



**focusing on**

# *Solutions*



A publication for and about Brandeis Machinery & Supply Company customers

## **ENVISION CONTRACTORS**

Northern Kentucky company's expansion brings turnkey, niche services to a wide range of satisfied customers



Kevin Grant,  
Project Manager

**KOMATSU**

# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Specialty  
machines are  
often best for  
challenging  
conditions**



Dear Valued Customer:

Congress first proved it could work in a bipartisan fashion when it passed a new water-resources bill that provides more than \$12 billion in spending throughout the next decade. Then, it passed a nine-month extension to the previous highway bill, which will provide \$11 billion for road and transportation projects through May of 2015. Of course, we still need a long-term solution. I encourage you to contact your representatives and emphasize how important such legislation is – to our industry and to our nation as a whole.

Many of you work on utility and highway projects that are funded by such bills, so you know that typically those jobsites are congested and space is at a premium. Working in those types of conditions can be difficult. Often, only a specialty machine, such as Komatsu's new tight-tail-swing PC228USLC-10, will do. It's the perfect machine to provide the power you need to dig and load without worrying about a large counterweight hitting something while you swing. You can read more about this innovative excavator in this issue of your *Focusing on Solutions*.

Komatsu uses its excavator technology in more than just its base machines. For instance, several pieces of equipment use this technology, including the PC210LC-10 Waste Handler and the PC240LL-10 Log Loader. Find out how these unique machines provide efficiency and production when working in challenging conditions.

Dash-10 model machines are covered by Komatsu CARE, which provides complimentary scheduled service for the first three years or 2,000 hours. Our certified technicians perform the services at times and locations that are convenient for you. We also offer cost-effective service on older machines, including major items such as rebuilds. I urge you to contact us to find out how Brandeis can minimize your downtime, maximize your uptime and extend the life of your machinery.

If there's anything we can do for you, whether it's parts, service or equipment sales or rentals, please call or stop by one of our branch locations.

Sincerely,  
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in dark ink, appearing to read 'Gene Snowden, Jr.'.

Gene Snowden, Jr.  
President and Chief Operating Officer



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# ENVISION CONTRACTORS

## Northern Kentucky company's expansion brings turnkey, niche services to a wide range of satisfied customers



Kevin Grant,  
Project Manager

A little more than a decade ago, Matt Hayden and Steve Bosley teamed up to form Envision Contractors, each bringing their own expertise to the table. Bosley's was commercial retail general contracting, and Hayden's was directional drilling and land development. The partnership continued to pay off throughout the years, and what was once a small site-development company has grown into a multifaceted business that can handle everything from moving a few hundred yards of dirt to large, diverse and complex projects that require multiple crews.

Today, Owensboro, Kentucky-based Envision Contractors has six divisions: general construction, site development and excavation, oil- and gas-pipeline construction and repair, specialized concrete construction, horizontal directional drilling and CCTV video inspections. An affiliated company, Westerfield Electric, offers residential, commercial and industrial services, as well as installation of generators, voice and data, and security and monitoring systems.

Envision Contractors recently purchased K-Tec 1228 pull scrapers and rented 1233 models. "The K-Tecs load and unload quickly, so our cycle times are faster. They float very well in low-ground-pressure conditions. They're excellent for stripping topsoil and mud," said Project Manager Kevin Grant.

"It's fairly common for us to have crews from multiple divisions working on the same project," said Project Manager Kevin Grant, who oversees the company's site-development work and manages equipment. "One or more site-development crews could be preparing the site, and a gas-pipeline crew could be installing services. At some point, specialized concrete personnel would put in the sidewalks, curb and gutter and perform other concrete-related work. We pride ourselves on offering turnkey services on general construction, site-development and gas-line projects, as well as other specialty services, such as directional drilling."

### Branching out

In its earliest days, nearly all of Envision Contractors' work was done for another affiliated company, Gulfstream Development. Gulfstream is a full-service developer that offers everything from design and engineering to final construction of commercial, industrial and multi-family properties. Its handiwork can be seen in Owensboro, as well as throughout Kentucky and into Indiana, Ohio and Illinois.

"Envision still does all the in-house work for Gulfstream. In the beginning, that was 70 to 80 percent of our total projects, and now it's about 30 to 40 percent," said Grant. "The bulk of our work is done for other contractors who we've developed solid relationships with and work for on a repeat basis. They appreciate the fact that we self-perform nearly 100 percent of a project and that we use subs who have the same focus on quality and customer service that we do. It all comes down to our ability to get the job done on time and on budget."

Grant noted that Envision Contractors has grown considerably to meet customer needs, especially in the oil- and gas-pipeline construction division, which is overseen by





► VIDEO

Operator Jamie Crook pushes dirt with Envision Contractors' Komatsu *intelligent* Machine Control D61PXi-23 dozer on a jobsite in Hopkinsville. "I like the power and the integrated GPS control from start to finish," said Crook. "It's the best dozer I've ever been on."

Superintendent Roger Peak. When Grant joined the company in 2006, it had three gas-line crews servicing an area energy provider, and now it has eight to 10, depending on its work load. The directional-drilling division has grown from one crew to five, and in total, Envision now employs more than 100 people.

"We currently have a multi-year contract to replace several old steel gas lines with new plastic pipe," Grant said. "We'll directional drill and bore in the new lines and abandon the old lines in place, so those divisions are working together. Once the new lines are in, our crews will tie in the services to homes. Our gas division also provides new construction on development projects."

### Moving millions of muddy yards

At about the time Grant joined Envision Contractors, it began construction of Highland Pointe commercial development in Owensboro for Gulfstream, moving half-a-million yards of dirt. Envision has been in and out of the development many times throughout the years, as it continues to expand and new businesses locate in the Highland Pointe area, where Gulfstream will build to suit. Envision also installed underground utilities initially and continues to do so as needed.

Grant said Envision is more than a turnkey contractor, as it often breaks out its services and does strictly earthmoving projects, such as the

current one its doing in Hopkinsville to make way for a new 350-acre rail-inspection yard. The project started in February, and Grant expects it to be done sometime this fall. The company will move between 10,000 and 15,000 yards of earth per day, so in total, Envision will move more than 1 million yards.

Other Envision Contractors' earthmoving projects include moving about 1.5 million yards for a new Menards distribution center in Ohio and cutting in an access road and leveling "management pads" for coal mines.

