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## **THE RIGHT FIT**

See how this new wheel loader offers improved production and fuel efficiency

Read about Brandeis Customer Appreciation Fishing Tournaments



**KOMATSU®**

# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Komatsu's  
innovation  
goes beyond  
intelligence**



Dear Valued Customer:

This year marks the five-year anniversary of Komatsu's *intelligent* Machine Control debut. The first-of-its-kind technology set the bar for integrated GPS dozing, and Komatsu has since delivered a second generation of its original D61i dozers. It has also added several other models, offering customers a broad range of products to move dirt from rough cut to finish grade on a wide variety of jobsites.

Operators can do the same with Komatsu's *intelligent* Machine Control excavators. Four models are part of the family, including the second-generation PC210LCi-11. All are excellent for digging trenches and basements, building ponds, handling mass excavation work and a host of other applications. Read more about the excavators and dozers inside this issue of your Brandeis Focusing on Solutions magazine.

We have said it before, but it's worth repeating – we are proud to represent such an innovative manufacturer. Komatsu's technology is at the forefront of the construction industry, and they are committed to staying ahead of the competition. That's why Komatsu is not content to rest on its laurels. The organization is always looking for new ways to give customers increased value.

Superior support is one way Komatsu does that. When the company rolled out its Tier 4 machines, it also established Komatsu CARE. This program provides complimentary scheduled service for the first three years or 2,000 hours, with highly skilled distributor technicians performing all of the work. Recently, Komatsu celebrated the 100,000th service completed under this unique plan. See more about that milestone inside.

Komatsu CARE is available on *intelligent* Machine Control and standard equipment, such as the recently introduced WA480-8 wheel loader. This machine is a terrific option for construction and small quarry applications. Several great features stand out, including a new bucket design that boosts productivity by nearly 7 percent.

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, reading 'Gene Snowden, Jr.' in a cursive script.

Gene Snowden, Jr.  
President and Chief Operating Officer



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# FISH, FAMILY AND FUN

## Annual Western Region Fishing Tournament evolves into a destination event

For eight years, Brandeis Machinery's Paducah and Evansville branches have hosted their annual Western Region Customer Appreciation Fishing Tournament at Lake Barkley / Kentucky Lake near Kuttawa, Ky., and each year anticipation for the event grows.

"This was the earliest that we've had a full roster," said Western Region Operations Manager Bob Morris. "The customers love it,

and many of them are calling us for applications before we even start serious planning for the event. It's circled on their calendars."

While interest among attendees continues to rise, Morris says that there is another increase that he is proud of as well.

"There are a lot of customers who bring their families and make a weekend of it. That's awesome. This industry is built on relationships, and it's exciting to have customers bring their kids and wives with them. It shows how they feel about Brandeis."

The two-day event kicked off on a Saturday with a late-afternoon barbecue buffet at the Lyon Convention Center in Lee S. Jones Park. The festivities included door prizes and drawings for six coolers and a Humminbird Helix 9 fish finder. It also featured two guest

*Continued . . .*

Brandeis Machinery's Western Region Operations Manager Bob Morris reviews the tournament rules at the Saturday evening barbecue.



Professional fisherman Ben Parker speaks to a packed house at the welcome dinner held in the Lyon Convention Center at Lee S. Jones Park.



Brandeis Sales Rep Chad Porter (left) congratulates Terry Cummins of Vulcan Materials on the grand prize in the drawing, a Humminbird Helix 9 fish finder.







## ▶ VIDEO

Anglers wait for their boat numbers to be called early Sunday morning on Lake Barkley/Kentucky Lake near Kuttawa, Ky.



Jerry Bond of Wagner Moving and Storage, Inc. (right) shows off his catch as teammate Drew Lynch of Clark Distributing continues to fish.



Tri-State Construction's Chris Beaudrie (left) and Neal Risley captured second place with a 13.01-pound haul.



Jeff O'Risky of O'Risky Excavating shows off the 6.09-pound Big Fish, caught by teammate Bill Nix of Nix Companies (not pictured). The duo finished third with a 12.06-pound bag.

