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Midwest Paving, LLC



Doug Denney,
Executive Vice President

Matt Kelley,
President



John Albright,
President

Caldwell Stone Co.

Clay Albright,
Vice President

A Message from Brandeis Machinery



David Coultas



Dear Valued Customer:

We hope your year is off to a good start. Like you, we were pleased to see the end of 2020. With renewed optimism, we look forward to better things in 2021 and beyond. Although there is still a bit of uncertainty in some markets, many experts are forecasting positive results.

There are always questions whenever the term 2.0, 3.0 or any other update is mentioned. Is this new version really an upgrade? Will it improve my operations and make us more productive? When it comes to Komatsu's intelligent Machine Control (iMC), the answer is a resounding, "Yes!" Komatsu was the first to bring integrated GPS grade control to the market, and we are excited to show you how iMC 2.0 dozers and excavators build on the originals. Look inside this issue of your Brandeis Focusing on Solutions magazine to learn more.

The first iMC 2.0 dozers, the D51i-24 and D61i-24, were recently recognized as top products; however, they were not the only Komatsu machines to earn that designation. Several standard and specialty products also made the list. Look for the article that highlights them and how they were designed and manufactured with input from customers like you.

As always, if there's anything we can do for you, please call one of our branch locations.

Sincerely,
Brandeis Machinery & Supply Company



David Coultas
President

**Looking forward to
what's ahead**



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Caldwell Stone Co. provides assortment of aggregate materials from its Kentucky limestone quarry



John Albright,
President



Clay Albright,
Vice President

Since the 1920s, the Danville, Ky., property where Caldwell Stone Co. sits has provided mining resources for Boyle County and neighboring communities. Today, President John Albright and his son, Vice President Clay Albright, oversee daily operations at the quarry, which continues to supply aggregate material for the community and the surrounding area.

"My dad came here to work in the 60s as a quarry manager, and I began as a gopher and handling dispatch in the scale house because I was only 16 and couldn't operate any of the vehicles," recalled John. "Later, I came back to work for the company and learned how to crush and blast rock, fix machines and run the daily operations. I've been here for the better part of 50 years and have seen the operation grow a lot in that time."

Clay followed in his father's footsteps and started working for the company at a young age as well.

"I remember as a kid tagging along with my dad to job sites and getting my own call signal," said Clay. "My granddad was one, Dad was two, and I was two and a half, which I still use today. Eventually, I started working part time for the company while I was in college. When my granddad passed away before my senior year, I decided to work full time for the business and commuted to school twice a week to finish my degree. I

realized I didn't want to be anywhere else after graduating because of the opportunity to continue working with my dad and my passion for what we do."

Today, Caldwell Stone provides limestone ranging from 16-inch boulders to fine aggregates, as well as other common construction resources like sand, half-inch chips, three-quarter-inch clean and two- to four-inch coarse rock.

"We're in the hub of a five-county area that has a lot of development happening," noted Clay. "We're flexible in what we can produce. If a customer needs a large quantity of a specific material in a short time, we're able to provide that."

Caldwell Stone supplies several distinct customers in the region.

"Because we're in a mostly rural area, a large percentage of our customers rely on us for stone to spread on their driveways," said Clay. "We also work closely with ready-mix, block and asphalt plants. In a given year, they can be a significant portion of our sales as well. Our goal is to always take care of the customer first."

Fewer passes

Increased efficiency through upgraded equipment has helped Caldwell Stone expand its operation throughout the years.

"When I started, we had 20 guys working in a quarry half the size of our current operation," explained John. "We now have half as many people in the quarry doing as much, if not more, work than before. That change is due in large part to advancements in technology and more recently through our investment in larger equipment."

In 2020, the firm replaced one of its aging wheel loaders with a Komatsu WA500-8 wheel loader equipped with a 9.8-yard Hensley bucket.

"The WA500 allows us to load our trucks in one less pass than we could with our previous loader," stated Clay. "The machine is comfortable to operate, loads quicker and reduces operator fatigue. Those increases in efficiency allow us to primarily run one loader in the yard instead of two, which is a major cost saving."

An operator uses a Komatsu WA270 wheel loader to empty material in a staging area at Caldwell Stone's limestone operation in Danville, Ky. The quarry utilizes the loader to clean up the yard as well as load landscaping rock and sand.





▶ VIDEO

Bobby Walton, a Caldwell Stone operator, loads two trucks from J Edwards & Son Trucking, which are driven by Jordan Thomas (left) and CJ Howell, using a Komatsu WA500-8 wheel loader at the company's quarry in Danville, Ky. "The WA500 allows us to load our trucks in one less pass than we could with our previous loader," stated Vice President Clay Albright. "The machine is comfortable to operate, loads quicker and reduces operator fatigue. Those increases in efficiency allow us to primarily run one loader in the yard instead of two, which is a major cost saving."

"We mainly use the machine to load out finished product into customer's trucks," continued Clay. "It also loads our articulated and rigid-frame trucks that haul the material to the blacktop, concrete and block plants."

For their landscape and aggregate loading, Caldwell Stone utilizes a Komatsu WA270 wheel loader. When purchasing and maintaining equipment for their quarry, the Albrights work closely with Brandeis Machinery and Sales Rep Alex Rains.

