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Premium Processing Company Inc.

Kentucky-based family business provides coal processing services in Middlesboro



Elmer Kincaid Jr.,
Owner

Thank You for Your Business



David Coultas

A message from Brandeis Machinery & Supply Company



Hello Everyone:

Happy New Year! We want to thank you for your business, and we look forward to working with you in 2024. We're optimistic about growth in our industry. The infrastructure law that was passed a few years ago will boost investments in roads and bridges, which is always helpful.

There has been a lot of information lately about **artificial intelligence** or AI. There are wonderful possibilities for the use of AI, including in construction. In this issue, we feature an article that looks at the potential effects AI may have on our industry. I think you will find it interesting and informative.

While AI isn't yet widely used in our industry, **telematics** is. Data received remotely from your machinery can be a valuable tool to help increase efficiency and productivity. Komatsu makes it available via Komtrax through its **My Komatsu** web application. My Komatsu offers far more than just machine data. It's a digital solution that lets you see machine manuals, order parts, monitor your Smart Construction subscriptions, and more. Be sure to check out this link (<https://brandeismachinery.com/brands/>) to see how it can benefit your operation.

If upcoming projects require moving a lot of dirt quickly, a large excavator is an exceptional option. Komatsu's new 543-horsepower **PC900LC-11** can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. You can learn more about the excavator inside this issue.

As we have said before, we are proud to be aligned with such a forward-thinking manufacturer as Komatsu. The company is invested in the future of machinery and the people who run it. Find out more about Komatsu's contribution to initiatives such as **AED's Vision 2025**, which is helping build the workforce of tomorrow.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations covering Kentucky, Indiana and West Virginia.

Sincerely,
Brandeis Machinery & Supply Company



David Coultas,
President

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Premium Processing Company Inc. has helped support local community and coal industry for 30 years



Elmer Kincaid Jr.,
Owner

Founded by Elmer Kincaid Jr. in 1993, Premium Processing Company Inc. provides coal processing services in Middlesboro, Ky., and has a long tradition of helping boost the local economy and coal industry. Before starting his own company, Kincaid learned the coal industry from the ground up by working at his father's business, Elmer Kincaid Coal Company, which was founded in 1947.

"Elmer Kincaid Coal Company was originated in Thorn Hill, Tennessee, which is 30 miles from here," recalled Kincaid. "We operated over there at a truck yard. I started off in maintenance where I greased loaders, trucks, and whatever needed to be done. I learned the importance of working with people instead of people working for us. Then, we came over here in 1990 to ship some coal on rail for a few weeks. Our customer said we were moving too much coal by truck and needed to move some by rail. We stayed, and that was how I ended up in Middlesboro."

Now, Premium Processing services a variety of industrial plants such as paper mills and handles approximately 600 tons to 800 tons of coal per day.

"We bring in raw coal in the form of strip, deep mine, or highwall miner coal," noted Kincaid. "We then process it and evaluate the quality. This is the last stop for the coal before it goes to the customer, so we must make sure it is right. We sample it, test it, and check the heat value — the sulfur and ash. Then, we blend it to the customer's specifications."

Kincaid's second company, Clinch Mountain Transport LLC, handles about 85% of Premium Processing's trucking.

Over the years, Premium Processing has learned to adapt to the ebbs and flows of the coal business.

"We just came out of what we in the business call another coal boom," noted Kincaid. "Everybody was wanting coal. They were exporting a lot, and you had a lot of trouble keeping enough coal then, so the past two years have been very stressful here keeping up with demand, but we made it through."

Supporting others

Kincaid values the local community and strives to support it to the best of his ability.

"We buy locally," said Kincaid. "We try to sponsor all the activities in the community as much as we can, such as the ball clubs and the different local nursing homes."

Aside from sponsorships, Premium Processing helps boost the local economy through the jobs it provides and supports.



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An operator places coal
in a pile with a Komatsu
WA475 wheel loader.

▶ VIDEO





With a Komatsu WA500 wheel loader, an operator transports coal to be processed.

“With the suppliers and all the people we deal with, I believe I can safely say somewhere in the neighborhood of 150 to 200 people are affected by my operation in the mining industry,” noted Kincaid. “We usually buy from three or four different suppliers. That helps those operations, and obviously helps us.”

Kincaid continued, “Sometimes your producer will have more than your customer needs, so we take in more to let them get a pit cleaned out or get rid of inventory. We do more than just transfer the coal from the producer to the customer. Sometimes we’re in a position to help finance folks by buying more coal than we need just so the producer can stay in business. If he survives, he’s still there for us, so it makes it a good relationship.”

Dependable equipment

Since 2005, Premium Processing has relied on Komatsu machinery and currently utilizes two Komatsu wheel loaders: a WA500 and a WA475.

“They’re dependable and easy to operate,” noted Kincaid. “If I have five or six trucks pulling on this yard to get loaded, that is close to a \$1 million worth of equipment sitting there waiting to get loaded. I want those trucks loaded, doing what they’re supposed to do, and taking that product down the road. When people come to my place, I want them to feel good about coming here and being able to get

Continued...



Located in Middlesboro, Ky., Premium Processing Company Inc. provides coal processing services.

An operator moves coal with a Komatsu WA475 wheel loader.



