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KOBERSTEIN CONTRACTING, INC.

Follow this Southwestern Indiana company's growth through commercial construction



Asher Alden,
Construction
Manager

Greg Koberstein,
President

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A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

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Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At Brandeis Machinery & Supply Company, it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your Focusing on Solutions magazine highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.

Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

Brandeis and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, 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 that reads 'Gene Snowden, Jr.' in a cursive script.

Gene Snowden, Jr.
President and Chief Operating Officer

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KOBERSTEIN CONTRACTING, INC.

Southwestern Indiana company enjoys growth through commercial construction



Greg Koberstein,
President



Asher Alden,
Construction
Manager

Through the course of 66 years and two generations, Koberstein Contracting, Inc., has expanded to serve its customer base in southwestern Indiana. As the firm has developed, so too has the involvement of the Koberstein family.

"My uncle started the business as a small trucking company in 1955," recalled President Greg Koberstein. "Three of his brothers joined in the mid-70s, and the company added a backhoe and became a residential contractor. Today, we are well into our second generation, and we typically focus on commercial contracting."

Koberstein Contracting handles underground utility installation, road construction and some building demolition in the Evansville, Ind., area. With a staff of 25 employees, the company targets commercial projects ranging from \$50,000 to \$5 million.

"In the grand scheme of things, we are still a small company, but we believe we are the right

size for what we do," noted Greg. "We moved into the commercial side approximately 15 years ago when residential slowed. It's been a great move. It allowed us to grow the company and provided opportunities to go for bigger jobs."

Greg says that the business has anywhere from five to 10 assignments in progress at any time and completes between 12 and 18 projects annually. Greg credits his experienced staff for the company's ability to handle the work load.

"We have some highly qualified people who have been with us for a long time," he said. "The Evansville market is pretty busy, so it's great to have crews that we know can handle so many different things."

Varied projects

While Koberstein Contracting's calendar is typically full, no two jobs are the same. From week-long projects to multi-year endeavors, the company continually delivers for its customers.

"We're a responsive, quality-driven civil contractor," detailed Greg. "We operate in a low-bid environment, but we try to work with clients who recognize and value responsiveness, meeting deadlines and quality results. We have great relationships with our customers."

In January, it began work on a commercial subdivision called The Promenade in Evansville. Koberstein Contracting installed all of the underground utilities, including storm and sanitary sewer lines, and constructed the road. The company moved 25,000 cubic yards of material and installed more than 5,000 lineal feet of utility line at the five-acre, \$3 million site.

"This project showed how diversified we are," noted Construction Manager Asher Alden. "We extended three existing roads to connect to

Koberstein Contracting Operator Cory Powers uses the company's Komatsu WA270 wheel loader to move material at The Promenade in Evansville. "The WA270 has tight handling, a lot of breakout power and a comfortable cab," said Powers.





► VIDEO

Superintendent Tim Koberstein uses a Komatsu PC290LC excavator at a jobsite in Evansville. "The machine handles much better than competitive excavators," said Koberstein. "It has a lot of power and is still very responsive. We use it to move trench boxes and grade sidewalks. It's a great machine."



the jobsite; installed water lines for the lots to be built, as well as for future lots; installed RCP storm sewer lines that varied in size from 12 to 60 inches; and built additional sanitary sewer lines to accommodate future construction."

Koberstein Contracting served as the general contractor. It performed all of the work for the package and subbed out the brick, asphalt and concrete paving.

Since April 2016, Koberstein Contracting has been involved with the new Deaconess Gateway Hospital – a \$100 million-plus development – handling the civil package for the facility.

"It was another project that required us to perform multiple services," noted Asher. "We demoed the existing utilities that were underneath the new building and relocated them; installed fire protection; laid new water services lines, sanitary sewer and storm sewer; prepped the building pad to rough grade; and constructed the curbs, sidewalks and pavement."

Komatsu, Brandeis earn trust

The relationship between Koberstein Contracting and Brandeis Machinery & Supply Company is new, but one built on performance and trust.

