



**focusing on**

**KOMATSU**

# Solutions



A publication for and about Brandeis Machinery & Supply Company customers • [www.BrandeisSolutions.com](http://www.BrandeisSolutions.com)

## Charbon Contracting LLC

Contractor provides full milling services in four states



Brett Kik,  
president

## David Price Excavating Inc.

Indiana firm completes a wide range of projects



Glen Price,  
owner



Cole Price,  
laborer

## A Message from Brandeis Machinery & Supply Company



David Coultas

**Technology is  
transforming  
the construction  
industry**



Dear Valued Customer:

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to train new operators on how to move dirt before they ever actually sit in a machine? There are now advanced training tools such as simulators that allow new employees to gain experience in a safe environment. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. You can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

While technology is relatively new in the construction industry, sustainability is not. Construction has been a leader in recycling and reusing materials, as well as diverting them away from landfills. That is great for the planet, but did you know those practices are potentially profitable, too? Discover how focusing on sustainable practices can benefit your bottom line.

Plus, after enduring the hottest summer on record last year, protecting workers from the heat should be a top priority. We offer some tips to help you get prepared for the hot summer days ahead.

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

Sincerely,  
Brandeis Machinery & Supply Company



David Coultas,  
President



## In this issue

### David Price Excavating Inc. pg. 4

See how this family business completes a wide range of projects throughout central Indiana.

### Charbon Contracting LLC pg. 8

Get to know this full-service milling contractor, whose history dates to the early '60s.

### Advanced Excavation pg. 13

Check out Komatsu's new intelligent Machine Control (iMC) 2.0 excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

### Connected Construction pg. 14

Examine the ways in which job site connectivity provides profit potential, such as reduced maintenance costs.

### Summer Safety pg. 16

Prepare for the hot summer days ahead with these tips.

### Tech Talk pg. 18

Learn how to integrate technology to overcome job site challenges.

### Go Green pg. 23

Discover how to increase profits with sustainable practices.

### News & Notes pg. 27

Stay up to date on industry news.

### Insider Tips pg. 29

Read about Komatsu's new products and programs.



**KOMATSU**

Published for Brandeis Machinery.  
© 2022 Construction Publications Inc. Printed in the USA.

## Leadership Team

**David Coultas,**  
President

**Robert Krutsinger,**  
Vice President/  
Regional Sales Manager

**Lee Heffley,**  
Vice President/  
Regional Sales Manager

**Keith Harlan,**  
Vice President/Product Support  
Services/Operations

**Corey Wall,**  
Vice President Regional Sales

**Craig Leis,**  
Vice President/  
Corporate Rental Manager

**Chip Young,**  
Vice President  
Material Handling & Technology Solutions

**Brandon Karem,**  
General Manager  
Material Handling & Technology Solutions

**Todd Coffey,**  
Corporate Service Manager

**Dan Brandon,**  
Manager of Sales &  
Rental Services

**Cory Edwards,**  
Used Equipment Manager

**Garrett Dykes,**  
Director Rebuild Center

**Ron Griffin,**  
Product Support Sales Manager

**Kara Hamilton,**  
Marketing Manager

**Trevor Thielbar,**  
Northern Region  
Operations Manager

**Barry Justice,**  
Eastern Region  
Operations Manager

**Bob Morris,**  
Western Region  
Operations Manager

**Garrett Dykes,**  
Central Region  
Operations Manager

### Louisville, KY

1801 Watterson Trail  
(502) 491-4000

### Paducah, KY

160 County Park Rd.  
(270) 444-8390

### Lexington, KY

1389 Cahill Drive  
(859) 259-3456

### Evansville, IN

17000 Highway 41 North  
(812) 425-4491

### Corbin, KY

1484 American Greeting Card Rd.  
(606) 528-3700

### Fort Wayne, IN

7310 Venture Lane  
(260) 489-4551

### Stanville, KY

130 Mare Creek Rd.  
(606) 478-9201

### Indianapolis, IN

8410 Zionsville Rd.  
(317) 872-8410

## David Price Excavating Inc. stays busy with a wide range of projects throughout central Indiana



**Glen Price,**  
owner



**Cole Price,**  
laborer

When it comes to the construction industry, what's the first thing that comes to mind? For Glen Price, owner of David Price Excavating Inc., the answer is traveling to job sites as a kid with his dad.

