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# Solutions



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



**Scenic Enterprises Inc.**  
Trucking company hauls coal to  
customers in West Virginia

Kenny Compton,  
Owner



**Javelina Construction Inc.**  
Midwest firm provides milling services

Eric Wayland,  
Operations Manager



## A Message from Brandeis Machinery & Supply Company



David Coultas

**Ready for  
the latest  
construction  
innovations?**



Dear Valued Customer:

CONEXPO-CON/AGG — the largest equipment show in North America — is about to return. We're excited to learn about the latest innovations in machines and technology for the construction industry. If you've attended before, you understand the value of the show. If you haven't, we encourage you to check it out. This issue includes a preview of CONEXPO-CON/AGG that has information about where our manufacturing partners' exhibit spaces will be located.

As one of the leading manufacturers at CONEXPO-CON/AGG, Komatsu will showcase some of its most innovative machines and Smart Construction solutions. Inside, you will find an article about how one Komatsu user is saving valuable time and money by uploading files remotely rather than driving to the job site, thanks to Smart Construction Remote.

Drones can also be a solid investment for your business. We can help you learn about using Komatsu's Smart Construction Drone to survey and measure your sites.

Plus, there are articles that feature new products that can help your business increase production, including Komatsu's new HD1500-8E0 mechanical haul truck.

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

Sincerely,  
Brandeis Machinery & Supply Company



David Coultas,  
President

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**KOMATSU**

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## Scenic Enterprises Inc. provides full-service coal trucking to customers in West Virginia



Kenny Compton,  
Owner



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

For about 47 years, Scenic Enterprises Inc. has provided expansive trucking services for its clients at large-scale, coal-mining operations in Virginia, West Virginia and Alabama.

"We have 145 employees, and we run 100 to 110 trucks on a daily basis," said Kenny Compton, owner of Scenic Enterprises. "We do a lot of off-road trucking and some on-road trucking. We work with a variety of coal companies primarily in West Virginia and move around 40,000 tons a day."

Compton added, "We like to concentrate on the off-road portion of hauling coal because it's a lot simpler than having CDL (commercial driver's license) drivers. You can get people who are competent drivers, but they don't have a CDL. The employee pool is just a lot better for the off-road portion than it is on-road."

To be more accessible to prospective employees, Scenic Enterprises has unfurled a new training program to get off-road drivers up to speed on coal hauling.

"We're getting people who are used to hauling 80,000 pounds versus 140,000, so

it's a little more challenging for them, but at least they've got the basics," said Compton.

Scenic Enterprises also loads its own trucks at the mines, which has some advantages.

"We stand out because we offer a full-scale service that can stand alone and work independently," commented Compton. "We don't have issues with our truck beds getting abused because our operator is loading the truck. We have control in the operation."

Compton continued, "All our loaders have scales on them, and if they're getting on the highway, then they are getting weighed on certified scales. We know exactly how much has been put on our trucks to make sure we are moving material safely. We don't have to worry about getting a ticket for being overloaded."

### Operator-friendly machines

To load coal, Scenic Enterprises exclusively uses Komatsu wheel loaders, including nine WA500 models and three WA475 models.

"We put about 39,000 hours on seven loaders last year," said Compton. "When you look at

With a Komatsu WA500 wheel loader, an operator scoops coal. Scenic Enterprises moves approximately 40,000 tons of coal per day.

► VIDEO







**Operator Daniel Buchanon places coal into a truck with a Komatsu WA500 wheel loader. "Komatsu loaders handle and load well," said Buchanon. "I can use them for loading coal, loading rock, and yard maintenance to keep the roads smooth and keep our trucks going."**

the numbers, they've paid for themselves with the longevity we've had from them. I think we would be crazy to run anything else."

According to Scenic Enterprises' operators, the machines have several benefits that help maximize productivity.

"They're good machines to run and comfortable," said operator Daniel Buchanon. "They've been reliable, and so far, they've been fun to run."

Operator Elbert Addair appreciates the Advanced Joystick Steering System (AJSS) on the Komatsu WA500 wheel loader because it increases visibility.

"They're pretty smooth and operator-friendly," stated Addair. "I like the way the 500 is set up so you can clean your windows better on the front. We get good service out of them."

### Superior service

When Scenic Enterprises needs new iron, it turns to Brandeis Machinery & Supply Company and sales representative Jeremy Murry.

"Jeremy has gone above and beyond to help me and make sure I get what I



**Operator Elbert Addair appreciates the AJSS on the Komatsu WA500 wheel loader because it increases visibility. "They're pretty smooth and operator-friendly," said Addair. "I like the way the 500 is set up so you can clean your windows better on the front. We get good service out of them."**

need," said Compton. "I can call him, and if he doesn't answer at that time, he will text me back and let me know he will call in five minutes. He's never let me down, and I don't think I could find a better salesman."

*Continued...*



# 'It's a great time to be in the trucking business'

... continued



(L-R) Brandeis Machinery's Rick Johnson and Jeremy Murry chat with Scenic Enterprises' Kenny Compton. "Jeremy has gone above and beyond to help me and make sure I get what I need," said Compton. "I can call him, and if he doesn't answer at that time, he will text me back and let me know he will call in five minutes. He's never let me down, and I don't think I could find a better salesman."

When Scenic Enterprises has issues, Brandeis Machinery is there to help.

"The parts, service and availability of Brandeis is much better compared to what we had in the past from a different dealer," said Compton. "If I call them in the morning and tell them we are having trouble with a loader, they'll have somebody out to me in two or three hours. The availability from Brandeis is crucial because of the amount of product we move during the day. These loaders run 24/7. We're very pleased with the availability for the parts and service."

## Into the future

Scenic Enterprises wants to continue its current body of work into the future.

"I've worked for everyone in the industry," said Compton. "It seems like every month you keep adding jobs. It's a great time to be in the trucking business and in the coal industry." ■



To load coal, Scenic Enterprises exclusively uses Komatsu wheel loaders, including nine WA500 models and three WA475 models. "I handle daily maintenance of our Komatsu machines, and I have found them understandable and convenient to work on," said Mike Church, head mechanic. "Every part is easy to get to, and if I have any issues, Brandeis is quick to respond."