"Our territory includes our home base in Owensboro, which is right on the Ohio River, and about a 150-mile radius, so we encounter wet, muddy conditions on most every job we do that involves moving dirt," said Grant. "Not many companies want to deal with those swampy types of jobs, but we've become experts in dealing with them. Sometimes that's discing the soil and airing it out and other times it involves stabilization."

### Adding Komatsu, K-Tec

In order to handle less-than-ideal conditions, Envision Contractors invests heavily in low-ground-pressure machinery. Last year it purchased its first Komatsu dozer, an *intelligent* Machine Control D61PXi-23, and has since added a second, as well as a D39PX-22.

*Continued . . .*



Go online or scan this QR code using an app on your smart phone to watch video.

# Envision specializes in less-than-ideal conditions

... continued



Bryce Hancock,  
Earthmoving  
Foreman

"We were looking for a dozer that could be equipped with a Topcon GPS system, which we've used for many years," said Grant. "We knew Komatsu used Topcon, so we decided to look at a Komatsu machine. Brandeis brought us the D61i to demo, and our operators loved the performance and how user-friendly it was to operate, especially the integrated machine control. It's great not having the cables and masts to deal with."

Earthmoving Foreman Bryce Hancock added, "Turning on the GPS from the very beginning of a project and having it put the site to grade is fantastic. It's sped up our operations, made us more productive and lowered our staking costs

Envision Contractors Project Manager Kevin Grant (left) works with Brandeis Sales Rep Brandon Russell to purchase and rent Komatsu and K-Tec equipment. "Service is an important factor in our buying decisions, and Brandon and Brandeis have been very responsive to our needs. We've developed a great relationship."



Envision Contractors uses its Komatsu D39PX-22 dozer to finish-grade a parking lot at the Highland Pointe development in Owensboro.



because now we only put out a few as reference points. Operators have greater visibility to the blade and all around the dozer."

In addition to Komatsu dozers, Envision also recently purchased K-Tec 1228 (28-yard) pans and rented 1233 (33-yard) pans. "We can move as much dirt with a single K-Tec pan as we can with two smaller double pans," said Grant. "The K-Tecs load and unload quickly, so our cycle times are faster. They float very well in low-ground-pressure conditions. They're excellent for stripping topsoil and mud."

Envision Contractors worked with Brandeis Machinery & Supplies Sales Rep Brandon Russell to purchase and rent the Komatsu and K-Tec equipment. "Service is an important factor in our buying decisions, and Brandon and Brandeis have been very responsive to our needs from the time we contacted them about the first dozer. One thing that really stood out was that they cover the scheduled maintenance on the dozers through the Komatsu CARE program. They contact us and set it up when it's convenient for us. Brandeis understands that if the sun is shining, our equipment has to be moving. We've developed a great relationship."

## More steady, controlled growth

Grant says he sees continued expansion for Envision Contractors, but it will likely be at a slower pace than the company has experienced since its founding in 2003.

"We've doubled in size several times during the past few years, but that level of growth is unsustainable over a long period of time. Eventually, you get to a point where management is difficult and the ability to take care of customers suffers. That's not a scenario we want to face, so more-controlled and steady growth makes sense.

"Envision is to a point where we can handle practically any project that comes our way, either as a general contractor or a sub," he added. "We have specialties and subspecialties, and a reputation for providing quality work, which has earned us a lot of respect and repeat and referral work. That's the way we want the business to continue." ■

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# OBAMACARE AND YOU

## What the Patient Protection and Affordable Care Act means for contractors

*This article is based on information presented at a CONEXPO seminar entitled, "Health Care Reform and How Your Decision Will Affect Your Company." Presenters were professionals from the health insurance and benefits industries.*

**Without insurance, health care, let alone major surgery, is cost prohibitive for the vast majority of Americans. Under Obamacare, what is your obligation – as an employer or an employee – regarding health insurance?**

Many contractors are entering an uneasy time. The employer mandate provision of the Patient Protection and Affordable Care Act (ACA), commonly referred to as Obamacare, has been pushed back. It was originally scheduled to begin January 1, 2014, but the government delayed implementation until January 2015 for companies with 100 or more employees and until January 2016 for companies with 50-99 employees. But make no mistake, barring something dramatic and highly unlikely, the Obamacare employer mandate is coming, and as a contractor, you need to know what it means for you.

The ACA employer mandate requires companies with 50 or more full-time or full-time equivalent (FTE) employees to offer "affordable" insurance that meets a required "minimum value" level of coverage. Affordable means the employee's share of the cost is less than 9.5 percent of his annual household income. More than that and the plan is deemed "not affordable" and, therefore, unacceptable. Minimum value means the plan must cover at least 60 percent of the cost of required services. That's known as a bronze-level plan. There's also a silver plan that pays 70 percent, a gold plan that pays 80 percent and a platinum plan that pays 90 percent.

Employers who fail to offer their employees insurance that at least provides for certain essential benefits, such as preventive care, will pay a penalty of \$2,000 per employee. Those who do not offer coverage that meets the "minimum value" requirement or is not "affordable," AND if the employee receives a tax credit for obtaining insurance on his own, will pay \$3,000 per employee. Employers get an exemption from penalties for 30 employees, so the penalty would be the number of full time employees minus 30, times \$2,000 or \$3,000. Both the \$2,000 and \$3,000 penalties are expected to increase each year based on the increase in insurance premiums.

### How many firms are impacted?

Officials say there are approximately 6 million total firms in the United States and about 96 percent of them have fewer than 50 employees, which means they are not subject to the ACA employer mandate. That leaves roughly 240,000 companies that employ more than 50 people, and 96 percent of them already provide health coverage for their employees. Therefore, they say the employer mandate provision of Obamacare will impact fewer than 10,000 businesses or less than 0.2 percent of the nation's 6 million employers.

It's not known how many construction companies are among those 10,000 affected, but it's thought to be well above the 0.2 percentage rate for all businesses.

If you own a small contracting firm, and you're never going to approach the 50-employee level, then the ACA employer mandate doesn't affect you and probably never will. Nonetheless, it may be worthwhile for you to look into it because there are incentives, including tax credits, for providing insurance.





If you own a large construction company, you don't have a choice. You have to offer insurance or pay the fines. The government will discourage you from cutting back to get under the 50-employee threshold. Neither will you be allowed to divide your company into two or more different companies in order to get below 50 employees. If you're a good-sized firm, and you don't currently offer insurance to employees, you should be planning your strategy for dealing with the ACA.

### To grow or not to grow

But what if you're Mr. In-Between? You're close to 50 employees now, or soon could be. In that case, you have a decision to make. Do you take a chance and grow, even though it will subject you to the Obamacare employer mandate? Or do you try to stay right where you are, or even scale back a bit?

