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KOETTER CONSTRUCTION

For this southern Indiana general contracting firm,
work is truly a “family affair”



Wayne Koetter,
VP Operations Site and
Concrete Divisions

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Determined to
keep your
expenses low**



Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO- CON/ AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your Brandeis Focusing on Solutions magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at Brandeis Machinery, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY

A handwritten signature in black ink, reading 'Gene Snowden, Jr.' in a cursive script.

Gene Snowden, Jr.
President and Chief Operating Officer



IN THIS ISSUE

KOETTER CONSTRUCTION

Find out why work is a "family affair" for this southern Indiana general contracting firm.

INDUSTRY OUTLOOK

Read why the U.S. Departments of Transportation, Labor and Education believe highway construction will be among the industries needing a larger workforce in the future.

DOING IT BETTER

Study the enhancements – including the new H mode – that help the Komatsu D61-24 dozers exceed the productivity of previous models.

PRODUCT IMPROVEMENT

Komatsu's new Dash-8 construction/quarry loaders feature high breakout force and lower fuel consumption. Read about them inside.

CUSTOMER TESTIMONIAL

See how the Komatsu PC210LCi-10, the world's first *intelligent* Machine Control excavator, creates savings for U.S. SiteWork.

NEW PRODUCTS

Take a look at the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, the newest additions to Komatsu's Tier 4 Final lineup.

SAVINGS BY DESIGN

Find out how Komatsu's Parallel Link Undercarriage System (PLUS) can help reduce undercarriage costs and provide up to twice the wear life on the D155AX-8 and other dozers.



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KOETTER CONSTRUCTION

For this southern Indiana general contracting firm,
work is truly a “family affair”



▶ VIDEO
Wayne Koetter,
VP Operations
Site and Concrete
Divisions

Many construction companies are “family businesses,” but few have the amount of family involvement that Koetter Construction of Floyds Knobs, Indiana, has. Koetter Construction was founded by Bob and Gladys Koetter in 1954. Their five sons all joined the family business, and today, each runs a different division of the widely diversified firm. There are also a half-dozen third-generation family members involved.

“My parents started out building houses,” recalled Wayne Koetter, Vice President of Operations for the Site and Concrete Divisions of Koetter Construction. “In the early 1970s, we started doing more commercial/industrial-type work. Through the years, we’ve continued to add services. We’re a general contractor that can do everything. We sell the real estate, design the project, do all the site work and then build the building.

“As for all five of us boys working together, I don’t know if it was expected that we would

all make a career here, but we worked in the business growing up and stayed with it. We work together, but also have our own divisions, or specialties, that we handle. We don’t really have huge disagreements. We get along well, and as a result, the business has grown.”

While Wayne runs the site and concrete operations, the other brothers’ duties are as follows: Bob managed the masonry division and now serves as President of Koetter Construction; Jack is CEO and oversees real estate services; Kenny is VP of Operations, Steel Division; and Phil is VP of Operations, Project Management, and runs the framing and wood structure division.

Today, Koetter Construction’s jobs span the commercial, industrial, medical, office and institutional industries. Its client list reads like a regional “who’s-who,” and includes Beach Mold and Tool; Samtec; D.A. Inc.; John Jones GM City; Hyatt Regency; Trilogy Healthcare; and Kentuckiana Medical Hospital.

“One of our strengths is that we’re able to offer customers a turnkey project,” said Koetter. “We do as much ‘in-house’ work as possible, with our own personnel. That said, we also have a good line of subcontractors we use throughout the year for asphalt paving, electrical and drywall finishing.”

Koetter prides itself on providing solid design-build solutions for pre-engineered, structural, concrete tilt-up, pre-cast and masonry buildings. It has benefitted from longstanding relationships with Metallic Building Company and Ceko Metal Buildings.

“We like design-build because it involves us in a project right from the beginning, when we’re able to provide valuable engineering services,” said Koetter. “We are very blessed

Koetter Construction builds a wide range of commercial and industrial structures in the greater Louisville area and beyond.