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# Javelina Construction Inc. provides milling services across the Midwest with a fleet of WIRTGEN machines



**Eric Wayland,**  
Operations  
Manager



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

In 1983, Javelina Construction Inc. was founded by Fred Boso, who saw a market opportunity in the Midwest for milling. Operations Manager Eric Wayland joined the company when he was 19 and worked in the field for about 20 years before taking on his current position.

"At first it could be intimidating to be working around all this heavy equipment, but I was always one to strive to be better," Eric said. "I learned a lot starting from the bottom. I was very driven, and I saw how successful Fred was in this company and this industry. It gave me the motivation to be someone of similar standing in this company."

During July of 2021, Fred sold the company to President Eve Wayland and Vice President John Mills.

"Eve is a CPA (certified public accountant) and has a business and accounting background," said Eric. "She has the skill set to help our company continue to be successful, and we thought she would be a great fit at Javelina Construction. She understands the industry and knows my passion for it, so she stepped away from her career to join us. She's running the business operations and bidding work."

## Midwest milling

Javelina Construction primarily operates in Indiana and Illinois but will occasionally work on projects in Ohio and Michigan.

"We take on a variety of milling projects ranging from 200 square yards to 200,000 square yards," explained Eric.

Recently, Javelina Construction completed a 40-by-700-foot, 2-inch-deep milling job at the Indianapolis Executive Airport.

"The original paving was too high for the winter," said Eric. "This was a smaller project compared to what we usually do and was done in a day. We milled it down, and the asphalt paving company put surface on immediately."

## Dependable fleet

Since 2000, Javelina Construction has consistently used WIRTGEN mills on its projects.

"WIRTGEN machines have user-friendly controls and are reliable, which is of the utmost importance in the milling industry," said Eric. "We view WIRTGEN as having top-notch features compared to the competition, and with the right conditions, we can mill 4,000 to 5,000 tons over a 10-hour period with our WIRTGEN W 210 Fi mill."

Javelina Construction's current fleet of WIRTGEN mills consists of a W 2000, two W 2200 models, two W 150 models, three W 210 Fi models, three W 220 models, and four W 120 CFi models.

With WIRTGEN's user-friendly grade control, Javelina Construction can quickly get new operators up and running.

"It's easier to teach somebody new, especially the younger generation coming up on newer WIRTGEN machines like the 210 Fi," said Eric. "With the technology on WIRTGENs, new operators learn the equipment much faster. I can send out an operator with a month of experience, and they can pick it up quickly."

The advanced control interface also helps improve mill operation and creates a less hazardous work environment.

"There's some very neat features on the 210 Fi," said Eric. "The ground man can control water, start the mill, and shut it off. Five years ago, we couldn't do that. It helps us because the ground man can see more than the operator. It's safer and leads to more efficient milling when there is a ground person that can



Javelina Construction's fleet includes various WIRTGEN mills, such as this W 120 CFi. "WIRTGEN machines have user-friendly controls and are reliable, which is of the utmost importance in the milling industry," said Operations Manager Eric Wayland.





► VIDEO

Operator Corey Monroe mills with a WIRTGEN W 210 Fi cold milling machine at the Indianapolis Executive Airport. "The operator stand is extremely operator-friendly compared to other machines I've run before," said Corey. "It's easy to operate everything. You can basically do it with one hand."

watch for castings or see any imperfections that they can fix with grade control, so it's better to have somebody on the ground, especially with the bigger machines."

Operator Corey Monroe added, "The W 210 Fi has a lot of safety features built into it that help take the accidental operator error out of things. If the back door is open, you can't start the drum and the machine won't move."

Plus, the fuel-efficient machines help cut costs.

"Compared to older equipment, the fuel-efficiency of the 210 Fi stands out, and with WIRTGEN Performance Tracker (WPT), we can monitor those analytics," said Eric. "If we go and mill 4,000 tons, a 5-year-old machine will burn almost 300 gallons of fuel. The 210 Fi only burns 200, and that saves us big dollars every day."

### Service, support and more

For service and new equipment, Javelina Construction works with Brandeis Machinery & Supply Company and Jacob Hopper, a machine sales representative.

"Jacob and Brandeis understand the urgency of the milling industry and get out to us as quickly as they can," said Eric. "When our machines aren't running, we're not making money. We don't have spare machines, so we have to keep them all moving. Jacob is a great guy. He's been very helpful."



With a WIRTGEN W 210 Fi cold milling machine, an operator deposits material into a truck. "We view WIRTGEN as having top-notch features compared to the competition and with the right conditions, we can mill 4,000 to 5,000 tons over a 10-hour period with our WIRTGEN W 210 Fi mill," said Operations Manager Eric Wayland.

Corey added, "Whatever we need, they're usually able to provide. They've serviced us rather well."

### Looking ahead

In the future, Javelina Construction wants to continue to address the workforce shortage that is affecting the entire construction industry and update its fleet.

Eric stated, "We want to maintain what we are doing as a company while being flexible enough to adjust with the market. If the market needs more, then you have to try to supply more, or somebody else is going to step in there and do it." ■



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## Brandeis Machinery's 2022 golf outing gives customers and employees the opportunity to connect

Customers and employees from across the state of Indiana competed in a friendly best-ball tournament during Brandeis Machinery & Supply Company's 2022 golf outing. The event featured more than 30 different customers and took place at Woodland Country Club in Carmel, Ind. Vendors at the event included Komatsu, Takeuchi, Werk-Brau, Fecon, Epiroc, WIRTGEN, and LeeBoy.

For many of the customers, the golf outing was a chance to meet new Brandeis Machinery faces as well as business owners throughout the industry.

"We are excited to always be included in the event and appreciate the longtime service and commitment from Brandeis," stated Matt Haehl with Shelby Materials. "The outing is a chance to meet a lot of good people, both vendors and other customers."