"We have a long history of working with Brandeis to find the right drills, loaders, Komatsu rental equipment and other machines for our operation," said John. "Although the sales reps are younger than me now, they're both knowledgeable about the equipment and possess a desire to make us as efficient as possible. The support we receive from Brandeis made it an easy decision to add the WA500."

"The service department at Brandeis is another reason we decided to add the wheel loader," continued John. "Their technicians help with maintenance whenever it's something our techs aren't trained to do. Anytime we need them, they're here for us."

Clay added, "Brandeis never ignores the little guy. We're only one quarry, but we appreciate that Brandeis still treats us with the same respect as its largest customers."

Looking ahead

With a vast reserve of limestone underneath the quarry, Caldwell Stone is set to provide material well into the future.



(L-R) President John Albright and Vice President Clay Albright work closely with Brandeis Machinery and Sales Rep Alex Rains to select equipment for their business.

"We're open pit now and will continue that way for the foreseeable future," said John. "We've also been working on underground support, which is where the mine is eventually headed. We have a limited amount of acreage available for surface use, and eventually the success of the property will be determined by the ability to transform into an underground limestone mine. However, that's a ways off, and our location only a mile and a half from Main Street in Danville puts us in a great position for success going forward." ■



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Knowledge, dedication and willingness to take risks spur exponential growth for Indiana's Midwest Paving, LLC



Matt Kelley,
President



Doug Denney,
Executive Vice
President

More than 50 years of combined experience in the paving and construction industry provided Matt Kelley and Doug Denney with the knowledge and backing to establish their own company. In 2013, they opened Midwest Paving, LLC in Noblesville, Ind.

"Our history is the proverbial story," recounted Executive Vice President Doug Denney. "Matt and I worked in Indianapolis for an Ohio-based company until it sold its Indiana division in 2012, but neither Matt nor I wanted to relocate because of family commitments. We worked for separate companies throughout the summer and maintained a close friendship. That led to the age-old story of two guys sitting around, having a drink and saying, 'If these other guys can run a business, we can too.'"

Kelley and Denney's belief in themselves paid off. In the last eight years, Midwest Paving has grown exponentially. It employs up to 65 people and covers a territory from Fort Wayne to Bloomington. The company has two divisions – paving and site work.

Its work in the paving division is divided among municipal and state jobs as well as private contracts. For the site work and development

business, Midwest Paving spends 70% of its time on private subdivisions and the rest on municipal projects, such as pipe and sewer repairs.

"Doug and I have a wealth of experience that's given us the knowledge and bonding capacity to establish and quickly grow the business," said Kelley. "We both come from the old-school mind-set that if an opportunity presents itself, we should reach for it and make it happen. We're also willing to take risks and put in the long hours to see the payout."

Phenomenal support

Investing in the right equipment for its site-development division has paid dividends for Midwest Paving. It recently added a Komatsu PC210LC-11 excavator and a D51PXi-24 dozer with integrated intelligent Machine Control GPS technology.

"At first, we were reluctant to invest in GPS technology," recalled Denney. "The roadbuilding business has extremely tight tolerances, which will cost us money if we're off grade and have to redo any work. Once we saw how the Komatsu dozer could save time and money by removing surveying costs while maintaining the accuracy and improving operator efficiency, it was an easy decision.

"Our younger people don't have the same skills as our older operators, but this dozer helps alleviate a lot of the learning curve," continued Denney. "When information is input correctly into the dozer, it's a far more efficient system that is less dependent on outside surveyors and guesswork. The dozer is so user-friendly that our less experienced operators can dig to grade on ponds, pads, slopes and swales."

At the Auburn Meadows residential development, Operator Azaria Biven noted how the machine has improved her efficiency. "Compared to other dozers I've operated, the D51 picks up grade better than any other brand. I don't have to fight with the blade digging down too much when making a big cut. When working in wet conditions, the technology will push up the blade to help prevent the tracks from slipping and ensures I'm not moving a big bulk of mud and slop."

Midwest Paving uses its WIRTGEN W 200 Fi cold milling machine to take on a variety of projects throughout the heart of Indiana. "The mill is reliable, user-friendly and makes quick work of any surface," noted Executive Vice President Doug Denney.

▶ VIDEO





► VIDEO

Operator Azaria Bivens moves dirt at the Auburn Meadows development near Indianapolis, Ind. "Compared to other dozers I've operated, the D51 picks up grade better than any other brand," shared Bivens. "When I'm working in wet conditions, the technology will push up the blade to help prevent the tracks from slipping and ensures I'm not moving a big bulk of mud and slop."



For its paving division, Midwest Paving prefers WIRTGEN GROUP equipment.

"Our previous employer was the largest WIRTGEN owner in the country at one time," shared Kelley. "When we started Midwest Paving, we didn't have much room for error and knew WIRTGEN would be there to support us."

The firm operates a range of WIRTGEN GROUP equipment, including a WIRTGEN W 200 Fi cold milling machine. "The mill is reliable, user-friendly and makes quick work of any surface," noted Denney. "There might be some competitors to the WIRTGEN mill, but there's no equal."

