



**focusing on**

# **Solutions**



A publication for and about Brandeis Machinery & Supply Company customers

## **VANMETER CONTRACTING**

This Bowling Green, Ky., bridge builder excels on large, challenging projects



Mark VanMeter,  
Owner

**KOMATSU®**

# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**New machines  
are only one  
part of our  
offerings**



Dear Valued Customer:

The construction sector continues to strengthen, although it's not growing as quickly as most of us would like. During the first half of the year, non-residential starts were up 2.4 percent, compared to the same period last year, led by heavy-engineering work that saw a 13-percent gain. Commercial starts remained down, compared to the previous year, but came back strong in the summer. Based on history, housing is only about half of what it should be, according to Reed Construction Data, which reported that may soon change for the better. Why? Because the Federal Reserve's bond-buying program ended, and interest rates are expected to rise by next summer. When that happens, usually those sitting on the sidelines jump into the market and buy houses before rates significantly climb. In turn, that boosts sales of retail items such as furniture and appliances.

A rise in housing starts would obviously be good news for the construction industry, and that growth could include new development work, which typically leads to increased commercial and other types of construction. That potentially means moving mass amounts of material, and if that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Brandeis Focusing On Solutions magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintained the powerful lifting capacity and stability of the Dash-10 model, and features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

Other new products include the WA200-7, which delivers the benefits of previous standard- and PZ-model wheel loaders in one machine. For those who work in the woods, Komatsu has two harvesting heads for greater logging capacity and efficiency.

If you are in the market for any of these products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article.

Whether you need parts, service, equipment or financing, please call or stop by one of our branch locations today.

Sincerely,  
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in cursive script that reads 'Gene Snowden, Jr.'.

Gene Snowden, Jr.  
President and Chief Operating Officer





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**KOMATSU®**

# VANMETER CONTRACTING

## This Bowling Green, Ky., bridge builder excels on large, challenging projects



Mark VanMeter,  
Owner

Mark VanMeter started VanMeter Contracting in 1991 after having spent about a dozen years running a heavy-highway division for another company.

"I did the estimating, the bidding, ran the crews and worked the jobs," VanMeter recalled. "I did everything, just like I would have if it had been my own company. After a while, I decided I wanted to work for myself – 100 percent responsible for my own success or failure – so I started VanMeter Contracting. In the beginning it was just me. Then a few of the guys I had worked with decided to join me. I basically had nothing. I just started bidding jobs, got some work and grew from there."

Today, Bowling Green, Ky.-based VanMeter Contracting is one of the leading bridge builders in the region. With up to 70 employees and six bridge crews during the summer months, the company excavates foundations, sets beams and does concrete work – almost all aspects of a bridge job except for tying the reinforcing steel, which it subs out.

Bowling Green, Ky.-based VanMeter Contracting is a bridge-building firm that performs almost all aspects of a job, including excavating foundations.

VanMeter Contracting works within about a 150-mile radius of Bowling Green but tries to stay as close to home as possible. Currently, the company is building two bridges on Interstate 65 and a total of seven bridges for Kentucky Transpark, an industrial park in Warren County near Bowling Green.

"Typically we're a sub – probably at least 90 percent of the time," said VanMeter. "That's because we do fairly good-size jobs where the bridge portion may only be 30 percent of the total project cost, so we're often bidding to a general contractor. Those big, busy, challenging jobs – jobs that some companies don't want to do – are the ones where we feel we're at our best."

### Help clients make money

VanMeter Contracting's motto and guiding principle is: help our client make money.

"The thought is, if a customer is making money, then I'm making money – everybody wins," said VanMeter. "How do we do it? We try to stay out of the general contractor's way by working fast. We also try to be helpful and do more than the bare minimum. Say the slopes need to be shaped up. That's usually their portion of the work, but we'll often do it because we're there, and it keeps things moving along."

"We are also problem-solvers," he added. "I might see something that's going to be an issue down the line – not just for me but for the general contractor as well. I'll point it out, we'll get together and discuss it and try to eliminate the issue before it becomes a problem. Bottom line, I treat the entire job like it's my own, and I watch out for them the same way that I would for myself. I try to give great service so they'll want us back on their next job."

To help him "help his clients make money," VanMeter relies on a trusted team of longtime







VanMeter crews are putting in seven bridges at Kentucky Transpark, an industrial park near Bowling Green.

employees including Office Manager Joe Cornwell; Field Manager Chris Galusha; Bridge Superintendent Leon Hornback; and his sons, Safety Director Matt VanMeter and Job Facilitator Chase VanMeter. But make no mistake, Mark is a true owner/operator. If you want to find him, you need to look on a job in the cab of an excavator.