'Any need I have, Brandeis Machinery is quick to respond'

... continued

serviced promptly and get back on their way. That is the experience we want them to have, and the Komatsu machines help us do that."

Kincaid added, "I don't have any complaints about the wheel loaders, which is a compliment in our business."

Strong relationship

For machinery support and service, Premium Processing leans on Brandeis Machinery & Supply Company, specifically sales representative Jason Douglas.

"Jason has been very prompt," remarked Kincaid. "Any need I have, Brandeis Machinery is quick to respond. They clearly respect my business."

That respect is mutual, as Kincaid holds his relationship with Brandeis Machinery in high regard.

"Brandeis Machinery seems to have good communication with their people," commented Kincaid. "It seems like a family, and they all try to work together. That's the way I want my company to be, and I feel like they do too. I think they put a good team together."

Passing down the legacy

Looking ahead, Kincaid has no desire to retire and wants to pass on his knowledge to the next generation.

"I'm in no hurry to go home," said Kincaid. "People asked after the last boom if I was going home. I plan on being here as long as my health will let me. It's taken me a long time to learn all that I've learned, and I don't expect my grandchildren to learn it right off the bat, so I want to stay and help them get into that. I feel responsible for my children and my grandchildren to hold this together. Not only for my family, but for all the families that my job helps. I feel like the Lord blessed me with my business to help so many people." ■



(L-R) Brandeis Machinery's Nick Baird, Premium Processing's Elmer Kincaid Jr., and Brandeis Machinery's Jason Douglas discuss Premium Processing's operation.

Premium Processing utilizes Komatsu WA475 and WA500 wheel loaders at its site in Middlesboro, Ky.





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Parts when you need them: Brandeis Machinery & Supply Company provides nighttime shipping service

Keeping your machine running is paramount to operational success for a business, and Brandeis Machinery & Supply Company provides the ultimate service for that need: a nighttime shipping program to get parts to you quickly.

"One of the strengths of doing business with Brandeis Machinery is that our geographical footprint is broad enough that we have several branches located throughout Indiana and Kentucky, as well as Tennessee, Arkansas and part of Mississippi," said Regional Operations Manager Casey Clark. "We stock a majority of our manufacturers' parts, but if needed, we can quickly deliver parts to any one of our branches through our shuttle service."

Clark continued, "That's a service we provide at no cost to the customer, and you'll just come get it in the morning. It's just part of the value that's built into doing business with Brandeis Machinery to keep machines running and decrease any downtime."

If a part isn't in a Brandeis Machinery-affiliated store, the parts department is often able to quickly access parts through Brandeis Machinery's relationships with its manufacturers, especially Komatsu.

"Some of the parts come in here from Ripley, Tennessee," said Clark. "It allows us to pull parts in a very short amount of time. Typically, we'll have it at the branch the very next day."

A forklift operator loads a truck with machinery parts.



Midnight to morning

Once part orders are processed, trucks from across the Brandeis Machinery footprint arrive at the Louisville, Ky., branch where parts are sorted and put onto trucks with the corresponding routes.

"All the trucks that go out to all the branches unload here at about 11:30 to midnight," noted Louisville Parts Manager Bill Martin. "Then, they load back up, and they go back out."

Valuing a customer's time is of utmost importance for Brandeis Machinery's nighttime shipping program.

"If a customer has a piece of equipment down, they need to get that up and running as fast as they can, or it's costing them quite a bit of money — same with our shop," said Martin. "We try to have everything checked in and to the mechanics by 8:00 or 8:30 a.m., so they can get out and do their thing. Downtime is a part of the industry, but it's our goal at Brandeis Machinery to minimize it. We will jump through hoops, call vendors, and do whatever is required because that's what we do." ■

Brandeis Machinery's Louisville, Ky., branch serves as the processing point for all nighttime deliveries.



Brandeis Machinery's warehouse crew unloads trucks for the nighttime shipping program.



Casey Clark,
Regional
Operations Manager,
Southeast Region,
Brandeis Machinery



Bill Martin,
Louisville
Parts Manager,
Brandeis Machinery



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A Brandeis Machinery employee prepares parts for shipment.



AI such as ChatGPT offers potential benefits for the construction industry

Driven by the emergence of artificial intelligence or AI, the construction industry finds itself on the brink of a potential transformation. Some tasks that traditionally require a person can be solved by AI tools.

At the forefront of this development stands ChatGPT, an innovative AI language model created by OpenAI. ChatGPT is a type of generative AI that can create content or responses such as sound, images, and — in ChatGPT's case — text.

"Generative AI is a type of artificial intelligence focused on content creation," said Trent Miskelly, Chief Operating Officer at Document Crunch. "It has been popularized recently with ChatGPT, which is a company built on OpenAI's large language models. You can think of a large language model as basically a database of the entirety of the internet. You can ask questions and get responses back."

Miskelly continued, "In its most basic form, generative AI is a prediction engine. Whatever question it is asked, it is going to do its best to respond to that question and hopefully be helpful to you."

The program can support some functions of a construction operation, but it is important to recognize its limitations. AI's strength lies in its capacity to analyze large amounts of data and provide valuable insights.

"It isn't going to replace the workers on your job site," said Jeff Sample, Industry Evangelist at Join, "but it may help get materials faster."