John Schmidt with U.S. Aggregates said he enjoys attending the event because of the camaraderie and the vendors who are available throughout the golf course to talk about their products in an informal setting.

"It helps us become better suppliers," said Schmidt. "We appreciate all the support out here, and we're having a great day."

For Brandeis Machinery, the event is a chance to strengthen relationships with customers and thank them for their business.

At Woodland Country Club in Carmel, Ind., a Brandeis Machinery customer lines up a putt on the 18th hole.



"Our goal is always to be able to let our customers get to know another person within our organization — and not always just a sales guy," said Brandeis Machinery's Corey Wall, Vice President of Sales for Indiana. "This gives them a great opportunity to build relationships with people who are supporting us behind the scenes. Every year, we've been able to really grow the event. We really maxed it out with 120 players, and we appreciate everybody that took the time out of their schedules to be here." ■



**Corey Wall,**  
Vice President of  
Sales for Indiana,  
Brandeis Machinery



(L-R) The winners of Brandeis Machinery's 2022 golf tournament include Kelly Crowder, Mt. Carmel Stabilization Group; Ernie Stephens, IEA; Pat Creel, WIRTGEN GROUP; and (not pictured) Doug McPherson, Mt. Carmel Stabilization Group.



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

Brandeis Machinery's annual golf outing gives customers the opportunity to participate in a friendly tournament, make connections within the industry, and learn about new products from various vendors, such as Komatsu.



▶ VIDEO



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## Brandeis Machinery and Komatsu Mining attend 2022 Bluefield Coal & Mining Show in West Virginia

In August of 2021, Brandeis Machinery & Supply Company acquired several southern West Virginia counties, including Wayne, Lincoln, Boone, Logan, Mingo, McDowell, Wyoming, and Mercer. In those areas, most of the coal that is produced is either metallurgical coal, which is used to make steel, or thermal coal, which is used for power generation.

"This region and industry are important for national security reasons," said Jeremy Murry, a machine sales representative for Brandeis Machinery. "There is only one way to make steel and that's with metallurgical coal. It's important to not only this region but the nation to have a reliable source of coal."

For the first time since its expansion, Brandeis Machinery attended the Bluefield Coal & Mining Show in Bluefield, W.Va.

"There's a great turnout and people come from all over the industry," said Murry.

"We get to meet a lot of key customers in a few days, and there is a variety of people here. I've met with CEOs and hourly employees."

Murry emphasized, "This is Brandeis' first show since the buyout. It's important to let people know you support the coal industry and to make sure all the customers know you are who they need to be contacting."

The show featured more than 200 exhibitors and drew attendees from eastern Kentucky, Southwest Virginia and West Virginia.

"Our most popular model in this area is the Komatsu WA500 wheel loader," said Murry, who was available during the show to answer customers' questions about Brandeis Machinery's product lineup. "It can be used for cleaning, chopping and loading coal. We also see a lot of use out of Komatsu WA475, WA600 and WA900 wheel loaders; 100-ton trucks; and PC1250LC-11 excavators



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

*Continued...*

(L-R) Brandeis Machinery's Rick Johnson and Jeremy Murry pose at their booth at the 2022 Bluefield Coal & Mining Show in Bluefield, W.Va. "This is Brandeis Machinery's first show since the buyout," said Murry. "It's important to let people know you support the coal industry and to make sure all the customers know you are who they need to be contacting."

▶ VIDEO



# 'We hope automation can shorten the learning curve'

... continued



**Toby Cressman,**  
Global Product  
Manager for Data  
Analytics and  
Automation for Room  
and Pillar Mining,  
Komatsu Mining Corp.

for contour mining. Heavy earthmoving equipment is what we do."

Murry also provided information about the service customers can expect from Brandeis Machinery.

"We house millions of dollars of parts," noted Murry. "When customers buy a multimillion-dollar machine there's a commitment from the dealer. We need to have parts on hand to keep their operation running, and we do."

## Mining automation

Komatsu Mining Corp. showcased Joy (a Komatsu Mining brand) continuous miners and shuttle cars. The newest model of the Joy shuttle car has proximity detection and automation integration such as operator-assist features.

"Customers get shift reports, daily reports, weekly reports, and monthly reports to help mine managers make decisions based on the data they are seeing from the equipment," said Komatsu's Toby Cressman, Global Product Manager for Data Analytics and