"My father founded David Price Excavating in 1993," recalled Glen. "I remember growing up around skid loaders and other equipment. Enjoyed it most days. I've always known this is what I wanted to do."

Glen took over running the company from his father in 2005. The business now includes 30 employees and focuses on projects within a two-hour radius of its offices in Crawfordsville, Ind.

"My father ran a three-man operation that mostly did septic system, foundation and small residential work," noted Glen. "We're a lot more diversified today, and no two days are the same. If you can name it, we can probably do it."

Typical work includes water maintenance for Indiana American Water, directional boring, storm and sewer, hydro-excavation, new

development and subdivisions, as well as paving and utilities. There's a simple two-word phrase Glen uses to describe the company's growth and success: hard work.

"And, not taking any days off," he added. "We've also built a team that is willing to put in the work that needs to be done. Finding good, quality people that you can trust is tough, but we've managed to do that so far.

"We don't do anything halfway," continued Glen. "All of our work is 100% guaranteed. We're in and out quick, and our customers appreciate the work we do."

### Staying busy

At any given time, David Price Excavating is working on about four large projects. The company will also complete six to 10 small residential projects per day.

"We do a lot of waterline repair work around Crawfordsville," noted Glen. "A typical project includes installing new water mains and pressure testing for any leaks. While it may seem like a small job, it's essential work that

An operator moves pipes with a Komatsu WA320-8 wheel loader at a residential project for David Price Excavating. "We use it to do a little bit of everything on the job site," noted owner Glen Price. "Whether that's moving pipe, backfilling or distributing material, it has the versatility to handle any job. It also holds up in wet conditions and can get around a job site where other machines might get stuck."







An operator moves material with a Komatsu PC360LC-11 excavator while another operator carries pipes across the job site with a Komatsu WA320-8 wheel loader. "The PC360 is an essential piece for our main line crew," said owner Glen Price. "It has the reach and power to handle any material within the 15-foot depth we typically dig. It also has the versatility to handle everything from placing trench boxes to laying rock."

keeps this community thriving. There's a huge demand for what we provide, and we're always available for our customers."

To complete its work, the company relies on a variety of equipment, including a Komatsu PC360LC-11 excavator, a Komatsu WA320-8 wheel loader, a HAMM HD 110 tandem roller and a LeeBoy 8500D asphalt paver.

"The PC360 is an essential piece for our main line crew," said Glen. "It has the reach and power to handle any material within the 15-foot depth we typically dig. It also has the versatility to handle everything from placing trench boxes to laying rock."

Glen pairs the WA320 with the same main line crew.

"We use it to do a little bit of everything on the job site," noted Glen. "Whether that's moving pipe, backfilling or distributing material, it has the versatility to handle any job. It also holds up in wet conditions and can get around a job site where other machines might get stuck."

Machine reliability is essential to any project's success. Glen notes that the wheel loader has outperformed the competition.

"It's all about longevity and reliability with heavy machinery," stated Glen. "Our Komatsu machines are put through the wringer every day. So far, the Komatsu wheel loader is the first one we've found that has been able to keep up with our amount of work, and it's had virtually no downtime."

### Proactive service

When switching to Komatsu machines from competitive brands, David Price Excavating looked at multiple factors. For Glen, maintenance played an important role.

"Komatsu has a better maintenance history on their machines," explained Glen. "Their Komatsu Care maintenance program is way better. Their service department is very proactive, and they stay on top of things. That increases the equipment's longevity, which is what I'm most concerned about."

When looking for the right machine, Glen works closely with Brandeis Machinery & Supply Company sales representative Jason Smith.

"Jason has been a partner to our company," stated Glen. "He's an honest salesman. He



Discover more at  
[BrandeisSolutions.com](http://BrandeisSolutions.com)

*Continued...*



# 'It's exciting to work with my dad'

... continued

always answers my questions and finds out what I need to know. He's one of the main reasons we continue to work with Brandeis Machinery."



(L-R) Jason Smith, a Brandeis Machinery sales representative, helps Glen and Cole Price find the right equipment for their jobs. "Jason has been a partner to our company," stated Glen, owner of David Price Excavating. "He's an honest salesman. He always answers my questions and finds out what I need to know. He's one of the main reasons we continue to work with Brandeis Machinery."

## Next generation

While the demand for David Price Excavating's services remains high, Glen hopes to see an increase in the labor market.

"We're in a position to grow, but we want to see where the economy and labor market are headed before making any decisions," said Glen. "We have consistent business to remain steady for the next two or three years and will hopefully grow from there."