"That's where I spend almost all of my days. For example, here at the Kentucky Transpark job, I've dug every hole myself. I enjoy operating, and after all these years, I'm relatively good at it. I think by being on the job, in-person every day, it keeps things moving forward a little faster than they otherwise might. It also makes us more cost-effective. I'm going to get paid no matter what, so if I operate, I'm basically free to the job."

### Improved productivity with Komatsu excavators

When VanMeter operates, he's almost always in one of the four Komatsu hydraulic excavators his company has purchased from Brandeis Machinery & Supply, through Sales Rep Gene Snowden III.

"I bought my first Komatsu, a PC450LC-8, about three years ago," VanMeter noted. "I'd been using other brands and wasn't totally satisfied with them. I had noticed that many of the largest and best general contractors I'd been around were primarily using Komatsu, so I decided to give it a try. I bought that first PC450 and was very pleased with it, so I bought a second one."

The PC450 weighs almost 100,000 pounds, which is quite a bit larger than the previous excavators VanMeter ran.

"We were getting larger jobs where the bridges were bigger, the foundations were deeper, the



▶ VIDEO

Owner Mark VanMeter is almost always on a company job operating an excavator. "I noticed a lot of the largest and best general contractors around were using Komatsu, so I decided to give it a try. I've been very pleased with our units, which are fast, reliable and good for lifting as well as digging."



beams were longer and the lifts were heavier," VanMeter explained. "In addition to digging, we use our excavators for lifting and unloading – kind of like a crane. We can use it to pour concrete, set steel and do other lifts. Sometimes we use it for everything and don't even have to bring in a crane.

"In this area, we almost always battle underground rock, so a bigger machine with more weight and horsepower handles that better," he added. "What's more, we put an auxiliary hydraulic kit on our second PC450 so we could run a shear and a ram, which allowed us to begin doing our own demolition work. Prior to that, we subbed out demolition. Whenever possible, we prefer doing work with our own men and our own equipment, because it allows us to better control the project schedule, work quality and cost."

VanMeter's most recent Komatsu purchases were two PC360LC-10s.

"The PC360 is about an 80,000-pound machine, and it can do almost everything the PC450 can do," said VanMeter. "Obviously, it's not as big, but the PC360 handles most aspects of a job with

*Continued . . .*



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

# VanMeter strives for “continual improvement”

... continued

ease, and it's fast. I run it in economy mode almost 100 percent of the time, so it's also very fuel-efficient.

“Compared to my previous excavators, the Komatsus I own are bigger, and they're also quicker, better balanced and more stable. The balance and stability are important to me because I've been known to take excavators to the edge sometimes. I want and need top machine performance, and I get it from Komatsu excavators.”

Owner Mark VanMeter (left) works closely with his Brandeis Sales Rep Gene Snowden III.

“I want a relationship with my distributor where, if I call them for help, I know they're going to respond right away,” said VanMeter. “I've been very pleased with the support I've gotten from Gene and Brandeis.”



Key VanMeter Contracting employees include Mark's sons, Safety Director Matt VanMeter (left) and Job Facilitator Chase VanMeter.



(L-R) Foreman Greg Stapp, Field Manager Chris Galusha and Bridge Superintendent Leon Hornback help run and supervise VanMeter jobs.



## Brandeis support

While quality equipment is mandatory for VanMeter, being able to trust and count on his equipment distributor for support is equally important.

“I want a relationship with my distributor where, if I call them for help, I know they're going to respond right away,” he explained. “If there's an issue, I want them standing beside me. I also want a salesman who's a straight-shooter and not a smoke-blower. I'm old-school – I'm loyal if you treat me right, but I'm gone if you don't. I've been very pleased with the support I've gotten from Gene and Brandeis.”

“For example, Gene sends me a monthly KOMTRAX report that lets me see exactly how my Komatsu machines are working. One of the things I look at is idle time. Komatsu helped show me how excessive idle time costs me money – not just in greater fuel consumption, but also in resale value due to higher hours being run up on the machine. So, I put a three-minute rule into effect. If you're going to idle three minutes or more, shut the machine off. With the KOMTRAX report, I can check on my operators and make sure they're doing that.”

## 2015 looks promising

As he looks to the future, VanMeter is cautiously optimistic about what lies ahead for VanMeter Contracting.

“When I started the company more than 20 years ago, I just wanted to work and make a living. I never thought we'd be as big as we are today. And right now, we have more work on the books than we've ever had heading into a new year, so 2015 looks very promising. Of course, to continue to grow, we depend on the economy, both private and public. We're hopeful that Congress approves a long-term highway bill and other economic development measures. If so, I think we can keep growing.”