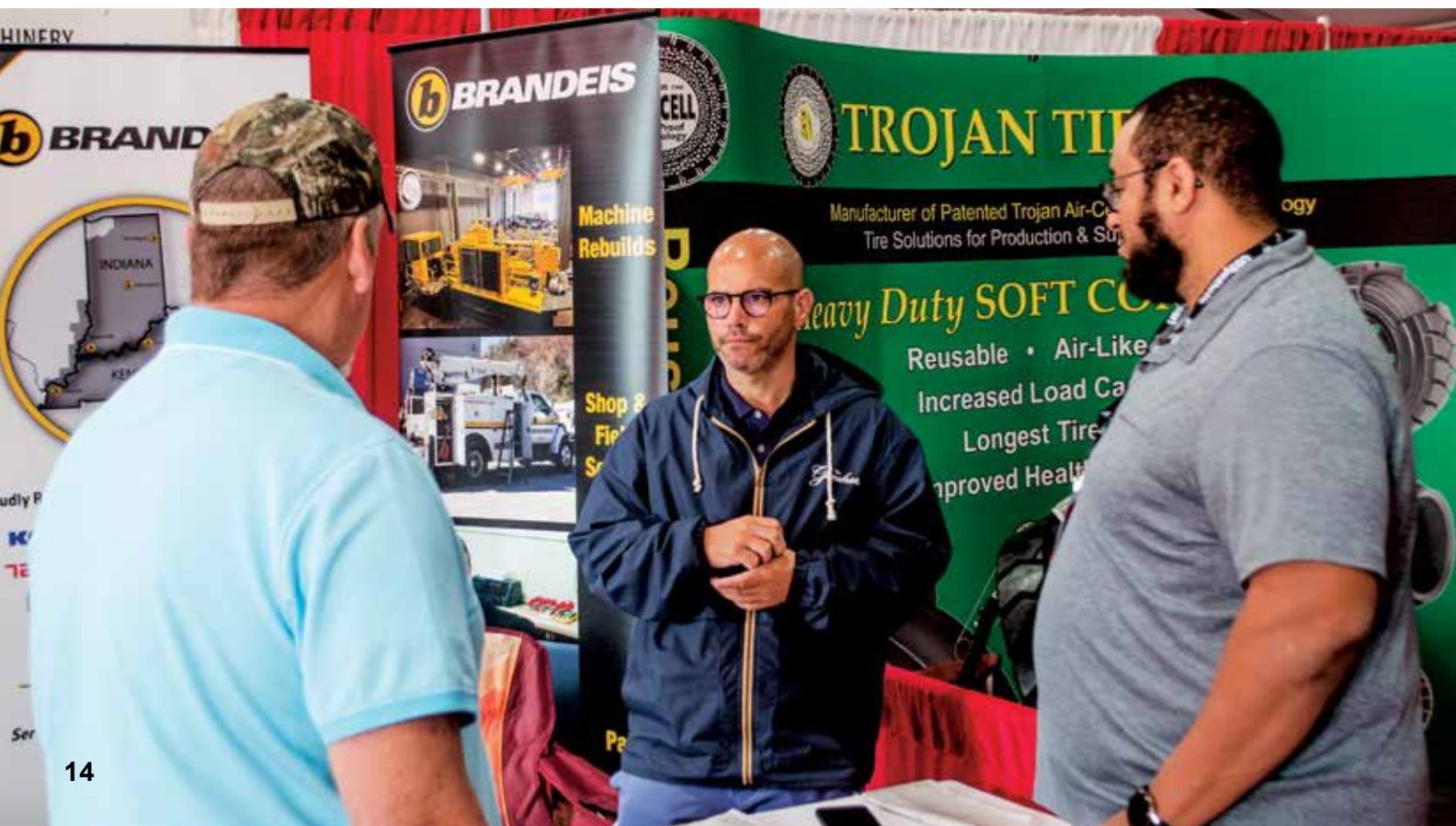
Automation for Room and Pillar Mining. "We have customers who use that data to run their mine on a daily basis."

Komatsu Mining also presented on topics such as how automation can improve mining operations.

"Komatsu's automation is focused on our continuous miner operation," explained Cressman. "We offer different levels to support customer needs. We hope automation can shorten the learning curve for customers as they look to increase safety in the mining industry and address workforce turnover. The industry will see a huge turnover over the next seven years, and we hope our automation can help customers adapt."

Cressman continued, "If a customer wanted to connect smart solutions or an automation package, they'd meet with their salesman to discuss what they're trying to do, and what they're trying to improve. We would then bring in a product expert to talk about what options we have that would benefit their operations." ■

At the 2022 Bluefield Coal & Mining Show in Bluefield, WVa., Brandeis Machinery's Jeremy Murry (center) speaks to customers. "There's a great turnout and people come from all over the industry," said Murry. "We get to meet a lot of key customers in a few days and there is a variety of people here. I've met with CEOs and hourly employees."





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# CONEXPO-CON/AGG will return to Las Vegas with additional exhibit space, focus on latest industry innovations

North America's largest construction trade show is right around the corner. CONEXPO-CON/AGG will return to the Las Vegas Convention Center on March 14-18, 2023. Held every three years, it features the latest in innovation and equipment from all sectors of the industry.

In addition to the approximately 1,800 exhibitors spread across 2.7 million square feet of exhibit

space, the show will also have more than 150 educational sessions that highlight the latest topics and industry trends. The sessions are grouped into tracks such as aggregates, asphalt, business best practices, earthmoving and site development, equipment management and maintenance, and more.

During the last show in 2020, construction of the new West Hall and adjacent Diamond Lot on the site of the old Gold Lot was underway, as was the Tesla-powered underground people mover called the LVCC Loop. Both projects are now completed, and CONEXPO-CON/AGG and the co-located International Fluid Power Exposition (IFPE) will make full use of them.

"AEM (Association of Equipment Manufacturers, a co-owner and operator of CONEXPO-CON/AGG) and our show committees of industry leaders are working to take advantage of everything that has changed in Las Vegas to deliver a top-notch event delivering the latest innovations and best practices to help construction pros take their businesses and careers to the next level," said Dana Wuesthoff, Show Director of CONEXPO-CON/AGG 2023. "Between the West Hall and Diamond Lot bringing a lot of displays

Manufacturer	Booth Number
EPIROC	C31348
Etnyre International	C31332
Fecon	D1456 & N12101
Genesis Attachments	C30034
Gorman-Rupp	C30016
Hensley Industries	W42028
Komatsu	W42044
K-Tec	W40231
LeeBoy	C31731
Montabert	W42229
SENNEBOGEN	N10827
Takeuchi	N11843
WIRTGEN GROUP	S5020 & W40844