## 2018 Brandeis Fishing Tournament – Western Region

### Top Five Teams

|  | Fish Weight |
|--|-------------|
| 1. Jerry Bond (Wagner Moving and Storage, Inc.) and Drew Lynch (Clark Distributing)  | 13.08 lb    |
| 2. Chris Beaudrie and Neal Risley (Tri-State Construction)   | 13.01 lb    |
| 3. Jeff O'Risky (O'Risky Excavating) and Bill Nix (Nix Companies)  | 12.06 lb    |
| 4. (Tie) Kasey Alexander and Bryan Fuller (Alliance Coal); Danny Wooten (Foresight Energy) and Jerry Wooten (Alliance Resources) | 11.13 lb    |
| 5. Gary Martin (Army Corps of Engineers) and Tyler Martin (LG&E Energy)  | 11.07 lb    |

### Big Fish

|  | Fish Weight |
|--|-------------|
| Jeff O'Risky (O'Risky Excavating) and Bill Nix (Nix Companies) | 6.09 lb     |



# 'This industry is built on relationships'

... continued

Drew Lynch of Clark Distributing (left) and Jerry Bond of Wagner Moving and Storage, Inc., (right) with the help of Cameron Porter, defended their tournament title with a 13.08-pound catch.



speakers – Lyon County Judge Executive Wade White and professional fisherman Ben Parker. Both speakers focused on the health of Lake Barkley/Kentucky Lake due to the invasive Asian carp population, which has grown immensely and threatens bass, in addition to causing other issues on the water.

"We are working with our representatives to develop a plan to address the carp problem," stated White. "The ecology of the lake is changing, and we don't want to lose what we have. The lake is a vital part of the regional economy."

With that in mind, and temperatures in the mid-90s, Brandeis enacted a three-fish limit for the tournament.

"I think everyone who cares about the bass population was in favor of this decision," noted Sales Rep Chad Porter. "Hot temperatures are hard on the fish and make it tough to keep them healthy in the live wells. I think it was the right move, and it really paid off."

Jerry Bond of Wagner Moving and Storage, Inc. and Drew Lynch of Clark Distributing defended their title from a year ago with a three-fish haul of 13.08 pounds. Neal Risley and Chris Beaudrie of Tri-State Construction were second with a 13.01 catch, and Jeff O'Risky of O'Risky Excavating and Bill Nix of Nix Companies finished third with a 12.06-pound bag and hooked the day's Big Fish award with a 6.09-pound largemouth bass. ■



Chad Stokes of Murray Energy displays his two fish.



Hinderliter Construction's Jordan Cessna (left) and White and Associates Insurance's Kelby Chowning caught the tournament's three-fish limit.

Brian Denny (left) and Jerry Gibbs of Alliance Coal pose with their bass.



Travis Unsel of Murray Energy holds up his pair of fish.



Gibson Plumbing's Bobby Griffith (left) and Joey Schmidt display their trio of largemouth.







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# ANOTHER BANNER YEAR

## Brandeis Eastern Region Fishing Tournament continues to exceed expectations

For the 27th consecutive year, customers of Brandeis Machinery & Supply Company's Stanville and Corbin branches descended upon Dandridge, Tenn., and Douglas Lake for the Eastern Region Customer Appreciation Fishing Tournament. And, for the 27th time, they came away happy.

"We do it every spring, and the excitement continues to grow," said Regional Manager, Eastern Kentucky Barry Justice. "Like clockwork, as soon as Christmas passes we start getting calls from customers looking to make sure they reserve their spot. It's an occasion that has become a part of people's lives."

Barry Justice, Brandeis Machinery & Supply Company's Regional Manager, Eastern Kentucky, greets nearly 200 attendees before the Eastern Region Customer Appreciation Fishing Tournament at Swann's Marina on Douglas Lake in Dandridge, Tenn.



► VIDEO

Guests enjoyed picture-perfect weather on Douglas Lake for the 27th annual tournament.