There's no question that many contractors are taking a wait-and-see approach. Experts say that's understandable and reasonable.

"Contractors are experts at running numbers," said Jeffrey Bennett, a Principal of Direct Retirement Solutions, in an article in the March 2014 issue of *Utility Contractor* magazine. "They need to do the same thing for Obamacare. Calculate the cost of compliance before you panic. It might not be all that bad. Perhaps a more important question is: what will it cost your business to stay under 50 employees? I believe that business either grows or it dies. Limiting the growth of your business

to avoid a government regulation can be like shooting yourself in the foot."

Whether you are on that 50-employee dividing line or over it, you'll have to do what you've always done – weigh the pros and cons and make a sound business decision. You may find you need outside help from an accountant or attorney, or perhaps a benefits consultant who specializes in working with construction companies. It may also be helpful to talk to friendly competitors who are facing the same issue.

### Factors to consider

Of course, there is no one-size-fits-all answer for any of the questions raised by Obamacare. The right answer will depend on your specific circumstances. Factors to consider include:

- What will it cost you to insure employees (employer contributions are tax deductible)?
- What will it cost you not to insure your employees (penalty payments are not tax deductible)?
- Would your employees value insurance coverage?
- Do you do much "prevailing wage" work (the fringe benefit portion may be used for insurance)?
- What's the economy like? Can you grow your business if you want to?

"When we model out the scenario for large companies to determine whether a client will be better off dropping out and paying the penalty or

Despite significant improvement in recent years, construction remains one of the world's most dangerous industries. Beginning in January 2015, construction companies with more than 100 employees will be required to offer insurance to their employees or pay a penalty. Companies with 50-99 employees will face the same requirement beginning in January 2016.

Continued . . .

# Companies weigh their health-care options

... continued



Henry Beceiro,  
Vice President,  
Alliant Insurance  
Services

offering insurance, we've found that most would probably come out ahead financially by paying the penalty – at least initially," said Henry Beceiro, Vice President, Alliant Insurance Services, who was lead presenter at a CONEXPO 2014 health insurance seminar. "But when you take into account the tax considerations, many of my clients discover the difference between 'paying' or 'playing' is actually pretty close."

And if it is close, one overriding factor might push you toward 'playing,' and that's employee satisfaction.

"When we survey workers across the country, one of the things they say they like best about their jobs are the benefits their employer provides," Beceiro noted. "If, as an employer, you decide to just pay the fine, your employees will be out on their own looking for insurance as individuals, which will almost certainly be more costly to them than the same coverage through you as an employer."

"If you don't offer insurance and a competitor does, do you think your employees might leave you to work for that competitor?" he asked. "How important are your employees to you? Do you care if they leave? If many did leave because of the issue, would that impact your bottom line? Those are critical questions that each contractor will probably want to answer before deciding to simply pay the penalty."

## Be informed and keep employees informed

The employer mandate section of Obamacare is all about offering coverage to your employees –

not their families. While it may be a good idea to offer coverage that includes dependents, you are not required to do so. Also, you're not responsible if an employee chooses not to take the insurance you offer.

"Many employers say their employees don't want insurance if it means less take-home pay – but no insurance is not really an option any longer," said Beceiro. "Remember, in addition to the employer mandate, there's also an individual mandate that requires almost every American to have health insurance or pay a tax penalty. Granted, the individual penalty for being uninsured is fairly small initially (\$95 in 2014), but it goes up quickly (\$600 in 2015 and who knows where from there)."

"As to whether employees will take insurance if offered and how they will feel about it will largely be determined by how informed they are," he added. "They need to know the facts. Fact one is, like the employer, they too must 'play' or 'pay.' Fact two, they should be made aware that the average deductible on an exchange plan for an individual is \$5,000. Fact three, the list of doctors on an individual plan is often about half the size of those available on a group-sponsored plan. So employees have strong incentives to take employer-offered health insurance, and they're likely to do so if it's a fair plan and if the benefits and alternatives are properly explained to them."

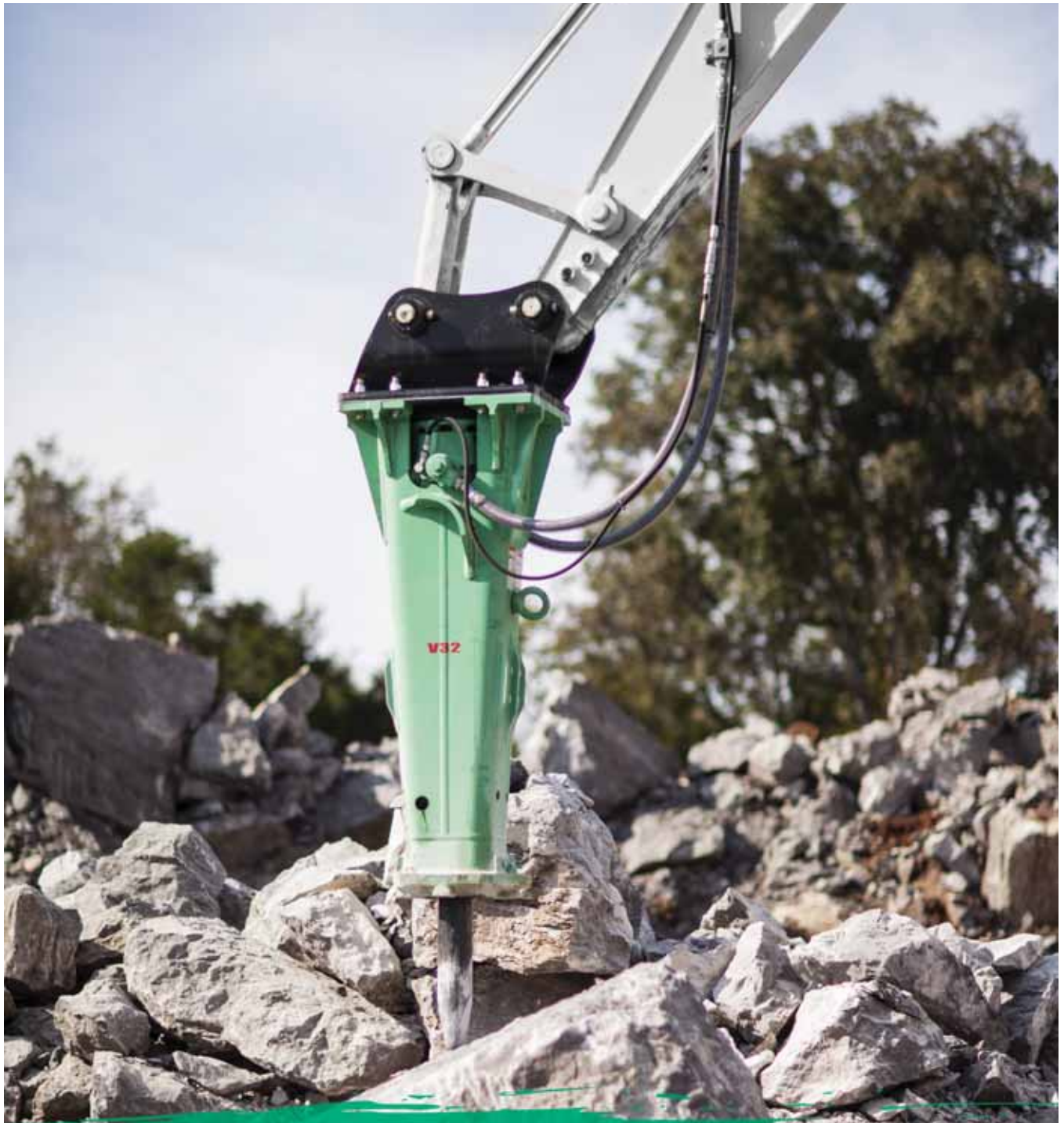
Beceiro says that while the specifics of Obamacare and the employer mandate may continue to be tweaked in the months and years to come, he can't imagine wholesale changes in the future.