Exploring the advantages

In an industry where precision is paramount, AI can be an asset in cost estimation. ChatGPT can access real-time data on material prices and labor rates and help create accurate cost projections. Construction companies equipped with this AI-driven decision-making and data processing can enhance financial planning, fortify supplier relationships, and establish well-informed budgets.

"Subject matter expertise is paramount when analyzing responses," noted Miskelly. "You must understand what you are getting from [AI], because you are in the driver's seat."

Selecting construction materials and equipment becomes a data-informed decision with AI's involvement. By analyzing project requirements, ChatGPT can suggest appropriate materials, cost-effective alternatives, and cutting-edge equipment options — steering construction projects toward efficiency and sustainability.

AI can also play a pivotal role in addressing challenges that arise during projects. While it doesn't replace human expertise, AI can

While AI doesn't replace human expertise, it can help analyze project issues, consider variables, and propose solutions to keep projects on track. It can also help identify provisions in contracts with high accuracy.



AI can assist in project management by automating routine tasks, tracking progress, and identifying potential delays, thus increasing overall efficiency.

analyze issues, consider variables, and propose solutions to keep projects on course.

"It is great for text classification, like identifying provisions in contracts with a high degree of accuracy," said Miskelly. "It can create and summarize information from documents or data."

The scope of AI extends to architectural design, offering new perspectives and solutions. ChatGPT can inject fresh ideas into the creative process, ranging from sustainable construction practices to optimizing spatial utilization — helping further additional innovation.

Navigating concerns and challenges

As AI's use gains prominence, it also brings legitimate user concerns. The dynamic data analyzing capabilities of ChatGPT introduce potential challenges worth consideration.

"I think it is incredibly important to be cautious with what you are feeding out there," said Kris Lengieza, Vice President of Global Partnerships and Alliances at Procure Technologies. "You wouldn't put a bunch of financial statements into ChatGPT if you didn't want them to be publicly available somewhere and train somebody else's model."



If not used carefully, AI can generate non-factual responses, so ensuring accuracy is essential.

Data privacy has emerged as a critical concern in the AI landscape. Ongoing investigations into OpenAI and ChatGPT show the significance of safeguarding user data.

Continued...

'I think we should be excited as an industry'

... continued

Internationally, Canada's CBC News published that the country's federal and provincial governments are opening investigations into OpenAI regarding the disclosure of personal user information, and Italy has become the first country to issue a temporary ban on the software as the country finishes an inquiry into any violations.

Another concern about AI is that ChatGPT has been known to generate non-factual responses. Recently, U.S. Judge P. Kevin Castel fined a law firm and two lawyers \$5,000 after they submitted a written argument generated by ChatGPT that contained six legal cases that did not exist, according to a report by AP News. The situation and associated reprimand are the first of its kind.

"Technological advances are commonplace and there is nothing inherently improper about using a reliable artificial intelligence tool for assistance," wrote Castel. "But existing rules impose a gatekeeping role on attorneys to ensure the accuracy of their filings."

Castel added, "[They] abandoned their responsibilities when they submitted non-existent

judicial opinions with fake quotes and citations created by the artificial intelligence tool ChatGPT, then continued to stand by the fake opinions after judicial orders called their existence into question."

Responsible usage of AI is paramount to avoid misinformation and inaccuracies. These recent instances of false information generated by AI highlight the need for accurate representation and the importance of stringent oversight to ensure the accuracy of AI-generated content.

"I think we should be excited as an industry, but we need to be responsible about how fast we move," noted Lengieza. "We need to be responsible for how much we trust these programs, and we need to make sure that the trust we give is verified."

Charting the path ahead

AI doesn't change the core dynamics of the construction worksite, but it can serve to complement it. As the construction industry navigates the evolving artificial intelligence landscape, it finds itself at the brink of the next step in this ongoing technological-driven evolution. ■

With access to real-time data on material prices and labor rates, AI can generate accurate cost projections. Construction companies can make data-driven decisions, enhancing financial planning and budgeting.





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Why culture in construction matters and how to make it better, so you hire and retain a dedicated workforce

It's not exactly breaking news that there is a labor shortage in the construction industry. Headlines declare that "nobody wants to work anymore" — but is this explanation really at the root of what is a long-standing, industrywide issue?

Amid the Great Resignation, as Baby Boomers retire and Gen Z workers reject the long hours of the construction industry, it's more important than ever to examine the causes of this unprecedented labor shortage and explore potential solutions.

Numerous companies are feeling the pressure, especially in the skilled trades, and many have not yet been able to solve their workforce woes. After increasing pay and flexibility with little to no results, a lot of companies find themselves asking — is our company culture to blame? During an educational session titled "Culture in Construction — Is It Really That Bad?" at CONEXPO-CON/AGG 2023, speaker and construction industry advocate Wally Adamchik walked through the reasons why the answer to that question is both "yes" and "no."

The good news is that industrywide survey results indicate the construction industry's culture issue may not be so bad, according

to the 2019 People in Construction Report (PICR) by FireStarter Speaking and Consulting, said Adamchik. In fact, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work. However, these results are not good enough to sustain successful growth and project execution, according to Adamchik. In addition, there is a significant divide between project management in the office and field supervision on the job site, according to the PICR. In the office, 81% of employees say that they have a close friend at work — in the field, only 50% of employees share that sentiment. On top of that, 75% of office workers feel that they can maintain a reasonable work-life balance, while again only 50% of field employees feel that they can maintain a reasonable work-life balance.

