

# Congratulations to Michael Borzell of Komatsu America!

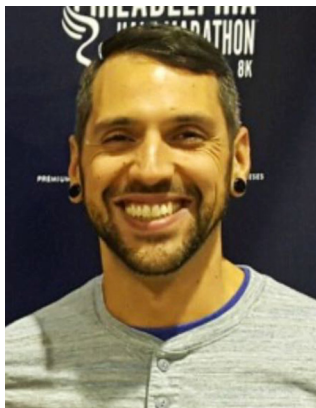


## Winner of the Hensley Top Performer contest for Construction GET conversions for fiscal 2019.

[April 2019 to March 2020]

Operating out of the Wilkes-Barre branch in Pennsylvania, Michael upgraded thirty buckets to the Hensley KMax system in fiscal 2019. He consistently put in 1 to 5 conversions a month and never let a month go by without upgrading at least one customer. More than half of his conversions were done on 30 ton size machines and larger, ones that will surely generate a substantial aftermarket sales volume for his branch and the Komatsu organization. Way to go Michael!

### In his own words...



*“My experience converting customers to Kmax products has been great. Once I explain the initial savings by converting, and the fact that we stock the products in our branch and can easily supply replacements, the product basically sells itself. Most customers are usually impressed with the products performance after using them as well. I intend to put the reward toward a trip in the near future. Once travel restrictions are lifted my girlfriend and I will decide where.”*

For taking the top spot in Hensley’s fiscal 2019 conversion competition Michael was rewarded a \$1K travel voucher as a thank you for his commitment to upgrading customers to the best hammerless GET system on the market.

Thanks to Michael for his commitment promoting Komatsu OEM approved solutions and Hensley’s value-add products!



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