"Obviously, many politicians dislike the law, as do many Americans, but since the ACA has already been upheld by the U.S. Supreme Court, I don't think there's any going back. The cat is already out of the bag. The best thing a contractor can do is to stay informed, keep his employees informed and figure out how to comply with the law in a way that either benefits his firm or has the least negative impact on it."

The Obamacare Web site is a good place for general information. If you belong to any industry-specific organizations, they too may be good sources for how to comply with the ACA. ■

Employees are not required to accept an employer's insurance offer, but they will be required to have insurance. Individual plans tend to cost more and provide less than group plans.





# THE ANSWER HAS ARRIVED



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## INNOVATIVE PRODUCT

# INCREASED LIFT CAPACITY

## New tight-tail-swing PC228USLC-10 provides more horsepower, greater stability

Having one machine that works equally well in open and confined spaces is a distinct advantage for contractors who perform work in a variety of applications. Komatsu's new tight-tail-swing PC228USLC-10 excavator offers that with upgrades that increase horsepower, lift capacity and stability.

More compact than a conventional excavator, the PC228USLC-10 is ideal for working in confined areas, such as road, bridge and urban projects among others. The boom foot position and raising angle is higher than on the Dash-8 model it replaces, giving the excavator a shorter swing radius, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within

the same swing radius as the counterweight, further enhancing versatility in tight working conditions.

"The PC228USLC-10 provides excellent production on congested jobsites where operators may be close to a building or other obstruction, or on a road project that involves working in a lane of traffic," said Product

*Continued . . .*



**Rob Orlowski,**  
Product Manager,  
Excavators

### Quick Specs on the Komatsu PC228USLC-10

Model	Horsepower	Operating Weight	Digging depth
PC228USLC-10	158 hp	54,123-55,336 lbs.	21 ft., 9 in.



Komatsu's new tight-tail-swing PC228USLC-10 excavator's boom foot position and raising angle is higher than on the model it replaces, giving the excavator a shorter swing radius. The rounded design lets the cab rotate within the same swing radius as the counterweight.

# Compact PC228USLC-10 ideal for confined areas

... continued

Manager, Excavators Rob Orlowski. "Because it has good power and efficiency, it can also be a good choice for moving dirt in open areas."

Komatsu increased counterweight mass by an additional 2,865 pounds, giving the new PC228USLC-10 improved lift capacity over the front and side of the machine. Additionally, it provides better stability during heavy lifting.

## **Built for durability, reliability**

Durability and reliability are built-in with boom and arms that are highly resistant to bending and torsional stress due to large cross-sectional structures, high-tensile strength steel, interior partition walls and large one-piece castings.

Komatsu's exclusively designed electronic components, such as controllers, connectors, sensors and wiring, have undergone extensive testing to ensure reliability in the harshest conditions. The DT-type electronic connectors are sealed against dirt and moisture and metal guard rings protect hydraulic cylinders. Hoses are equipped with O-ring seals to help prevent leaks. Long replacement intervals for hydraulic oil, engine oil and filters keep the machine up and running for increased production hours.

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. The new engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model.

## **Added horsepower**

The Komatsu PC228USLC-10 is equipped with hydraulic system improvements and a Tier 4 Interim engine that increases horsepower by 6.7 percent. It uses an advanced electronic control system to manage airflow rate, fuel injection, combustion parameters and after-treatment functions to optimize engine performance, reduce emissions and provide diagnostic capabilities.

New engine and hydraulic pump control technology improves operational efficiency, speed and productivity while lowering fuel consumption up to 4 percent compared to the previous model. All major components are exclusively designed by Komatsu to work in harmony and optimize performance.

## **Six working modes**

Operators can also optimize performance and productivity with six working modes and a Power Max control that matches engine speed, pump flow and system pressure to specific application requirements. Improved attachment flow control allows greater flexibility for attachment adjustments. In hard digging, the one-touch Power Max function increases digging force by 7 percent for 8.5 seconds.

Setting modes is done through the large multi-color monitor in the enhanced cab that features a standard high-back operator seat that provides excellent support and comfort for reduced fatigue and increased productivity. The cab is pressurized to minimize dust, offers wide visibility and the cab damper mounts reduce noise and vibration.

"Our previous model really set the standard for tight-tail-swing excavators in the 50,000-pound category, and the PC228USLC-10 builds upon that with improvements that make it one of the most productive, efficient and versatile machines in the industry," said Orlowski. "As with all our Tier 4 models, Komatsu backs the PC228USLC-10 with Komatsu CARE, which provides scheduled factory maintenance for the first 2,000 hours or three years and includes a 50-point inspection with each service." ■



# DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# GREATER LOGGING CAPACITY

## Komatsu introduces new PC240LL-10 Log Loader designed for increased production



Steve Yolitz,  
Manager,  
Marketing Forestry

When it comes to forestry work, you want machinery and attachments that stand up to the rigors of such a tough application. Komatsu provides that with specialty products, including its new PC240LL-10 Log Loader, which features heavy-duty components for better reliability, durability and performance in shovel logging, loading trucks, sorting in a mill yard, processing logs or road building. The PC240LL-10 is the newest member of Komatsu’s Dash-10 log loader family, and it shares many design principles, features and benefits of the well-received PC390LL-10.