▶ VIDEO

Koetter Construction recently purchased this Komatsu D51PXi *intelligent Machine Control (iMC)* dozer to improve site work productivity. Here, Superintendent Mitch Koetter uses it to spread rock at a new project for Beach Mold and Tool in New Albany, Indiana. "It's really easy to run," said Koetter. "This is my first time using the iMC features, and after about two minutes of instruction, I was off and running. This dozer is very impressive."



to have worked with some wonderful clients, many of whom are repeat customers or referrals, who see the true value in getting our input prior to starting a job. Our main objective is to provide honest counsel to our clients, to guide them through the project they want at a fair price, and to complete jobs on time or early. We believe this has truly helped grow our business over the past 60 years."

Talented, experienced workforce

Koetter Construction works within a 100-mile radius of its home base in Floyds Knobs, with most of its projects in the greater Louisville area. The company employs about 100 people.

"One of the reasons we've been successful is because we have a talented and highly experienced workforce," said Koetter. "We have dozens of employees with 20-plus years of experience. They know how to handle any problem that comes up on a job. They also know how to actually listen to customers and understand their needs, which helps us deliver projects the owners want."

Koetter says about 35 people work in his site division/concrete group.

"My workers are very versatile – able to go from operating heavy equipment to doing concrete work. They also help out other divisions, as needed. We occasionally do site jobs for other contractors, but it's rare. About



the only time we do that is when we've sold the ground to owners or developers who have their own builders, but want us to do the dirt work because we're familiar with everything from underground conditions to permitting. For the most part, we stay plenty busy doing our own projects."

Komatsu D51PXi dozer

About a year ago, Koetter Construction purchased a Komatsu D51PXi *intelligent Machine Control (iMC)* dozer from Brandeis Machinery and Sales Rep Barry Bubnar to help it perform site prep for its buildings more efficiently.

"In the summer of 2014, we did some clearing and rough grading for a large retail store," Koetter recalled. "The site contractor who did the final grading and the rest of the earthwork had equipment with GPS systems. We checked them out and decided that we wanted to move in that direction, but I didn't like the masts and cables they were using. Then we found out Komatsu had GPS built into a dozer. That really appealed to me; so I had my son Nick, who's a foreman with my division, check it out.

Continued . . .

Koetter Construction approaches a third generation

... continued

"He went with Barry to the Komatsu Training Center in Cartersville, Georgia, to learn more about the Komatsu iMC products," Koetter added. "He came back absolutely convinced that the Komatsu D51PXi dozer would be a difference-maker for us. I'm old school, but I knew we had to keep up with changing technology or risk getting left behind. Nick has taken that bull by the horns. He has even added AutoCAD to his skill set to optimize the capability of the iMC machines."

As for how the dozer is working, Koetter says even the older operators have taken to it.

"They absolutely love it. It really wasn't a hard sell once Nick got involved. Today, if I asked them if we should get another Komatsu iMC machine, I think they would all be in favor of it. The grade control and automatics are easy to use, and they help us do the job faster and get it done right the first time. Beyond that, it's just a great dozer. It has it all – speed, power, comfort, balance and outstanding visibility to the blade – our operators just like being on it.

"Down the road, I could see us getting more Komatsu iMC machines," he noted. "When Nick was in Cartersville, he tried the PC210LCi excavator and was very impressed with it. I think anytime you can cut down on labor, you're better off, and that machine, with Auto Grade Assist, would do that. We would be able to get to grade faster, which would save us money in the long run.

Another factor to consider is the next generation of operators. Komatsu iMC units are the type of technology that will excite them and help bring them into our industry, and we're going to need that as our older operators start to retire."

In addition to the machine itself, Koetter says he appreciates the support he's received from Brandeis and Bubnar.

"The dealership is very important to us. Barry has done a tremendous job helping us with the GPS and everything else. And being a new Tier 4 machine, it's covered under Komatsu CARE for the first three years or 2,000 hours, so Brandeis takes care of all the services on it. Brandeis is well-respected, and we know they're going to be there for us if we have any issues."