For Kelley and Denney, the support behind the machine is equally important. They work closely with Brandeis Machinery and Sales Rep Jacob Hopper to service equipment and find the right machines.

"What's important as business owners and also to our mechanics and our paving crews, is the support we receive after adding a new machine to our fleet," said Denney. "Both Jacob and the service department at Brandeis are available whenever we have a question and go out of their way to help us maximize uptime."

Becoming turnkey

Taking on new opportunity and a willingness to take risks has propelled Midwest Paving to



According to Executive Vice President Doug Denney, investing in the right equipment for its site-development division has paid dividends for Midwest Paving. "We use the Komatsu PC210-11 excavator while working on water, storm and shallow sewer lines," he notes.

where it is today. Looking ahead, the company plans to continue adding to its capabilities and deliver first cut to final grade operations for site development projects.

"We're starting to look at bigger equipment and potentially venturing into the site work side of INDOT work as well," added Kelley. "As we go that route, we'll also need some nimbler machines to reach more confined spaces. There's a lot of opportunity, and we plan to continue growing as projects become available." ■



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Dawn Mallard / D.Grimm, Inc. / Conroe, TX

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Construction industry forecasters predict rise in overall starts led by single-family housing, non-building segments

Uncertain? Cautiously optimist? Upbeat? Construction forecasters are making their best predictions with most seeing positive territory for overall starts in 2021 as well as significant gains for certain market segments.

Dodge Data & Analytics (Dodge) looks the most bullish, forecasting an overall 4% increase in starts. The Portland Cement Association (PCA) predicts a 0.6% rise. On the flip side, FMI Corp. estimates an 8.7% decline.

The Northeast region of the country will be the most robust, according to Dodge. Its forecast sees a 14% jump in 2021, followed by the South Atlantic at plus 5% and the South Central at 4%. It believes the Midwest will be flat, while the West will fall 3%.

The industry is coming off a rough year in 2020, particularly the first half when COVID-19 caused a deep drop in construction starts, according to Dodge Chief Economist Richard Branch in a press release announcing the organization's outlook. He said to expect bumps along the way.

"While the recovery is underway, the road to full recovery will be long and fraught with potential potholes," said Branch.

Low rates spur home building, ownership

Single-family housing was one bright market segment last year, increasing by 4% compared to 2019. It also seems to be one area of broad agreement among forecasters. Dodge's outlook has it rising another 7% to \$254 billion, which would be its highest since 2007.

The National Association of Home Builders (NAHB) appears to concur, forecasting a 3% increase this year, followed by 2% more in 2022. PCA sees a 4% rise in total residential building.

"Overall, homebuilder confidence is at a data series high, as sales have outpaced construction," said Robert Dietz, Senior Vice President and Chief Economist at NAHB in a recent *Engineering News-Record* article. "Housing demand is driven by historically low interest rates, demographic tailwinds and a desire for more space, which, in turn, is leading to construction gains in lower-density markets."

Continued . . .

Construction industry forecasters agree that single-family housing will remain strong in 2021 spurred by low mortgage rates. Dodge Data & Analytics sees it increasing by 7% to \$254 billion, which would be its highest since 2007.



Homebuilder confidence is high

... continued

There are opposite indications for multifamily housing starts. Dodge has a positive outlook at plus 7%. However, FMI, which sees a decline for 2021 in single-family, also predicts a 16.7% decrease in multi-family homes, and NAHB sees a 15% drop.

Anirban Basu, Chief Economist of the Associated Builders and Contractors (ABC), wrote in a December 2020 online article for *Construction Executive* that single-family housing has been and will continue to be a bright spot. Similar to others, he sees the ongoing decline in multi-family extending into 2021.

“Among the most buoyant segments at present is owner-occupied housing,” said Basu. “With more and more Millennials coming of age, coupled with the high rate of people looking to social distance, take advantage of low mortgage rates and acquire enough space for a home office, housing demand has raced even higher during the pandemic. But that surging demand has crashed into a dearth of available, unsold inventory, resulting in rapidly rising home prices and the highest homebuilder confidence on record.”

Contradictory indications for non-residential, transportation

Conflicting outlooks are also evident in the non-residential sector, which includes offices, lodging and commercial properties, as well as warehouses, educational, healthcare and other institutional buildings. FMI, PCA and the American Institute of Architects (AIA) all see relatively sizable declines, while Dodge

expects a 3% overall increase with the warehouse, healthcare and office buildings segments all up more than 5%.

Dodge’s optimism also remains for overall non-building construction with a 7% forecast gain. That market includes highways and bridges, environmental, public works and electric utilities. It believes the latter category will be especially robust with a 35% increase after falling more than 40% in 2020. Dodge indicated that several natural gas export facilities and a large number of wind farms are expected to break ground this year.

It projects a slight increase for highways and bridges. The American Road & Transportation Builders Association (ARTBA) sees it differently. It estimates that highway construction will fall 4.4% with a decline of almost 2% for bridges. FMI and PCA predict negatives as well.

