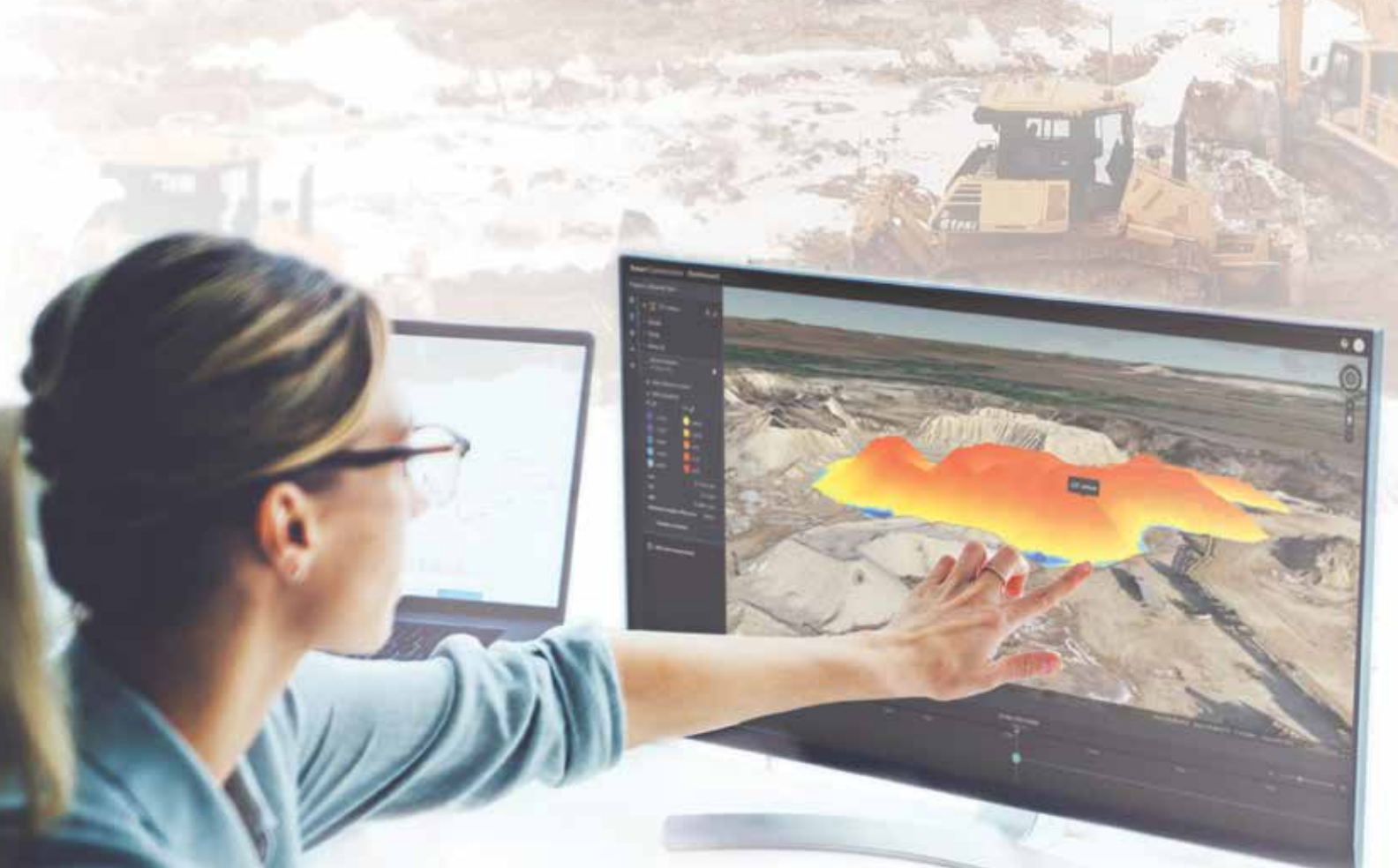


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Engineered for those who get it done

Next-generation Komatsu PC220LC-12 and PC220LCi-12 deliver greater comfort, performance and smart technology for today's hard-working operators

Komatsu's new PC220LC-12 and PC220LCi-12 excavators are built for contractors who want more than just power. Delivering the most comfortable and advanced excavator work environment Komatsu has ever created, the PC220LC-12 and PC220LCi-12 are operator-first machines that blend performance, comfort and smart technology to help boost productivity, shift after shift.