Glen's son, Cole, recently began working at the company. Glen appreciates the time he gets to spend with his son and hopes that Cole will follow in his footsteps.

"I got to work with my dad, and it's humbling to be able to work with my son," remarked Glen. "He's taken an interest in the business and is earning his way. I'd like to pass it along to him some day."

"I want to learn every aspect of the business and help it grow," said Cole. "I see a lot of potential in paving. No matter which direction we end up heading, it's exciting to work with my dad and know that we're ready to grow when the opportunity arises." ■

An operator places rock in a trench using a Komatsu PC360LC-11 excavator at David Price Excavating's residential project.





# THE STRONG SILENT TYPE



## » SILENT PUMP. SIZED FOR PERFORMANCE.

Gorman-Rupp Prime Aire® sound-attenuated pumps are engineered to operate much quieter than industry standards. And, they are now available in sizes up to 14" with flows up to 10,000 GPM to handle your toughest bypass and dewatering applications. Features include spill containment environmental base, corrosion-resistant, acoustically treated enclosure and the latest in Tier IV engine-driven technology.



*The Pump People®*



Louisville, KY • (502) 491-4000  
Stanville, KY • (606) 478-9201  
Paducah, KY • (270) 444-8390  
Lexington, KY • (859) 259-3456

Corbin, KY • (606) 528-3700  
Indianapolis, IN • (317) 872-8410  
Evansville, IN • (812) 425-4491  
Fort Wayne, IN • (260) 489-4551



## Full-service milling capabilities establish Kentucky-based Charbon Contracting LLC as a premier milling provider



**Brett Kik,**  
president



**Mike Johnson,**  
vice president  
of operations



Discover more at  
[BrandeisSolutions.com](https://BrandeisSolutions.com)

**B**rett Kik was introduced to the construction industry at a young age, but he decided to become a teacher. After earning his degree, he needed money for graduate school, so he took a position at his father's construction company — and never left.

"I graduated from Auburn University in '91, left campus at 5:00 that night and started working for my dad at 4:30 the next morning," recalled Kik. "I worked for him in high school as a laborer, and he needed a foreman, so it worked out well. I eventually worked my way through the company and bought out my father's share in 2004. He had a partner that passed away and left his shares to his son, who I partnered with until we transformed the company into an ESOP (Employee Stock Ownership Plan) in 2018, so now we're employee-owned."

Based out of Madisonville, Ky., Charbon Contracting LLC's history dates to the early '60s when the Interstate Highway System was still expanding.

"My dad, Bob, was a foreman superintendent at Charbon Bridge Company before purchasing 50% ownership," explained Kik. "The company started doing bridge deck overlays in the '70s as bridgework declined.

Part of the process of bridge deck removal was milling off the first deck. As the milling process became more efficient, Charbon Bridge began specializing in milling work."

When Kik took over ownership in 2004, he and his partner changed the name to Charbon Contracting to better reflect the company's commitment to more diverse jobs. Today, the company primarily focuses on milling jobs throughout Kentucky, Tennessee, Arkansas and parts of Indiana.

"We consider ourselves a full-service milling contractor," noted Kik. "We have the equipment to not only mill the jobs but clean the job and perform traffic control. Typically, we mill about 650,000 tons per year."

"There's no project too big or too small," commented Mike Johnson, vice president of operations. "We do interstates, runways, FFA specs, parking lots, subdivisions and city streets. We have 65 employees and like to stay flexible to keep them all busy."

Kik added, "We work with many of the local paving companies. They know the quality of product we provide allows them to stay on schedule and keep their clients satisfied. Everything we do is service oriented. Our goal is to be the easy button for our customers."

An operator uses a Wirtgen W 120 XFi cold milling machine to remove asphalt along the edge of a road.







## ► VIDEO

An operator mills a road with a WIRTGEN W 220 Fi cold milling machine. "WIRTGEN never stops advancing the technology on the mills," stated Brett Kik, president of Charbon Contracting. "They're continually upgrading their own product, and it's reflected in the user-friendliness for maintenance and operation. A lot of our younger operators don't have the background operating older milling machines, but they can jump on a WIRTGEN mill with the automated controls and digital screens, and they work right through the menu with ease."

## Current projects

One way the company offers premier service is through its equipment. The company's fleet is primarily composed of various-sized WIRTGEN cold milling machines, such as a W 210 Fi and six W 120 Fi models. The company recently added two W 220 Fi cold milling machines as well.