These sectors could be affected by additional infrastructure funding. The most recent highway bill was set to expire in September 2020; however, Congress provided an additional year of funding as part of a short-term continuing resolution. Biden administration transportation advisor John D. Porcari said it is likely to seek an increase for core federal programs, as well as others such as BUILD grants awarded by the Department of Transportation.

“I think you need to kind of flood the zone with more (dollars) on the formula side, more on the competitive-grant side,” said Porcari during an annual meeting of the American Association of State Highway and Transportation Officials. ■

The picture is unclear when it comes to transportation spending, including roads and bridges. Dodge Data & Analytics sees a slight increase. The American Road & Transportation Builders Association, FMI Corp. and the Portland Cement Association predict negatives.



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Marv Selge / Selge Construction, Inc. / Niles, MI

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Bramco service apprenticeship program earns AED Foundation recognition for heavy equipment industry

Bramco, Inc., parent company of Brandeis Machinery & Supply Co. and Power Equipment Co., recently became the first Associated Equipment Distributors (AED) dealer members to earn recognition from the AED Foundation (AEDF) and pursuant to Department of Labor standards as an Industry Recognized Apprenticeship Program (IRAP).

Last fall, the Department of Labor named AEDF as a Standards Recognized Entity for the heavy equipment industry. The IRAP designation allows technicians who complete their apprenticeship through the Bramco program to also become Certified AEDF Technicians. This distinction demonstrates that technicians have received optimal education that meets the industry standard.

"The program has allowed us to build our service capabilities and keep our customers' goals front of mind," said Brandeis Vice President Product Support and Operations Keith Harlan. "As an IRAP, we are able to keep building on our apprentices' training and

career development. We know that continued investment in our apprenticeship program sets us apart from other dealers."

Hands on plus classroom learning

Bramco, Inc. founded its apprenticeship program in 2015. New classes start every nine months, and are conducted over 24 months through a combination of on-the-job and classroom instruction. Dedicated instructors center the curriculum around the apprentices, ensuring that students who successfully complete the program gain the knowledge that will enable them to effectively help Brandeis customers.

"The apprentice program keeps our focus precisely where it should be, on our customers," said Brandeis President David Coultas. "In this industry, there is a shortage of qualified technicians. This program allows us to develop knowledgeable technicians, who are the foundation of our customer service commitment. We are honored to be the first IRAP recognized by the AEDF." ■



Representatives from Bramco and Associated Equipment Distributors (AED) gather to commemorate the Bramco apprenticeship program's achievement as the first AED Foundation (AEDF) dealer member Industry Recognized Apprenticeship Program. "In this industry, there is a shortage of qualified technicians. This program allows us to develop knowledgeable technicians, who are the foundation of our customer service commitment. We are honored to be the first IRAP recognized by the AEDF."



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Brandeis demo days serves as opportunity for customers to test newest Komatsu equipment and technology

Brandeis Machinery & Supply Co. hosted a demo days event for customers and operators at its Indianapolis, Ind., branch. Attendees were invited to operate a wide range of Komatsu machines and ask Brandeis representatives questions about the equipment.

"We created this site in March and recently had an opportunity to host a demo days event where customers could stop by to check out the intelligent Machine Control (iMC) equipment and other machines on our property," said Vice President Regional Sales Corey Wall. "It's a great way to let operators try different machines. Here they can relax, get on the machines and dig in the dirt."

The event showcased several of Komatsu's iMC dozers and excavators with integrated GPS technology, including PC290LCi-11 and PC360LCi-11 excavators along with D51PXi-24 and D61PXi-24 dozers.

First-hand experience with new tech

"We're always talking with our customers about new technology and ways they can implement it into their job sites," said Wall. "For the event, we created a model that customers could use to test the full extent

of the machines' capabilities. In just 30-40 minutes, customers can try all of the machines in various applications to see how they could impact their jobs."

"We appreciate everyone who took time to come to the event," continued Wall. "We look forward to hosting another demo days soon and hope to see you there." ■



Corey Wall,
Vice President
Regional Sales



(L-R) Brandeis Sales Rep Jason Smith, The Snider Group Vice President Mike Snider, Komatsu Business Director, East Region Tracey Drechsel, Komatsu America Regional Sales Manager Todd Daugherty and Brandeis Vice President Regional Sales Corey Wall.



► VIDEO

A wide range of Komatsu equipment was set up for customers to operate as part of a demo days event at the Indianapolis, Ind., branch.



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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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Next-generation Excavator

New iMC 2.0 excavator delivers greater accuracy, comfort and versatility for increased productivity

What if you could dig basements, footings or utility trenches without worrying about overexcavating? How about using the same machine to accurately excavate slopes and finish grade ponds with limited movement? What if you could do it all with little or no need for a finish dozer, stakes or surveying?

According to Komatsu Senior Product Manager Andrew Earing, Komatsu's new intelligent Machine Control (iMC) 2.0 PC210LCi-11 excavator with integrated GPS lets you do all of those tasks and more. Earing noted that testing showed the latest-generation machine improves production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

"The new iMC 2.0 PC210LCi-11 has added additional satellite systems improving satellite coverage and ability to work in more challenging areas such as near woods or on urban job sites," said Earing.