"Last year we began adding more Komatsu pieces to our fleet," said Greg. "We had used Komatsu dozers and skid steers in the past, but that was the extent of it. When we needed a new excavator and wheel loader, we decided to demo some Komatsu machines. We were certainly impressed."

The company purchased a PC290LC excavator and added a WA270 wheel loader soon after.

"The PC290 is great because it can handle our larger trench boxes, even when we dig really deep," shared Asher. "The capacity of the machine is amazing. It's the biggest excavator in our fleet, but it can do a lot of tasks. We dig, lay pipe, and move trench boxes with it. This excavator has been consistently busy since we got it."

"The WA270 has also been a great fit," Asher continued. "The bucket capacity is excellent. It allows us to backfill more expeditiously. It's one of the most popular machines we have. I think we'll lean toward getting additional Komatsu loaders in the future because of the way the WA270 has performed."

Koberstein Contracting has been impressed with the service it receives from Brandeis and Sales Rep Dustin Olander.

"The product is certainly important, but the distributor and service department that

Continued . . .

Huge fan of KOMTRAX

... continued

stand behind it are vital,” explained Greg. “Dustin and everyone at Brandeis have been responsive to our needs and have done a great deal to build this relationship. It’s a big reason why we have more Komatsu equipment in our fleet today than ever before.”



Koberstein Contracting President Greg Koberstein (left) values the relationship his company has with Brandeis Machinery & Supply Co. and Sales Rep Dustin Olander. “Dustin and everyone at Brandeis have been responsive to our needs and have done a great deal to build this relationship,” said Koberstein. “It’s a big reason why we have more Komatsu equipment in our fleet today than ever before.”

Komatsu pieces, like this PC78MR excavator, are part of Koberstein Contracting’s fleet.



Services like Komatsu CARE, which provides complimentary maintenance on Tier 4 machines for the first 2,000 hours or three years of machine operation, and KOMTRAX, a telematics system, have also been big hits with Koberstein Contracting.

“I’m a huge fan of KOMTRAX,” noted Asher. “It’s been a valuable tool to see how efficiently we are using our machines. Komatsu CARE has also been great. When a machine needs service, Brandeis contacts us and performs the maintenance at a time that works for our schedule.

“Both KOMTRAX and Komatsu CARE have helped increase our production,” he added. “We run small crews, so downtime really hurts because we don’t have extra machines sitting around. If something isn’t working, it’s costing us money. Brandeis has been awesome at keeping us up and running.”

Employee-driven future

While Greg, his brother Tim and their cousin Kenny, represent the second generation of Koberstein ownership for the company, the next generation will come from outside of the family.

“We have a lot of great people who take pride in this company,” noted Greg. “I’m not ready to walk out the door tomorrow, but I’m coming up on the end of my career. We knew there wasn’t any family in line, so we made the decision to become employee-owned in January 2014. It’s a good opportunity for our current employees as well as the exiting shareholders.”

Greg is confident that employees like Asher and Project Estimator Phil Partenheimer are poised to lead the company into the future.

“The opportunities for growth exist in Evansville,” said Asher. “We’re always looking for ways to diversify and broaden the scope of our services. We have a solid group of employees who want to do a great job and be productive. They are our greatest assets, and they provide a solid foundation.

“The economy in this area has us optimistic,” he continued. “As long as we continue to have good field personnel and maintain strong relationships with subcontractors and customers, I think we’ll have success.” ■

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CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

...continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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Kirstyn Quandt,
Communications
Manager, NCCER

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If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.

Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■



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019

NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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TAD GRIFFITHS
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SMARTCONSTRUCTION

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020



HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator's seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a

selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



Rob McMahon,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's HD325-8 and HD405-8 Trucks

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu's new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.



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022

A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.



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POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Continued . . .



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

Taking it to the next level

... continued

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yoltz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

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021

MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive



**Rich Fikis, President,
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.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager.



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.

More than likely, they will refer customers to Komatsu Financial.

QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.

A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if

they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.





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POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.