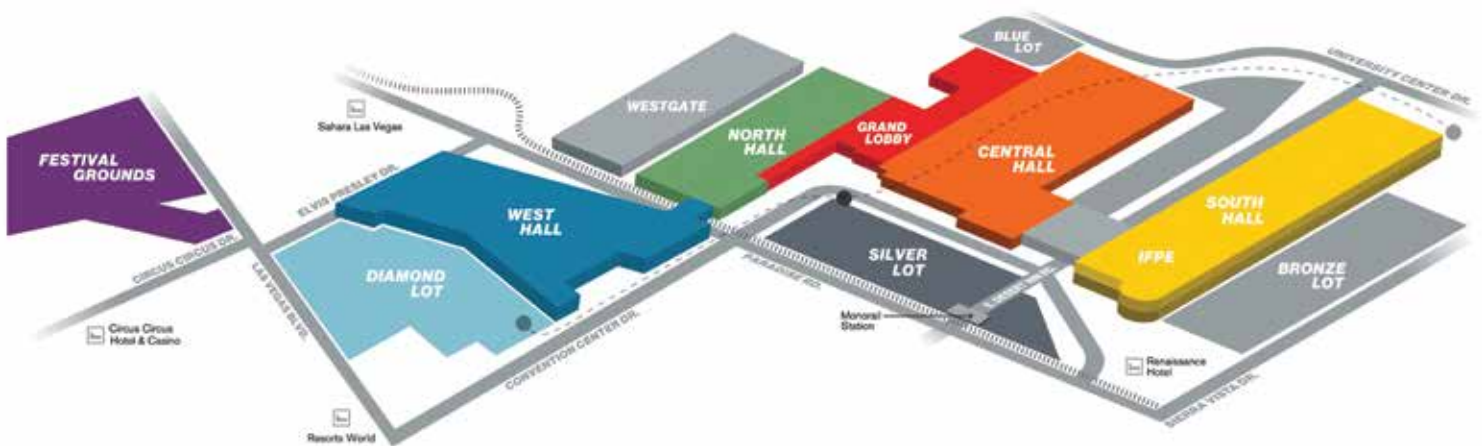
CONEXPO-CON/AGG gives attendees the opportunity to see and learn about the latest machinery and innovations in the construction industry. The experience includes the ability to climb inside of equipment and talk with industry experts.





# OVERVIEW MAP

CONEXPO  
CON/AGG



## CENTRAL HALL

Aggregates  
Asphalt  
Concrete  
Safety

## DIAMOND LOT

Business Operations  
Concrete  
Engines & Drivetrains  
Hauling  
Infrastructure Maint.  
Jobsite Support  
Land Clearing  
Portable Power  
Safety  
Technology Solutions  
Trucking  
Underground

## FESTIVAL GROUNDS

Earthmoving  
Lifting

## NORTH HALL

Business Operations  
Earthmoving  
Hauling  
Jobsite Support  
Land Clearing  
Lifting  
Safety  
Technology Solutions

## SILVER LOT

Aggregates  
Asphalt

## SOUTH HALL

**1<sup>ST</sup> LEVEL**  
Equipment Components  
Infrastructure Maint.  
Portable Power  
Trucking  
Underground  
**2<sup>ND</sup> LEVEL**  
IFPE  
Engines & Drivetrains

## WEST HALL

Earthmoving



Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

closer to the rest of the show as well as serving as a connector to the Festival Lot and the LVCC Loop making it effortless to get across the entire Las Vegas Convention Center, it's never been easier for attendees to see everything they want to learn about when they get here."

## Easier to get around

With an additional 1.4 million square feet of indoor space — including 600,000 square feet of "technologically advanced" exhibit space — the West Hall will be a hub for earthmoving and material handling displays. Komatsu will have one of the largest booths (W42044) in the West Hall with close to 20 machines and its Smart Construction solutions on display.

The Diamond Lot will have a variety of exhibits such as business operations, hauling, portable power and underground construction.

The LVCC Loop will transport attendees and make stops in the South Hall, the Central Hall and the Diamond Lot. Attendees can use the on-site shuttle service to get from the West Hall to the Festival Lot, which has the show's largest exhibits.

## Next Level Awards

Another new feature at CONEXPO-CON/AGG and IFPE is the inaugural Next Level Awards

Program, which will celebrate exhibiting companies that are pushing the boundaries to develop next-level products, technologies and services that advance the construction industry. During the show, 10 finalists will be highlighted, and attendees can vote on-site to determine the Contractors' Top Choice.

The awards program is open to all 2023 exhibitors in good standing that have created products or services for the construction industry that have one or more of the following characteristics:

- Addresses a common industry need in a unique and innovative way
- Benefits the industry across multiple applications for industrywide adoption
- Positively impacts the safety, sustainability and workforce of the industry

"We are excited to recognize the innovative construction products that are taking the industry to the next level," said Wuesthoff. "Exhibitors, large and small, have an opportunity to be recognized for driving ideas and developing products or services to advance the industry. This is an exciting addition to CONEXPO-CON/AGG and IFPE, and we strongly encourage exhibitors to enter." ■



Register for the show at  
CONEXPO-CON/AGG'S  
website: <https://www.conexpoconagg.com>.

# Which tight tail swing excavator is right for the job?



**Kurt Moncini,**  
Senior Product  
Manager,  
Komatsu

Ensuring high production when digging in tight spaces and confined job sites can be challenging. Machines with traditional counterweights may not be ideal because of the likelihood they could swing into an obstruction, making tight tail swing excavators a much better fit. However, with so many tight tail swing sizes and models available, choosing the right one for the job takes some careful consideration.

"Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "Typically, the upper structure is revolving within the confines of the undercarriage, which is why they are great for a variety of tasks in urban areas, or where space is limited."

To increase versatility, consider adding attachments such as blades or breakers to your tight tail swing excavators. Most of the machines are already plumbed and ready to run the right-sized attachments.

### What's the digging depth?

According to Moncini, digging depth is an important consideration when choosing the right-sized tight tail swing excavator.

"Pipe typically comes in multiples of 8-foot sections, so taking that into consideration, I always like to look at the 8-foot level bottom digging depth because that's the maximum depth I can dig and excavate an 8-foot flat bottom section of trench," said Moncini. "As an example, if the required pipe run trench depth is 10 feet, my most efficient machine size will be one that can excavate an 8-foot level bottom to that depth. I need

to size the machine accordingly and try to go with the smallest tight tail that will do the job most efficiently."

### How much do I have to lift?

Lift capacity is another major factor in choosing the right excavator. While you want to be able to move the machine as little as possible, you need to consider what you may need to move on-site in addition to digging.

"If you are excavating utility trenches in an urban environment, there is a good chance you will have to handle trench boxes and set steel plates to cover up the trench at night, or you may have to pick up and install heavy concrete pipe or structures," said Moncini. "It's vital to have a machine with sufficient lift capacity to handle the job. Ideally, I really want to be able to handle over the side as much as I can lift in front."