Typically, Komatsu uses some components from the next-size-larger excavator in its log loaders, such as the swing system and undercarriage,” said Steve Yolitz, Manager, Marketing Forestry. “We also upgraded the revolving frame and final drives, as well as redesigned the forestry cab with

stronger doors, windows and guarding. The live heel logging boom is redesigned too. Everything except for the grapple is engineered and manufactured by Komatsu to meet its Komatsu Engineering Standards and can be serviced through our distributors as opposed to some items handled by third-party entities.”

Customers can now get factory-installed grapples, according to Yolitz. “Komatsu offers a turn-key solution in a powerful machine that meets Tier 4 Interim engine standards with special regeneration logic that notifies the operator that a regen is needed. That gives them the flexibility to select the optimum time and place to do it. The engine has 5-percent greater horsepower and up to 10-percent better fuel efficiency compared to the PC220LL-8 it replaces. In addition, the machine is covered by the Komatsu CARE complimentary scheduled maintenance program for the first three years or 2,000 hours. This is the same program offered on the Komatsu PC390LL-10 Log Loader and all other Komatsu Tier 4 machines.”

### Forestry versatility

Although the LL in the model name stands for “log loader,” the PC240LL-10’s overall rugged design and high and wide undercarriage makes it an ideal platform for other demanding forestry applications such as head processing and road building, according to Yolitz. “For forestry contractors seeking a tracked harvester, the PC240LL-10 can be equipped with a HD boom, HD arm and a processing head. The machine can also be used for forestry road building applications by equipping it with an HD excavator boom, one of several excavator arms and a variety of Komatsu buckets. With the combined versatility of the PC240LL-10 and the larger PC390LL-10, our distributors can now meet a broader range of their forestry customers’ needs.” ■

### Quick Specs on the Komatsu PC240LL-10 Log Loader

Model	Operating Weight	Net Horsepower	Reach
PC240LL-10	83,895 lbs.	177 hp	38 ft.

Komatsu’s new PC240LL-10 Log Loader is built with heavy-duty components and a redesigned cab for greater durability, reliability and performance.



## NEW PRODUCT

# UP TO THE CHALLENGE

## Rugged design of PC210LC-10 Waste Handler provides maximum uptime in tough applications

Waste handling presents unique challenges, such as highly varied material and airborne debris. These conditions are hard on engines and other critical systems, but Komatsu designed the new PC210LC-10 Waste Handler to handle these tough applications with maximum uptime.

“Transfer stations, demolition, scrap handling and recycling require severe-duty machines, and the PC210LC-10 Waste Handler’s features minimize the impact these applications present,” said Rob Orlowski, Product Manager, Excavators. “It allows users to focus on the work and not on whether the machine needs attention because it’s overheating or accumulating excessive airborne debris.”

Several features reduce debris accumulation and improve airflow, including a high-capacity Sy-Klone® engine precleaner, a remote-mounted A/C condenser, an engine door and hood corrugated screening package, an auto-reversing fan and radiator clean-out covers to keep air flowing through the coolers and make cleaning easier. Engine and hydraulic-compartment gap seals prevent debris from entering the radiator-cooling air stream. A wide core cooling package with wide fin spacing keeps air flowing through the radiator, hydraulic oil and charge air coolers.

The standard auto-reversing fan changes airflow direction to clean screens and coolers at regular intervals. Operators can adjust the intervals to match conditions, and they can manually reverse the fan at any time with the flip of a switch.

### Built for severe duty

Komatsu engineered the PC210LC-10 Waste Handler with a severe-duty revolving-frame undercover that has thicker steel for greater

protection of internal components. Operators are also well protected from falling debris with standard cab-top guarding. Additional falling-object protection and front window guards are also available.

The heavy-duty boom and arm are made with high-tensile-strength steel and have large cross-sectional areas and one-piece castings in the boom foot and boom and arm tips. The design provides excellent strength and durability.

“With six working modes, operators can match the machine to the working conditions, including everything from high production in tough tasks to better fuel efficiency in light material applications,” said Orlowski. “It’s purpose-built to stand up to practically any waste-handling situation.” ■

### Quick Specs on the Komatsu PC210LC-10 Waste Handler

Model	Net HP	Operating Weight
PC210LC-10 Waste Handler	158 hp	50,741 lbs.

Komatsu designed the PC210LC-10 Waste Handler for maximum uptime in severe-duty applications, such as transfer stations, demolition, material handling and recycling.



“BREAKING” NEWS

# ROCKIN’ A HARD PLACE

## Crushing and screening contractor sees greater efficiency, cost savings with Xcentric® Ripper attachment

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Thousands of years ago, a vast sea covered West Texas’ Permian Basin. When it eventually dried up, it left behind a thick deposit of rock that presents challenges to companies such as Mobile Crushing & Screening, which supplies limestone and caliche to a variety of customers in the area.

For years, companies have used the typical methods of blasting and hammering to break up the hard rock material. Recently, Mobile Crushing & Screening decided to try an XR50 Xcentric® Ripper attachment to sheer rock off its quarry walls. Owners Blake and John Frerich said the results speak volumes.

Blake (left) and John Frerich use an XR50 Xcentric® Ripper to sheer walls at their quarry. “We’re getting more useable material because it virtually eliminates fines associated with blasting,” said John. “We were getting about 30 to 35 percent after blasting. Using the attachment, we’re up to 85 to 95 percent.”



“Our production rate is relatively the same as it was before, but we’re finding greater efficiency and savings with the Xcentric Ripper,” said Blake. “It’s more efficient than hammering and pulling down the material. The biggest advantage is it eliminates our need to blast. Using the XR50 has cut our per-ton cost in half compared to blasting, so we’re seeing significant savings.”

Komatsu’s subsidiary Hensley Industries, Inc., recently became the distributor for Xcentric Ripper attachments in 82 countries throughout the world. There are nine models available that fit seven- to 150-ton excavators. The attachments have Xcentric’s patented Impact Energy Accumulation Technology, which features amplified eccentric gears and enables efficient rock breaking. The unique design uses high-frequency impact force, different than traditional hydraulic breakers. Impact frequency varies by model and ranges from 900 to 1,500 beats per minute to help increase production.

