

# WOOD WORKS



**Richards Corporation**

**South Shore Gunite Pools  
and Spas Inc.**



**KOMATSU**

## A Message from C.N. Wood



Gerry Carney Jr.



Dan Rott



Kevin Keroack



Craig Cutone



### Celebrating 10 years of IMC

Dear Valued Customer:

As 2023 wraps up in the coming weeks, it is once again amazing how fast this year went by. While the strength of our overall economy is uncertain, construction has been one industry that has continued to be an overall bright spot even if some sectors have been somewhat slower lately. For all accounts, 2023 has certainly been eventful, but overall positive, for our team here at C.N. Wood. I hope the same is true for you and your team.

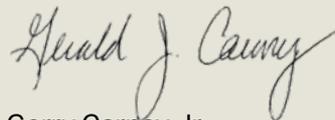
This year also marked the 10th anniversary of Komatsu's Intelligent Machine Control (IMC). What a decade it has been for the factory-integrated GPS excavators and dozers that continue to improve job site efficiency. Companies of all sizes are seeing improved savings in both time and costs, which you can read about in this issue.

With its extensive lineup of construction, mining, forestry and industrial machinery, Komatsu continues to innovate. Herein, we highlight the PC210LCE electric excavator, which is in the 20-ton class and is ideal for operating in urban or indoor environments because it has zero emissions and runs more quietly than combustion-engine excavators.

No matter what you need, we have you covered with machines and innovative products. If you are looking for equipment, you should consider tax advantages such as bonus depreciation. This year, it is especially important to speak with your tax advisors. Full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to decrease by 20% per year until it reaches 0% in 2027.

As always, if there is anything we can do for you, please feel free to contact one of our nine branch locations throughout the Northeast.

Sincerely,



Gerry Carney Jr.  
President

# WOOD WORKS

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# Connecticut-based Richards Corporation fast-tracks large site development projects in the public infrastructure sector



**DJ Doyle,  
President**



**Dennis Doyle,  
Executive Vice  
President**

Throughout two generations, Richards Corporation has grown from a small local contractor to one of Connecticut's premier site development firms in the public infrastructure sector. The ambition of founder Richard Doyle Sr.'s two sons, Dennis and DJ, was a major catalyst for the company's growth.

"My father started the company in 1967," noted Dennis, the executive vice president. "He was a small site contractor with only a couple employees. DJ and I joined the company full time in the late '80s, but we both spent a good portion of our childhoods going to jobs with our dad and learning the business."

"There were six employees when I started, and I was one of the six," recalled DJ, who is now the president of the company. "I wanted to work and enjoyed estimating, so I started bidding more projects at night and stayed late at the office to learn as much as I could. I remember convincing our father to invest in a fax machine that he was dead set against needing. We slowly started winning more contracts and hiring more people."

In 2006, Richards Corp. bought a building group that doubled the size of the company.

"Our building group is a leader in the industrial construction sector," stated DJ. "We'll go into existing manufacturing facilities and be invisible while building a 30,000-square-foot addition or renovating portions of their building. A couple

years ago, we were given an award by The Hartford (an insurance company) for being their number one customer for bonding in the New England region. That was a big deal for us."

Richards Corp.'s site development division continues to flourish as well.

"We've been recognized as a leader in fast-track, large, time-compressed sitework jobs for the state of Connecticut," said DJ. "That's a testament to the quality of people we've hired at our company — many of whom have been with us for multiple decades. We look to hire people that have the same work ethic as us."

Richards Corp. employs about 130 people during peak season in the summer to stay on top of its approximately 20 active projects in Connecticut, eastern New York and Massachusetts.

"A majority of our projects are large public infrastructure jobs," noted Dennis. "When my father started out, he would try and install as many feet of sewer as he could then spend two weeks cleaning up the job. We've learned through experience how to do a project the right way, from start to finish, which has positively impacted our growth and relationships with customers."

## Building Connecticut's schools

Richards Corp.'s sitework business has thrived on public school projects. The company provides turnkey services that take a job from land clearing to playground equipment.

"We recently finished a five-year stint working with the town of Groton," noted DJ. "We were the trusted partner to complete the

Recently, Richards Corporation began work on a two-and-a-half-year project in New Fairfield, Conn. "We're completing the sitework for the new high school campus and demolishing the existing school," said Executive Vice President Dennis Doyle. "The project includes work for the school, athletic fields and parking lots."



An operator uses a Komatsu PC350LC excavator with a breaker attachment to break rock.



▶ VIDEO

At Richards Corp.'s high school project in New Fairfield, Conn., an operator moves material with a Komatsu D51PXi-24 Intelligent Machine Control (IMC) dozer. "It allows us to cut entire projects to grade without stakes, which saves time and money," said President DJ Doyle.

Ella T. Grasso Southeastern Technical High School, a huge athletic facility, a new middle school, and two elementary schools. It was all public bid, and the district chose us over another low bidder because of our relationship."

Recently, Richards Corp. began work on a two-and-a-half-year project in New Fairfield, Conn.

"We're completing the sitework for the new high school campus and demolishing the existing school," said Dennis. "The project includes work for the school, athletic fields and parking lots."

"It's a tight schedule," added DJ. "You have to be able to ramp up in June when school isn't in session then disappear again when classes resume. Over the summer, we moved 300,000 yards of dirt and completed \$6 million of work in three months. Our team was like an orchestra out there."

To help its operators maximize efficiency, Richards Corp.'s fleet consists of over 50 Komatsu machines, including several Intelligent Machine Control (IMC) dozers and excavators.