“My goal, everyday, is to find ways to do our work faster, easier, cheaper and safer. Continual improvement is necessary in this business. If you're standing still, you're probably being passed by somebody. At VanMeter Contracting, when it comes to bridge building, we don't want to be passed – we want to do the passing.” ■





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# TRAINING TOMORROW'S WORKERS

## As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

### Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America. The shortage of workers has forced some companies to turn down work.







Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

### **Attracting younger workers**

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." (See the Guest Opinion article in this issue, from Build Your Future Executive Director Diane Greene.) Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in

the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

### **Promoting the "cool factor"**

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

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# Educating younger workers is a great return on investment

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The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



"Construction work is somewhat different from what it was," said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

## Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future." ■



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# MORE THAN A PAYCHECK

## A career in construction offers young people the chance to craft a legacy and take pride in a job well-done



Diane Greene,  
Executive Director,  
Build Your Future,  
National Center  
for Construction  
Education and  
Research

Looking back at my own career, I can't imagine where I would be today without the construction industry. The impact it's had on me is indescribable. That is why I am such an advocate today, and I am committed to sharing with others the many lucrative and gratifying career paths in our industry.

Career opportunities in the construction industry are endless, and the rewards are great.

One young man who spoke at this year's Construction Industry Institute's Annual Conference is a 23-year-old welder earning \$30 an hour. I hear this kind of story all the time – people in their 20s and 30s who choose to be craft professionals who earn above-average salaries, have stable employment and have the ability to advance

and grow within their companies – all without student debt! All four young craft professionals who spoke at the conference referenced a high level of pay, a reliable profession, no student loan debt and pride in what they do, as the four main reasons they chose a career in construction.

### Encouraged by their passion

I am always encouraged to hear young craft professionals talk about their careers because they are so passionate about their work and what they contribute to the industry. They enjoy their professions and take great pride in being part of something bigger.

One young lady who works as a welder for a large industrial contractor proudly showed me a building she worked on and described how she was specifically requested to work in a certain area of the building because of her expertise. That building is now part of her legacy, and it will be there for years to come for her children and grandchildren to see.

I have seen so many examples of young people who enter the industry and work their way into management and even company ownership in a short period of time. In what other industry can a person experience opportunities like these? ■

Construction can be a high-paying, rewarding career, and the industry should continue promoting that to young people, according to Diane Greene, Executive Director of Build Your Future. It has and will continue to do that through camps and by other means, such as the Construction Challenge at CONEXPO. For more information about students and construction, see the Focus on the Future article in this issue.



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*This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at [blog.nccer.org](http://blog.nccer.org). Diane Greene is the Executive Director of the Build Your Future initiative at the National Center for Construction Education and Research. The initiative focuses on recruitment, training and placement of candidates into the construction industry. Greene has more than 25 years of experience in human resources and training, almost exclusively in the education and construction industries.*



## PRODUCT IMPROVEMENT

# STRONG AND EFFICIENT

## New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

### KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,  
Komatsu Product  
Manager, Excavators

*Continued . . .*

### Quick Specs on the Komatsu PC490LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

# PC490LC-11 builds off predecessor's strong attributes

... continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

"Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs," said Moncini. "Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

and allows operator ID set-up information to be sent to the machine."

## Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

"Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm," said Moncini. "It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

"Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection," Moncini added. "Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model." ■

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.





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# LOADERS

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The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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## NEW PRODUCT

# 'ONE MACHINE, ALL APPLICATIONS'

## Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

### Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a

multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■



Craig McGinnis,  
Komatsu Product  
Specialist,  
Wheel Loaders

### Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.



# NEW TIER 4 FINAL DOZER

## Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

### Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.



Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

### More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■



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# INCREASED LOGGING CAPACITY

## Komatsu introduces new robust C-Series “carry style” harvesting heads

Forestry operations are always looking for increased logging capacity, as well as machinery that’s durable and reliable, and Komatsu’s new C-Series “carry-style” harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144’s recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It’s available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

### Efficient control systems

The C93 and C144 harvesting heads also feature Komatsu’s new Constant Cut™ saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

“Customers choose which head is right for them based on the diameter and weight of the timber they harvest,” said Steve Yoltz, Komatsu Manager, Marketing Forestry. “Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them.” ■



New C-Series “carry style” harvesting heads feature Komatsu’s Constant Cut™ saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.



### Quick Specs on the Komatsu Harvesting Heads

Model	Weight	Max. Cutting Diameter
C93	2,138 lbs.	23.6 in.
C144	3,086 lbs.	28 in.