“We’re getting more useable material because it virtually eliminates fines associated with blasting,” said John. “We were getting about 30 to 35 percent after blasting. Using the attachment, we’re up to 85 to 95 percent.”

### Less maintenance

Xcentric Ripper attachments are made with wear-resistant steel for long life and durability and have a simple structure for ease of maintenance. Unlike traditional hammers, which have to be greased every few hours, Xcentric Rippers require no daily lubrication. The attachments only need greasing every 1,000 hours and use an easily replaceable tooth instead of a blunt bit.

“Less maintenance equates to greater production and lower costs,” said Blake. “That’s a big advantage.” ■

# WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

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## PRODUCT PROFILE

# MORE EFFICIENT CRUSHING

## Kleemann's new, powerful mobile jaws and impactors provide greater versatility, mobility

High production capacities and material quality are essential in mobile crushing. Kleemann (part of the Wirtgen group) provides those attributes, as well as increased efficiency and versatility with its new lineup of impact and jaw crushers that feature Tier 4 Final engines.

"All of the new models have prescreens that can be configured with varying size punch plates or grizzlies, and changing between them is easier than ever with a new common frame that allows users to unbolt one and bolt on another," said Mike Burris, Wirtgen District Sales Manager, Southern Indiana. "Users no longer need to install a whole new frame system, and for the contractor who moves from site to site with different materials, that's greater flexibility, efficiency and increased production time."

Both impact and jaw models use direct drive crushers and electric drives for the vibrating

conveyors, belts and prescreens. The combination provides extremely efficient operation with low fuel consumption and optimal crusher loading.

"Kleemann separates itself from the competition with its prescreens because they significantly save wear on the crusher," explained Mike McCulloch, Wirtgen District Sales Manager, Northern Indiana. "It also has great fuel savings. Kleemann was already the most fuel-efficient, and with these new machines, it's even better."

Each model features Kleemann's Continuous Feed System (CFS) that manages a more equal loading of the crusher area. The conveying frequencies of the feeder trough and prescreen area adapt independently of each other to the level of the crusher, which significantly boosts performance.

*Continued . . .*

### Quick specs on the new Kleemann crushers

Model	Type	Feed Capacity
MC 110 Ri EVO	Jaw	Up to 300 tph
MC 110 Zi EVO	Jaw	Up to 300 tph
MR 110 ZSi EVO	Impactor	Up to 350 tph
MR 130 Zi EVO	Impactor	Up to 450 tph
MR 130 ZSi EVO	Impactor	Up to 450 t/h



Mike Burris,  
Wirtgen District  
Sales Manager,  
Southern Indiana



Mike McCulloch,  
Wirtgen District  
Sales Manager,  
Northern Indiana



Kleemann's new Mobicat jaw crushers are completely redesigned heavier jaws that provide production up to 300 tons per hour. They have a newly designed, longer swing jaw and an extra-long and articulated crusher jaw.

# Kleemann takes crushing to the next level

... continued

## Redesigned jaws

Kleemann expanded its popular EVO Contractor Line with two completely redesigned jaw crushers (a MC 100 Ri EVO and a MC 110 Zi EVO) with heavier jaws that provide production up to 300 tons per hour. They have a newly designed, longer swing jaw that prevents blocking of coarse material and moves all mounting elements of the crusher jaw from the wear area. The crusher jaw is extra-long and articulated. Transfer from the prescreen or the feeder trough is designed so that material simply tilts into the crushing jaw, which provides even material flow.

Medium and smaller gradations of material bypass the crusher, reducing wear in the system and increasing end product quality through the discharge of fines via the side discharge conveyor. A bypass flap provides easy diversion of the material flow, eliminating the need for a blind deck and improves versatility in making base material. A folding, or short, conveyor option allows users to build a prescreen pile that exceeds competitive models.

"Despite the heavier jaw, they're lighter than their predecessors for easier mobility," said Burris. "Kleemann also improved transport with the folding conveyor that doesn't require removal for transport."

## Impactors designed to improve material shape

New impact crushers are differentiated by their size and productivity. The MR 110 ZSi EVO 2 has a crusher inlet opening of 43.3 inches, while the MR 130 Zi EVO 2's inlet opening is 51 inches.

New Kleemann impactor model crushers have inlet geometry that allows better penetration of the material into the range of the rotor. The wear behavior of the new C-form impact ledges has also been improved so that the edges remain sharper longer, leading to improved material shape. Rotor speeds can be adjusted in four stages to suit different processing applications.

Feed capacities are up to 350 tons per hour (tph) for the MR 110 ZSi EVO 2 and 450 tph for the MR 130 Zi EVO 2. The "S" indicates a Mobirex unit with an optional, highly productive secondary vibrating screen with an extra-large screening surface mounted on the discharge conveyor. It can produce spec material, potentially eliminating the need for a separate screen.

The impactors' inlet geometry allows better penetration of the material into the range of the rotor, and the wear behavior of the new C-form impact ledges has been improved so that the edges remain sharper longer, leading to improved material shape. Rotor ledges are held securely by a new user-friendly clamping system that can be changed faster for greater plant uptime. Rotor speeds can be adjusted in four stages to suit different processing applications.

The feeding unit on both has hydraulically folding hopper walls and a locking system, which speeds setup. A vibrating double-deck prescreen between the hopper and crusher eliminates fines from the product flow before they ever enter the crusher, reducing wear and cutting fuel costs.

Further enhancements include a dedicated operator-panel access door, so operators don't have to open the main cabinet and expose it to the elements. An improved remote control allows frequency adjustments of the feeders, and a dust-suppression system with nozzles positioned above and to the side of material reduces clogging.

"Like previous Kleemann crushers, these new machines are sturdy, heavy-built units that provide excellent production in a variety of materials," said McCulloch. "We invite anyone who does mobile crushing or is thinking about it, to contact us and see how the Kleemann products can benefit them.

"On a further note, the Kleemann crushers are powered by Scania engines. We are now an authorized Scania dealer, so we can perform any work that may be needed on the machines, including warranty items," added McCulloch. "Users can be even more confident in our service capabilities when it comes to the Kleemann products." ■



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# KOMATSU TOTAL SOLUTIONS

## New KAC President says finding better ways to meet customers' needs is Komatsu's goal

**QUESTION:** Komatsu has been very innovative through the years in integrating technology such as KOMTRAX and intelligent Machine Control into equipment. What's next?

**ANSWER:** Regarding intelligent Machine Control (iMC), we started with the D61i dozer, then expanded it to smaller finish-grade dozers, the D51i, D39i and D37i. We intend to launch our first iMC excavator in the United States in the near future.