Bucket angle hold, new monitor

With iMC 2.0 comes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation.

"It's less fatiguing for operators, which makes them more productive throughout a shift," said Earing. "It also produces a better finish-grade surface, so there are multiple benefits."

Additional new features include a smaller, slimmer 10.4-inch monitor with more memory and faster processing speed. It has pinch-to-zoom and swipe functionality similar to a smartphone or tablet.

"Customers told us they wanted a more streamlined monitor," said Earing. "This is intuitive and easier to use, so there's decreased downtime navigating through it and more time producing."

Options up versatility

Earing added that users can boost efficiency further with optional features such as automatic tilt bucket control. Using an add-on inertial measuring unit, it allows machine control to manage the angle movement of a tilt bucket to dig and grade surfaces that are not perpendicular to the machine. Users provide their choice of bucket.

Continued . . .



Andrew Earing,
Komatsu Senior
Product Manager

A new feature of the latest-generation PC210LCi-11 intelligent Machine Control 2.0 excavator includes bucket angle hold. When activated, it automatically holds the bucket to the design surface during arm-in operation. "It's less fatiguing for operators, which makes them more productive throughout a shift," said Komatsu Senior Product Manager Andrew Earing. "It also produces a better finish-grade surface, so there are multiple benefits."



'Useful on projects with varying contours'

... continued

"While excavating a deep trench, you can slope the sides back without moving the excavator," explained Earing. "It's also useful on projects with varying contours, such as swales and ponds. Operators can sit in a fixed position and shape those transitions. Less movement saves time and wear and tear on the machine and the operator. We believe most contractors will want to take advantage of this.

"Another feature is optional pressure and flow control for plus-one piping," he continued. "This lets you fine-tune hydraulic pressure and flow on attachments such as hammers, vibratory compactors, processors and more for improved control and versatility."

Semi-automatic functions

The iMC 2.0 PC210LCi-11 maintains the main functions of the first-generation iMC excavators, including the ability to switch from manual to semi-automatic modes.

Among a host of standout features is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation 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 won't allow it. This reduces wasted time and the need for expensive fill materials.

Productivity and efficiency features include:

- In semi-automatic mode the boom adjusts the bucket height to trace the target surface and minimizes the chance of digging too deep.
- Auto stop control halts the working equipment when the bucket edge reaches the design surface to reduce design surface damage.
- Minimum distance control regulates the bucket by automatically selecting the point on the bucket closest to the target surface.
- The facing angle compass shows the operator the facing angle in relation to the target surface, allowing the bucket edge to be accurately positioned square to the target surface.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to contact their distributor and test one for themselves." ■

The new intelligent Machine Control (iMC) 2.0 PC210LCi-11 maintains the semi-automatic features of the first-generation iMC excavators, including auto stop control, minimum distance control and a facing angle compass to limit overexcavation.





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Redesigned Takeuchi compact track loader features new automotive-style cab

For contractors looking to add a do-it-all track loader that can deliver impressive results on any job site, the new Takeuchi TL8R-2 compact track loader checks that box and then some. The newly revamped 9,185-pound TL8R-2 provides superior power, strength and maneuverability in addition to a radial lift design that delivers a tipping load of 6,041 pounds.

“Takeuchi is excited to release the completely redesigned TL8R-2,” said Keith Kramlich, National Product and Training Manager. “Takeuchi prides itself on a continuing tradition of innovation and advancing technology, and the TL8R-2 is a perfect example of that. Operators will feel more strength, performance, maneuverability, versatility and efficiency in this machine, increasing their profits.”

The track loader is equipped with a Tier 4 Final, 74.3-horsepower turbocharged engine. The diesel oxidation catalyst and diesel particulate filter minimize emissions for a clean and efficient operation.

The TL8R-2 also features individualized operation modes, including Creep Mode for models equipped with high-flow auxiliary hydraulics. Creep Mode enables operators to precisely match the forward speed of the machine to a particular attachment without the need to constantly adjust the travel lever. It's ideal when using attachments that require a consistent, repeatable travel speed, such as during milling and trenching.

Designed for operators

While technology and on-site performance have been enhanced, Takeuchi took steps to help improve operator performance as well.

The automotive-style cab boasts a 5.7-inch multi-informational color display with a rearview camera and a sealed rocker switch bank. The design helps boost performance and functionality by providing a wider range of information to the operator.

Also standard on the TL8R-2 are the low-effort pilot controls and proportional auxiliary switch that give the operator the precision needed to work more efficiently in a comfortable, fatigue-free environment.

The TL8R-2 offers a pressurized cab equipped with a roll-up door, air conditioning, heat, defrost, front wiper and an optional AM/FM/Bluetooth radio. ■

Quick Specs for the Takeuchi TL8R-2 Compact Track Loader

| Model | Weight | Horsepower | Tipping Load | Bucket Width |
|--------|----------|------------|--------------|--------------|
| TL8R-2 | 9,185 lb | 74.3 hp | 6,041 lb | 5 ft, 6 in |

Takeuchi's newly-redesigned TL8R-2 compact track loader features a Tier 4 Final, 74.3-horsepower turbocharged engine and a full complement of operational upgrades.