The two-day event saw 87 teams compete for a bevy of cash prizes and bragging rights. It kicked off on a Saturday evening with a buffet-style barbecue dinner for attendees and their families. Contestants received a welcome bag with assorted Brandeis gear and fishing-related items. They also had the opportunity to win door prizes such as boat batteries, rods, reels, tackle boxes and more through a drawing.

"This tournament is a way for us to say 'thank you' to all of the customers who support us," explained Sales Rep Alex Rains. "Making sure everyone leaves with something is a small way we can accomplish that."

Swann's Marina hosted the tournament, and boats began to line up well before the sun rose on Sunday morning. Once all of the catches were tallied, John and Marty Miniard of Nally & Hamilton took home the top prize with a five-fish haul of 20.15 pounds. Richard Munsey of Star Construction hooked the Big Fish of the day, a 6.78-pound largemouth bass. Both totals topped last year's winners in their respective categories.

"A great deal of planning goes into making sure this event runs smoothly, but it's totally worth it," stated Justice. "To be able to hang

*Continued . . .*





Fishing teams prepare to start the competition just after dawn on Douglas Lake in Dandridge, Tenn.



John (left) and Marty Miniard of Nally & Hamilton won the competition with a five-fish haul of 20.15 pounds.



Dalton Hyatt of JR Partin Logging holds a pair of bass that helped him and teammate Ron Hyatt (not pictured) earn second place with 19.92 pounds.



Nathan Jones of Jones Excavating (left) and Greg Proffitt of Lagco, Inc., finished third with a 17.67-pound total.

Richard Munsey of Star Construction shows his Big Fish winner, a 6.78-pound largemouth bass.



### 2018 Brandeis Fishing Tournament – Eastern Region

#### Top Five

|  | Fish Weight |
|--|-------------|
| Marty Miniard and John Miniard, Nally & Hamilton                 | 20.15 lb    |
| Ron Hyatt and Dalton Hyatt, JR Partin Logging                    | 19.92 lb    |
| Nathan Jones and Greg Proffitt, Jones Excavating/ Lagco, Inc.    | 17.67 lb    |
| Michael Miniard and Richard Munsey, Nally & Hamilton/Star Const. | 17.65 lb    |
| Roland Davis and Ryan Davis, Liberty Management                  | 17.17 lb    |

#### Big Fish

|  | Fish Weight |
|--|-------------|
| Michael Miniard and Richard Munsey, Nally & Hamilton/Star Const. | 6.78 lb     |



# 'Every year it seems to get better'

...continued



Haley Jones (left) and Wes Baker of Jones Excavating display their catch.



Blackstorm Energy's Cory Russell (left) and Matthew Branham pose with their five bass.

Todd (left) and Dale Tackett of Premier Elkhorn reeled in the five-fish limit.



out with our customers in this type of setting is great. It's relaxed and fun and gives us a chance to really get to know the people who make us what we are."

"Every year it seems to get better," shared Joe Daniels of JRL Coal. "I've been coming for nine years because of the camaraderie. I love seeing the people I've come to know so well through the years. I appreciate all of the hard work that Brandeis puts into this." ■



Liberty Management's Roland Davis recorded the day's second-biggest fish at 5.89 pounds.



Blackhawk Mining's Steve Branham (right) and his son, Jarrett, have fished together in the tournament for the past five years.





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# UP CLOSE AND PERSONAL

## Evansville and Louisville branches hold *intelligent* Machine Control demos

Customers of Brandeis Machinery & Supply Company's Louisville and Evansville branches had the opportunity to test the latest Komatsu *intelligent* Machine Control equipment this spring as the company held a pair of local demos.

"These events are so valuable for sharing the newest technology available with our customers," said Western Region Operations Manager Bob Morris. "They have a chance to test the equipment, and our experts are on-hand to answer any questions that customers might have as they operate the machines."

Attendees were able to do a full test-drive with the equipment as plans were uploaded into the *intelligent* Machine Control pieces to demonstrate the advantages of the system.