Action items

Rather than list off more statistics about the industry's labor shortage, many leaders want information about creating a more long-lasting and motivated labor force. There are several concrete actions that can be taken to improve company culture and keep workers happy, and companies should act now to avoid losing more of their employees. The labor shortage isn't exclusive to the construction industry, and these actions can be implemented in any workplace. Even organizations with good company culture can implement some of these changes to elevate employee experience:

- **Standards and values.** Approximately 90% of survey respondents agreed that ignoring the core values of their workplace would get them into trouble. This shows that workplace values still matter, and the most visible way to manifest this is to enforce standards across the board. There should be no double standard when it comes to values. Employees will take standards and values more seriously when they are a part of company culture and see leadership being held accountable to the same standards as employees.
- **Creating lasting change.** Three-quarters of senior leadership (those who are supposed to be spearheading change in the workplace) say that their efforts

According to an industrywide survey, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work.





There are several concrete actions that can be taken to improve company culture and keep workers happy, such as encouraging employee participation and recognition.

fall short. Change requires organizational capacity and requires a significant personal investment from leaders. Creating a path for change with concrete steps to follow along the way will help companies maintain organization and encourage both employees and leadership to follow through.

- **Encouraging and participating in employee recognition.** There are a multitude of opportunities to tell employees how much they are appreciated. Chances are, on a daily basis there are numerous opportunities to give positive and relationship-building recognition, and companies that regularly participate in positive recognition are more likely to attract and retain loyal employees.
- **Amping up one's referral program.** About 84% of employees surveyed say that they would recommend their workplace to a friend (but don't). Furthermore, 83% of employees say that they would reapply for their current position if given the chance. There are also several ways to increase the effectiveness of a referral program, including using an easy-to-use option, offering a mixture of incentives, announcing or re-announcing the program, and

recognizing current employees for referring candidates.

- **Bridging the gap between teams and departments.** In construction, there are several discrepancies between survey answers from field and office staff members that could be corrected with a little work. For example, creating teambuilding opportunities for one's entire staff on a monthly or quarterly basis can go a long way toward building camaraderie.

While there are several improvements that would benefit the construction industry's culture, and company culture in general, the survey results show that the situation may not be as bad as advertised. There are several actions that employers can take to improve company culture, from enforcing values to bringing employees together. Even small actions make a big difference, and there is no better time to start than now! ■

Editor's Note: This article is courtesy of the Association of Equipment Manufacturers (aem.org). For more information on how to attract and retain employees, visit <https://www.komatsu.com/blog/2022/employee-retention-in-the-construction-industry/>



Join our team!

Ideal for chipsealing, HAMM's new HP 100i pneumatic-tire roller delivers homogenous compaction with greater efficiency

Designed especially for the North American market, HAMM has developed the HP 100i articulated pneumatic-tire roller primarily for the chipseal process. With five wheels on the front axle and four wheels on the rear axle, the working width is 67.9 inches, and the generous overlapping of the tire tracks ensures homogenous compaction.

To match the application, the HP 100i is offered with 6-ton, 8-ton and 10-ton operating weights. The ballast kits for adjusting the weight are designed in such a way that individual modules can be attached or detached as required. The 185-gallon-capacity water tank can be used for the ballasting. As an option, the roller can be equipped with a water-sprinkling system as well as scrapers for the tires, thermal aprons, and the HAMM Temperature Meter.

The working speed of the roller can be steplessly increased up to 11.8 miles per hour, while an intelligent travel control system supports smooth and precise reversing behind the paver. Anti-slip control (ASC) is also available as an option for improved traction on rough terrain. The steering provides an extra layer of safety. Thanks to a steering angle sensor and the associated speed control depending on the steering angle, the speed is automatically reduced during

fast cornering. The operator can conveniently return to the preset speed at any time via a rocker switch on the driving lever.

The HAMMTRONIC machine control system also guarantees energy efficiency in the on-board load management. It reduces the engine speeds in such a way that maximum power is always called up while fuel consumption remains low. The optionally available engine stop system, which automatically shuts down the engine during prolonged inactivity, also ensures low fuel consumption and low operating hours.

HAMM offers the pneumatic-tire roller with an open operator's platform, including ROPS, with a protective roof or with a ROPS cab. Many storage options are available in both, and depending on the configuration, cup holders, heating and an air-conditioning system are standard equipment or available as an option.