60 years and going strong

Koetter Construction recently celebrated its 60th anniversary. Koetter says he and his brothers plan to be around for a while, but eventually, they will turn over the business to the "G3s," their term for the third-generation of family members.

"We're proud of the business that our parents started and that we've continued. We expect the next generation will expand and improve it further. They will undoubtedly have to continue to adapt to an always-changing marketplace, and we're already making some changes in that regard. For example, we've added a Building Services Division that is responsible for comprehensive building inspections; building repair and maintenance; and fall protection design and installation. We also offer high-end masonry and hardscape services, including pavers. The Hyatt Regency remodel job is an example of a project that may not have fit our business model a few years ago, but shows our willingness to adapt to our market.

"The real key to our success will be maintaining our reputation for quality, on-time work and customer satisfaction," he added. "We have a lot of clients who come to us first and refer us to others because they trust us to be fair, to be honest and to always do what we say we're going to do. As long as we continue to do that, we're optimistic about what lies ahead for the five of us, the next generation and all of our employees." ■

VP Wayne Koetter (left) works closely with Brandeis Sales Rep Barry Bubnar to purchase equipment, including the Komatsu D51PXi. Here they are in front of Cricket's Cafe in Sellersburg, Indiana. Cricket is Koetter's wife and Koetter Construction built the building. "I'm old school, but Barry and Brandeis have really helped us understand the benefits of the Komatsu iMC dozer line," said Koetter.



D61PXi-23



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TRANSPORTATION CAREERS

Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and

other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

Regional growth

The joint report examined several key areas of the transportation industry to collect

Continued . . .

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.” It was followed in the industry by labor, which will need to fill 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.



Report predicts 11-percent employment growth by 2022

... continued

data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic "hot spots" for future transportation jobs; wages and education/work experience/training requirements for high-demand transportation jobs; and annual job openings compared to educational program completions.

"Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works," according to the report. "Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest."

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in

transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

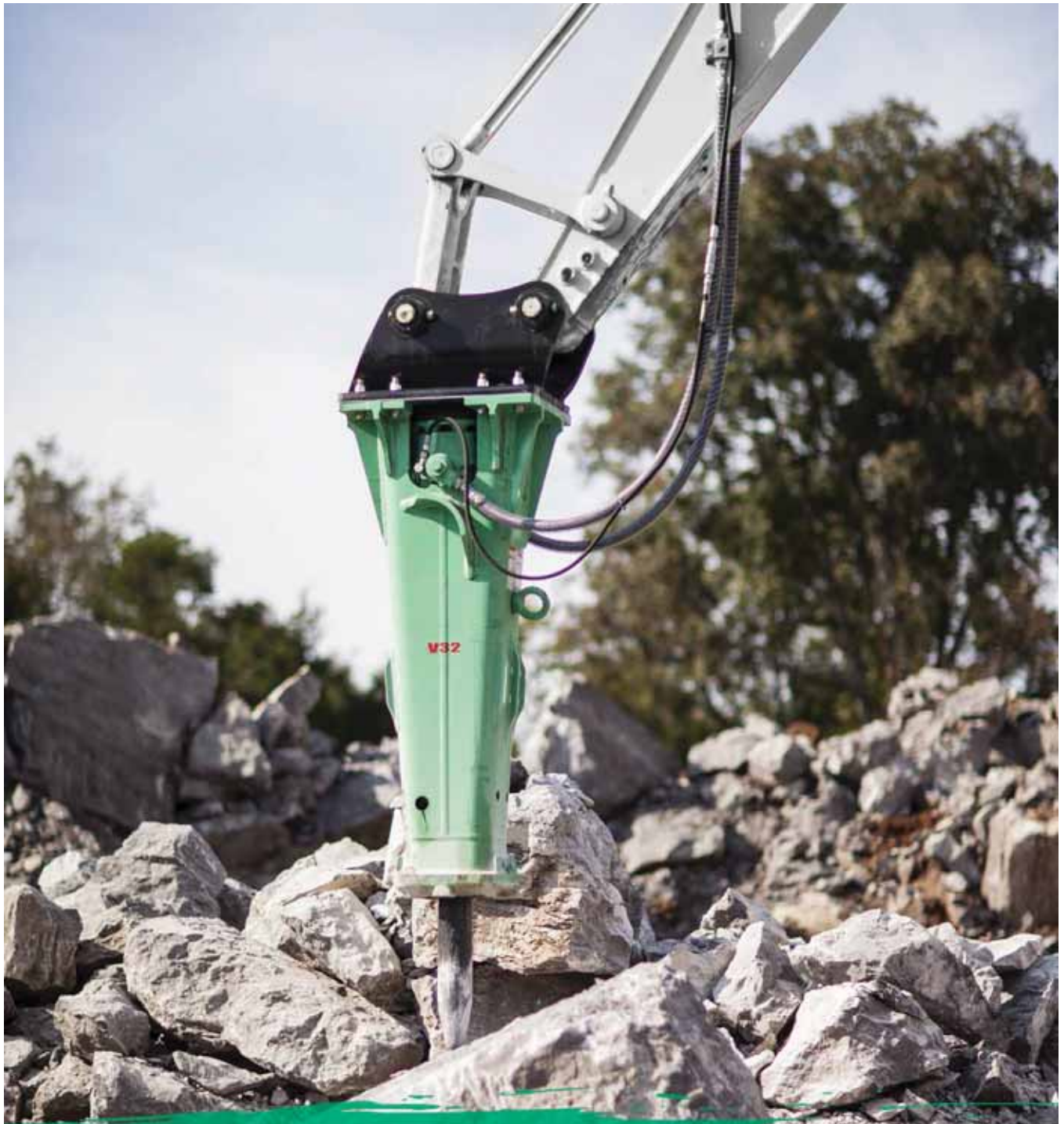
However, one major takeaway from the report was that there are too few workers to accommodate the industry's growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