"If you want your operators to produce, you give them the best machines to work in," stated Dennis. "We're very mindful about the equipment we add, which is why we have so many Komatsu machines. One of the best decisions we've made was demolishing a Komatsu D51PXi dozer with integrated GPS technology at a job site six years ago."



An operator uses a Komatsu PC240LC excavator to move material at a job site in New Fairfield, Conn.

"The 51 was the most technical machine we had operated to date and was invaluable on the project," added DJ. "We compared it to several other brands and the quality difference was night and day. It allows us to cut entire projects to grade without stakes, which saves time and money."

In addition to Richards Corp.'s two D51PXi-24 dozers, the firm's fleet of Komatsu IMC machines includes a D39PXi-24 dozer, a PC360LCi-11 excavator and a PC290LCi-11 excavator. Richards Corp. also utilizes standard Komatsu equipment, such as a WA320 wheel loader and a PC350LC excavator.

"We primarily use the PC360 and PC290 for trench work, setting grades and boxing out," noted Dennis. "Our operators love being able to



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Continued...

# 'With the IMC excavators, we're able to dig directly to subgrade'

... continued

see the entire project on the screen and know where they are at any given time. One of our youngest operators, Ben, is very enthusiastic and will study at night to learn about the machines and pass that knowledge along to our other operators.

"The PC290 is our bread and butter of excavators just like the WA320 loaders," continued Dennis. "They're a great mix of being able to fit on smaller jobs and handle the workload for larger projects. The 360 is great for deep sewer or pipe runs because it has the reach and power to handle

working through clay and other challenging material. With the IMC excavators, we're able to dig directly to subgrade and place the stone without needing a laborer in the ditch."

## Reliability and support

Machine reliability is crucial for Richards Corp. From his personal experience, DJ estimates that the Komatsu equipment averages double the machine hours before major service compared to other brands. To help find the right machines and service its equipment, Richards Corp. partners with C.N. Wood Co. Inc., particularly sales representative Steve Defiore and General Manager Kevin Keroack.

"Our relationship with Steve and Kevin is second to none," stated DJ. "Our relationship with Steve dates back to the days when our father was still at the company. They've been great about getting us what we need when we need it."

Richards Corp. relies on C.N. Wood's fleet of rental equipment to ramp up production for its school projects during the summer.

"Once we get a start date for a job, there can be as little as two weeks' notice," explained DJ. "If some of our larger pieces are tied up in other projects, we rely on Steve and C.N. Wood to get us the right-sized equipment. It's not always easy, but Steve has found a way to make it work, and we appreciate him for helping our business grow."

When it comes to servicing equipment, Richards Corp. likes C.N. Wood's Komatsu Care program, which provides factory-scheduled maintenance for the first three years or 2,000 hours of a machine's life.

"We don't have a large fleet of mechanics, so not having to worry about routine maintenance for the first 2,000 hours is a huge benefit to us," noted Dennis. "They work around our schedule to service the machine at an ideal time without interrupting work that needs to get done."

## Next generation

As Dennis and DJ near retirement, they are prepared to pass the business to Jim Levins Jr., Peter Maddox and DJ's son Tyler.

"We plan to sell the company over a period of time that allows Dennis and I to stay on board and pass along our knowledge to the next generation," explained DJ. "We want to set them on solid footing moving forward. The company today is not the same company Dennis and I took over from our father, and we expect them to grow the business in the way they see fit. We're excited about the future and look forward to seeing how the company continues to grow and evolve." ■



A C.N. Wood service technician arrives at Richards Corp.'s job site to provide Komatsu Care service to a machine. "We don't have a large fleet of mechanics, so not having to worry about routine maintenance for the first 2,000 hours is a huge benefit to us," noted Executive Vice President Dennis Doyle. "They work around our schedule to service the machine at an ideal time without interrupting work that needs to get done."

(L-R) Richards Corp.'s Dennis and DJ Doyle work closely with C.N. Wood's Steve Defiore and Kevin Keroack to find the right machines for their fleet. "Our relationship with Steve and Kevin is second to none," stated DJ. "They've been great about getting us what we need when we need it."



With a Komatsu WA320 wheel loader, an operator transports material.





# EARTHMOVING, DEMOLITION, AND MATERIAL HANDLING ATTACHMENTS • EXCAVATOR CUSTOMIZING



## South Shore Gunitite Pools and Spas Inc., Guarino's Swimming Pool Service Inc. provide pool construction and maintenance



Robert Guarino,  
CEO

**R**obert Guarino's journey into the concrete industry began about 50 years ago when he took a job working for a pool construction company while still in high school. Shortly after graduating, Guarino established his own subcontracting company, Guarino's Swimming Pool Service Inc., which at the time handled significant phases of pool construction such as excavation, plumbing and rebar, the latter being its largest segment.

"My only real job has been in the pool industry," stated Guarino. "Before I could get my business license, I knew how to run a crew. By the time I graduated high school and got my license, I was making four or five times more money than my friends, so I never looked back."

When the owner of a full-service pool construction and maintenance company decided to retire during the '80s economic downturn, Guarino acquired the company, and he continues to operate under its original name, South Shore Gunitite Pools and Spas Inc. (SSG). Guarino is currently the CEO of both SSG and Guarino's Swimming Pool Service, which work hand in hand.

"We build under SSG, and we service under Guarino's Swimming Pool Service," noted Guarino.

With about 250 employees, the breadth of work is expansive, ranging from constructing significant commercial pools at institutions like the University of New Hampshire and Brown University to a strong residential pool portfolio of homes throughout New England.

"We probably build about 200 pools per year, and we go to 1,000 different houses and clean their pool each week," reported Guarino.

Beyond traditional pool services, Guarino has ventured into shotcrete, a wet process of cement spraying, which is essential for larger pools with bigger rebar.