Moncini added, "The heavier the required loads become, the bigger the machine I'm going to need. Having a machine that can also lift the materials off the trailer when they arrive is important too. I need to be able to lift, handle and place materials until it's time to use them, then have the ability to rehandle and lay them in the trench."

### Do I want versatility?

"Most smaller machines come standard with a blade, which extends versatility," said Moncini. "The ability to push material and backfill is an added advantage and may be able to eliminate an extra machine on the job."

Moncini also added that a blade can help you get better over-the-front lift capacity.

Additional tight tail swing versatility can be achieved by equipping the excavators with attachments such as breakers, but you must properly size them to the machine.

"If the job calls for breaking up old pavement or other concrete structures, you should first size the breaker for the task, then ensure the excavator is big enough to handle it and has the correct hydraulic flow to operate it," said Moncini. "There are a wide range of attachments — from compactors to mowers and more — that you can use with a tight







Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. "Tight tails allow operators to be more efficient because they typically have better situational awareness and can concentrate on the task at hand while reducing the chances of swinging into an obstruction or into a lane of traffic," stated Kurt Moncini, Senior Product Manager, Komatsu. "They are great for a variety of tasks in urban areas, as well as others, where space is limited."

tail swing. The good news is that most are already plumbed and ready for attachments."

### Which boom design is right for me?

Komatsu manufactures eight tight tail swing models, ranging in size from the approximately 6,800-pound, 24.4-horsepower PC30MR-5 to the roughly 54,000-pound, 165-horsepower PC238USLC-11. There are five MR (minimum-radius) models and three US (ultra-short) models.

"The MR excavators have a swing boom, and the US models have a standard boom," Moncini noted. "Our MR design allows the operator to pivot the boom left or right to get right next to a structure and dig parallel to the tracks, so they are much more versatile. The advantage of a standard boom is that it's a little lower price point. Additionally, the standard boom overextends toward the back of the machine to tuck the bucket in tight."

### What about tracks?

Track selection may play an important role when working in urban environments.

You want to avoid breaking up pavement, damaging sidewalks and ruining grassy areas.

"Having to fix an existing surface could be a major hit to your profit," said Moncini. "Our smaller tight tail swing excavators come standard with rubber-belted tracks. Not only do they minimize ground disturbance, but they are quieter and faster than steel tracks. Road liners, or conventional tracks with rubber pads, are very popular in our midsize to larger models when working on improved surfaces."

### Who can I talk to?

For additional information, Moncini suggests consulting with your Komatsu distributor.

"Our distributors have the knowledge and expertise to help you determine the right-sized machine to most effectively get the job done," said Moncini. "Tight tail swings can be excellent tools for limited-space job sites and can also offer high production in open areas too. If you are not using them, consider checking them out to increase your versatility." ■

*Editor's Note: To learn more about Komatsu's tight tail swing excavators, visit <https://www.komatsu.com/en/products/excavators>.*





# Proprietary iMC 2.0 promotes significant productivity gains and is now available on Komatsu PC490LCi-11 excavator



Learn more

### Quick Specs

#### Model

PC490LCi-11

#### Net Horsepower

359 hp

#### Operating Weight

105,670-107,850 lbs.

#### Bucket Capacity

1.47-4.15 cu. yd.

Designed to lessen the skills gap between new and experienced operators and help improve the bottom line for contractors, Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator, the PC490LCi-11, offers sophisticated productivity-enhancing automation. An excellent match for excavation, trenching, slope work or fine grading, the PC490LCi-11 helps minimize over-excavation to empower operators to dig straight to grade quickly and accurately.

Built on Komatsu's iMC platform and developed with input from leading construction companies, iMC 2.0 offers additional new features.

### Upgraded iMC monitor

A new 10.4-inch iMC monitor features increased memory capacity, processing speed and pinch-to-zoom functionality in a smaller lightweight package for improved performance and ease of use.

### Bucket angle hold control

The new bucket angle hold control helps operators reach final grade with speed and precision. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both features build upon the semi-automatic functions that were part of the first generation of iMC excavators, including the ability to switch from manual to semi-automatic mode. The existing technology and new features can help increase production and efficiency while reducing costs. ■

The PC490LCi-11 is Komatsu's largest intelligent Machine Control (iMC) 2.0 excavator. It's an excellent match for excavation, trenching, slope work or fine grading. New features include an upgraded iMC monitor and bucket angle hold control.







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# Five ways drones can help reduce costs and increase efficiency on construction sites

**A**s technology continues to change the construction industry, a potentially dynamic investment companies can make isn't iron on the ground, but a drone in the sky.

Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.

If you're ready to expand your fleet, here are five ways drones can help reduce costs and increase efficiency on your job sites.

### 1. Streamline communications

Being able to streamline information and connect your entire staff can help increase your workplace and job site efficiency.

With a timeline function, drones can take photographs from the same coordinates during the duration of a project to provide a timelapse of the progress. This can keep everyone up to date on the project's status.

"The drone technology allows us to have somebody go out and drone sites two to three times a week," said Greg Sutton, Vice President of Operations at Aspen Earthworks Inc. in Reno, Nev. "Even if I can't get out here and see what production has happened on a site, I still feel like I visited the job site through the drone technology."

### 2. Spend less time surveying

Depending on the site, conventional surveying can take days — with drones, it can take minutes.

"I think the greatest change after adopting drones or being exposed to drone usage is using the high accuracy survey grade data that they provide," said Jason Anetsberger, Director of Customer Solutions at Komatsu. "Instead of having to walk a site or drive a site to map it terrestrially, they can now fly the site in a much larger area, in much higher resolution, in much less time, and get a highly

*Continued...*

**With a drone, a company can quickly and accurately collect objective data of its job site, and that information can be used to help increase productivity and efficiency in the field.**



# 'It was incredibly easy to get started'

... continued

accurate survey of that terrain. It has opened a whole new world for contractors to extract value from utilizing a drone."