"Based on our decades of experience operating different brands of mills, we believe WIRTGEN builds the best mill on the market," stated Kik. "Back in the '80s, we purchased the first two WIRTGEN mills to enter the United States. We've been a believer in the product since then, and it's been reflected in our success over the last four decades."

Kik says that WIRTGEN's attention to detail and drive to improve its machines separates WIRTGEN from competitive brands.

"WIRTGEN never stops advancing the technology on the mills," stated Kik. "They're



Foreman Trey Burden utilizes a tablet to remotely control aspects of the milling process on a Wirtgen W 220 Fi cold milling machine.

continually upgrading their own product, and it's reflected in the user-friendliness for maintenance and operation. A lot of our younger operators don't have the background operating older milling machines, but they can jump on a WIRTGEN mill with the automated controls and digital screens, and they work right through the menu with ease."

"Their mills have a different feel to them when you're operating," added Johnson. "They're steadier and have less vibration. It makes operating smoother and more enjoyable."



Chris Stallins, operations manager

*Continued...*



# 'We feel like a priority'

... continued



**Evan Armstrong,**  
fleet manager



**Troy Johnson,**  
estimator/project  
manager

One technological advancement stands out to Kik.

"The smart cylinders on the end gate skis was a revolutionary technology," said Kik. "It gives the operator the ability to gauge depth and distance from the ski as opposed to visual markers on the ground. That dramatically increased our operator's efficiency."

Fleet Manager Evan Armstrong notes that the machines' technological advancements have not affected their maintenance.

"They're complex but easy to work on," stated Armstrong. "They diagnose themselves a lot of the time. If something comes up where we can't take care of it in our shop, the dealership support we receive walks us through a solution to get the machine running again."

## Relationship with Brandeis Machinery

Charbon Contracting works closely with Brandeis Machinery & Supply Company and sales representative Matt Bryan to find new equipment and service its current machines.

"We like WIRTGEN machines because of a combination of the machine's quality and the support we receive from Brandeis," stated Kik. "They're responsive. When I called when we were in a bind, they dropped what they were doing and came running, and that means a lot. We feel like a priority."

"We've developed a good relationship," added Armstrong. "When we work together, things get resolved quickly."

## Growth opportunity

Kik recognizes that the company's growth is a result of its commitment to doing things the right way. He plans to continue down that path while looking for ways to expand the company.

"There's opportunity everywhere we go," stated Kik. "We want to reach out to the markets southeast and west of our current territory. However, we want to make sure that we keep a sustainable pace and don't overextend ourselves. Our experience and skill set will allow us to continue growing into the foreseeable future." ■

(L-R) Troy Johnson, estimator/project manager; Chris Stallins, operations manager; Mike Johnson, vice president of operations; and Evan Armstrong, fleet manager, appreciate the support from Brandeis and the quality of the WIRTGEN machines. "When we work together, things get resolved quickly," said Armstrong.





A JOHN DEERE COMPANY



**WIRTGEN GROUP**



# Your one-stop supplier.

 [www.wirtgen-group.com/technologies](http://www.wirtgen-group.com/technologies)

**CLOSE TO OUR CUSTOMERS**

**ROAD AND MINERAL TECHNOLOGIES.** With leading technologies from the WIRTGEN GROUP, you can handle all jobs in the road construction cycle optimally and economically. Put your trust in the WIRTGEN GROUP team with the strong product brands WIRTGEN, VÖGELE, HAMM, KLEEMANN.

 [www.wirtgen-group.com](http://www.wirtgen-group.com)

**WIRTGEN**

/

**VÖGELE**

/

**HAMM**

/

**KLEEMANN**



**Louisville, KY • (502) 491-4000**  
**Stanville, KY • (606) 478-9201**  
**Paducah, KY • (270) 444-8390**  
**Lexington, KY • (859) 259-3456**

**Corbin, KY • (606) 528-3700**  
**Indianapolis, IN • (317) 872-8410**  
**Evansville, IN • (812) 425-4491**  
**Fort Wayne, IN • (260) 489-4551**



## Have you seen what's **new** in My Komatsu?

We've made some exciting changes! An **all-new mobile app**, simplified ordering through the **Online Parts Store**, **Komatsu Care Program (KCP) integration** and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to [mykomatsu.komatsu](https://mykomatsu.komatsu) to sign up.