### Expanding operations

Structural retrofit projects such as lining the insides of old mill buildings to meet modern codes, as well as other large-scale concrete jobs throughout the region, comprise a growing portion of the company's business.

"We completed a 110,000-square-foot roof for a sound stage that required 3 inches of concrete on the whole structure," described Guarino. "Since we've added shotcrete, people have found us for a variety of projects because it's the most efficient way to go, and we provide a high-end product. Basically, SSG is now in the cement-spraying business. If you need concrete sprayed — whether it be a building, foundation or structural retrofit — we're capable of doing it."

The innovation doesn't end with taking on larger jobs. In the process of renovating old pools, the company faced a waste problem.

"We do a lot of restoration and renovation, which means taking old pools and making them look like new," Guarino noted. "In that process, we end up with a lot of demolition work. Instead of paying for waste removal, we've started recycling the demolition debris into sellable crushed material."

At the heart of the business is Guarino's unwavering commitment to quality. He emphasizes the importance of controlling every aspect of the pool construction process, from planning to project management, to ensure the highest standards.



Russell Burns,  
Equipment Manager

A crew sprays shotcrete to form a pool.





▶ VIDEO

With a Cemen Tech C60 volumetric mixer, a crew can easily pause work and move to a new job site with minimal cleanup or waste. The electronic control panel and digital display of yardage and materials make for a quick-start operation.

### Adding Cemen Tech equipment

According to Guarino, the company's operating model has evolved and adapted over time to maximize efficiency and quality.

"Most of our changes are driven by quality control or timeliness," explained Guarino. "When I noticed our gunite subcontractor was using an inferior sand with too much mica in the mix, I created an in-house gunite crew. Then, we had to figure out how to get the material to the job, because most companies don't want to haul gunite as a dry-mix product. That led us to purchase a dry-mix truck, so we don't have to rely on anybody and can be self-sufficient."

From there, the company took successive steps to add employees, equipment and machines for more production control. Currently, the company has four new Cemen Tech volumetric mixers, including two C60 trucks, an M-series mixer and an I-series mixer.

"We decided to purchase the trucks because we were having issues getting a high-quality product when we needed it," stated Equipment Manager Russell Burns. "Now, we can stop when we want, and the only thing we have to clean out is the auger. Even if we had to halt for an hour, our mix remains usable."



Cemen Tech's concrete mixers are a testament to technological evolution. The user can preprogram settings for numerous mix designs, so the machine is ready for any job. With a simple push of a button, the user can start and stop pouring.

"It gives you a versatility that is hard to get from outside sources," emphasized Burns.

The crucial challenge, however, remains. Driving such a truck necessitates being a mobile batch plant operator. While finding a competent driver can be difficult, finding one well-versed with the product is even more daunting. This is where Cemen Tech bridges the gap, guaranteeing product quality while simplifying training, so a novice driver can become proficient within weeks.



Watch the video

Continued...

# 'We can get parts quickly with minimal downtime'

... continued



Equipment Manager Russell Burns (left) shakes hands with C.N. Wood sales representative Craig Schoen outside SSG's offices. "Craig answers his phone if I need anything, and C.N. Wood's ability to stock a large inventory means we can get parts quickly with minimal downtime," said Burns.

Accessibility is a key feature of the Cemen Tech C60 volumetric mixer. The machine can easily fit between property lines and replaces a traditional cement mixing truck. After running through materials, a new truck is backed in and production continues.



"Our adoption of Cemen Tech trucks has led to significant financial savings," Burns added. "The cost for what we once paid per cubic yard has been nearly halved. The efficiency gains are equally impressive. With capabilities like color feeders and fiber choppers, tasks such as pouring a sidewalk or executing a color fill have become hassle-free. The nice part about these trucks is you don't have to go back to the plant and clean it out. You just wash out your auger."

Burns continued, "What's even more beneficial is the reduction of waste. Traditional tumble trucks often offload excess material as waste, incurring additional costs. With Cemen Tech, we retain the mix, so there's no waste. The industrywide norm of a 6-yard minimum load is now more advantageous for us. From a single 10-yard truck, we can serve multiple jobs, which helps maximize our returns."

## Support from C.N. Wood

Since C.N. Wood Co. Inc. was chosen as a preferred vendor for Cemen Tech equipment in New England, sales representative Craig Schoen has forged a relationship with Guarino and his team. Burns especially appreciates C.N. Wood's parts availability.

"Not only does C.N. Wood offer us a reliable backup for mechanical needs, but they also resolve some of our warehousing challenges," noted Burns. "We're not in the business to be a warehouse. Craig answers his phone if I need anything, and C.N. Wood's ability to stock a large inventory means we can get parts quickly with minimal downtime."

Moving forward, Guarino wants to focus on customer retention, efficient project management, and strategic partnerships.

"Instead of trying to get new customers, how do we address the ones that we have better?" he pondered. "Can we be more efficient in our processes? We'll take the commercial jobs as they come, but for our pool operations, we want to maximize the services we provide to our existing customers."

As always, Guarino will be committed to customer satisfaction and ultimately yearns for genuine happiness — for himself and his customers.

"I tell people if you have a dime to spend on a swimming pool, I want it," he quipped, emphasizing his determination to cater to every potential client. "I can make you as happy as you can afford to be." ■



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**KOMATSU**  
My Komatsu

## Bob Rosa has created a legacy of commitment and connection with customers

From the very first day he was hired as a sales representative at C.N. Wood Co. Inc. 36 years ago, Bob Rosa exemplified a commitment to putting the customer's needs first.