Seat height and the degree of hardness of the suspension — as well as seat tilt and the tilt and height of the armrests — can be adjusted as standard. For optimum visibility, the seat operating unit can be rotated 90 degrees to the left and right. Several optional features are also available, including a lighting package. ■

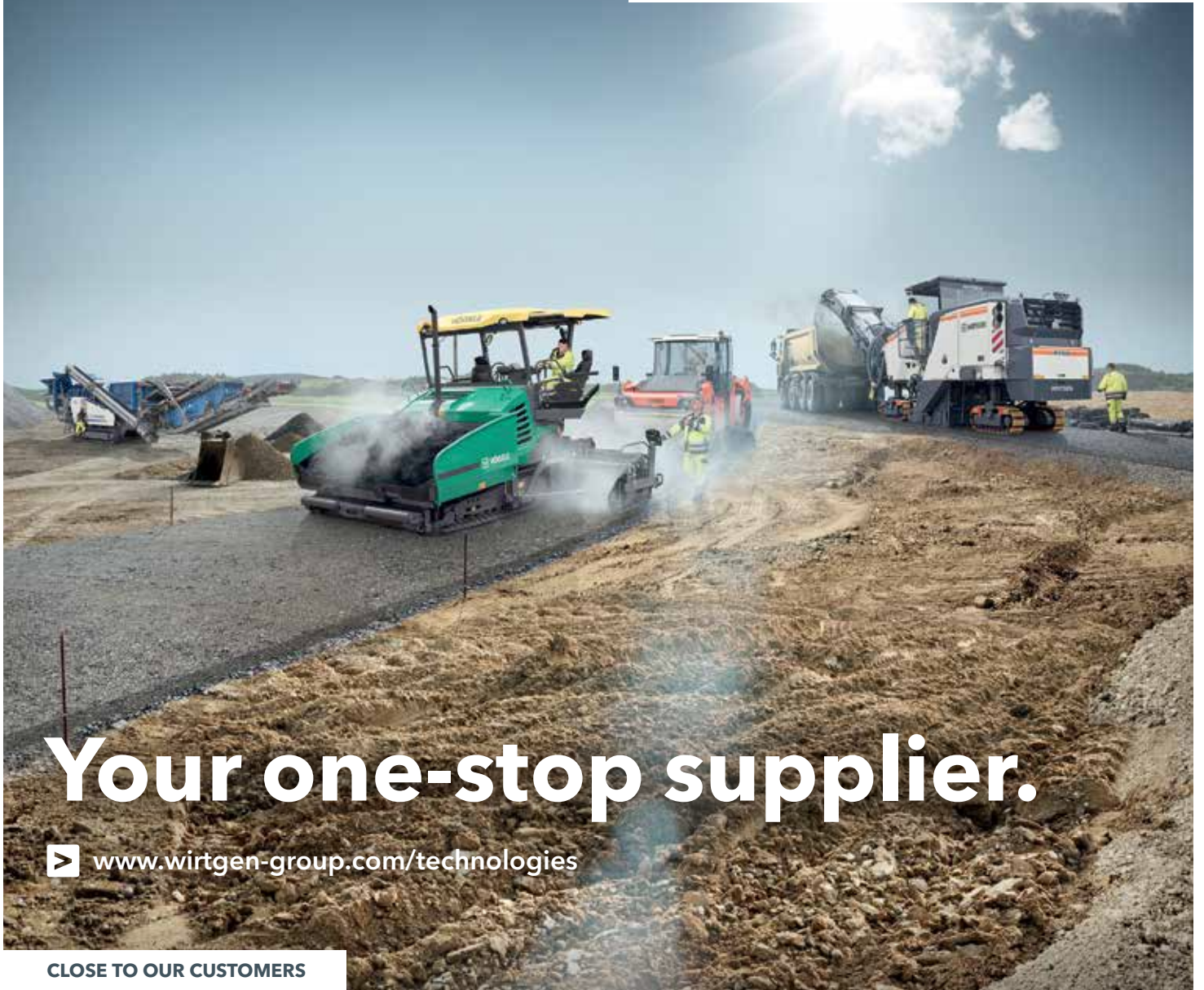
Quick Specs	
Model	HP 100i
Operating Weight (With Cab)	12,987 lbs.
Horsepower	75.3 hp
Working Width	67.9 in.

HAMM's new HP 100i pneumatic-tire asphalt roller has five wheels on the front and four in the rear, and the generous overlapping of the tire tracks ensures homogenous compaction. Designed especially for the North American market, the roller is ideal for chipsealing.



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New Komatsu PC900LC-11 excavator delivers increased productivity, greater versatility and better transportability

Can a large excavator provide versatility? Built for tough jobs and the ability to handle multiple applications, Komatsu's new 543-horsepower PC900LC-11 can answer with an enthusiastic "yes," according to Casey Zbinden, Product Marketing Manager, Komatsu.

"The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently," said Zbinden. "Productivity was a major driver of the machine's design. It's a mass excavator with the ability to handle a wide variety of jobs and materials and perform compound operations faster. It has a lot of key features that make it a major step-up from its predecessor."

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered for increased durability.

The PC900LC-11 can deliver*:

- Up to a 40% increase in productivity
- 25% more arm crowd force
- 12% more swing torque

KomVision is standard

To help operators improve situational awareness, the KomVision camera monitoring system is standard on the PC900LC-11. KomVision uses four cameras for a real-time view of the machine's surroundings. Smart Construction 3D guidance and payload monitoring options are also available.

A new optional counterweight removal system helps improve transportability. The boom configuration reduces the excavator's transport height, and it does not have to be removed from the machine before transportation. The service pass-through area allows easy access to filters, oil level checks, and sample ports to simplify maintenance.