Building good, high-tech machines, such as our iMC products with industry-leading specs and features, is just the first step. That's the minimum any top manufacturer must do. At Komatsu, our goal is to also provide great service and, ultimately, offer "total solutions" to help customers overcome the challenges they face.

**QUESTION:** Can you give examples of such Komatsu "total solutions"?

**ANSWER:** Let's stay with iMC dozers. The product itself, with factory-integrated blade-control technology, is significant, and to my knowledge, it's unique in the industry. But in and of itself, it's not a total solution. However, when you factor in KOMTRAX, Komatsu CARE (complimentary maintenance for the first three years or 2,000 hours), and the fact that nearly all of our dealers have a Technology Solutions Expert on staff – those are service solutions that I believe are a step ahead of other manufacturers. Finally, to encompass the full iMC solution to the customer, three-dimensional modeling, as well as daily productivity, will become part of the portfolio.

*Continued . . .*



**Masayuki "Max" Moriyama, President and COO, Komatsu America Corp.**

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

Masayuki "Max" Moriyama became President and Chief Operating Officer of Komatsu America Corp. (KAC) in April 2014. Born in the ancient city of Nara, Japan, Max grew up and was educated in the Tokyo suburb of Kawasaki City, then attended Keio University in Tokyo. In 1980, he graduated with a degree in Mechanical Engineering, and started his Komatsu career shortly thereafter.

Max began as a design engineer for small dump trucks. In 1988, he was awarded a Komatsu scholarship to study abroad and spent two years earning a Master's Degree in Mechanical Engineering from Cornell University in Ithaca, N.Y. Upon returning to Japan, he worked on excavator research and development at the Technical Center in Osaka from 1990-2000, then was transferred back to the United States to be senior design engineer at the Chattanooga Manufacturing Operations in Tennessee.

In 2003, Moriyama went back to Tokyo where he became worldwide product manager for construction-size excavators, overseeing the Tier 3 Dash-8 model introduction. In 2006, he went back to Osaka to oversee design of all track machines, then in 2010, he was elected Executive Officer of the Tech Center – a position he held until he was named KAC President a few months ago.

"This is my third time in America with Komatsu, but my fourth time living here," said Max, whose wife, Kozue, will join him in Chicago in the near future. "From first through third grade, I attended a public elementary school in Queens, N.Y., while my father, who worked for a Japanese trading company, was based there. I really enjoy the United States, in large part because the people are energetic and open-minded. I look forward to working with our KAC personnel, distributors and customers during the next few years, and I fully intend to visit every distributorship and every state during my presidency."

# KAC president plans to visit every state

... continued

Our Autonomous mining truck is another example. It's not just that we make a driverless truck that's already operational in mines. The total solution is everything that goes along with it, such as a dispatch system and fleet-management services.

Those are the types of total solutions we're working toward. Are we all the way

there yet? No. But we're working with our distributors and customers, so they understand the direction and can see how we intend to differentiate ourselves from the competition.

**QUESTION: You mention customers, where do they fit in?**

**ANSWER:** At the very top. They are why we do what we do. My background is in design engineering, and I'm hands-on when it comes to equipment. I like to see it at work on the job. That's why it's my intention to visit every state and talk to our distributors and also to their customers. I want to know what they like and what they need. Most of all, I want to get facts and see for myself what's happening on construction sites so I'll know firsthand what we need to do to improve our customers' experiences.

**QUESTION: What's the equipment market like right now and what are you anticipating for the rest of this year and beyond?**

**ANSWER:** It's a mix. A few years ago, mining was very strong. This year, it isn't. That's especially true for new-equipment sales. We still have good parts and service sales at mines that are still operating, but we would like to see the mining side of our business improve. It's especially important to Komatsu America because we have the Komatsu "mother plant" for large, electric dump trucks right here in Peoria, Ill.

Demand for construction equipment, on the other hand, is good, and we're projecting a strong market for the remainder of the year and into the future. The total number of units sold continues to increase, and at Komatsu, we're improving market share. We believe that's a result of innovations such as iMC machines, Komatsu CARE, KOMTRAX and hybrid excavators. As long as we keep innovating and giving customers tools to do their jobs better, Komatsu will continue to be a major force in the heavy-equipment industry and can become indispensable to customers. ■



Komatsu is known for its cutting-edge technological innovations, such as iMC dozers and KOMTRAX. But, KAC President Max Moriyama says that providing "total solutions," such as iMC set-up and a Komatsu team to monitor KOMTRAX (above) and report to customers – that's what really sets Komatsu apart.



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# PREPARING FOR REPAIRS

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Glenn Schindelar,  
Senior Marketing  
Manager



Paul Moore,  
Senior Marketing  
Manager

**V** You know a proactive approach to equipment maintenance is essential to its continued performance, production and efficiency. That's why planning ahead for repairs makes sense, and to help you do that, Komatsu distributors, such as Brandeis, have programs designed to fit your needs and your budget.

"Komatsu believes long-term planning for major repairs, such as component rebuilds and engine replacements, is vital," said Glenn Schindelar, Senior Marketing Manager. "It allows equipment owners to build those repairs into their budgets and know when a

Distributor programs backed by Komatsu allow equipment owners to better plan and budget for upcoming repairs. For information on the programs and how to take advantage of them, contact your product support representative or your nearest Brandeis branch.

machine is going to be down and for how long. Our distributors have a number of excellent programs backed by Komatsu that provide assistance in planning to make those repairs cost effectively and with minimal downtime."

The Firm Future Order program fits nicely into that long-term planning, according to Paul Moore, Senior Marketing Manager. "Generally, a distributor's personnel and the customer will plan for the repair in a six-month window, so it allows for work to be done during the off-season or slower times. With Firm Future Order, once the customer makes the commitment to have the repairs or other work done, the parts pricing and delivery are locked-in to suit the customer's overhaul schedule. That allows them to better budget for the repair, minimize downtime and ensure their equipment is ready to go when it's needed the most."

### Used in conjunction

Customers can use Firm Future Order in conjunction with other programs, such as the Remanufactured Quality Assurance Program, the Komatsu Undercarriage Assurance Program for Replacement Undercarriage, and the Komatsu Rebuilds Program.