From the ground up, these 21- to 24-ton-class excavators have been reimagined and engineered around a simple premise — empower operators and you'll power productivity on your jobsite. The cab offers 28% more space, 30% more legroom, improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. The new 8-inch HD monitor puts machine data, controls and customization options at an operator's fingertips.

Performance gains back up the comfort. A new electronically controlled hydraulic system and high-output engine help deliver an up to 8% increase in digging force, up to 7% more lift capacity and up to 20% cost reduction in fuel than the previous Komatsu PC210LC-11 model. The new P plus mode boosts workload productivity by up to 18%.

Advanced tech and safety

While the PC220LC-12 has some integrated baseline smart technology, such as 2D machine control, contractors looking for next-level capabilities can step up to the Komatsu PC220LCi-12, which adds intelligent machine control (IMC) 3.0, Komatsu's latest smart technology.

Automated features on the PC220LCi-12, such as auto grade assist, auto stop control, bucket angle hold, compaction control, minimum distance control, auto swing and payload monitoring, help reduce operator workload while improving accuracy and boosting productivity. 3D boundary control is the first OEM factory-integrated feature of its kind in the construction industry. It's a unique technology that helps operators work efficiently across the entire jobsite by remembering multiple restriction zones specific to each work area. Auto-swing with travel stop functionality is also an industry first for excavators.

To promote zero harm, these excavators have features like rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls, seat belt reminders and more. Maintenance is simplified with ground-level service points and extended replacement intervals, helping reduce maintenance costs by up to 20%.

By empowering operators with enhanced comfort, cutting-edge technology and customizable features, the Komatsu PC220LC-12 and PC220LCi-12 excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. ■

**All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*

Equipment snapshot

Models: PC220LC-12 and PC220LCi-12

Operating Weight: 53,352-54,675 lbs.

Horsepower: 5% increase

Digging Force: Up to 8% increase

Lifting Capacity: Up to 7% increase

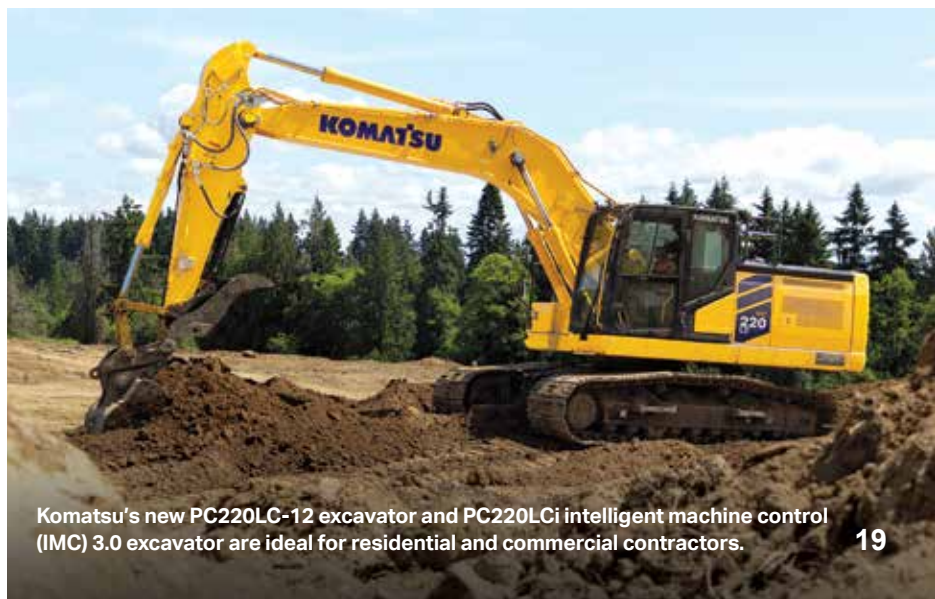
Fuel: Up to 20% cost reduction

Cab Space: 28% larger and 30% more legroom

Visibility: 50% increase

Maintenance: Up to 20% lower costs

Technology: 2D machine control standard and IMC 3.0 on the PC220LCi-12



Komatsu's new PC220LC-12 excavator and PC220LCi intelligent machine control (IMC) 3.0 excavator are ideal for residential and commercial contractors.