"The excavator is designed for mobility, and customer feedback on that has been overwhelmingly positive," said Zbinden. "They also appreciate the centralized service points for daily maintenance checks and convenient access to the engine compartment. We encourage anyone with the need for a large, versatile excavator to check it out." ■

**All comparisons are to the PC800LC-8.*



Casey Zbinden,
Product Marketing
Manager,
Komatsu



Watch the video

Versatility is a strong suit of Komatsu's PC900LC-11 excavator, which can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. It provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8.

▶ VIDEO



Quick Specs

Model
PC900LC-11

Horsepower
543 hp

Operating Weight
204,148 lbs.

Bucket Capacity
3.7-8.0 cu. yd.



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My Komatsu helps Ascendent Demolition LLC stay on top of maintenance, keep machines running in challenging applications

Demolition puts a heavy strain on equipment and attachments. To keep Ascendent Demolition LLC's machinery in top shape and avoid costly breakdowns, the firm's Equipment Manager Kyle Jolk uses an aggressive preventive maintenance program that includes tracking the company's Komatsu equipment with Komtrax through My Komatsu, a comprehensive digital hub that allows 24/7 access to machine telematics data, parts manuals and service manuals. Jolk monitors daily service hours, machine hours, idle time, abnormalities and other critical data.

"My Komatsu is a great fleet management tool," stated Jolk. "It helps us keep track of when maintenance is due, and it's been valuable in ensuring that we get that service done on time. The graphical design is great for us, and it's easy to look at."

Remote telematics data and information through My Komatsu enables users to access and evaluate their assets, including Komatsu equipment and other machinery brands that have been registered with My Komatsu. It can save hours of tracking down machine information and helps users be more proactive about service and repairs. My Komatsu alerts users when to order parts, which can easily be ordered through the digital hub.

"In addition to Komtrax, I also use My Komatsu to look at manuals for troubleshooting," Jolk added. "Komatsu equipment has been great to work on. That has a lot to do with the amount of service manuals and technical information available through My Komatsu. We have some older non-Komatsu equipment, and it's more difficult to deal with those because they are not in that centrally located hub of My Komatsu. In general, I'm impressed with support to the end user, both from Komatsu and our dealer. It's something you just don't see from other manufacturers. It's incredible." ■

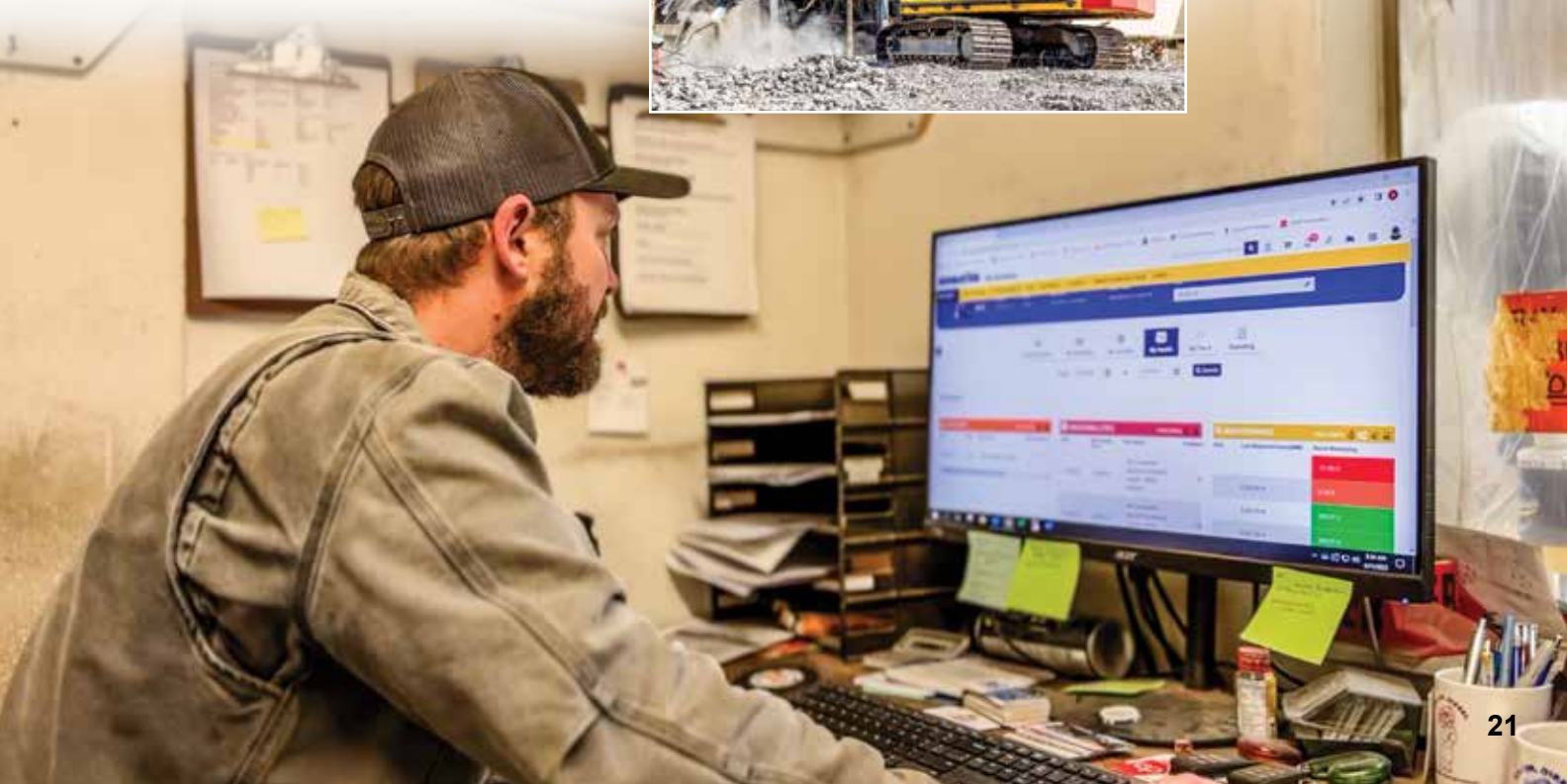
**The opinions expressed here are from the end user quoted. The results described herein are those of this end user under certain conditions. Your results may vary.*