"We can talk about the equipment until we're blue in the face, but to be able to put a customer in a seat and let that person follow a plan is optimal," said Constructioneering Specialist Joe Kiesel. "We had a 3-D ditch design with cross slopes for the excavator and a roadway design with cross sections and flat pads for the dozers. It allowed customers to experience how it all works in situations that they encounter every day."

In addition to machine demos, each event also incorporated an information session as well as lunch and other activities.

### Education opportunity

The Evansville branch provided details on undercarriage maintenance, including a tour of its track press facility, hosted by Komatsu Senior Product Manager Jim Funk. Attendees were also able to earn Vanderburgh County contractor credit hours for the class.

"We always try to create two-part events that combine a demo with some continuous education," explained Morris.

At Louisville, Kiesel led a presentation on Brandeis' new Constructioneering program, an all-encompassing technology service initiative that includes drone surveying, 3-D data solutions, site-plan development and more for *intelligent* Machine Control equipment. The afternoon also included an equipment rodeo where contestants maneuvered through a timed obstacle course.

"The machinery is very important, and the technology integrated into it is the future," said Central Region Operations Manager Steve Seelbach. "Demos like this help us familiarize customers with it – learn about it, see it, experience it – so it isn't intimidating for them when they are ready to incorporate the technology. Our hope is that these events pay dividends for them." ■

A customer operates a new Komatsu *intelligent* Machine Control PC360LCi excavator at Brandeis Machinery & Supply Company demo event in Evansville, Ind.



Bob Morris,  
Western Region  
Operations Manager



Steve Seelbach,  
Central Region  
Operations Manager



Joe Kiesel,  
Constructioneering  
Specialist

# TAX LAW SPURS OPTIMISM

## Lower rates and faster write-offs could provide major boost to contractors

### Editor's note:

*This article is based on data from Associated General Contractors of America and is for informational purposes only. It does not reflect all changes under the tax law. You should seek advice from a professional tax adviser on how the legislation affects you and/or your business.*

Tax reform took firm hold this year, affecting both individuals and businesses, including major changes for some in the construction industry as Congress passed and President Trump signed H.R. 1, The Tax Cut and Jobs Act, last December. This legislation, in most cases, increased take-home pay, lowered corporate tax rates and included provisions designed to increase expensing limits.

The signature piece of the legislation may be a reduced corporate tax rate, which was slashed from 35 to 21 percent and was made permanent. Personal-services corporations are also now taxed at 21 percent.

Pass-through businesses – those that are structured to allow owners to include profits on their personal tax returns such as partnerships, S Corporations or sole proprietorships and are taxed at the individual's marginal income tax rate – received significant savings, too. A section

was added to the tax code (199A) that provides a 20-percent deduction on such income through 2025. Limitations do apply such as phase-outs at certain income levels.

“Lowering the tax rate provides substantial savings that allow us to keep more capital to invest in new equipment and pay off machinery that we have financed sooner,” said Don Satoski, President/Co-owner of Landmark Materials, LLC, of Union Mills, Ind. “Those are excellent benefits for us.”

Service businesses, including architecture and engineering firms, are eligible for a deduction, but are excluded from receiving the 20-percent deduction above \$157,000 for individuals and \$315,000 for married filing jointly. Phase-outs apply as does the expiration after 2025.

### **Section 179 doubled, made permanent**

The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. That applies to property placed in service after September 27, 2017, including new and used equipment.

“The tax plan is great for us, especially on equipment purchases,” shared David Bussman, Vice President of MGL, Inc., a utility contractor based in Cullman, Ala. “Combine that with the zero-percent financing on the machines we bought last fall, and the savings are significant.”

Section 179 Expensing – which allows taxpayers to deduct the cost of certain property types as an expense rather than

Construction workers saw a boost in take-home pay, because the law reduced most tax rates and increased amounts subject to new and unchanged percentages. A Business Insider analysis showed laborers' average federal tax owed would drop by nearly 20 percent.







The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. This applies to property placed in service after September 27, 2017, including new and used equipment.

being capitalized and depreciated – was permanently increased from \$500,000 to \$1 million with a \$2.5 million phase-out and is indexed to inflation. The definition of property now includes roofs as well as HVAC, fire protection, alarm and security systems added to non-residential buildings already placed in service.