Make an impact with your clients and employees

Learn about relational leadership and how it can help drive long-term success

According to business relationship expert Ed Wallace, successful businesses with a solid track record often have one thing in common: they practice what Wallace terms “relational leadership” by emphasizing a relationship-first mindset with customers, employees and other stakeholders.

Relational leadership is more than a management strategy. It aims to build genuine, trust-based relationships, driving customer and team member engagement and collaboration. Unlike traditional leadership approaches that may only focus on authority or results, relational leadership is grounded in the principle of worthy intent — putting the other person’s needs ahead of your own, emphasizing authenticity, communication and mutual respect as core components of effective leadership.

“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors.”

*– Ed Wallace,
Business Relationship Expert,
Managing Director of AchieveNEXT*

“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors,”

said Wallace, who is the managing director of AchieveNEXT, a No. 1 bestselling author and experienced keynote speaker with more than 400 leadership sessions on record. “Everyone who works for a company represents its brand, so everyone is a relational leader, from the first person someone sees when they walk into your office — often a receptionist — to the CEO. Every interaction builds a relationship, and relational leadership involves approaching each one with worthy intentions and putting the other person’s needs and goals ahead of your own. That builds trust and authenticity with your customers.”

Five principles of relational leadership

Wallace emphasizes five key principles to relational leadership:

- 1. Display worthy intent:** “Ask yourself if an interaction made the person come away feeling like you have their best interest at heart, whether it’s an employee or a client,” said Wallace. “Ask questions and actively listen to the answers. Keep peeling back the onion until you fully understand what their needs are.”
- 2. Care about people’s goals, passions and struggles:** If you can locate what Wallace calls relational GPS — the business and personal goals, the causes or passions that people care deeply about, and their struggles — there is a great chance you will advance the relationship. Research indicates that 89% of the time, relationships carry the day in sales. The best indicator that you’re building a good relationship is that the other person shares their struggles in a way that they believe you can help them. This doesn’t happen quickly. It takes time. Remember, a relationship is an investment.
- 3. Make every interaction matter:** “Even if it’s a five-minute ‘drive-by,’ it’s important,” emphasized Wallace. “You can practice this anytime. Try ‘being in the moment’ with someone outside of your business such as a supermarket checker. Actively listen and ask questions. Then, when you have those business opportunities each day, you will focus on the other person’s needs and uncover valuable ways to help them.”
- 4. Value people before processes:** “It’s essential to put people first and treat them well,” said Wallace. “Always keep in mind,



Relational leadership emphasizes authenticity, communication and mutual respect as core components of effective leadership.



Relational leadership builds genuine, trust-based relationships, driving associate engagement and collaboration.

'Are we doing this to help, or are we doing things that hinder performance and our relationship? Are we making our employees' and customers' lives better, and are we making it easier for them to work with us?'"

5. Connect performance to a purpose:

"There is an impact in everything you do," said Wallace. "If you keep that in mind and approach it as a positive impact, chances are the outcome will lead to performance and attract people who want to work with you both as clients and as fellow employees. One of the people I work with views the projects they are part of as their legacy, and that's a great way to look at them. Who doesn't want to leave a positive, lasting legacy?"

What's your legacy and are you a trusted adviser?

During his leadership sessions, Wallace often uses the number 0.00000002 as an illustration to get attendees to understand their impact and legacy.

"That's how long you are on the Earth in relation to its age if you live to be 85," Wallace said. "It leads to asking yourself what I want to accomplish in that relatively short amount of time. The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact. We all remember the people who have done that: teachers, coaches, bosses. Companies who do that with customers can create long-term

relationships that drive repeat business and referrals. And, you'll make a lot of true friends in the process."

Wallace is clear that long-term business relationships are not built overnight. He refers to his relational ladder, which is a process for prioritizing, measuring and advancing important business relationships that last. At the bottom are acquaintances who you are establishing common ground with as you display integrity and trust. The next rungs are professional peers who have come to trust you to use time purposefully and know you will help, which then leads to the top where clients see you as a respected advisor.