"I walked into C.N. Wood's store in Malden on a Wednesday afternoon in hopes of becoming an employee," recalled Rosa. "The first thing I saw was a local business owner I knew having a tough time with a finance contract; the C.N. Wood manager working with him asked for my help, so I jumped in to lend a hand. Bob Benard [the founder of C.N. Wood] was in his office and looked up and said to me, 'What are you doing?' I said, 'I'm working for you.' He said, 'When did you start?' I said, '10 minutes ago.' I've been with C.N. Wood since then."

Today, Rosa works out of C.N. Wood's Avon branch and services customers in the southern Massachusetts area. However, his path to becoming a sales representative reads like a movie script. After serving in Vietnam and then earning a degree in civil engineering from Northeastern University, he took a position as a design engineer. Soon after, Rosa realized that job would never be fulfilling, so he answered a random ad in a local paper for a heavy equipment sales representative. On his first day — after he tripped through the mud in a three-piece suit and dress shoes — a customer told him that he would never make it as a salesman, and he should get out. The year was 1977, and luckily, Rosa ignored the advice.

"I love what I do," stated Rosa. "I don't own a golf club, fancy boat or any of that stuff. That's not what matters most to me. C.N. Wood and the relationships I've built have allowed me to create a great life with my wife and raise two great kids, who have given us three grandchildren."

### Lasting connections

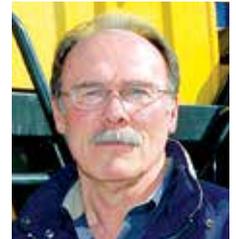
Rosa's longevity in the industry is a testament to his belief that being a sales representative is more about making lasting connections and helping customers out than just making sales.

"You have to have passion about what you do to be in the industry this long," noted Rosa.

"I have several customers that I call on who are on their second, third and even fourth generation of family ownership. It's special to build connections that cross generations, and I appreciate them for allowing me to continue with them."

At the end of the day, Rosa thinks one phrase exemplifies his philosophy on business.

"No matter how big or small the dealer and customer, no matter what the economy is doing, the final deal is made by two people sitting down opposite each other, trusting each other, believing each other, and relying on each other to hold up their end of the bargain," he stated. "That's all there is to it." ■



**Bob Rosa,**  
Sales Representative,  
C.N. Wood



**Bob Rosa (left)** has been a sales representative at C.N. Wood for 36 years. "I love what I do," said Rosa. "It's special to build connections that cross generations."

# The 10th anniversary of IMC confirms that users have saved time, lowered costs with integrated GPS grade control



**Andrew Earing,**  
Director of Tracked  
Products and  
Technical Service,  
Komatsu

In 2013, Komatsu changed the landscape of the construction equipment industry with the introduction of the first Intelligent Machine Control (IMC) dozer that provided fully automatic blade control from rough cut to finish grade. The D61i-23 made an immediate impact, and a decade later, there is plenty of evidence that IMC equipment has cut costs significantly for customers and increased operator efficiency.

“Providing that semi-autonomous functionality in the dozers from the factory was unheard of in the industry,” said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu. “It was revolutionary. The integrated GPS grade control gave operators the ability to move dirt faster and more accurately with fewer stakes and reduced surveying costs. We found that novice operators saw their skill set grow rather quickly when using Intelligent Machine Control, because the semi-autonomous operation is a learning tool that is teaching them proper operation. Experienced operators found that it helped them work more comfortably throughout the day, and we found those operators willing to stay in the workforce a little bit longer because of the more enjoyable experience that the technology provided them.”

### Upgrades

The D61i-23's success set the stage for additional models, as well as IMC excavators that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator doesn't allow it. This reduces wasted time and the need for expensive fill materials.

Liesfeld Contractor, based in Richmond, Va., was the first company to adopt a D61i-23 dozer in 2013. It has since upgraded its fleet multiple times and currently has 10 IMC dozers and three IMC excavators, including some IMC 2.0 models with advanced features that help further increase productivity. The IMC 2.0 dozers have proactive dozing control, which enables even less-experienced operators to cut/strip automatically from existing terrain, as well as lift layer control, tilt steering control, and quick surface creation.

The IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they are more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface.

Komatsu IMC excavators go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface.





**Komatsu's D61i-24 IMC 2.0 dozer is the second generation of the original IMC dozer introduced in 2013. Its features include proactive dozing control, lift layer control, tilt steering control, and quick surface creation.**

"We have come to rely on IMC, as it puts a lot of the information about the job right in front of the operator on the monitor," said Kelby Morgan, Operations Manager at Liesfeld Contractor. "The more we can put on the job site, the better off we are. We can get jobs done with fewer worker hours. We're less reliant on surveying. Everything combined makes us more efficient. I think it gives us an advantage over those who don't use it."

### **Increased efficiency, lower costs**

Wisconsin-based Soper Companies performs earthwork and various other services with a sizable fleet of equipment that includes several Komatsu IMC excavators and dozers.

"We're committed to incorporating technology into our practices — from having our own survey techs who lay out jobs to digital plans to using the latest innovations in grade control — because we see increased efficiency and overall lower costs," said Vice President Ethan Engel. "Our labor expenses are down because we don't need grade checkers, and we're moving material faster and more accurately."

Engel praised the Komatsu PC290LCi-11 IMC 2.0 excavator for its ability to follow complex design plans in foundation and utility digs.

"It's been spot-on, and once you hit target depth on the model that's been uploaded to the excavator, it won't let you dig any deeper," said Engel. "Operators hit final elevation without over-digging, so we are not replacing dirt with expensive backfill. In turn, that reduces trucking, lowers fuel consumption, and helps profitability. We are seeing similar savings with the dozers. Our operators get to grade faster with less material movement."