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NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

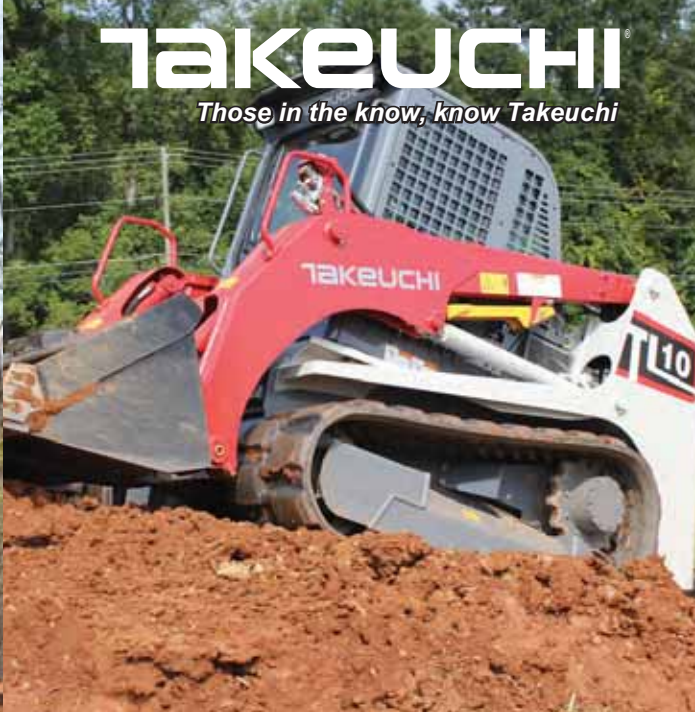
Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



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BRAMCO APPRENTICE PROGRAM

Training provides hands-on learning for tomorrow's heavy-equipment technicians



In July, the Bramco Apprentice Program began training its fourth group of students. Launched in April 2015, it graduated the first class of technicians in April 2017 and currently has 18 more students enrolled in various stages of the curriculum. Bramco is the parent company of Brandeis Machinery & Supply as well as Power Equipment Company.

The goal of the program is to build knowledge, experience, and confidence before sending technicians out to work on their own. This approach results in capable employees who can troubleshoot and repair machines quickly and return equipment to action sooner.

Each group of apprentice technicians completes 24 months of training, which includes 18 weeks of classroom instruction provided at the Bramco Training Center in Louisville, six weeks of manufacturer-provided factory education and 80 weeks of on-the-job training with a branch senior technician who serves as a one-on-one mentor to the apprentice technician.

The program is scheduled so that each apprentice attends classroom training one week a month and then spends the next three weeks with a mentor to reinforce the materials covered before moving on to a new subject.

The majority of the students in the program come from a diesel or heavy-equipment background and many have completed a certification or two-year degree in a discipline such as diesel-engine repair.

Well-rounded curriculum

The classroom curriculum covers a wide range of topics that build on each other and follow a natural progression of knowledge and experience.

Classroom topics include:

- Rigging and lifting, hazard communication and personal-protective equipment
- Service department best practices and customer service
- Lubricant application and study-of-failure investigation
- Foundational and advanced electrical systems
- Foundational and advanced hydraulic systems
- Advanced powertrain and undercarriage
- Tier 4 engine technologies and Engine Specialist Certification
- Tier 4 engine troubleshooting course and Emissions Expert Certification
- Crawler dozer, wheel loader, hydraulic excavator and articulated/rigid-frame truck machine systems
- All makes troubleshooting hands-on evaluation



Members of one Bramco apprentice group include (L-R) Roger Meadows II, Memphis; Mark Stork, Nashville; Chris Herman, Jr., Fort Wayne; Colton Shea, Tupelo; Nic Roach, Kingsport; and Instructor Will Barnett, Louisville.



Students from Bramco's program gain hands-on experience with a D65PXi. Shown (L-R) are Parker Richey from the Rebuild Center, Nashville's Coty Poulos and Louisville's Owen Hooker.