### **Employee take-home pay rises**

While the final legislation reduced nearly all tax rates for individual and married filers alike, there are still seven brackets. Two remain the same, including the lowest at 10 percent; however, the amount subject to that rate increased from \$0-9,325 to \$0-9,524 for single filers and from \$1-18,650 to \$0-19,049 for married filing jointly. Previously, income above \$9,325 and \$18,650 would have been subject to a 15-percent rate. The 35-percent bracket also increases the amount subject to it.

All other previous tax brackets were lowered, including the top rate, which went from 39.6 percent to 37 percent. The biggest change was to the previous 28 percent rate, which dropped to 24 percent. The 15-percent and 25-percent brackets were each reduced by 3 percent to 12 and 22 percent respectively. The 33-percent rate decreased to 32 percent.

A Business Insider analysis showed the average annual pay for construction laborers is \$37,890, which made their previous federal tax \$3,645. Under the new bill, it estimates a reduction to \$2,916, for a savings of nearly 20 percent.

Along with rate changes, the standard deduction nearly doubled to \$12,000 for individuals and \$24,000 for those married filing jointly. Previously it was \$6,350 and \$12,700. The new standard deduction and tax rates are temporary and expire at the end of 2025.

### **Firms hiring**

Now is a good time for workers seeking employment in the construction industry. Seventy-five percent of construction companies plan to expand their payrolls in 2018, according to results of an Associated General Contractors of America (AGC) survey, *Expecting Growth to Continue: The 2018 Construction Industry Hiring and Business Outlook*.

“Construction firms appear to be very optimistic about 2018 as they expect demand for all types of construction services to expand,” said Stephen E. Sandherr, AGC’s Chief Executive Officer, upon release of the survey results. “This optimism is likely based on current economic conditions, an increasingly business-friendly regulatory environment and expectations that the Trump administration will boost infrastructure investments.”

There is hope that the tax law will help with the latter as it kept a provision for Private Activity Bonds, which will assist with financing transportation infrastructure as well as low-income housing and other public construction and public-private partnership projects, according to AGC. ■

# BUILD A HEAD OF 'STEAM'

## Adding the arts to technical skills can generate more productivity, innovation



**Stuart G. Walesh,  
PhD, PE**

*Stuart G. Walesh is an independent consultant, teacher and writer who has worked in engineering, government and academia. This viewpoint is adapted from his book **Introduction to Creativity and Innovation for Engineers**. An edited version also appeared in *Engineering News-Record's* magazine in December 2017.*

**Stuart G. Walesh, independent consultant, teacher and writer says that embracing a science, technology, engineering, arts and mathematics mindset along with engaging both sides of the brain generates more productivity and innovation.**

In 1871, engineer James Watt patented a steam engine that produced continuous rotary motion. Steam engines both figuratively and literally drove the Industrial Revolution and introduced the expression “build a head of steam.”

When critical pressure is applied to pistons, things happen. Construction-sector professionals and organizations must strive to achieve the same momentum by building a head of STEAM – that is, by adding the “A” to STEM, the already-developed skill levels of science, technology, engineering and mathematics.

That “A” is knowledge of and skill in the arts. The combination may seem odd to those who have a technology-focused education. But, by embracing the broad and exploratory STEAM mindset and engaging both sides of our individual and collective brains, we can generate more personal and organizational

productivity, innovation and enhanced service for clients, customers and stakeholders.

### **Promotes better connections**

A STEAM perspective provides a clearer understanding of how almost everything connects with everything else to the extent that science, technology, engineering, art and mathematics help us comprehend the increasingly complex world in which we live. The “everything is connected to everything” realization enables individuals and organizations to be more aware of the consequences of actions and empowers us to recognize many and varied opportunities.

Studies show that homogeneous teams – made up of those only STEM-skilled or only arts-oriented – tend to experience high communication effectiveness and require little time to make decisions. Unfortunately, they may produce results that are low in creativity or innovation. In contrast, heterogeneous teams comprised of both STEM and arts members take longer to make decisions but may arrive at more creative and innovative results.