**KOMATSU**  
My Komatsu



# Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

### Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished

without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"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 test one for themselves." ■



**Andrew Earing,**  
senior product  
manager, tracked  
products, Komatsu



Watch the video

### Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

**Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.**

► VIDEO



# From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential



Jason Anetsberger,  
director of  
customer solutions,  
Komatsu

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, director of customer solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

### 1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

**Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.**

### 2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

### 3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or diesel. When you can transfer files electronically, there is no need to drive to the job site.

### 4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.

### 5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a







**Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.**

high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

## **6. Increased safety = lower premiums**

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side benefits including the reduction of potential costs associated with accidents. A better

safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." ■

*Learn more about the connected job site by contacting your Brandeis Machinery representative or nearest branch location and by exploring Komatsu's Smart Construction suite of solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/>.*



# The heat is on. Here are some tips to prepare for the hot summer days ahead

*Working with Komatsu means being part of a culture of zero harm where everyone is responsible for each other's safety. Learn more about Komatsu's drive to zero harm by visiting <https://www.komatsu.com/en/our-commitment/driving-to-zero-harm/>*



Hot weather is particularly challenging to the construction industry because workers are often exposed to the elements, including high temperatures and humidity. After enduring the hottest summer on record last year, protecting workers from the heat should be a top priority.

### Ounces of prevention

Hydration plays a significant role in reducing heat illnesses and keeping your body properly conditioned for the job. Fluid intake is essential before, during and after work. Recommendations call for drinking water or electrolyte drinks such as Gatorade every 15 minutes, even if you are not thirsty — at least 6 to 8 ounces every hour. In extreme heat, it's even more important to replenish fluids lost to perspiration.

### Choose the right clothes

Appropriate clothing makes a big difference in hot environments. Choose lightweight clothing made of synthetic fabrics that wick sweat from the skin. For outdoor work, light-colored clothing is often recommended because it reflects the sun's rays. Looser-fitting clothes will also allow air to circulate and cool the body. However, job sites present hazards with

equipment and machinery that can catch baggy clothing, so be mindful.

### Sunscreen is very important

Clothing is a great help in warding off the sun's rays, but it's essential to put sunscreen on any exposed skin. Pay attention to the sun protection factor (SPF) in your sunscreen. The Skin Cancer Foundation recommends using a broad-spectrum sunscreen with an SPF of 15 or higher every day. An important fact to remember: UV rays pass through glass, so even if you are operating a machine or sitting in a pickup, use sunscreen.

### Working times

All job sites get hot during the summer months, especially those in urban areas where concrete and asphalt trap heat, and can send temperatures soaring. Since the sun is directly overhead at noon, the hottest part of the day is typically between 10 a.m. and 4 p.m.

Try to avoid scheduling work during those times if you can. If that's not possible, plan for more frequent breaks, and seek shade where the temperatures are cooler, such as under an awning, an umbrella or a tree. ■

**Keeping workers safe in the summer heat is essential, so try to avoid scheduling work during the hottest hours of the day. Employees should have access to water, sunscreen and frequent breaks.**







United. Inspired.

## Powerful team

Working together to support your lineup.

Contact your Brandeis location. We're proud to offer equipment from Epiroc.

Louisville, KY • (502) 491-4000  
Stanville, KY • (606) 478-9201  
Paducah, KY • (270) 444-8390  
Lexington, KY • (856) 259-3456

Corbin, KY • (606) 528-3700  
Indianapolis, IN • (317) 872-8410  
Evansville, IN • (821) 425-4491  
Fort Wayne, IN • (260) 489-4551



# How to integrate tech to overcome job site challenges



Jason Anetsberger,  
director of  
customer solutions,  
Komatsu

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

### Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans. Everyone can see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally

transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, director of customer solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate the need for paper plans," said Anetsberger. "The 3D design plans can be uploaded directly into Komatsu's Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations."

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.







Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

### Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.

Komatsu's iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators to cut/strip from existing terrain, regardless of their experience level. This is because the machine's GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

### Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS and uploaded

*For more information about Smart Construction solutions, My Komatsu, Komtrax and iMC 2.0 dozers and excavators, contact your local Brandeis Machinery representative and visit [www.komatsu.com](http://www.komatsu.com).*



*Continued...*



# Reduce costs with Komatsu iMC 2.0 excavators

... continued

3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

## Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.