Technicians must correctly perform 80 percent of tasks on written or hands-on evaluations to advance to the next course.

Additionally, technical aptitude tests are given to apprentice technicians prior to hiring and again after completing the program, as a measure of progress and as a way of identifying portions of the program that may need modification. The scores from apprentices who complete the program are in the top 10 percent from across the company and indicate the kind of growth in knowledge and ability that technicians in the program are achieving.

Preparation benefits customers

At the end of the two-year program, technicians begin shop, preventive-maintenance, or field-service assignments based on the needs of their branches. They will have the tools to operate independently and efficiently in any situation.

Bramco believes in the apprenticeship approach to develop talent and prepare technicians for a career in this industry. Because of this investment, fewer than 25 percent of the technicians who enrolled in this program have left the company. This means less turnover and that the technicians who arrive on jobsites today will likely be the same technicians who are there tomorrow, next week, or next year. Bramco technicians will know the machines and their service histories.



Members of an apprentice class take part in lab activities. Pictured in the foreground (L-R) are Parker Richey of the Rebuild Center and Magnum Francis of the Lexington branch.



Students study for an exam during the 24-month apprentice program. Front row (L-R) are Sean Cox, Nashville; Magnum Francis, Lexington; and Jacob Papineau, Paducah. Back row (L-R) are Parker Richey, Rebuild Center; Owen Hooker, Louisville; Justin Dunn, Rebuild Center; and Derek Flaherty, Chattanooga.

Apprenticeships come in all forms in this industry, but the Bramco Apprentice Program is one of the most thorough and intensive in the region. Ask a branch service department member about their success with the program or apprenticeship opportunities for any aspiring technicians who are ready to start a career with a company that will invest in their future. ■

New Marketing Manager aims to boost brand awareness



Kara Hamilton,
Marketing Manager

Bramco, the parent company of Brandeis Machinery & Supply Company as well as Power Equipment Company, recently named Kara Hamilton as its new marketing manager. She is responsible for increasing brand awareness of the Bramco family of companies and their related entities, including Bramco-MPS and Certified Rental, through a variety of means such as trade shows, media relations and advertising.

"I want to make sure that Bramco and its respective companies maintain stellar reputations in their regions as they continue to service the customers they have had for many years," said Hamilton. "I am also hoping to make the brands stronger and create more opportunities to showcase the companies and the excellent manufacturers they represent."

Online presence a priority

Hamilton said increasing the companies' web and social media presence is a priority and part of a larger overall effort to make it easier to find information about Brandeis Machinery and Power Equipment products and services. "The equipment industry is changing, both in demographics and demand, and I have every intention of ensuring that Brandeis Machinery and Power Equipment are at the forefront as leaders in meeting customers' informational needs," said Hamilton.

The University of Kentucky grad brought a wealth of experience to the position, with more than 18 years in the marketing industry, mainly in a business-to-business environment. Prior to joining Bramco, she was the marketing director for a firm that provides data analytics and other services to healthcare and public and casualties payers such as insurance carriers.

"I want to complement the efforts the employees of Brandeis and Power have provided for years," Hamilton noted. "Additionally, I believe in helping customers get information about those companies as efficiently and timely as possible, so I will be directing efforts toward that. I also hope that our customers can help me serve as a brand ambassador of the Bramco companies' products and services. I am always open to hearing their ideas about how to get more people and companies interested in what we offer."

Kara and her husband, Todd, have been married for 14 years and have two children, Chase and Peyton. Hamilton said that when she's not at work, she is attending one of their sporting events. The family loves the University of Kentucky, horse racing and spending time with friends and other family members. ■

Commercial, multifamily starts down during first half of year

The first half of 2017 saw a marked drop in commercial and multifamily construction starts nationwide compared to the same period last year. Total volume was \$87.5 billion, down 9 percent from the January through June 2016 time frame.