"The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact."

*— Ed Wallace,
Business Relationship Expert,
Managing Director of AchieveNEXT*

"As you build a business, you will have varying numbers of relationships at each stage, both clients and employees," said Wallace. "Even the best companies will have relationships that don't work out for various reasons, but from my experience, the ones that have the most at the top have developed solid practices that apply the relational leadership principles and have become a trusted advisor as opposed to just another contractor." ■

Advanced Technician Competition

Four WPI techs compete in finals of company's ATC for the chance to move on to Komatsu's national competition



Perry Zach,
Director of Training
and Technical
Support,
WPI



Jackie Haney,
Vice President
of Operations,
WPI



Discover more at
WPIUpdate.com

Komatsu's Advanced Technician Competition (ATC) is back after several years of hiatus, so Waukesha-Pearce Industries LLC (WPI) recently held an internal competition among its technicians to see who would advance to the national competition.

WPI opened its competition to all technicians who wanted to participate, with nearly 40 signing up. The opening round involved an online assessment. The top four scores competed head-to-head at WPI's new Beaumont, Texas, branch to determine the overall winner. Tim Falgout, who is based out of the Baton Rouge, La., branch, took the top spot and will compete against technicians from other Komatsu dealers at a later time.

"We are judged on a lot of aspects, including safety, how we present ourselves, customer communication, diagnosing and figuring out the complaint, and more," shared Falgout, who has been a technician for 13 years. "I've dealt with problems like we were presented with a lot, so it was a good simulation of a real-world experience."

That was the goal of WPI's service management team when they designed the final competition and served as judges. Like a real-world service call, each participant had to diagnose and fix multiple issues with a Komatsu D39 dozer based on information from the "customer," played by a member of the service management team. Other

members observed and took notes. After the competition, they conferred on the scoring to determine the winner.

"It's a troubleshooting competition for our most advanced technicians, so they can put their skills to the test and compete against each other on the Komatsu product."

*– Perry Zach,
Director of Training and Technical Support,
WPI*

"It's a troubleshooting competition for our most advanced technicians, so they can put their skills to the test and compete against each other on the Komatsu product," stated Perry Zach, Director of Training and Technical Support, WPI. "They are introduced to the machine in a customer-based scenario and have an hour to diagnose and fix the issues based on the information they are given. They can use manuals and other resources as part of the process. They are judged on problem solving, troubleshooting techniques, safe practices, ordering the correct parts, documentation and more. The time limit is really a tiebreaker in case we have guys with the same scores. Whoever fixed it the fastest would be the winner."

Zach added, "We did have some prerequisites going into the initial competition. One of the certifications that Komatsu has for dealer technicians is a journeyman, which involves the completion of five fundamental courses. They had to have that done to participate. What was nice to see is that we had a good mix of some techs who have been around awhile and some newer guys who scored well on the initial assessment, so there was quite a range of experience level in the finals."

Skills on display

In addition to Falgout, competitors included Timothy Barlow from the San Antonio, Texas, branch; Matthew Warrington of the Austin, Texas, branch; and Charles (Trey) Grappe of the Bossier City, La., branch. All received prizes from WPI for making it to the finals.

"This competition hasn't been held for a long time, and we felt like there really was not a good reason for it not to be held, so we pushed to bring it back and are happy that Komatsu is

Matthew Warrington diagnoses and fixes an issue based on customer information during WPI's ATC.





▶ VIDEO

(L-R) Timothy Barlow, Tim Falgout, Charles (Trey) Grappe and Matthew Warrington receive prizes for being the final four competitors in WPI's ATC. As the overall winner, Falgout will compete at the national competition against other top Komatsu dealer techs at a later time.

doing that," said Jackie Haney, Vice President of Operations, WPI. "We believed it was important for us to participate and have our technicians show off their skills and compete with each other and in the national competition. It's a lot of fun, and we believe it's a great recruiting and retention tool."

Phil Combs, Director of Service for WPI's Construction Mining Division East, added, "To us, there's pride involved. Our guys go out and they know they are the best of the best, and this is a chance to prove it in competitions. It puts their skills and mastery of systems and technology on display."