"Our distributors provide several options that are competitively priced, and in many cases, repairs can be financed at zero percent for up to 15 months through other programs such as the Parts and Service Note Financing," said Schindelar. "It's possible that a customer could take advantage of three, four or more programs at once, and we encourage them to contact their distributor to find out how." ■



## NEWS & NOTES

### Study: Crashes in nearly half of highway work zones

A study from the Associated General Contractors shows that vehicles crashed into 45 percent of highway work zones during the past year. AGC Chairman Tom Case said 20 percent of crashes injure workers and 6 percent of those crashes are fatal. The study also found that 43 percent of contractors reported that drivers and passengers sustained injuries in work-zone crashes and 16 percent died.

Additionally, the survey showed that 67 percent of contractors believe tougher laws, fines and legal penalties for work-zone violations would reduce injuries and fatalities, and 74 percent of those surveyed said an increase in work-zone concrete barriers would have a similar impact. ■

### CONEXPO sets dates for next show

CONEXPO-CON/AGG announced that its next exhibition at the Las Vegas Convention Center will be held on March 7-11, 2017. The triennial show is the Western Hemisphere's

premiere event for the construction and construction-materials industry. This year's CONEXPO drew nearly 130,000 attendees from across the globe. ■

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*Jim W., Pipeline Contractor*

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*John B., Forestry Management*

"When relying on **cost** effective solutions, Paladin attachments are my solution."

*Steve H., Equipment Dealer*

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*Eric J., Landscape Contractor*



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# NO TIME FOR DOWNTIME

## Brandeis' Training and Technical Information Department makes sure technicians can fix customers' equipment

Downtime is a dirty word for contractors. When a key machine goes down on a job, the contractor expects help from the distributor right away. It is the responsibility of Brandeis' Training and Technical Information Department to ensure that all Brandeis technicians are prepared for such downtime emergencies.

"When customers are down, we have to get them back up and operating in short order," said Trainer Ken Sharp. "Taking care of customers is our most important role, and at Brandeis, it's one we take very seriously."

Sharp, who has been in the Brandeis training department since 1985, works alongside David Cavanaugh, who's been with Brandeis since 2007. Before joining Brandeis, Cavanaugh was an instructor at the former Nashville Auto/Diesel College.

"It wasn't that long ago that machines really were mechanical and the people who repaired them were mechanics," said Sharp. "Those days are gone. Today, with all the electronic and computer technology in our heavy equipment, repairmen truly are technicians. They have to be as savvy with a laptop as they are with a 20-pound sledgehammer – actually they have to be more savvy with the laptop."

"That's why when we go to a high school or job fair to recruit future technicians, we want to meet with the math kids more than the shop kids. We need technicians with computing skills and people skills."

### Customer training too

New technicians at Brandeis go through "basic training," a seven-course series that covers fundamentals such as engine, electrical, hydraulic and powertrain. Even "seasoned" technicians receive regular training. Since 2007, Cavanaugh and Sharp have conducted approximately 100 classes for Brandeis and Power Equipment (Brandeis' sister company).

"Our goal is to give each technician at least one week's worth of training per year," said Sharp. "We do systems-troubleshooting training, where we diagnose pre-set machine problems in a real-world-type setting. We also have machine-specific training programs. Of course, when a new machine comes out, we immediately develop a class on it so we have people who know how to repair it."

In addition to training Brandeis technicians, Sharp also works with Brandeis customers.

"We conduct operator orientations. Some operators have run a bulldozer for 30 years but haven't run a Komatsu intelligent dozer. We go over the safety features, explain all the buttons and switches and make sure they know what to look for in terms of machine warnings and alerts. We are always happy to come out and explain a new machine to operators and mechanics."

"Everything we do in Brandeis training, and throughout our company, is focused on customer support," he added. "Helping customers make more money and do their jobs better has been our goal for more than 100 years, and it's one of our company's greatest strengths." ■



Trainers Ken Sharp (left) and David Cavanaugh, Brandeis Training and Technical Information Department



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to a one-year term.

## Why **CERTIFIED RENTAL**®

Certified Rental, a division of Brandeis Machinery Company, is a provider of short- or long-term rent-to-rent construction equipment. Customers can depend on Certified Rental because we provide the following benefits:

**C**OMMITMENT - We are committed to providing our customers with the best value for their money, outstanding customer service and reliable products.

**E**FFICIENCY - Our fleet includes only late-model equipment. Our customers are able to rent machines with the most efficient technology that enhances operation, gives them the competitive edge and reduces downtime.

**R**ESOURCES - We are a 105-year-old family business that has the resources to provide equipment availability as well as the service required to support the equipment.

**T**RUE COST OF RENTING - We provide the most hassle-free, economical and safe alternative to owning and include Rental Optimization Initiative reports so customers can see the "TRUE COST" of renting.

**I**MAGE ENHANCEMENT - We take pride in the equipment we rent, offering only clean, well-maintained, low-hour machines.

**F**ACTORY TRAINED TECHNICIANS - Our technicians receive the most up-to-date diagnostic skills to reduce the down-time of the equipment we rent.

**I**NCREASED AVAILABILITY - With a rental fleet in excess of 500 machines, a rental machine investment of over \$80M, and a four-state branch network, our customers' diverse application needs can be met.

**E**CONOMICAL - Our Komatsu equipment has shown time and time again to be a productive and fuel efficient brand name.

**D**OWNTIME - Is kept to a minimum because it is monitored in real time using Komtrax telematics for usage, fuel consumption, idle time and malfunctions.



**KOMATSU Excavators:**  
PC35 - PC1250

Select units available with Atlas Copco or Tramac hammers. Also select units available with thumbs

**HAMM 3307 and 3410  
Single Drum Vibratory Soil  
Compactors**

Also available HAMM  
Double Drum  
Vibratory Asphalt Rollers



**KOMATSU  
HM300 and HM400  
Articulated Trucks**

**KOMATSU  
D37EX - D155AX w/Cab  
Dozers**

Ripper Units Available on D65EX  
and D155AX. GPS Available on  
Select Models



**KOMATSU  
WA200 - WA500  
WHEEL LOADERS**

Forks Available on WA200 thru WA320

OTHER UNITS IN OUR CERTIFIED RENTAL FLEET INCLUDE: BACKHOE LOADERS, SKIDSTEER LOADERS, TRACTOR/SCRAPERS, CRAWLER LOADERS AND MILLING MACHINES. PLEASE CONTACT YOUR LOCAL BRANDEIS MACHINERY LOCATION LISTED BELOW FOR MORE DETAILS.

## CERTIFIED RENTAL®

A Division of Brandeis Machinery

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



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(859) 259-3456

**CORBIN, KY**  
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(606) 528-3700

**STANVILLE, KY**  
130 Mare Creek Rd.  
(606) 478-9201

**FORT WAYNE, IN**  
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