Eight of the top 10 metropolitan markets declined, with the top, New York City, falling nearly 22 percent. Dallas and Boston were down 29 and 27 percent respectively, and Los

Angeles fell by 15 percent. Others ranged from 1 to 5 percent. On the flip side, San Francisco/Oakland grew by 48 percent, while the Atlanta area was up 19. The remaining top-ten markets were Chicago, Washington, D.C., Miami and Seattle/Tacoma.

Metro markets ranked 11-20 fared better, with Denver the only one to decline. Houston, Philadelphia, San Jose, Austin, Baltimore, Charlotte, Orlando, Sacramento and San Antonio all rose, led by Sacramento. ■

MORE INDUSTRY NEWS

Komatsu donates and matches contributions to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff members in the

states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

"Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes," said Rod Schrader, CEO of Komatsu America Corp. "We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding." ■



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FIRST AND ONLY

Komatsu tabs Brandeis Machinery & Supply as repair center for *intelligent* Machine Control components

Brandeis Machinery & Supply Company recently partnered with Komatsu America to become its first and only Certified Repair Center for Komatsu *intelligent* Machine Control components. The certification authorizes Brandeis to diagnose and repair three critical components after the *intelligent* Machine Control warranty period, which currently covers four years or 4,000 hours.

Components include MCR3 receivers that house the *intelligent* Machine Control system's global navigation satellite systems (GNSS) boards; GX60 controllers, which display 3-D information inside the cab; and the GNSS antenna mounted on the outside of the machine. Technicians in Brandeis Machinery's Machine Control Division, which is housed at the distributor's Louisville headquarters, complete diagnosis and repairs.

"Komatsu handles all maintenance during the initial warranty period through component replacement," said Brandon Karem, Machine Control Division Manager for Brandeis Machinery. "Our repair center is prepared to take care of any necessary maintenance outside of the warranty period."

Karem explained that Topcon manufactures the components, which are run with Komatsu-specific software. This established relationship played a role in Brandeis Machinery becoming the first Certified Repair Center.

"Komatsu and Topcon developed the factory-integrated *intelligent* Machine Control components. We have been an authorized dealer for Topcon aftermarket systems for approximately four years and one of Komatsu's longest-serving distributors," explained Karem. "We have certified Topcon technicians on staff,

and that was a requirement of Komatsu as it looked to have an *intelligent* Machine Control Certified Repair Center."

Quick turnaround

Typical turnaround time is one to two days for most repairs, according to Karem. Customers interested in learning more or scheduling service should contact the Machine Control Division by phone at 502-438-2226 or send an email to technician Kyle Whitaker at kyle_whitaker@bramco.com.

"This repair center gives customers who use *intelligent* Machine Control products a cost-effective alternative for replacing components with new ones, should the repair occur outside of the warranty period," said Karem. "That lowers the overall cost of ownership." ■



(L-R) Brandeis Machinery & Supply Company Machine Control Division Manager Brandon Karem, President Gene Snowden, Jr. and Technician Kyle Whitaker show the plaques proclaiming Brandeis Machinery as Komatsu's first and only Certified Repair Center for Komatsu *intelligent* Machine Control component repairs, post-warranty period.



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SIDE TRACKS

On the light side



"And the award for the best script adapted from a text message or tweet goes to ..."



"What's the world coming to?
A robocop ticketing a driverless car."

Did you know?

- All penguins live in the Southern Hemisphere; no penguins make their home at the North Pole.
- Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume.
- Pumpkins are grown all over the world. In fact, six of seven continents (all except Antarctica) grow pumpkins.
- A panda spends 14-16 hours a day eating bamboo and its throat has a special lining to protect it from bamboo splinters.
- Approximately 77 percent of the entire population of Green Bay, Wis., could fit inside Lambeau Field, home of the Green Bay Packers.
- Children born between September and November are more likely to live to be 100 than those born at other times of the year.
- Sears previously sold entire houses in do-it-yourself kits.

Brain Teasers

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

1. NALP _ _ _ _ _
2. DIBUL _ _ _ I _ _ _
3. ROTEW _ _ _ W _ _ _
4. MACPL _ _ _ M _ _ _
5. NILGIML _ _ _ L _ _ _ _ _

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