Enjoyed it

Grappe has been a technician since 2008 and said the competition was interesting.

"You get to meet guys from different parts of the company and get to visit with them on what they do and how they troubleshoot — maybe differently than you do," commented Grappe. "I really didn't know what to expect, but it was an exciting competition. I run into scenarios like this all the time."

As a newer technician, Barlow said the challenge "wasn't too bad."

"It's just that you're graded on a lot more things, like how quickly you can find the problem and how you deal with the customer as he's watching you and all the other people watching you while you're doing the competition," noted Barlow.



During WPI's ATC, competitors are judged on how they solve issues with a Komatsu D39 dozer. Criteria such as customer interaction, safe practices and time factor into their overall score.

"I'm not used to having an audience when I'm working on a piece of equipment, so it gave me some nerves, but I'm happy that I figured out what was wrong in the timeframe."

Warrington added, "Part of the challenge was that we were called out for one issue, and after we got that fixed, the customer had another that they wanted us to look at. That's not at all unusual in the real world. The hour time limit is not something we deal with, but I know they had to have that in order for the competition to work and equally judge us. I enjoyed it. I'm glad I was able to be here and compete." ■



Phil Combs,
Director of Service,
CMD East,
WPI

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Telematics data can help drive results for business operations, but only when it's collected and analyzed efficiently.

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"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM."

*-Tommy Hergenreder,
North American Manager,
Digital Product,
Komatsu*

My Komatsu minimizes your logins and helps you see your data all in one place. ISO integration and analytics are included as standard features with your registration. ISO API 15143-3 (AEMP 2.0) computer code allows fleet managers to integrate new digital telematics data into existing fleet management systems, letting you see your complete fleet, pull operation reports and set alerts.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

Komtrax data flows to Komtrax storage, while ISO 15143-3 (AEMP 2.0) facilitates the extraction

and raw data to your choice of database. My Komatsu connects telematics data from all machines or accesses it through monitoring and analysis services to create powerful analytics dashboard views.

Benefit your bottom line

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- Receive maintenance alerts and order parts
- Troubleshoot to minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency

Available data points with My Komatsu vary by OEM and machine applications, but they generally include last known location, engine status, cumulative operating hours and more.

"One API credential from the OEM covers all of that manufacturer's machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■



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* Versus the PC800LC-8 model

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Control wear while driving productivity

Komatsu's Parallel Link Undercarriage System aims to maximize machine life, minimize downtime and cut long-term operating costs

A well-built undercarriage does more than support the machine — it can help protect uptime, help control costs, and assist performance in tough conditions. From bushing design to track tensioning, every detail matters when it comes to keeping equipment productive over time. That's why Komatsu's Parallel Link Undercarriage System (PLUS) is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most.

"Undercarriage costs can represent up to 50% of a dozer's lifetime maintenance," said Raf Bukowski, Product Marketing Manager for HST Dozers, Komatsu. "That's why Komatsu made durability and service life the top priorities with the PLUS undercarriage. We've focused on smarter wear distribution, simplified maintenance and materials that last. All of that [can] translate into real savings and less downtime for customers."

Performance-focused design

The most notable innovation of PLUS is its rotating bushing technology. Unlike systems that require manual bushing rotation, Komatsu's design allows bushings to float around the pin, promoting even wear with the goal of extending component life.

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed," Bukowski explained. "Time is money in this industry. If you can run longer without pulling machines into the shop, that's a huge win."

PLUS also includes a self-adjusting idler that automatically works to maintain optimal track tension. This is designed to help minimize track slippage and premature wear, helping operators maintain performance while assisting to protect the system over time.

"It works like a cruise control for track tension," stated Bukowski. "It's snug enough to perform well but loose enough to help protect the components. That balance adds up over thousands of operating hours."

With durability in mind, Komatsu also redesigned key structural elements. Carrier rollers now feature thicker material and updated flange geometry to promote even link contact, while segmented sprockets are shaped to shed material and resist packing in challenging terrain.

"Every inch of the system is purpose-built," Bukowski declared. "We've made iterative

improvements based on field feedback. This isn't the same undercarriage you saw five or six years ago."