Frank A. Rogers & Company Inc. (FARCO), a general contractor in Arkansas, saw similar results when an operator used a D39PXi-24 IMC dozer to complete a 52,000-square-foot commercial building that included 4 acres of pads. According to President Taylor Meharg, it saved approximately 10% to 20% on costs compared to a similar project the company did with rental equipment. FARCO has also found that the D39PXi-24 cuts down on surveying time.

"We can do most of our surveying with one piece of equipment," said Meharg. "The level of accuracy you get with IMC is an upgrade over traditional equipment, and I think even the best operators in our company would agree with me that it makes their job easier and helps get the project done faster."

*Continued...*

# 'We view IMC as a time-saving tool'

... continued

Texas-based Baker & Company Construction LLC realized the benefits of IMC when it compared a GPS-integrated dozer to a competitive model with an aftermarket system.

"Komatsu was the clear winner," stated President Brad Baker. "Operation was smooth, and the fact that there are no masts or cables to deal with made it a no-brainer. We now have four IMC dozers that we rely on heavily for stripping to finish grade. Our productivity is higher, and our costs are reduced because those dozers allow us to move material once and more efficiently. Operators know exactly where to place, cut and grade because the plans are in the dozer, and it's automatically doing what's needed in relation to reaching finished elevation. They have cut our mass grading time by roughly 50%."

## Specialty situations

Komatsu IMC technology works in specialty situations as well as traditional earthmoving. ABR Construction Inc., which is headquartered in Nicholasville, Ky., equips its PC360LCi-11 excavators with rock grinders.

"Using a grinder with the IMC technology allows you to achieve grade without over-digging or misalignment because misaligning a rock trench can be a very expensive mistake," explained Project Manager Ben Troxell.

ABR Construction also uses IMC dozers to complete everything from stripping to finish grade. The company gets further versatility by outfitting the dozers with rippers.

"We were constantly replacing stakes, and now, the whole site plan is in the dozer itself," said President Christian Ach. "We have less downtime, so we view IMC as a time-saving tool that makes our operators more functional. Now, they produce eight to 10 hours a day rather than worrying about knocking down stakes."

"I feel as though our overall efficiency has gone up 100% since we aren't wasting time staking, and that also frees up project managers to do other tasks," noted Senior Project Manager Darrin Darnell.

## Continuing to build

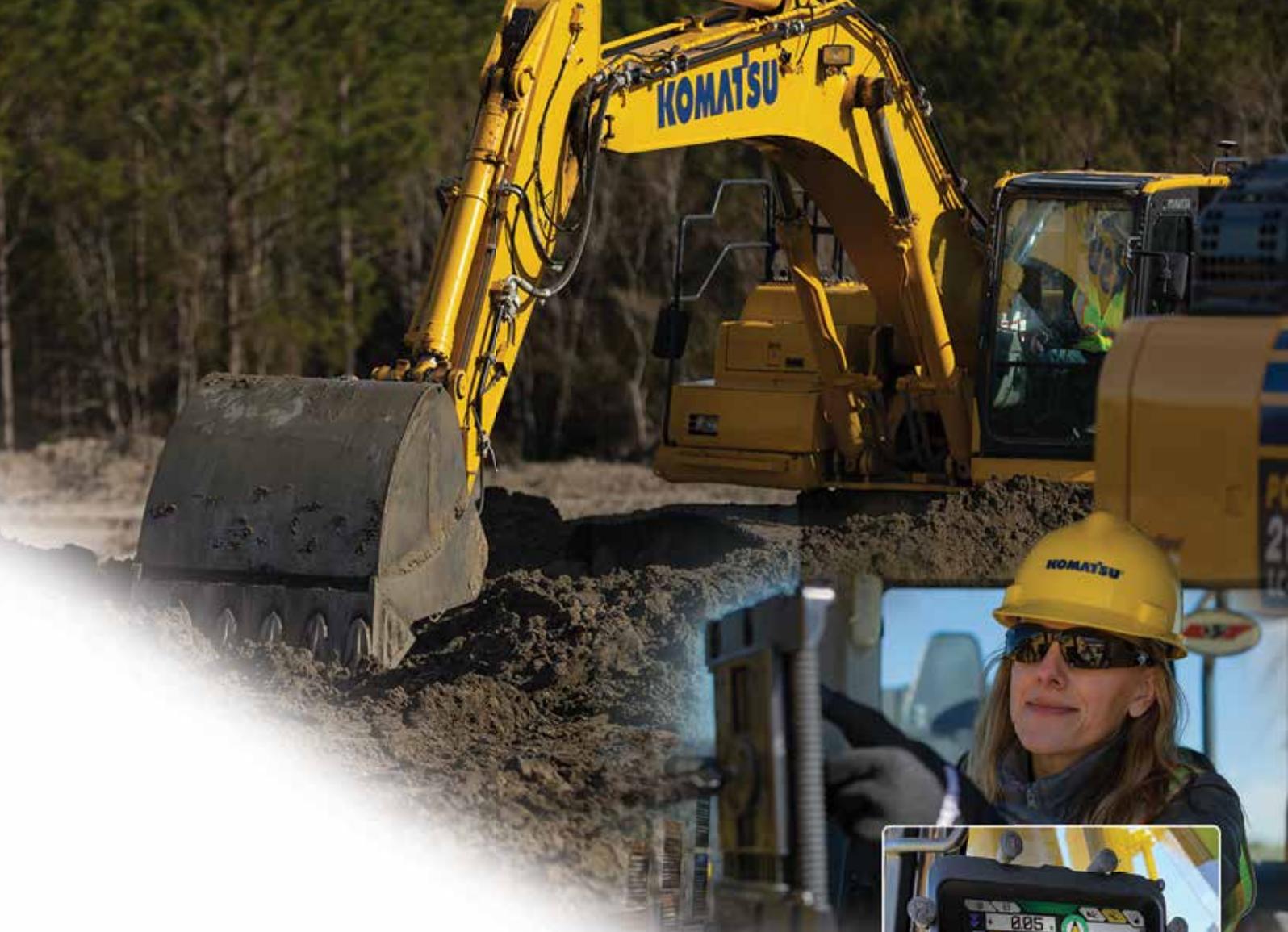
According to Earing, customers across North America — and the world — have seen similar results with IMC equipment.