A company can quickly and accurately collect objective data of its job site with a drone, and that information can be used to help increase productivity and efficiency in the field.

### 3. Get accurate material estimates

Having the incorrect number of materials for a project can waste time and money. On construction sites, drones can quickly provide a precise representation of the area, so you can get an accurate estimate of everything you will need for the project.

During a preconstruction flight, you can compare the real site to the engineer's model, which allows you to fix any miscalculations. By correcting those errors, companies can quickly see a return on investment.

"We had a customer recently who realized they had to move 40,000 cubic yards more than what the engineer quantities were saying they needed to do at the beginning of the job," said Jim Petry, Construction Project Modeler for Komatsu. "For them, that was a big revelation. That was the first time that they used a drone. They quickly found a lot of value in it. They can see where their cut and fills are on the site, where that is taking place, and if it's a large site, they can make better decisions on equipment."

With more accurate measurements in the early stages of projects, companies can adjust their

fleets accordingly to help increase production and have more precise data collection throughout the process.

"Komatsu's Smart Construction Drone has enabled Aspen Earthworks to reach new levels," said Aspen Earthworks President Ryan Dustin. "With day-by-day information, it's enabled us to really dial in our estimating and our production rates that I believe have helped put us near the top of our market, and it was incredibly easy to get started. With that moment-by-moment information and real-time data, we can work with our project manager and superintendents to help us reorganize and redo the way we approach our dirt and utilities projects to increase efficacy."

### 4. Connect clients to every site

You can also use drone technology to quickly and accurately connect beneficiaries to the job site, which can help save time, avoid future headaches, and secure repeat clients.

"With drones, you can give clients confidence that they're getting the production that they're paying for," said Anetsberger. "That could help contractors secure future business. There's more trust in that relationship if you're feeding them near-real-time data or opening a digital twin, so they can follow alongside."

Plus, drones can reduce the amount of time spent providing documentation for invoices.

"Instead of spending a day doing that conventionally, you're doing the flight in just a few minutes and can accurately compare that against the last flight to be able to put their invoices forward and get paid as progress moves along," said Petry.

### 5. Create dynamic marketing content

Aside from using drones for surveying, they can also be used to collect photographs and videos on job sites, or even at the office, that can be used for marketing, recruitment and public relations campaigns.

The maneuverability of drones can create dynamic photographs and videos that a person on the ground simply cannot easily replicate. Also, you don't have to cut into your marketing budget for a camera.

While any drone can adequately survey, photograph and record a job site, Anetsberger and Petry recommend a robust model if you want high accuracy with good stability to get the most out of your investment. ■

**Drones are more accessible than ever with relatively affordable prices and simple operating controls, which make it possible for any organization to start drone operation.**







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# Tomahawk Construction utilizes Komatsu's Smart Construction Remote to control costs and maximize efficiency



**Randall Hendra,**  
Project Surveyor

A mix of private, commercial and Department of Transportation (DOT) work keeps Tomahawk Construction and its approximately 90 employees busy year-round in Fort Myers, Fla. Established as a premier site development firm nearly 20 years ago, Randall Hendra came on board in 2014 to oversee surveying operations.

"I had my own surveying company and saw early on how GPS technology cut into my traditional role of surveying and staking sites," said Hendra. "Instead of fighting change, I decided to learn what GPS could accomplish. Since joining Tomahawk, we've transitioned from staking jobs to utilizing GPS technology for all of our projects."

With multiple active job sites spread across the greater Fort Myers area, Hendra is constantly monitoring job site progression. He relies on Komatsu's Smart Construction Remote — a software system that allows you to transfer files, support operators and locate machines from your computer — to work efficiently and keep projects on schedule.

"We do a lot of subdivision work, which means plans are continuously updating

and changing throughout the build," noted Hendra. "The demand for housing in the area means we're out the door and on the ground digging lakes and ponds before the plans are 100% finalized. With Smart Construction Remote, I'm able to update changes to our models and remotely send them to our GPS-equipped Komatsu machines without having to separately drive to each machine and install the file with a thumb drive.

"As soon as I upload the file to the machines, the operator can see the new plans and get to work," continued Hendra. "It's a huge time saver because I'm not driving an hour to each job site and tracking down each machine — it's just the stroke of a key, and I've saved myself half a day of work. From the operator's perspective, they're not wasting half a day following plans that have already changed. You can see how the cost savings and efficiency quickly build when you have multiple changes throughout the life of a project."

### Expanding equipment

Tomahawk Construction currently utilizes approximately 10 Komatsu intelligent Machine Control (iMC) dozers and excavators.



A Tomahawk Construction operator cuts a road in the early stages of a project with a Komatsu D51PXi-24 iMC dozer. "In our experience, nothing works as well as Komatsu," said Project Surveyor Randall Hendra. "With Smart Construction Remote, I'm able to update changes to our models and remotely send them to our GPS-equipped Komatsu machines without having to separately drive to each machine and install the file with a thumb drive."







## ▶ VIDEO

**Project Surveyor Randall Hendra monitors Tomahawk Construction's Komatsu iMC machines as well as its Topcon-equipped machines from his desk with Smart Construction Remote. "Between tracking machines, uploading files and remotely supporting our operators, Smart Construction Remote paired with Komatsu iMC equipment has greatly increased our efficiency," said Hendra.**



Soon, the firm will have about 30 machines capable of utilizing Smart Construction Remote because it works on Topcon systems as well as iMC machines.

"We've tried all brands of GPS-equipped machines, and in our experience, nothing works as well as Komatsu," stated Hendra. "You don't have to fix cables or masts or make little adjustments — you just set the dozer up, and it runs. You're also able to track where your machines are located, which impacts everything from efficiently moving machines between jobs to helping technicians locate machines for routine maintenance."

### Operator support

When an operator has a question about a project, Hendra can often use multiple Smart Construction Remote capabilities to resolve the problem quickly.