Smart technology integration

PLUS pairs with Komatsu's intelligent machine control (IMC) technology to help control overall machine stress and promote extended undercarriage life. As the load increases during operation, the machine automatically adjusts the blade to help prevent track slippage, helping to control unnecessary wear on the system.

"Our dozers don't just push dirt — they respond like experienced operators," commented Tony Kosolofski, Komatsu IMC Product Manager in Canada. "With IMC 2.0, we've given the machine the ability to predict terrain changes and adjust proactively. That helps reduce operator fatigue and undercarriage strain."

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed."

*-Raf Bukowski,
Product Marketing Manager for HST Dozers,
Komatsu*

Komatsu IMC dozers like the D71PXi-24 and D61PXi-24 use track mapping to capture real-time as-built data and apply features such as lift layer control, which helps promote consistent compaction thicknesses. That data integrates seamlessly with Komatsu's Smart Construction Dashboard, enabling users to compare performance day by day.

"When we talk about undercarriage wear, we're also talking about how you use the machine," Kosolofski added. "Technology that limits unnecessary spinning, slipping or overworking helps stretch the life of every component." ■



Komatsu's experts showcase the PLUS undercarriage system on a D71PXi-24 IMC dozer at Demo Days 2025.

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New forestry machine

TN785D is one of TimberPro's largest and highest capacity machines with excellent stability in a wide working area

Komatsu recently introduced the new TimberPro TN785D swing machine that is designed to be durable, powerful and productive in moving mass quantities of large timber in log loader and millyard environments. It is TimberPro's largest, most powerful and highest capacity machine to date, and it was built with proven components and new features to meet the demands of high-productivity swing applications.

The TN785D features a newly redesigned 12-roller track frame to provide a long stable platform for even weight distribution with high mobility and extended machine durability. Additionally, the operator cab has been raised 51 inches and includes a rear-facing door for easy entry, an overhead skylight for full visibility, and power tilt for efficient transport and access.

Other features include:

- More than 44 feet of reach for a wide working area combined with excellent stability and lift capacity

- High performance hydraulics that offer consistent speed with simultaneous circuit commands
- Closed-loop hydrostatic swing for responsive and precise movements
- A high-output engine that provides more power and productivity
- Dedicated track drives for enhanced maneuverability and control

"TimberPro has designed this machine to excel in high-demand millyard applications where lift capacity, reach combined with stability and hydraulic response are key to maximizing productivity," said Nathan Repp, Product Manager for Forest Products, Komatsu. "We understand the real-world demands our customers face in these environments, and the TN785D was designed to meet those needs — delivering the performance, durability and efficiency they rely on to keep operations running smoothly." ■

Quick specs

Model	Horsepower	Operating weight	Swing torque
TN785D	390 HP @ 2,100 rpm	116,500 lbs.	150,700 ft.-lbs.



The new TimberPro TN785D swing machine is designed to deliver durability, power and productivity in high-demand environments.

Proud partner in the nation's growth

For over a century, Komatsu has been proud to manufacture innovative products and employ thousands of people across the United States

Komatsu is a proud member of the United States manufacturing community and directly employs more than 8,000 people in the U.S. Its U.S. operations are largely export-driven, with a cumulative trade surplus of more than \$7.5 billion during the last decade.

U.S. manufacturing operations were launched in 1986 with the production of the first machine, a WA600 wheel loader, in Chattanooga, Tennessee. Today, Komatsu produces excavators, HM400 articulated trucks and forestry products in Chattanooga, which are shipped globally around the world. Additional manufacturing operations in the U.S. include Newberry, South Carolina; Duffield, Virginia; Homer City, Pennsylvania; Lebanon, Kentucky; Longview, Texas; Milwaukee, Wisconsin; Peoria, Illinois; Shawano, Wisconsin; Solon, Ohio; Reno, Pennsylvania; and Wellington, Utah.

The initial North American headquarters was established in 1970 in San Francisco, six years after the first Komatsu machine, a dozer, was introduced to North America. Subsequent headquarters included Atlanta, followed by Chicago, where it is currently located. With the acquisition of legacy brands Joy Global and P&H, which have been manufactured in the U.S. for over a century, Komatsu established a large mining headquarters in Milwaukee.