If you're deeply into STEM by virtue of interest or vocation, on a whim, enroll in a one-day drawing class or sign up for ballroom dancing lessons. Urge deeply arts-focused colleagues to read some science and engineering articles, audit an engineering class or visit an automobile manufacturing plant. To those in leadership or management positions, help your personnel understand STEAM and how embracing it could benefit them, their employers and those they serve. Ask colleagues to share their art or STEM passions at “brown bag” lunch sessions. You and others will be surprised and inspired by the variety of talents in your midst. ■





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# THE RIGHT FIT

## New wheel loader for specialized needs offers improved production and fuel efficiency

To do a job right, an operator needs the correct equipment. For a certain set of customers, that machine is the Komatsu WA480-8 wheel loader.

“The WA480 fills a need for a select group of users,” said Komatsu Product Marketing Manager Craig McGinnis. “For them, the WA470 isn’t big enough, but the WA500 is too much. The WA500 is approximately 20 percent larger than the WA470 when it comes to horsepower, tipping and other metrics, while the WA480 is closer to 8 percent bigger, providing a much better fit.”

The 56,262-pound WA480-8 wheel loader replaces its Dash-6, Tier 3 predecessor and sports a 299-horsepower Tier 4 Final engine that delivers as much as 20 percent greater fuel efficiency. Komatsu’s dual-mode Engine Power Select System lets operators choose between two standard options: E-Mode for greater fuel efficiency during general loading or P-Mode when they require maximum power output for hard digging operations or uphill climbing. The E-Mode Light option, which is selectable from the monitor, further reduces fuel consumption.

The WA480-8 is equipped with a steering wheel, but customers can opt to replace it with Komatsu’s Advanced Joystick Steering System (AJSS), which allows operators to handle steering and directional travel through wrist and finger control.

### Buckets of efficiency

Komatsu further enhanced the productivity of the WA480-8 by adding an auto-dig function that enables the machine to automatically lift the boom and curl the bucket when in a pile – a feature that was previously offered only on the larger WA500 and WA600 models. The WA480-8

also includes a redesigned bucket that is available in 6.0- or 6.5-cubic yard capacities.

“We reconfigured the curves in both the front and back of the bucket to increase productivity by as much as 7 percent compared to the previous model,” detailed McGinnis. “The design enables material to flow into the bucket easily and also helps with load retention to prevent material from spilling over the sides.”

### In-cab experience

In addition to enhanced engine performance and overall design, the WA480-8 delivers upgrades that improve the operator experience. The cab boasts a low-noise design, an Electronic Pilot Control air-suspension seat, an auxiliary jack, a pair of 12-volt outlets and two 7-inch, high-resolution, color monitors. One displays machine diagnostics and menus while the other is for the rearview camera. ■



Craig McGinnis,  
Komatsu Product  
Marketing Manager

The new Komatsu WA480-8 has a 299-horsepower, Tier 4 Final engine that boosts fuel efficiency up to 20 percent and a redesigned bucket that increases productivity by as much as 7 percent.





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**"THERE'S NOTHING THIS  
HI-TECH OUT THERE!"**

ANTHONY CARLTON / OWNER / CARLTON, INC / ALPINE, UT

"Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I'm on board and love it!"



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# 'INTELLIGENT' ANNIVERSARY

## Komatsu marks five years of saving customers time, money with integrated machine-control technology

To say that Komatsu is observing the five-year anniversary of *intelligent* Machine Control is slightly misleading. While the first dozer made its debut in 2013, the genesis of its factory-integrated GPS equipment goes back much further.