"While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery," said the report. "In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work."

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

The report "Strengthening Skills Training and Career Pathways Across the Transportation Industry," looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.





THE ANSWER HAS ARRIVED



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Discover more

HIGH SPEED DOZING

"H mode" among enhancements in Komatsu's new D61-24 dozers



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

Komatsu's new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

Quick Specs on Komatsu's D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



"The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications," said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. "Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class."

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer's travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

"Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment," said Tolomeo. "Operators can easily select the proper mode using the large LCD monitor in the cab."

Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

"We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out," said Tolomeo. ■

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YouTube video





WA380-8



WA470-8

MORE EFFICIENT MATERIAL MOVEMENT

New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Continued . . .

Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



Advancements make Dash-8s powerful and efficient

... continued

"With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks," said Craig McGinnis, Komatsu Product Marketing Manager. "It's ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling."

PSmartLoader Logic

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines' Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu's new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.

Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

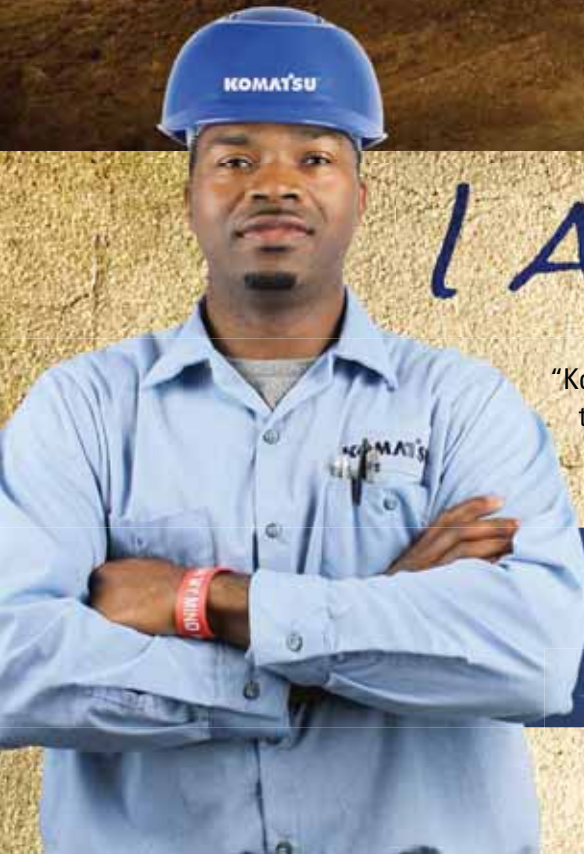
"With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability," said McGinnis. "We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves." ■



WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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006



Discover more

LIMITING OVEREXCAVATION

Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

"We're a full-service company with the experience and resources to take care of a wide range of customers," said President/Project Manager Scott Kerzman. "We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer's thought is, 'Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.'"

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. "We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly," said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world's first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won't allow it.

"We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly," said General Superintendent Rory Paggen. "We definitely see the benefits of less time to reach final elevation and less material costs associated with overexcavation. Normally, on trenches with fairly steep slopes, we would dig with an excavator, then use a skid steer to smooth them out. With the intelligent excavator, we load the file with the plan, and it accurately puts it to target without the need for another machine. The savings are obvious."

Integrated technology

As with Komatsu's *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

"We're proponents of GPS grading, and aftermarket systems are good, but Komatsu's integrated technology is simply head-and-shoulders better," said Paggen. "The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don't have masts or cables to install and remove or get damaged." ■





PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



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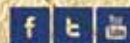
JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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005



PC45MR-5



PC55MR-5

NEW COMPACT EXCAVATORS

Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models



Desmond Jarvis,
Komatsu Product
Marketing Manager

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and

low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.

Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds



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Excavators: PC130, PC138, PC160, PC170, PC200, PC210, PC220, PC228, PC240, PC270, PC290, PC308, PC350, PC360, PC390, PC450, PC490 - LC, LCi, HD and USLC versions only

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SAVINGS BY DESIGN

REDUCED UNDERCARRIAGE COSTS

Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

"Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This has enabled PLUS to become standard equipment on other Komatsu models."

Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

"Supplemental wear-life coverage is available through our local distributors," said Murawski. "PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.



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FIRST-IN-THE-FOREST

Komatsu's next generation harvesters feature a host of improvements that benefit your bottom line

Komatsu strengthened its wheeled harvester lineup with four new models – 901, 911, 931 and 951 – representing a new generation that features breakthrough improvements in operator comfort, convenience, performance and productivity. Each is powered by a Tier 4 Final engine that provides high-torque, high-capacity cooling systems and reduced fuel consumption.

Increased operator comfort and convenience begins with a totally new cab design and operating environment that increases the front-line-of-sight visibility by 62 percent upward and 17 percent downward. The modern design features first-class ergonomics, high-end automotive fit and finish, and a MaxiXplorer control and information system with seven new software options and a more powerful computer.

Next-generation technology improves performance and productivity. The harvesters feature new H-series parallel cranes with greater lift capacity, 360-degree cab/crane rotation and four-way cab/crane leveling. An innovative 3PS three-pump hydraulic system design produces significantly greater hydraulic work flows, and a new Hydrostatic Transmission generates more torque.

Outside the cab, 16 powerful LED lights provide double the illumination to the harvesting head. All daily maintenance checks and fills can be performed at ground level or from inside the cab. The harvesters feature a highly functional and sleek new design, including a one-piece hood that opens rearward to fully expose the entire engine compartment for easy service access. All filters are vertically mounted and easy to change.

"This first-in-the-forest lineup is Tier 4 Final and a whole lot more," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "From operator comfort and convenience to machine performance and productivity, these harvesters are the new benchmark in the category. Each model can be equipped with a variety of Komatsu harvesting heads to meet specific application needs." ■



Steve Yolitz,
Manager,
Marketing Forestry

Komatsu's new Tier 4 Final harvester lineup features four models that increase production and performance while lowering fuel consumption. The new models feature H-series parallel cranes with greater lift capacity, and an innovative three-pump hydraulic system design that produces significantly greater hydraulic work flows. A totally new cab substantially improves visibility.