Komatsu's presence in the U.S. is an extension of its rich global history, which began in Japan

more than 100 years ago when founder Meitaro Takeuchi sought a way to save the livelihoods of community members relying on a local mine. At the time, the local copper mine, a vital source of employment, was in danger of being shut down.

Takeuchi and a group of investors rolled out their first product, a one-cylinder sheet-forming machine, in 1924, after founding Komatsu Ltd. in 1921. Komatsu continues to manufacture industrial presses today.

Over the next century, Komatsu expanded its product portfolio to include construction and mining equipment, as well as forklifts and forestry products. It has made several strategic acquisitions, including the addition of U.S.-based manufacturer TimberPro Inc., which has a long history of innovative forestry machinery. Several other Komatsu-owned subsidiaries are either based in the U.S. or operate facilities in the U.S. to distribute and support their products, including American Battery Solutions, Hensley Industries, Montabert, Lehnhoff, Tramac, Quadco and Mining Technology Solutions.

Creating value through core principles

Across all its product lines, Komatsu continues its commitment to "Creating Value Together" with its customers. It's doing that through its core values, which include:

Ambition: With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.





Komatsu produces excavators, HM400 articulated trucks and forestry products at its Chattanooga Manufacturing Operation.

Perseverance: Even when the work is difficult, we remain committed to our promises and work to reliably carry them through to completion.

Collaboration: Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.

Authenticity: To earn and maintain trust, we work to act with sincerity, integrity and honesty, and to communicate transparently.

That aligns with the principles Takeuchi stood by as he and his team worked to grow operations — quality first, technology and innovation, globalization, and the development of people.

Technology and innovation have become an increasingly significant part of the overall picture, particularly with the advent of GPS grading. Komatsu pioneered integrated intelligent machine control (IMC) dozers and excavators that have been designed to reduce costs while boosting production efficiency. That innovation came on the heels of Komatsu’s pioneering autonomous technology, such as driverless mining trucks.

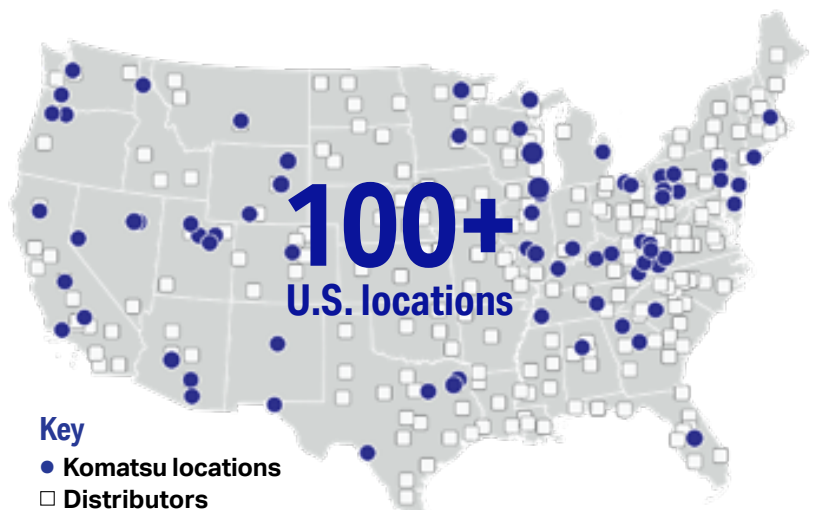
It includes digital solutions designed for efficient equipment and jobsite management, such as My Komatsu and a suite of Smart Construction solutions that can do everything from mapping and tracking jobsite progress to remotely transferring files to reporting timecard data.

Making an impact

As its machines and solutions make an impact on those who use equipment to build the nation, Komatsu also remains committed to impacting

the communities it serves. It supports more than 160 nonprofit organizations in local communities across the country, focusing on workforce development, disaster relief, food insecurity, environmental action and more. Workforce development encompasses training programs that focus on technical skills and manufacturing expertise, including more than 100 internships annually, and providing funding to support the development of the next generation of heavy equipment technicians.

Komatsu also honors and values U.S. veterans and their families and is proudly engaged in helping them secure family-sustaining careers after their military service. The company is an active member of the DoD SkillBridge, Hiring Our Heroes, and the Army Reserve’s Private-Public Partnership. ■



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