"Research and development started many years earlier," shared Jason Anetsberger, Senior Product Manager, SMARTCONSTRUCTION and *intelligent* Machine Control. "Komatsu uses the

*Continued . . .*



Jason Anetsberger,  
Komatsu Senior  
Product Manager,  
SMARTCONSTRUCTION  
and *intelligent*  
Machine Control



Mike Salyers,  
Komatsu Senior  
Product Manager,  
SMARTCONSTRUCTION



Ron Schwieters,  
Komatsu Product  
Manager, *intelligent*  
Machine Control



Komatsu's *intelligent* Machine Control excavators feature semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the system limits the machine from digging deeper, eliminating overexcavation and the need for expensive fill material.





# Quick acceptance results in repeat customers

... continued

PDCA (Plan, Do, Check, Act) model for continuous improvement to ensure that each machine it brings to market will meet customer expectations for productivity and support. From an *intelligent* Machine Control standpoint, that included having technology solutions experts (TSEs) at each distributor to educate customers on how to set up and implement the technology."

## **No masts or cables**

The first model was the D61i-23 – since replaced with a second-generation D61i-24 – which ushered in fully automatic blade control from rough cut to finish grade.

Because it's integrated into the machine, *intelligent* Machine Control eliminates the masts and cables associated with traditional aftermarket systems, so operators gain production time that was previously lost in setting up and tearing down at the beginning and end of each day.

"Eliminating the need for operators to climb on the machine or blade to mount components is a big plus, too," said Mike Salyers, Senior Product Manager, SMARTCONSTRUCTION. "The bottom line is that customers are moving dirt faster, more efficiently and at lower costs."

Komatsu introduced *intelligent* Machine Control five years ago with the original D61i dozers. Today, that model is in its second generation, the D61EXi-24, pictured here.



Komatsu quickly augmented its *intelligent* Machine Control lineup. In 2014, it brought the D39i and D51i dozers to market. It has since added D65i, D85i and D155AXi models. Additionally, more than 100 TSEs are in the field to provide customers with a wide spectrum of support options.

## Excavators introduced

Early 2014 saw the introduction of the world's first *intelligent* Machine Control excavator, the PC210LCi-10. PC360LCi-11s and PC490LCi-11s followed soon after, along with a PC210LCi-11 to replace the original. Komatsu recently launched the PC390LCi-11. Each features semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine limits the operator from digging deeper, eliminating overexcavation and the need for expensive fill material.

"Our data indicate that *intelligent* Machine Control has been a resounding success," said Ron Schwieters, Product Manager, *intelligent* Machine Control. "As more and more customers saw the positive results, the word spread. Five years ago if you mentioned machine control, Komatsu was likely left out of the conversation. Now, we are at the forefront. This technology has changed the industry."

Today, there are more than 2,000 *intelligent* Machine Control dozers and excavators combined that are moving earth across North America. Anetsberger noted that a large percentage of users were new to GPS technology before they tried one of Komatsu's integrated machines.

"Skeptical is a good way to describe some of them," Anetsberger reported. "After they operated one and experienced its accuracy, production and simplicity, acceptance came quickly. Throughout the years, many became repeat customers. They bought one piece of *intelligent* Machine Control equipment, saw the time and material savings and added more. I think this evidence speaks volumes to the value that *intelligent* Machine Control provides business owners and operators on a daily basis." ■

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## SMARTCONSTRUCTION

The Komatsu PC490LCi is revolutionizing the work site. This intelligent excavator increases production, improves the profitability of other machines, saves time and doesn't need a dozer to support it.



### Make the dozer work for you

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### Do it faster

#### Save an extra

31

Hours of production  
time each month

372

Hours per year

46.5

8-hour work days

#### Conventional Construction



Material needs to be moved two times

#### SMARTCONSTRUCTION



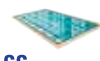
Excavator achieves both tasks



### More yards

Move an extra 220,118 yards per year

That's enough to fill:



66 Olympic-size  
swimming pools



4.5 National  
rotundas



75 hot-air  
balloons



30 Goodyear  
blimps



### Increased profitability

Intelligent Machine Control by Komatsu saves you



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per yard



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per month



\$372,000  
per year

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TAD GRIFFITHS / ROYAL T ENTERPRISES / UTAH

"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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# FULL SHOWCASE

## Demo Days makes it easy for customers to test latest Komatsu equipment

More than 250 current and prospective customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. Mornings began with a tour of the Chattanooga Manufacturing Operation, where many of the Komatsu excavator models are assembled. After lunch, attendees listened to a brief informational tech session before heading to the recently renovated demonstration site to check out the latest equipment that Komatsu has to offer.