"You can also remotely support operators," said Anetsberger. "If they have

an issue with their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money."

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel, machine and material costs to compare progress status in terms of schedule and costs.

## See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

"My Komatsu enables users to access and evaluate their assets," said Komatsu's Gabe Saenz, digital experience manager. "It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management." ■

*Editor's Note: This article is excerpted from a longer piece that appears on Komatsu's blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.*



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.







# *LeeBoy*

## TRUST LEEBOY.

You work hard—and for all the right reasons: pride, quality, reputation, prosperity. You expect your equipment to work as hard as you do, to be every bit as tough, productive and reliable as you are. We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment.



[www.brandeismachinery.com](http://www.brandeismachinery.com)





# REACH YOUR EXCAVATOR'S POTENTIAL



**WE HAVE A MULCHER FOR YOUR SIZE  
EXCAVATOR 5 - 45 TONS**

SEVERE DUTY OR HEAVY DUTY MULCHERS

**fecon.com**

**800.528.3113**

**FECON®**



# Increase profits with sustainable practices

“Green” is a trending adjective for a practice construction companies have been following for years. Before it became the norm to recycle, construction companies were recycling construction and demolition (C&D) debris, including steel, asphalt and concrete. As an industry that works directly with the land, many have understood the importance of protecting it through sustainable practices.

While these are important practices for protecting the earth, are you aware of the increasingly wide variety of ways sustainability efforts can boost your company’s value overall? Green practices can help reduce material costs, increase employee retention and ultimately boost profitability as supply chain partners and customers see you as a company worth working with for reasons beyond the traditional requirements.

Here are three ways thinking more sustainably could help boost your bottom line.

## Lower costs

According to the United States Environmental Protection Agency (EPA), sustainability is based on a simple principle: Everything that we need for our survival and wellbeing depends, either directly or indirectly, on our natural environment. To pursue sustainability is to create and maintain the conditions under which humans and nature exist in productive harmony to support present and future generations.

Many new construction projects are done on sites where removing old materials like pavement, foundations, brick and concrete are part of the job. Recycling and reusing these materials on-site can provide significant savings.

Using recycled materials reduces the need to purchase virgin aggregates and the trucking costs associated with bringing them to the job site. It also reduces the need to transport C&D debris off-site, as well as the potential fees to put it in a landfill. Less fuel use as well as reduced wear and tear on trucks lowers repair and replacement costs for consumable items such as brakes and tires.

In some cases, old materials can’t be reused on-site and must be hauled off. These can still have significant value. That’s why numerous

companies have set up recycling yards that accept C&D waste and turn it into new products.

## Attract and retain top talent

Employee turnover is costly and is estimated to equate to 1.5 to 2 times an employee’s salary when you factor in advertising, training and lost productivity, according to the article “The True Costs of Employee Turnover” published by *Built In*. While you may not have considered it, reducing your environmental impact could be key to lowering those workforce costs, retaining existing talent and attracting new employees, especially younger workers.

“There are numerous surveys that show that younger employees want to work for companies that demonstrate they are committed to sustainability,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content. “That includes on the job site, as well as in the office through practices such as reducing paper, water

*Editor’s Note: This article is excerpted from a longer piece that appears on Komatsu’s blog. For more information about how focusing on sustainable practices can benefit your business, visit <https://www.komatsu.com/blog/2022/increase-profits-with-sustainable-practices/>*



*Continued ...*

**Studies show today’s workforce takes corporate responsibility and sustainable business practices into account when choosing an employer. In this photo, Komatsu executives help plant trees for a corporate reforestation project in West Virginia. “Prospective employees want to know about your community involvement and how you’re giving back...,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content.**





# Sustainable practices stand out to prospective employees

... continued

and electricity use. Prospective employees also want to know about your community involvement and how you're giving back in ways that contribute to environmental improvements such as donating equipment, time and labor to projects like tree planting."

Clinton added that it's important for companies to highlight their sustainable practices in prominent ways so that they stand out to prospective employees.

"Having a section of your website dedicated to what you are doing to reduce your carbon footprint and water usage should seriously be considered," Clinton indicated. "Pictures showing your efforts are helpful. Icons such as the recycling symbol that show your commitment to green practices should be prominent on all your materials, including recruiting items, company brochures and other marketing items. It's an essential part of your brand's value, as long as it is actually a part of your company's culture."

## Land more jobs

Just like employees want to work for businesses committed to sustainability, other companies want to work with those who emphasize greener business practices.