"The original vision for IMC was to provide a solution that all of our customers can benefit from," said Earing. "We wanted to make this available, scalable and really intuitive enough that everyone can use it, no matter the size of the contractor. Ten years later, we can pointedly say that we believe we achieved that and much more. We're continuing to build on it, and with customer input, we are seeing applications for IMC machines that we hadn't thought of at the beginning." ■

*\*The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

The D71i-24 models are the newest Komatsu IMC 2.0 dozers.





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# Do you know the drill? The importance of preparation and timeliness for reporting construction site injuries

With nearly 6.5 million people on construction sites across the U.S. each day, accidents are likely to occur. In 2020, the U.S. Bureau of Labor Statistics reported 1,008 fatal and 174,000 non-fatal construction injuries. The injuries included falls, structural collapses, electric shocks, failure to use proper protective equipment, and many others. While safety guidelines from the Occupational Safety and Health Administration (OSHA) are put in place, accidents still happen. Are you and your crew prepared for the aftermath? When an injury inevitably occurs, employers must understand their roles as business owners, especially when it comes to the claims process.

Before an injury occurs, employers should educate all team members on workers' compensation injury and illness reporting requirements, outline who an employee should report an incident to, and how that report should be handled.

### How does the workers' compensation claim process work?

When an injury occurs, the injured employee must notify their employer and file a formal workers' compensation claim. The employer is then responsible for giving the employee the appropriate paperwork and guidance, as well as filing the claim with the insurance provider in compliance with state law for reporting workplace injuries. However, it's important to remember that every situation is different. State workers' compensation laws and deadlines vary considerably, so employers should do their research and speak with a trusted advisor when an employee injury occurs at the workplace.

Once reported by the employee, the employer has limited time to submit the paperwork for the employee to receive workers' compensation benefits. The timeline for filing a workers' compensation claim for benefits varies significantly depending on the state and can range from one to three years or more. It's always best to report an incident as soon as possible, as this often reduces the time it takes to close a claim. Both parties should act quickly when workplace injuries occur as the claim can be denied if a state's workers' compensation claim deadline is missed.

### Important steps construction business owners should take when filing a workers' compensation claim

Educating employees on proper reporting processes can help streamline claims if and when injuries occur. When an injury occurs, employers must:

- Ensure the injured employee receives immediate medical care
- Complete an injury/illness report and file it with the organization's workers' compensation carrier — within 24 hours of the injury if possible
- Keep communication open with the workers' compensation carrier and the injured employee
- When appropriate, establish a timeline for returning to work
- Support the injured employee as they transition back into their role within the organization

While not all accidents can be prevented, having a clear plan in place when they occur is essential. Employers must understand their responsibility to employees and their businesses' bottom line when correctly and efficiently filing workers' compensation claims. ■

*Editor's Note: This article is for informational purpose only and not an endorsement of any particular insurance carrier.*

**Accidents happen. Having a clear plan in place when they occur is essential, according to Dimitrius King, Chief Claims Officer for Pie Insurance.**



**Dimitrius King,**  
Chief Claims  
Officer,  
Pie Insurance

*About the Author: As Pie's first chief claims officer, Dimitrius is responsible for leading and implementing the company's claims strategy. Over the past 15 years, Dimitrius has held various strategic and claims leadership roles in both personal lines and commercial lines. His background includes leading in workers' compensation, group benefits, auto, property, and catastrophe claims organizations. To learn more about Dimitrius, construction safety and workers' compensation claims, visit Pie Insurance.*



# Customer feedback helps drive innovation at Komatsu Demo Days 2023 in Georgia



**Michael Gidaspow,**  
Vice President of  
Product Service  
and Solutions,  
Komatsu

Komatsu customers had their first chance to get their hands on the new products that were featured at CONEXPO-CON/AGG at the company's annual Demo Days in Cartersville, Ga.

"We had about 400 customers come through the event with their distributors," said Michael Gidaspow, Vice President of Product Service and Solutions for Komatsu. "There were many Komatsu experts who talked to customers and got their feedback on our equipment and our solutions."

Customers at the event were eager to get in the operator's seat of two new excavators showcased at CONEXPO-CON/AGG: the PC900LC-11 excavator and the PC210LCE electric excavator.

"Those two machines were the stars of the show; they got a lot of feedback and operation," said Gidaspow. "Customers want to know how the PC210LCE electric excavator compares to their traditional excavator, or how the PC900 operates."

The event also featured Intelligent Machine Control (IMC) 2.0 equipment; Smart Construction and Smart Quarry solutions;

Montabert, Lehnhoff and Hensley products; and Komatsu's newest forestry machine: a PC230F-11.

"We want to make sure that Komatsu equipment is fully utilized, and that our customers' entire job sites are as efficient as possible," said Gidaspow. "That is where Komatsu technologies come in, so they can help customers hit their goals. When they come to Cartersville, customers can see what Komatsu does and learn about how our offerings can assist them."

While new machines and technology were a significant draw for the event, some customers noted the overall reliability Komatsu has provided their operations over the years.