# THE ANSWER HAS ARRIVED



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# CUSTOMER-DRIVEN SOLUTIONS

## VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

**QUESTION:** Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

**ANSWER:** All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

**QUESTION:** How much of an increase have you seen?

**ANSWER:** More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

**QUESTION:** How have you been able to achieve that?

**ANSWER:** We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece

*Continued . . .*



**Tim Tripas,**  
Vice President of Operations,  
Komatsu Financial

*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.*

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

# Komatsu Financial tailors programs to meet customers' needs

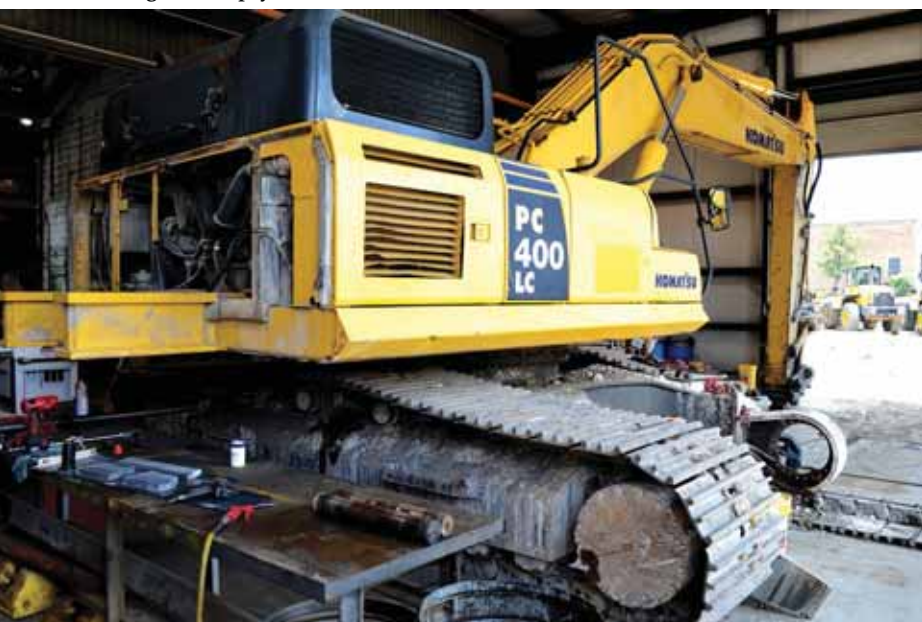
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More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.



of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

**QUESTION:** Could you give some other examples?

**ANSWER:** In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

**QUESTION:** Do you finance used equipment?

**ANSWER:** Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■





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# SHORT-TERM FUNDING

## Last-minute bill keeps Highway Trust Fund from insolvency

A short-term measure passed and signed just before the Highway Trust Fund (HTF) was about to run out of money provides nearly \$11 billion for road and transportation projects. The bill – H.R. 5021, the Highway and Transportation Funding Act of 2014 – is a nine-month extension to the previous highway bill, MAP-21, that expired in September.

H.R. 5021 expires in May 2015, giving lawmakers a chance to work through a longer-term bill. While proposals for a broader measure had been brought up, including a \$302 billion, four-year bill from President Obama, Congress eventually passed H.R. 5021, which authorized a transfer from the general fund to pay for it.

A short-term bill provides nearly \$11 billion in funding for transportation projects and runs through May of 2015.

The current short-term measure is funded by a budget maneuver known as “pension smoothing.” It allows corporations to reduce contributions to employee retirement plans. In turn, the government’s tax revenues increase because companies can no longer take tax deductions for the contributions.

Traditionally, the HTF is funded from the 18.4-cents-per-gallon gas tax. In recent years, revenues have fallen short, forcing transfers from the general fund to pay for road repairs and construction. The tax hasn’t been increased in more than 20 years, and as cars have become more fuel-efficient and people drive less, the gas tax hasn’t kept up with needed transit spending.

### Another ‘crisis’ next spring

Congress will need to address revenues next spring when it takes up transportation funding. Lawmakers have proposed several ideas, including raising the gas tax and indexing it to inflation, charging drivers a per-mile fee, more tolling and combinations of all of the above.

Transportation Secretary Anthony Foxx said he was disappointed in the short-term fix.