In many cases, companies or governments are making it a requirement to work on their projects.

"Companies that advance their approach to sustainability now can get the benefit of doing it for the right reasons, being on the forefront of the curve, and helping lead the way in their industries," Clinton emphasized. "If you wait until it's required and have to submit a report to a customer or another contractor you want to work with — and only then realize you don't have all the requirements — you may be at a disadvantage in the near future."

## Tips to get started

Clinton said measuring your sustainability is going to be increasingly more essential, and it's never been easier to do.

"There are many companies with software that help track practically everything you do related to sustainable practices," Clinton noted. "Right now, that's mostly at a nice-to-have level, but as more and more requirements are built into regulatory aspects of how companies have to do business, it's going to be essential. Those who don't have those metrics are probably going to miss most, if not all, opportunities. Those that do will likely land more jobs." ■

**Recycling and reusing materials such as old pavement on-site reduces transportation costs, potentially increases profits and lowers emissions, which benefits the environment.**





# SAFE & DISCREET



Watch  
the video



Meet our new compact  
breakers: the SD line. Innovative  
and ergonomic tool changing system,  
silenced for urban job sites, safer with  
hose protection and two lifting points:  
the perfect job site companion!



montabert.com  
montabertusa.com



Louisville, KY • (502) 491-4000  
Stanville, KY • (606) 478-9201  
Paducah, KY • (270) 444-8390  
Lexington, KY • (859) 259-3456

Corbin, KY • (606) 528-3700  
Indianapolis, IN • (317) 872-8410  
Evansville, IN • (812) 425-4491  
Fort Wayne, IN • (260) 489-4551



# BUILT FOR PERFORMANCE

**TAKEUCHI**  
From World First to World Leader



Takeuchi has been a trailblazer in the construction equipment industry since 1963. With a full line of compact track loaders, excavators, wheel loaders, and attachments, Takeuchi is guaranteed to have the right machine for the job.

TFM is available on most models.  
See your dealer for details.



Learn more about Takeuchi's full product line [takeuchi-us.com](http://takeuchi-us.com)



**Louisville, KY • (502) 491-4000**

**Stanville, KY • (606) 478-9201**

**Paducah, KY • (270) 444-8390**

**Lexington, KY • (859) 259-3456**

**Corbin, KY • (606) 528-3700**

**Indianapolis, IN • (317) 872-8410**

**Evansville, IN • (812) 425-4491**

**Fort Wayne, IN • (260) 489-4551**



### Bramco introduces new chief financial officer

**B**ramco Inc., parent company for Brandeis Machinery & Supply Company, Power Equipment Company, Certified Rental and Bramco-MPS, introduces Chad Dobson as chief financial officer, effective April 11, 2022.

Bramco CEO Mike Paradis stated, "The Bramco Family of Companies are well respected throughout our region and accustomed to delivering a high level of trust and value to our stakeholders. As we continue to expand, we feel it is important to invest in experience and leadership for all aspects of our business."

"Our companies are continuing to grow and change," emphasized Michael Brennan, president of Bramco. "It is imperative we have a strong financial leader at the helm, ensuring we continue to deliver exceptional quality and service to our customers."

Dobson is excited for this opportunity and commented, "Bramco has a wonderful reputation in the industry. With such an established history, it is truly remarkable to be part of the growth that is currently taking place at the company. I look forward to being a part of the leadership team and am honored to take part in the company's already prestigious legacy."

Dobson comes to Bramco with over 20 years of executive-level finance management experience, both in public and private accounting. He began his career with PricewaterhouseCoopers, and he most recently worked at Churchill Downs Incorporated as vice president and chief accounting officer. He is a certified public accountant (CPA) and a proud graduate of the University of Kentucky. Dobson resides in Louisville, Ky., with his wife, Abby, and their three children: Miles, 15; Briggs, 13; and Duncan, 9. ■



**Chad Dobson,**  
CFO, Bramco

### President, DOT announce \$450 million to fund up to 35 UTCs

**A**s part of the University Transportation Center (UTC) program, the U.S. Department of Transportation (DOT) is seeking applications from universities for up to 35 UTC awards, with total funding of \$450 million for the five-year period from 2022 through 2026.

UTCs must propose a focus area from among the legislation's stated research priorities, which include improving the mobility of people and goods, reducing congestion, promoting safety, improving the durability and extending the life of transportation infrastructure,

preserving the environment, preserving the existing transportation system, and reducing transportation cybersecurity risks.