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GIVING YOU STRONG OPTIONS

John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense

QUESTION: What does the Rental & Used Equipment group offer customers?

ANSWER: Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

QUESTION: How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

ANSWER: When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first

Continued ...



**John Arapidis,
Vice President, Rental &
Used Equipment**

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.

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.

Komatsu-certified equipment provides peace of mind

... continued

three years or 2,000 hours. Our distributors have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then

All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.



can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

QUESTION: Does this mean customers should avoid older machines?

ANSWER: Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.

QUESTION: How should customers go about checking availability of rental and ReMarketing machines?

ANSWER: The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check www.komatsuused.com.

QUESTION: What do the rental and used markets look like going forward?

ANSWER: Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■

NEWS & NOTES

Agreement provides development of certification programs

The National Wireless Safety Alliance (NWSA) and the National Commission for the Certification of Crane Operators (NCCCO) entered into a professional partnership for the development and administration of nationally accredited certification programs. A key component involves NCCCO's professional consulting assistance in further developing NWSA's various worker certification programs to the ANSI/ISO 17024 accreditation standard, the premier

accreditation for personnel certification bodies.

NCCCO will also provide test development and administrative services to the NWSA as part of the agreement. Additionally, the NWSA-NCCCO partnership includes a co-branding agreement to offer NCCCO Signaller and Rigger certification programs, making them the first official certification programs to be made available by the NWSA to the telecommunication industry. ■



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PAVING IN LESS TIME

Wirtgen's AutoPilot stringless system makes slipform projects with its SP 15 machines even more efficient



Erik Smydra,
Stringless Machine
Control Specialist,
Wirtgen America

When it comes to versatility on paving monolithic profiles, Wirtgen set the standard with slipform pavers such as its SP 15 and Tier 4 Interim SP 15i models. They are true multipurpose machines that lay curb and gutter, barrier, sidewalk, V-ditch, special applications and slabs. Both can be quickly configured on-site for left- or right-side pouring, have maximum paving widths of 6 feet, and maximum barrier/parapet placement height of 4 feet 3 inches.

Wirtgen's new AutoPilot stringless paving system for poured-in-place concrete profiles – designed exclusively for its slipform pavers – has helped make those standard-bearers even more efficient. AutoPilot is a GPS-based system that ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths.

Wirtgen's SP 15 slipform paver with a GPS-based AutoPilot stringless paving system for poured-in-place concrete profiles ensures the highest precision and optimum efficiency on any job. The system bypasses the need to establish a digital terrain model.

"The system creates a virtual stringline, and the machine runs off that," explained Erik Smydra, Stringless Machine Control Specialist with Wirtgen America. "There are no trip points or strings to knock down or pins to set. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data. The machine starts paving from there."

Intuitive operation, increased production

Wirtgen's proprietary AutoPilot control system gives construction companies a distinct competitive edge, because it bypasses the need to establish a digital terrain model. Programming is completed with a rover pole to capture coordinates or by simply using the jobsite plans, eliminating the need for a surveyor.

The system uses a computer that is integrated into the machine, as well as a control panel that allows intuitive operation. For course control, two machine-mounted GPS receivers communicate with an additional GPS reference station positioned on-site. For precise grade control, a laser, ultrasonic sensor or total station is used.

"It saves a significant amount of time because a crew doesn't have to come to the jobsite ahead of time to set pins and lines," said Smydra. "That makes paving any job faster and more efficient, and it especially pays for itself on tight radii with the elimination of setting all the pins necessary for those pours. Theoretically, you could shoot hubs in the morning, import the files and be paving the same day – increasing the number of feet poured compared to traditional methods." ■



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

EFFICIENCY - 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.

RESOURCES - 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.

TRUE 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.

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

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

INCREASED 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.

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

DOWNTIME - 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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