Kyle Jolk,
Equipment Manager,
Ascendent
Demolition LLC



Ascendent Demolition Equipment Manager Kyle Jolk uses My Komatsu to remotely monitor the company's Komatsu equipment, check manuals, and order parts. "My Komatsu is a great fleet management tool," stated Jolk.



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Montabert expands its distribution and rebuild facility to allow in-house repair and remanufacturing of hydraulic breakers

Rebuilding and repairing breakers helps extend their useful life and can potentially increase your long-term profitability. To better serve customers looking for those services, Montabert (a Komatsu-owned company) expanded its existing distribution and rebuild facility in Nashville, Ill., to add remanufacturing and repair capabilities. Adding those on-site services can provide several benefits that enhance the company's factory-certified rebuild program, according to Amanda Carpenter, Sales Office, Warehouse and Distribution Manager, Montabert USA.

"Now we can lower breakers up to 15,000 pounds into a pit for safer extraction of power cells and to perform inspections and maintenance," said Carpenter. "The in-house rebuild center offers more visibility into scheduling, allowing quote accuracy and timely customer rebuilds on Montabert's complete line of hydraulic breakers. With everything in-house now — parts, a dedicated technician and more — our turnaround time is improved."

At an open house earlier this year, Montabert showcased the approximately 50,000-square-foot facility and its new capabilities, such as a 10-ton crane for moving breakers, a pit with a lifting table to promote safer and more efficient work conditions, and a hydraulic power unit for breaker testing prior to shipping. Montabert plans to add an industrial parts washer, a paint booth, and a second lift table in the future.

"With this expansion, we control the whole life cycle of a breaker," said Aaron Scarfia, General Manager, Montabert USA. "We're able to quickly and efficiently repair Montabert breakers with genuine Montabert parts and ship them back to customers with an extended warranty. Having everything in-house helps further improve our quality assurance as well."

Komatsu Vice President of Products, Service and Solutions Mike Gidaspow said the expanded capabilities of the facility are in line with Komatsu's commitment to continual improvement of customer support.

"Komatsu's always been known for making very productive, fuel-efficient and high-performing products to help customers get their jobs done quickly and efficiently, and what's on the front end of the machine is critical to productivity," said Gidaspow. "With Montabert, we have the opportunity to work with one of the premiere breaker manufacturers in the industry and make sure the hammer is perfectly matched to the excavator. We are pleased to support Montabert's facility expansion and its direct benefit to customers." ■



▶ VIDEO
Technician Nathan Brewster rebuilds a Montabert breaker at the company's expanded distribution and rebuild facility in Nashville, Ill. "When a breaker comes in, I can do the breakdown, diagnose it, make a list of what it needs, then present that to the customer, so they can determine if they want to rebuild," said Brewster.



Amanda Carpenter,
Sales Office,
Warehouse and
Distribution Manager,
Montabert USA



Aaron Scarfia,
General Manager,
Montabert USA



Mike Gidaspow,
Vice President
of Products,
Service and Solutions,
Komatsu



Watch the video



Infrastructure investment provides clear economic benefit, according to new APWA report that shows GDP increase

Communities are benefiting from infrastructure investments, according to a recent report from the American Public Works Association (APWA). For every \$1 invested in transportation, the report found that \$5 in economic benefits are returned and every \$1 billion supports and creates approximately 50,000 jobs.

"This important report shows just how essential the public works profession is in every community throughout the U.S.," said APWA CEO Scott D. Grayson, CAE. "For surface transportation, and water and emergency management, we now know the level of financial benefit of every dollar invested, and we know what the benefit could be if budgets at all levels of government came closer to actual need."

Grayson continued, "Asset management technology is giving communities better insight into the health of their infrastructure, which is allowing them to schedule and fund maintenance projects and extend the life of roads, sewer systems and bridges. However, AM is also providing a clearer picture of what needs to be replaced now."

Additional funding needed

Further findings show a greater economic benefit would be realized if funding more

closely matched need. The report said there is an \$81 billion funding gap in total water sector capital expenditures. As a result, 2.1 trillion gallons of drinking water worth \$7.6 billion are lost due to aging infrastructure. Lower production volumes could also result in 636,000 jobs lost annually by 2039.

"Public works teams keep the water flowing, but in some communities, duct tape and bailing wire no longer work, as this research shows," said APWA President Keith Pugh, PE, PWLF.