Six machines named to magazine's list of best products deliver improvements driven by in-the-field customer conversations

What do new intelligent dozers, two excavators of vastly different sizes, a specialty pipelayer and two mid-to-large-size wheel loaders have in common? For one, they were named among the Top 100 products by *Construction Equipment* magazine. More importantly, they were built with new efficiency and production features driven by customer input.

Among the prominent machines on the list are intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers with integrated GPS technology that is proven to boost production by as much as 60%. They feature proactive dozing control that lets operators cut and strip like an experienced operator from first pass to last. (See related article on page 23 for additional features).

Large, small excavators

Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new PC130-11, according to Andrew Earing, Komatsu Senior Product Manager.

"Mobility is a real asset with the PC130-11," said Earing of the 28,660-pound excavator

that digs more than 17 feet deep. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next site. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

He added that the PC130-11 is built with steel castings in the boom foot, boom nose and arm tip for exceptional durability. It is available with plus-one piping as an option, so you can run attachments for a wide range of applications and potentially boost profits.

The much larger 200-ton class PC2000-11 mining excavator is built for high-volume digging and can move up to 17.9 cubic yards of material in a single scoop.

"Customers told us they want better multifunction performance and productivity than the previous model and the competition," said Joe Sollitt, Komatsu Senior Product Manager, Mining Support Equipment. "With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift."

Sollitt emphasized that Komatsu designed the 1,046-horsepower excavator for greater reliability and durability with thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and it has larger diameter carrier rollers for extended service life. He added that a ground-level service center is standard, and the power module that service personnel grew to love was maintained.

Loaders prove more productive

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and non-residential applications. Feedback received in the field guided improvements, which made it 30% more fuel efficient than its predecessor, leading to savings that can potentially make you more competitive and profitable.



Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new 28,660-pound PC130-11.

Continued . . .

New iMC 2.0 dozers increase production up to 60% with the ability to use automatics from grass-to-grade



Intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers feature patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. The dozers also have improved automation with patent-pending lift layer control, tilt steering control and quick surface creation.

Jon Jennings,
Komatsu Product Marketing Manager

When experienced operators retire, they take with them their knowledge about how to move dirt as productively and efficiently as possible. That could potentially slow down your operations. What if it could be faster for your new or less-experienced operators to become as productive as those who left? It's possible.

One of the key attributes of Komatsu's new intelligent Machine Control (iMC) 2.0 dozers is patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. This technology increased production by as much as 60% compared to the first-generation dozers, according to Komatsu Product Marketing Manager Jon Jennings.

"The ability to use automatics from first pass to last, instead of just during the finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive dozing control logic decides the appropriate action, such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

The system provides the real-time position of the dozers to the job site to create a highly accurate elevation for it to drive the blade to the precise grade needed. During operation, the dozers measure the terrain as they track and use the track-level data to plan the next pass.

New automation, satellite systems

Improved automation is also part of iMC 2.0, including patent-pending lift layer control, which automatically spreads

fill from existing terrain with the press of a button. Much like proactive dozing control, this feature tracks the terrain and uses the data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Additional automation features include tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80%. Quick surface creation produces a temporary design surface with one press of a button without the need for a complex 3D model.

Other upgrades include a second GPS antenna, which Jennings noted will aid in side-slope work. The new machines also gain access to three additional satellite systems.

"The biggest advantage is greater overall accuracy," he said. "More satellite systems increase production through the ability to use GPS in places where it may have been a big challenge before, such as at the edge of a wooded area or close to buildings on an urban project."

In addition to the new D51i-24 and D61i-24 models recently touted by *Construction Equipment* magazine as top products, the D39i-24 and the highly anticipated D71i-24 that was introduced last year at CONEXPO will soon be available.

"We had numerous orders for these machines before they were available because customers realized how much the new dozers will increase their production," said Jennings. "We encourage anyone looking for the same in their business to contact their distributor for a demo, more information or to add one to their fleet." ■

New features improve cycle time

... continued

The WA475-10 has 18% greater horsepower but achieves increased fuel efficiency with its Komatsu hydraulic mechanical transmission. Contributing to better economy and productivity is the independent work equipment control that simplifies operation by separating the accelerator pedal from the speed of the work equipment.

To further boost productivity, the boom lift force was bolstered by 20% and breakout force increased by 8%. A new bucket design improves pile penetration and better retains material in load-and-carry applications.

“Additional conversations with equipment users also led to an improved operating environment that includes an updated cab with floor-to-ceiling glass, ergonomically designed switch layouts and a fully adjustable five-axis console for enhanced operator comfort,” noted Bruce Boebel, Komatsu Senior Product Manager.

The WA800-8 wheel loader also has a new bucket shape that incorporates an increased radius and floor inclination to make it easier to fill and retain material. The spill guard

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and non-residential applications. It's 30% more fuel efficient, has 18% greater horsepower, 20% more boom lift force and a breakout force increase of 8% compared to its predecessor model.