"Through Smart Construction Remote, on the monitor in my office I'm able to see exactly what an operator sees on the screen in their cab," explained Hendra. "If an operator calls

and explains that he's grading a road and it's not a 2% cross slope, I'm able to see what his screen shows and see exactly where he is located on the job site. I can take that information and compare it to the model, make any changes, then upload a new model to the machine with the proper cross slope without leaving my desk."

Hendra added, "I can also control the screen for any machine. If an operator gets into a different machine than they typically run and wants the screens to look a specific way, I can remotely adjust that for them. I can also update menus and delete old files to make sure our operators are using the most up-to-date version. Between tracking machines, uploading files and remotely supporting our operators, Smart Construction Remote paired with Komatsu iMC equipment has greatly increased our efficiency."

*\*\*The opinions expressed here are from the end users who are quoted. ■*



Watch the video





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# Komatsu's HD1500-8E0 helps increase production at quarry, aggregate and mining operations, keeps operators comfortable

Does your operation need an efficient 150-ton haulage solution that can deliver performance on grade while providing energy-saving technologies to help achieve lower fuel consumption? Komatsu's rigid frame off-highway haul truck, the HD1500-8E0, is purpose-built for mining, quarry and aggregate applications.

Delivering performance with a 1,570-net-horsepower, Tier 4 Final Komatsu engine, the HD1500-8E0 helps drive high levels of productivity. It has a seven-speed, fully automatic transmission with two configurable reverse speeds. Komatsu's advanced transmission with an optimum modulation control system provides electronic shift control with automatic clutch modulation. Optimized clutch engagement at every gear provides smoother shifting without losing torque, which offers a comfortable ride and helps reduce material spillage.

To promote productivity and control the life cycle costs of the truck, an integrated payload meter manages the payload of each hauling cycle by analyzing production volume and the working conditions of the machine.

"When designing the HD1500-8E0, Komatsu's focus was improving performance and durability and helping reduce total cost of ownership," said Sebastian Witkowski, Product Manager, Komatsu. "In addition to best-in-class speed on grade, and downhill brake retarding performance, the truck has a host of new efficiency and operator environment technologies."

The HD1500-8E0 is equipped with hydraulic, wet, multiple-disc brakes on all four wheels that act as a highly responsive retarder, providing operators with confidence at higher speeds when traveling downhill. Operators can also control their downhill descent by setting a desired travel speed with the automatic retard speed control

(ARSC), which applies the brake retarder to maintain the desired setting.

### Easy maneuverability

With a tight turning radius of 36 feet, 9 inches, operators in the HD1500-8E0 can maneuver in and out of tight spaces when spotting to be loaded or positioning to dump. Komatsu's Traction Control System (KTCS) provides excellent control in loose or slippery haul road conditions by monitoring the rear wheels for slippage and automatically applying pressure to the independent wheel brake assemblies.

The redesigned cab features a seat heater and ventilator, and the hydropneumatic suspension gives operators the smooth and comfortable ride they need for long shifts. Designed with a convenient layout, the ergonomic cab is equipped with an air-suspension seat to help dampen vibrations, and the low-noise engine, fan clutch and cab sealing provide a quiet, low-decibel operating environment. ■

**Komatsu's new HD1500-8E0 mechanical haul truck delivers high performance with less fuel consumption than its predecessor. It is purpose-built to increase production and efficiency in multiple applications.**



**Sebastian Witkowski,**  
Product Manager,  
Komatsu

### Quick Specs

**Model**  
HD1500-8E0

**Net Horsepower**  
1,570 hp

**Operating Weight**  
550,229 lbs.

**Rated Payload**  
153.2 tons

**Heaped Capacity**  
102 cu. yd.



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the video



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2017 Komatsu PC210LCi-10, S/N 452580, 5,101 hrs.



2019 Komatsu PC650LC-11, S/N 80108, 4,507 hrs.



2013 WIRTGEN W 120 Fi, S/N 1310.0128, 6,348 hrs.



2018 WIRTGEN W 150 CFi, S/N 8130134, 4,245 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
<b>Dozers</b>				
2021 Komatsu D39EX-24	100029	J00690	Lexington, KY	1,368
2018 Komatsu D39PXi-24	95899	J00702	Louisville, KY	2,739
2018 Komatsu D51PX-24	10402	J00692	Nashville, TN	1,992
2018 Komatsu D51PXi-24	10528	J00701	Louisville, KY	4,454
2017 Komatsu D61PXi-24	B60248	J00696	Evansville, IN	6,198
2022 Komatsu D61PXi-24	B65512	J00695	Knoxville, TN	429
2021 Komatsu D71PX-24	70264	J00697	Knoxville, TN	1,438
<b>Excavators</b>				
2022 Komatsu PC170LC-11	36188	J00705	Knoxville, TN	912
2022 Komatsu PC210LC-11	A13651	J00703	Memphis, TN	267
2017 Komatsu PC210LCi-10	452580	BTE22820	Evansville, IN	5,101
2019 Komatsu PC490LC-11	A42205	J00698	Knoxville, TN	4,900
2019 Komatsu PC490LCi-11	A45148	J00704	Louisville, KY	4,993
2019 Komatsu PC650LC-11	80108	J00670	Memphis, TN	4,507
<b>Mills</b>				
2013 WIRTGEN W 120 Fi	1310.0128	BTN21010	Indianapolis, IN	6,348
2011 WIRTGEN W 150	513.0221	BTN21N08	Indianapolis, IN	6,333
2018 WIRTGEN W 150 CFi	8130134	BTN21D09	Indianapolis, IN	4,245
<b>Trucks (Articulated)</b>				
2016 Komatsu HM400-5	10266	J00680	Kingsport, TN	8,611
<b>Trucks (Rigid Frame)</b>				
2017 Komatsu HD325-8	50027	J00699	Louisville, KY	2,920
2017 Komatsu HD325-8	50028	J00700	Louisville, KY	7,840
<b>Wheel Loaders</b>				
2018 Komatsu WA500-8	A96475	J00691	Memphis, TN	9,271

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