According to the report, if the U.S. increased its investment in water infrastructure by \$109 billion a year until 2043, approximately 800,000 new jobs would be created and the increased reliability in water services would help consumers avoid \$7.7 billion in medical costs, \$2.6 trillion in losses caused by service disruptions, and \$1.4 trillion in lost income.

Grayson and Pugh acknowledge the significant strides being made to rebuild transportation and water infrastructure through the Infrastructure Investment & Jobs Act (IIJA).

"IIJA is the official acknowledgment that our infrastructure needs more and better help," Pugh said. "As we always have, APWA is working with local, state and federal partners to ensure the historic act's success." ■

An American Public Works Association report shows that for every \$1 invested in transportation infrastructure, \$5 in economic benefits are returned, and every \$1 billion supports and creates approximately 50,000 jobs.





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Komatsu, Brandeis Machinery & Supply Company donate to the AED Foundation's Vision 2025 initiative

The current skills gap and workforce shortage facing the construction industry are daunting. To address these issues, the AED Foundation (AEDF) — an organization affiliated with the Associated Equipment Distributors (AED) — created Vision 2025, an initiative aimed at helping increase the number of qualified technicians entering the equipment distribution industry. Komatsu and its distributor network, including Brandeis Machinery & Supply Company, have collectively pledged \$1.45 million for the initiative.

"We recognize the imperative to build a talent pipeline for our distributors and the heavy equipment industry at large," said Komatsu's Rod Bull, Executive Vice President, North America Region. "Komatsu supports Vision 2025 and its focus on helping schools promote careers in the technical field to young people, who often aren't aware of the great family-supporting jobs available in this industry. We're excited to do our part to share this story of opportunity to join an industry that keeps our world growing and sustains our way of life."

Research by AEDF has found that the industry needs to fill an anticipated 73,500 heavy equipment technician positions over the next five years, and that the technician shortage is compounded by a gap in required skills and available training. Vision 2025 aims to address these issues by growing AEDF's impact to include a minimum of 120 accredited college

programs (currently 71) and a minimum of 200 recognized high school programs (currently 36).

Create a talent pipeline

If successful, Vision 2025 has the potential to create a talent pipeline that includes an additional 10,000 skilled technicians entering the workforce, 5,000 AEDF-certified technicians, and 500 AEDF-certified managers.

AEDF hopes to raise \$10 million during the next five years, and funds will be directed toward:

- New college accreditation programs targeting underserved areas where an existing heavy equipment technology program is already in place
- High school recognition programs that will prioritize locations that can serve as a feeder system into current and anticipated accredited college programs
- Expanding the AED Foundation's endowment to ensure Vision 2025 efforts are sustainable over the long term

"The AED Foundation is grateful for Komatsu's leadership and investment in our Vision 2025 campaign," said AEDF President Brian McGuire. "Komatsu's support, in conjunction with nearly 75 other investors, brings our Vision 2025 campaign to over \$6 million. These investments provide the foundation with the sustainability needed to continue to be the heavy equipment industry's leader in workforce development." ■

AEDF's Vision 2025 initiative is addressing the current skills gap and shortage of technicians in the heavy equipment industry. Donations from Komatsu and distributors will help support new college and high school programs designed to build a pipeline of new technicians.





2022 WIRTGEN W 120 FTi, S/N 2710.0067, 223 hrs.



2021 Komatsu D65EXi-18, S/N 92697, 2,308 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
Compaction				
2018 HAMM H 10i	235HAA00681	J00724	Chattanooga, TN	2,394
2023 HAMM HC 110i	H252.0305	J00770	Louisville, KY	30
2023 HAMM HC 120i	H252.0062	J00745	Louisville, KY	3
Dozers				
2022 Komatsu D51PXi-24	15706	J00785	Memphis, TN	536
2020 Komatsu D65EXi-18	92296	J00767	Knoxville, TN	1,560
2021 Komatsu D65EXi-18	92697	J00764	Nashville, TN	2,308
Excavators				
2018 Komatsu PC138USLC-11	52262	J00742	Little Rock, AR	1,892
2018 Komatsu PC210LC-11	A12562	J00772	Louisville, KY	4,005
2022 Komatsu PC210LC-11	A13469	J00784	Little Rock, AR	606
2018 Komatsu PC210LC-11	C80357	J00731	Louisville, KY	3,935
2019 Komatsu PC210LC-11	C80708	J00749	Paducah, KY	3,014
2019 Komatsu PC210LC-11	C80841	J00754	Knoxville, TN	3,424
Milling Machines				
2022 WIRTGEN W 120 FTi	2710.0067	B58073-1	Memphis, TN	223
Skid Steers				
2022 Blue Diamond 72" Brush Cutter	146536	J00714Z	Paducah, KY	0
Trucks (Articulated)				
2018 Komatsu HM400-5	10919	J00771	Louisville, KY	7,020
Wheel Loaders				
2018 Komatsu WA270-8	83876	J00751	Paducah, KY	3,311
2018 Komatsu WA270-8	A28440	J00743	Knoxville, TN	2,661
2018 Komatsu WA270-8	A28443	J00752	Little Rock, AR	3,165
2021 Komatsu WA320-8HL	A39570	J00783	Lexington, KY	4,871
2020 Komatsu WA500-8	A97030	J00786	Memphis, TN	9,669



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