The new D155CX-8 pipelayer has an oval design nine-roller track that features 12 feet, 10 inches of track on ground for stability. With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It offers a K170 pipelayer package with a standard 24-foot boom length.



was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires. In larger quarry, aggregate and mining applications, the 254,700-pound machine is an ideal match for 60- to 100-ton trucks.

The loader features key new automatic and semi-automatic systems that assist operators and contribute to productivity and efficiency. The three features can be used together or separately to automate the work phases when V-cycle loading, including automatic dig to optimize bucket load, actuating the bucket and lifting operations by sensing the pressure applied to the work equipment.

A semi-automatic approach raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.

Semi-automatic dump raises the lift arms automatically and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saving fuel with auto deceleration,” said Komatsu Product Marketing Manager Robert Hussey.

New pipelayer designed for exceptional stability

Komatsu worked closely with pipeline companies to develop its new D155CX-8 pipelayer that has an oval design nine-roller track with 12 feet, 10 inches of track on ground for stability. It also features 32-inch track shoes.

Heavy final drive components are close to the ground, which lowers the center of gravity. The rollers are fixed suspension and don't oscillate like a dozer for greater ground contact.

With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It has a K170 pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

“It's essential that we get feedback from the contractors who will ultimately use a pipelayer like our new D155CX-8,” said Chuck Murawski, Product Manager, Dozers. “One item they recommended was a larger steering motor, so we incorporated one into the machine to give it better displacement and more torque.” ■

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Tracey Drechsel says new structure delivers better service as regional teams work together to be your one point of contact

QUESTION: Komatsu has made some structural changes with personnel taking on new roles, including those of regional business directors. What's the customer benefit?

ANSWER: As always, our focus is on helping customers find solutions by utilizing our dealer network, products, technology and, most importantly, our people who care at all levels. Speed to market and technical resolution is something we really focused on improving with this new structure. We empowered our people to make more decisions in the field to improve our response times to customers and distributors.

With this new concept, all business units within a region – parts, sales, finance, warranty, etc. – are now part of the same channel, whereas before it was more individualized. We've created small, focused regional teams with diverse skills to address the entire life cycle of customer needs. We are packaging our solutions as "Komatsu" and are aligned to act in the best interest of the customer.

QUESTION: How are members of each regional team working together?

ANSWER: Internally, we are leveraging each other's skill sets in more proactive ways to add value to our individual knowledge base as well as to our customer interactions. In the past, our collaboration had a tendency to be more reactive.

Now, we're meeting and talking on a consistent basis about what's happening within our region. Individuals and groups can bounce ideas off of each other; and we can discuss best practices in customer satisfaction as we share success stories and customer feedback.

Ultimately, it's a great opportunity to better serve our markets and moves us toward our goal of creating one point of contact that our customer value chain can trust and rely on.

Continued . . .



Tracey Drechsel,
Komatsu Business Director,
East Region

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Tracey Drechsel's career with Komatsu began right out of college. The 1998 Austin Peay State University graduate started with Komatsu Financial and held various roles in operations, sales and marketing. She spent six years as the Finance Sales Manager, working at Komatsu's Newberry, S.C., plant before returning to the Chicago area. Along the way, she earned a master's degree from North Central College.

"As a kid, I never thought construction equipment would be my life. I wanted to be a marine biologist and swim with dolphins," shared Drechsel. "The gig with Flipper didn't work out, so here I am helping people dig holes and push dirt.

"The best part of the industry, and personally, the most rewarding, is the human interaction," she added. "I get to meet people from different backgrounds and find ways to make a difference in their lives. I have been very fortunate to wake up every day for 22 years and enjoy who I work for and who I work with; and I don't take that for granted."

In 2017, Drechsel was promoted to Director/Sales Marketing for the North Region of Komatsu's construction equipment division. In late 2020, she was named Business Director, East Region, which includes states from Michigan to Maine and down to Florida.

A two-sport athlete in college, basketball and softball, she enjoys staying active today. Drechsel likes to run, workout, boat, walk her dogs and travel. She also may be the only person in Chicago who cheers for both the Cubs and White Sox and dislikes deep-dish pizza.

Pandemic advances use of digital solutions

... continued



The use of Smart Construction solutions and My Komatsu for fleet management increased during the past year. "COVID-19 accelerated the acknowledgment and need for digital solutions in our industry," said Tracey Drechsel, Komatsu Business Director, East Region. "The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track."

QUESTION: Last year was certainly different from many perspectives. How did events affect the construction markets and what do you see looking forward?

ANSWER: COVID-19 accelerated the acknowledgment and need for digital solutions in our industry. The pandemic provided a real-life example of the role technologies, such as online meetings and Smart Construction (the digital transformation of the job site), can play in keeping customers' businesses and projects on track. Those customers who were hesitant or skeptical about adopting GPS systems, intelligent machines and Smart Construction, now see the value in investing in those solutions.

Many are also utilizing our fleet management site, My Komatsu, more often. It enables them to remotely track production, idle time, fuel usage and other data with a tablet, smartphone or desktop computer. It allows them to reference manuals for their fleet, find the needed parts and purchase them quickly and easily. Again, it's actionable information they get without the need to be present at the job site. The complimentary service can save time and improve practices. ■

Komatsu's focus is on helping customers find solutions by utilizing its dealer network, products, technology and, most importantly, its people who care at all levels said Tracey Drechsel, Komatsu Business Director, East Region.