“This latest band-aid expires right as the next season begins, setting up another crisis next spring,” said Foxx. “So in the coming months, the Department will again be required to prepare cash-management procedures in anticipation of repeating the same Highway Trust Fund insolvency crisis. Americans deserve a multi-year transportation bill that provides the certainty that businesses and communities deserve, creates jobs and makes necessary policy updates to lay the foundation for lasting economic growth.” ■





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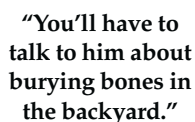
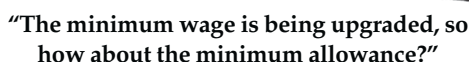
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## On the light side



Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.BrandeisSolutions.com](http://www.BrandeisSolutions.com)

1. B U R C    \_ \_ R \_  
2. T R O M O    \_ \_ T \_ \_  
3. A R E R P I   R \_ \_ \_ I \_  
4. L A P A S T H   \_ S \_ \_ \_ L \_  
5. N A E D L I E D   D \_ \_ \_ D \_ \_ \_

- President Lincoln proclaimed the first national Thanksgiving Day in 1863. Christmas became a national holiday in the United States in 1890.
- Glass takes one million years to decompose, which means it never wears out and can be recycled an infinite amount of times.
- First occupied by John Adams in 1800, the White House has witnessed one presidential wedding, five first-family weddings, 11 births and seven presidential funerals. Recent additions include John F. Kennedy's swimming pool, Richard Nixon's bowling alley and Bill Clinton's running track.
- The largest gold nugget ever found was discovered in 1869. It weighed 173 pounds and was named The Welcome Stranger.
- Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450° F.
- Your tongue is the only muscle in your body that is attached at only one end.





# GROUND BREAKING

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# KRUTSINGER APPOINTED TO VP

## Promotion signals Brandeis' continued commitment to the coal industry



Robert Krutsinger,  
Vice President

Brandeis Machinery & Supply Company has appointed Robert Krutsinger to Vice President. Krutsinger joined Brandeis in 2002 as a sales representative in the Corbin branch. He was then promoted to Coal Sales Manager and relocated to the Louisville Corporate office in 2012. His promotion to Vice President in November signals Brandeis' continued commitment to the coal industry.

"It's no secret that the coal industry is struggling right now," said Krutsinger. "In 2012, 49 percent of the electricity produced in the United States was powered by coal. This year, that figure is 37 percent. We think part of the problem is government over-regulation, but the biggest factor is a glut of natural gas that has dramatically lowered the cost of that fuel, making it more attractive. Many industry experts think eventually prices of both commodities will stabilize, and coal will settle in at about 34 percent of electrical production. So although we will probably never again see production levels where they were before the recession, it's still going to be an important fuel for the foreseeable future."

That's why Brandeis has taken steps to better meet the needs of coal producers in Kentucky and Indiana.

"With Komatsu, we think we have the best mining equipment in the industry," said Krutsinger. "When it comes to production, reliability and availability, we believe these are the best machines Komatsu has ever made. While Tier 4 technology has been an issue for some of our competitors, Komatsu's Tier 4 units have performed very well."

"Beyond the machines themselves, since 2006, Brandeis has had a dedicated coal division, with a vice president of coal sales and a vice president of coal service, as well as sales reps and product support reps committed solely to our coal customers," he added. "Our coal sales reps are experts on mining products, while our coal PSRs meet regularly with mine maintenance or equipment managers. They use tools such as our Component Forecasting Database to determine the optimum time to rebuild or change out key parts and components. The goal is to help the mines find ways to operate more cost-effectively."

Krutsinger serves on the board of directors of the Kentucky Coal Association. He and other members of the Brandeis coal team are active in numerous industry associations in both Kentucky and Indiana. ■

## Executive order grants workers additional rights

President Obama signed an executive order requiring federal contractors to give workers additional rights in labor disputes. Contractors must now give workers information to determine whether their paychecks are accurate and allow workers a judge instead of an arbitrator

during sexual assault hearings and civil-rights grievances.

The order follows other labor-related executive actions that require federal contractors to pay workers at least \$10.10 per hour and bar them from discriminating against gay and transgender workers. ■



## AGC offers members private insurance exchange

The Associated General Contractors of America now offers member firms in the commercial construction industry a nation-wide private insurance exchange. CEO Stephen Sandherr said that the exchange was developed in collaboration with an outside company and features comprehensive insurance coverage from major insurers. It was designed to reduce costs and administrative burdens.

"Because the exchange offers a broader range of options than what's typically available to individual firms, employers

and their employees will get more of the benefits that meet their particular needs," said Sandherr. "Instead of struggling with unpredictable insurance premiums, employers will be able to define the amount they will provide to their employees for health and other insurance benefits and then direct their employees to an online store where they will have more options than they have had in the past. The new private exchange, unlike many public exchanges, will provide employees with the guidance and support they need to make good decisions." ■

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**R**ESOURCES - We are a 107-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 telemetrics for usage, fuel consumption, idle time and malfunctions.



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