"I am inspired by the cutting-edge transportation technologies our UTCs are developing," said U.S. Transportation Secretary Pete Buttigieg. "With this investment, we'll be able to support a new generation of visionary leaders and advance research that will help to transform our transportation system with safer, cleaner, more accessible ways for people and goods to move in this country." ■

### AGC analysis: two-thirds of metro areas add construction jobs

**C**onstruction employment increased in two-thirds of U.S. metro areas between April 2021 and April 2022, according to an analysis of new government data by the Associated General Contractors of America (AGC). However, association officials noted that a lack of qualified workers kept employment down in many metro areas.

"Contractors are eager to hire more workers, but the pool of experienced jobseekers

barely exists," said Ken Simonson, AGC chief economist. "As a result, employment gains have stalled in too many metros."

The unemployment rate for jobseekers with construction experience fell from 7.7% in April 2021 to 4.6% in April 2022, the lowest April rate since the series began in 2000, Simonson noted. He said this indicated a scarcity of qualified workers available to hire in many metro areas. ■



## Discover the value of My Komatsu

My Komatsu is your centralized portal for comprehensive fleet management. Check machine telematics, access support materials, order parts and more from your phone, tablet or computer — anytime, anywhere.

Create an account at [mykomatsu.komatsu](https://mykomatsu.komatsu). Download the app from Google Play or the App Store, or scan the associated QR code.



**KOMATSU**  
My Komatsu



### Get to target grade faster

Reach maximum productivity faster. With automated features such as auto tilt bucket control and bucket angle hold control, Komatsu's 70,000-pound-plus PC290LCi-11 intelligent Machine Control (iMC) 2.0 excavator can empower operators of all skill levels to dig straight to grade quickly and accurately.

Andrew Earing, Komatsu senior product manager, said the PC290LCi-11 is well suited for nonresidential applications such as commercial developments and infrastructures. It delivers large production

volumes with a relatively small footprint and low transportation weight.

**Insider Tip:** "Consider adding the auto-tilt bucket IMU (inertial measurement unit) field install kit for even greater levels of productivity and efficiency. This allows for expanded grading capabilities as well as auto return to horizontal," said Earing. ■

Learn more about iMC 2.0



### Doing more with less

Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

**Insider Tip:** "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■



Learn more about the D71-24



### Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.\* In most cases, that's 20,000 hours.

**Insider Tip:** "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining

their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■

*\*Based on model. Exclusions apply. Please see your Komatsu dealer for full terms and conditions.*



Learn more about Komatsu Care Plus





The My Komatsu  
**Parts Store** makes it  
easy to get what you  
need to keep your  
equipment running  
at its best.

Don't have a My Komatsu  
account? No problem!

Check out as our guest at  
[mykomatsu.komatsu](https://mykomatsu.komatsu)

**KOMATSU**  
My Komatsu





2019 Komatsu PC240LC-11, S/N 95427, 2,678 hrs.



2020 Komatsu D61PX-24, S/N B61336, 1,662 hrs.



2021 Takeuchi TB370CL, S/N 170000606, 54 hrs.



2019 Komatsu D51PXi-24, S/N B20624, 2,438 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
<b>Dozers</b>				
2019 Komatsu D51PXi-24	B20624	J00662	Little Rock, AR	2,438
2020 Komatsu D61PX-24	B61336	J00667	Knoxville, TN	1,662
2020 Komatsu D61PXi-24	41150	J00668	Louisville, KY	2,599
<b>Excavators</b>				
2021 Takeuchi TB370CL	170000606	J00674	Corbin, KY	54
2019 Komatsu PC240LC-11	95427	J00671	Louisville, KY	2,678
2019 Komatsu PC650LC-11	80108	J00670	Memphis, TN	4,502
<b>Articulated Trucks</b>				
2016 Komatsu HM400-5	10226	J00660	Nashville, TN	8,414





Low Hour

Late Model

Intelligent  
Machines

**KOMATSU**



**TAKEUCHI**



Call the Certified Rental Hotline  
to learn more about our Rental  
Program.

Our Rental Guide, along with  
specs on certified machines, is  
available on our web site.



**intelligent / 2.0**  
**MACHINE CONTROL**

***Certified Rental***

**(800) 997-7530**

[www.CertifiedRental.com](http://www.CertifiedRental.com)