"My experience with Komatsu is that the machines are very reliable," commented Kurt Renzland, owner of K.J. Renzland Excavating Inc. "That's why I'm here. My PC400 excavator is over 20 years old, and it has over 20,000 hours with the original motor and hydraulic pumps. For us, that reliability means we can keep working and aren't wasting time repairing machinery or having to deal with expensive repair bills. Even when we went



**Kurt Renzland,**  
Owner,  
K.J. Renzland  
Excavating Inc.



**Thomas Wayson,**  
Operator,  
The Quartz Corp.  
of America



**Bennett Conrad,**  
Operator/  
Fleet Manager/  
Technician,  
Conrad Brothers

At Demo Days, an attendee scoops material with a Komatsu PC900LC-11 excavator equipped with an 8-yard bucket.

▶ VIDEO





A Komatsu instructor guides an operator through the capabilities of a Komatsu PC900LC-11 excavator.

through tough times, I was able to lean on our Komatsu machines and get through."

### Powerful, efficient PC900LC-11

Towering above the other machinery and quickly drawing a crowd at Demo Days was Komatsu's PC900LC-11 excavator equipped with an 8-yard bucket.

"My first thought was that the bucket is monstrous," stated Thomas Wayson, an operator for The Quartz Corp. of America. "It would increase our production by being able to load trucks faster. You probably only need two buckets to fill the rigid frame dump trucks, so you'd be able to speed up the process quickly."

Despite its size, the machine shares similarities with smaller models.

"I like how the cab and controls are the same, so it doesn't matter if you're on a 160 or the 900 because everything's the same inside," said Bennett Conrad, a third-generation operator, fleet manager and technician at Conrad Brothers. "I like the visibility with the cameras and the serviceability. The filters are easy to get to and are in a good spot."

The cohesiveness among models lends itself to faster operator training.

"It was like running a 390, just bigger; there was no change or parasitic drag," said Wayson. "For training, it would be a quick transition from a smaller Komatsu machine to the PC900."

### Testing Komatsu's electric excavator

Demo Days attendees were some of the first customers in North America to get behind the controls of the PC210LCE electric excavator, which will be field tested later this year.

"I currently run a diesel-powered PC210 excavator, and I think that if you were blindfolded, you would not be able to tell the difference between the two," said Wayson. "I expected the electric excavator to be underpowered, but it was not. It exceeded my expectations."

Wayson was also surprised by the comfort of the machine.

"When I was operating, I turned the air conditioner off just to get a feel for the machine and see how quiet it actually is," noted Wayson. "It was astonishingly quiet."



Joel Nicol,  
Vice President,  
Nicol and Sons Inc.



Watch the video

Continued...

# 'The Komatsu motor grader is smooth, quiet and powerful'

... continued

## Hands on with GD655-6, IMC 2.0

Attendees were also quick to note the performance of the Komatsu GD655-6 motor grader.

"I use motor graders for fine grading quarry stone for parking lots," explained Renzland. "The Komatsu motor grader is smooth, quiet and powerful. The controls are super sensitive, and the visibility allows me to sit in my seat while operating. I'm used to standing up and working

large levers, so the operator comfort is better in the Komatsu machine."

Plus, Demo Days gave customers the ability to test Komatsu technology, such as IMC 2.0.

"I ran the D71PXi, which was my first experience with the 2.0 technology," said Joel Nicol, Vice President of Nicol and Sons Inc. "I could not believe the advancements in the mapping system, and an operator doesn't have to interfere with the process, it just pushes."

## Visit Cartersville

Moving forward, Gidaspow encourages customers to visit Komatsu in Georgia and take the opportunity to operate new machinery and technologies.

"Any customers who haven't had a chance to come out, please talk to us, and talk to your distributor," said Gidaspow. "We have customers visit us year-round, and we have equipment here that hasn't yet been released to the market. We encourage feedback from our customers, so we can learn what's working or what we can do to make our equipment and our solutions better for you." ■

*\*The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions.*



An attendee tries out a Komatsu PC210LCE electric excavator, which will be field tested later this year.

Operators move material with Komatsu D71PXi and D51PXi Intelligent Machine Control (IMC) 2.0 dozers, while another operator utilizes a Komatsu GD655-6 motor grader.



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# Komatsu's PC210LCE electric excavator set to enter pilot program this year

After making its North American debut at CONEXPO-CON/AGG 2023, Komatsu's PC210LCE electric excavator is set to enter a test pilot program later this year.

"As we enter this testing phase, we know that there are many questions about this electric machine, and we will be learning alongside our customers to ensure that, ultimately, the excavator can work well for them," said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu.

Komatsu's electric excavator development is part of a larger climate goal for the company.

"We have our own corporate goals of working toward carbon neutrality by 2050," explained Earing. "That may seem like a long time away, but it's not. We are dedicated to striving to meet those goals along with the goals of a lot of our customers — which happen to be very similar."

The PC210LCE is in the 20-ton class and is ideal for operating in urban or indoor environments because it has zero emissions and runs more quietly than combustion-engine excavators.

"With the emissions-free product, it opens up a few doors," noted Earing. "The first is that this machine can work indoors. It's zero emissions, so you don't have to worry about adding on a scrubber or monitoring indoor air quality. You can take it indoors, get to work, and not worry about those factors."

Earing added, "The other big benefit is the operating environment. The additional feedback that we often get is that it's an extremely quiet excavator, especially when you have the cab door shut. This means a more comfortable experience for our operators, and externally, a quieter job site for ground crews."

### Partnership with Proterra

The PC210LCE is powered by lithium-ion battery technology developed by Proterra that can give it up to eight hours of operating time, depending on the application.