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2020 Komatsu WA200-8, S/N 86320, 540 hrs.



2019 Komatsu D61PXi-24, S/N B60248, 4,793 hrs.

| Year/Make/Model | S/N | Description | Hours |
|---------------------------|----------|--|-------|
| Asphalt Paver | | | |
| 2019 LeeBoy 8500D | 239403 | High deck, 8'-15' electric screed | 466 |
| Compaction | | | |
| 2019 HAMM HD12 VV | H2301814 | Folding ROPS | 287 |
| Rigid Truck | | | |
| 2015 Komatsu HD465-7E0 | 11404 | Tailgate | 5,200 |
| Dozers | | | |
| 2017 Komatsu D39PX-24 | 95482 | Cab, AC, 27.5" grousers, 128" PAT blade | 2,156 |
| 2019 Komatsu D51PXi-24 | B20660 | Cab, AC, 28" grousers, PAT blade, 915 radio draw bar | 1,521 |
| 2019 Komatsu D51PXi-24 | B20583 | Cab, AC, 28" grousers, PAT blade, UHF radio | 1,332 |
| 2017 Komatsu D61PXi-24 | B60248 | Cab, AC, 152" PAT blade | 4,793 |
| 2019 Komatsu D61PXi-24 | B60827 | Cab, AC, 34" sg, draw bar, UHF radio | 1,511 |
| 2019 Komatsu D61PXi-24 | B60937 | Cab, AC, 34" sg, draw bar, pat site link mc-r3 radio | 1,731 |
| 2017 Komatsu D61EXi-24 | B60242 | Cab, AC, 24" sg, PAT blade, draw bar, UHF | 4,867 |
| Excavators | | | |
| 2015 Komatsu PC138USLC-10 | 42276 | Cab, AC, powerlatch coupler, 36' bucket | 4,159 |
| 2016 Komatsu PC170LC-10 | 30718 | Cab, AC, 42" bucket, 28" grousers | 1,230 |
| 2017 Komatsu PC210LCi-10 | 452694 | Cab, AC, 31.5" TG, 9'7" arm, UHF, JRB power latch coupler, no bucket | 2,162 |
| 2017 Komatsu PC210LC-11 | A12367 | Cab, AC, Geith manual coupler, jaw bucket | 2,152 |
| 2018 Komatsu PC210LC-11 | C80290 | Cab, AC, hydraulic coupler, manual thumb, Hensley bucket | 3,239 |
| 2018 Komatsu PC240LC-11 | 95312 | 4PE11B hydraulics, 10' arm, bucket | 1,865 |
| 2018 Komatsu PC290LC11 | A27752 | Cab, AC, 31.5" grousers, 10'6" arm, aux hydraulics, coupler | 2,301 |
| 2016 Komatsu PC290LC11 | A27208 | Cab, AC, 31.5" TG, 10'6" arm, 56" bucket | 2,195 |
| 2018 Komatsu PC360LC-11 | A36567 | Cab, AC, bucket | 1,157 |
| 2019 Komatsu PC360LC11 | A37321 | Cab, AC, 33.5 TG tracks, aux hydraulics, 10'5" arm | 1,130 |
| 2019 Komatsu PC360LC11 | A37359 | Cab, AC, 33.5 TG, aux hydraulics, 10'5" stick, 42" bucket | 734 |
| Wheel Loaders | | | |
| 2019 Komatsu WA200-8 | 85596 | Cab, AC, coupler, bucket, two-spool valve | 350 |
| 2019 Komatsu WA200-8 | 85599 | Cab, AC, coupler, bucket, two-spool valve | 400 |
| 2020 Komatsu WA200-8 | 86320 | Cab, AC, quick coupler, forks, bucket | 540 |
| 2018 Komatsu WA200-8 | 85058 | Cab, AC, coupler, bucket, third-spool, lsd, full fenders | 825 |
| 2018 Komatsu WA270-8 | 83636 | Cab, AC, coupler, bucket, forks, third-spool | 2,384 |
| 2019 Komatsu WA270-8 | 83942 | Cab, AC, coupler, bucket, third-spool, LSD | 102 |
| 2019 Komatsu WA270-8 | A28544 | Cab, AC, coupler, bucket, two-spool | 163 |
| 2019 Komatsu WA270-8 | A28555 | Cab, AC, coupler, bucket, third-spool | 110 |
| 2018 Komatsu WA320-8 | 85442 | Cab, AC, coupler, third-spool, 60" forks | 2,343 |
| 2017 Komatsu WA320-8 | A38060 | Cab, AC, coupler, bucket, two-spool | 388 |
| 2017 Komatsu WA380-8 | A74467 | Cab, AC, coupler, bucket, forks, third-spool | 4,024 |
| Milling Machines | | | |
| 2014 WIRTGEN W150i | 6130101 | Hydraulic folding conveyor, FCS system | 4,171 |
| 2014 WIRTGEN 210i | 15200166 | Hydraulic folding conveyor | 7,794 |

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