"Proterra's been in this industry for over 10 years now," said Earing. "They are known for producing and installing these batteries in 100% electric transit vehicles, primarily buses, and their transit buses can operate 12 to 24 hours a day, seven days a week. These duty cycles meet or exceed what is

expected in the construction industry, so we have confidence in the technology. We're very proud to have them as a partner."

With the Proterra battery, the PC210LCE provides optimal performance.

"The battery system, coupled with a 123-kilowatt, 165-horsepower electric motor as the power plant, is going to deliver the same levels of performance as a conventional PC210LC-11 excavator," remarked Earing.

The electric excavator is also compatible with Komatsu's Smart Construction Retrofit, an affordable guidance kit that gives operators in the field and managers in the office both access to 2D and 3D design and payload data to help drive accuracy, control load volumes, and improve operations. ■



Watch the video



Andrew Earing, Director of Tracked Products and Technical Service for Komatsu, discusses the features of the Komatsu PC210LCE electric excavator with customers at Komatsu Demo Days, which was held in May. "The battery system, coupled with a 123-kilowatt, 165-horsepower electric motor as the power plant, is going to deliver the same levels of performance as a conventional PC210LC-11 excavator," said Earing.

Komatsu's PC210LCE electric excavator will be field tested later this year.

▶ VIDEO



# Bonus depreciation has dropped to 80%; equipment must be purchased, placed into service by midnight Dec. 31

This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to drop by 20% per year until it reaches 0% in 2027.

Bonus depreciation is available for both new and used equipment placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

"The purpose of bonus depreciation is to encourage businesses to invest in new equipment and machinery," said Sean Farrell in the article "A Guide to the Bonus Depreciation Phase-Out 2023" on SharedEconomyCPA.com. "It provides businesses a tax incentive to do so."

With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase, according to Dan Furman, Vice President of Strategy at Crest Capital.

In the article "Goodbye, 100% Bonus Depreciation — Phase-Out Begins in 2023" published by Equipment World, Furman writes, "To qualify, the equipment must be bought and placed into service during the calendar year, so making your bonus depreciation purchase

as early as possible has advantages (avoiding supply-chain issues delaying shipment/etc.). Further, if you were considering a major purchase in 2024 or beyond and planned to use bonus depreciation, perhaps bumping that purchase to 2023 makes sense (80% depreciation this year vs. 60% next, and so on). In addition, finance rates are predicted to keep rising, so if you were planning to finance your purchase, there's another advantage to buying earlier."

### Higher amounts for Section 179

An additional advantage with bonus depreciation is that it has no limit on the amount. It can be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

Section 179 limits the 100% depreciation amount to \$1,160,000 in 2023, an increase of \$80,000 compared to 2022. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$2,890,000, which is up from \$2.7 million. ■

*Editor's Note: This article is for informational purposes only. To learn more about how to take advantage of these tax savings, contact your tax adviser or equipment dealer for more information.*



**You can take 80% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31. The percentage drops to 60% in 2024.**

# USED EQUIPMENT SPECIALS

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Manufacturer/Model	Stock No.	Year	Hours
<b>EXCAVATORS - CRAWLER</b>			
Caterpillar 308 CR	C005126	2021	215
Komatsu PC138USLC-11	C001961	2019	1,439
Komatsu PC88MR-10	C004879	2016	4,165
Caterpillar 307SSR	C006117	1994	5,865
Volvo EC950FL	CE3996	2021	1,550
Doosan DX235 LCR-5	DM1373	2017	5,705

<b>EXCAVATORS - WHEEL</b>			
Komatsu PW170-6	C005585	1999	2,800
Gradall XL4300 V	C002344	2021	460
Gradall XL3300	C004742	2010	5,800
Gradall XL4300	C005131	2007	13,806

<b>WHEEL LOADERS</b>			
Caterpillar 938M	C005586	2015	6,100
Doosan DL480-7	STOC001	2021	2,758

<b>SWEEPERS</b>			
Elgin Pelican NP	E000232	2008	7,633
Elgin Eagle F	E000717	2004	7,786
Elgin Pelican	E000874	2002	N/A
Elgin Pelican	E000092	2001	N/A

<b>LOADER BACKHOES</b>			
Caterpillar 420F IT	C005081	2014	2,287
Deere 710B	C004363	1989	2,775

Manufacturer/Model	Stock No.	Year	Hours
<b>DOZERS</b>			
Komatsu D61PX-24	C004842	2016	3,748
Komatsu D155AXi-8	C010001K	2016	4,695
Deere 700K XLT	C005888	2014	4,750
Caterpillar D6N	C005188	2009	9,307
Deere 700J	C005187	2006	9,398

<b>COMPACTION EQUIPMENT</b>			
Bomag BW161AD-5	C002125	2022	5
Bomag BW190AD-5	C000660	2021	355
Bomag BW161AD-5	C035632	2019	200
Bomag BW145D-5	C035657	2019	235
Bomag BW161AD-5	BO0196	2018	295
Hypac C350D	C005919	2002	6,168

<b>ASPHALT EQUIPMENT</b>			
Bomag BM2200/65	C003022	2022	50
Bomag CR1030W	B00254	2019	340
Wirtgen W600DC	C050058	1998	1,650

<b>OFF-HIGHWAY TRUCKS</b>			
Komatsu HM300-2	MAC001	2011	8,700
Volvo A35D	C005137	2005	29,272

<b>MISCELLANEOUS EQUIPMENT</b>			
Shuttlewagon SWX420	C002833	2022	10
Trackless MT5TD	TR7186	2005	2,305
Vactor 2110	E000621	2004	N/A



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