"The Demo Days event is a great opportunity for customers to see the facility and operate a wide range of Komatsu products," explained Director of Training and Publications Bill Chimley. "Customers can get first-hand experience with the newest *intelligent* Machine Control capabilities as well as a variety of our other equipment with experienced staff readily available to answer any questions."

### New excavator included

The event showcased the full lineup of *intelligent* Machine Control dozers and excavators, including the new PC390LCi-11 excavator. In total, 26 machines were available for

customers to operate, including wheel loaders, haul trucks, excavators, dozers and a motor grader.

"It's a great event," said BC Construction President Ray Borges, who came from Hawaii to attend Demo Days. "There are a lot of machines to try out. Operating the equipment and seeing how it's assembled was worth the trip."

The updated demo site includes a shaded viewing area with bleachers to watch events, gravel walkways to increase safety between machine operation zones and permanent stairs. The various zones allow current and potential customers to test each machine to its fullest capabilities. ■



Bill Chimley,  
Komatsu Director  
of Training and  
Publications



An attendee tests the new Komatsu PC390LCi-11 excavator and its *intelligent* Machine Control features while digging a trench during Demo Days. The PC390LCi is the most recent addition to Komatsu's extensive line of *intelligent* Machine Control dozers and excavators.

### ► VIDEO



The recently renovated Cartersville Customer Center features several safety updates, including new gravel walkways between working zones, a covered shelter with bleachers and permanent stairs.



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# AGILE AND EFFICIENT

## Versatile Takeuchi TL6R compact track loader delivers in wide range of applications

The ability to work in tight spaces and easily transport versatile equipment is a **must** for those working in the agricultural, general contracting, landscaping and rental industries. To meet those needs, Takeuchi has introduced the TL6R compact track loader (CTL) to its lineup. The CTL is an agile, compact machine that offers outstanding stability and performance.

Powered by a Kubota 2.4 liter, 65.2 horsepower engine, the TL6R features a radial lift loader design with a maximum lift height of 9 feet 6.4 inches, and a rated operating capacity of 1,841 pounds. Additionally, the TL6R has a width of 5 feet and a height of 6 feet 5.8 inches. The compact dimensions of the TL6R enable it to access and work efficiently in areas with limited space.

The TL6R includes a newly designed cabin with an overhead 5.7-inch color multi-information display and backlit rocker switches that control a variety of machine functions. A cab with a swing-out door, heat and air conditioning are available for greater operator comfort. The CTL weighs 7,480 pounds with a canopy or 7,780 pounds when equipped with a cab.

### Complimentary telematics

Takeuchi Fleet Management (TFM) system comes standard on the TL6R. The TFM telematics system is available during the machine's warranty period of two years at no additional cost. It provides a variety of data points including machine health and condition, run time and machine location. The user-friendly TFM system can help reduce downtime, control

costs, perform remote diagnostics and schedule maintenance.

"We saw an opportunity to offer a track loader with compact dimensions that would be easy to transport, deliver excellent power and have the capability of working in a wide range of applications," said David Caldwell, National Product Manager at Takeuchi-US. "The TL6R is a welcome addition to the growing and evolving Takeuchi lineup. It provides outstanding features, unmatched performance, excellent serviceability and is an overall great value." ■

The new TL6R compact track loader from Takeuchi works efficiently in areas with limited space. The track loader is ideal for a variety of tasks in the agricultural, general contracting, landscaping and rental sectors.





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# MORE UNDERCARRIAGE OPTIONS

## Komatsu General Construction product line to add new dozer replacement offering

Nearly three years ago, Komatsu introduced its competitively priced General Construction Undercarriage (GC), designed to reduce replacement costs on PC200 and PC300 excavators. The lineup will expand to dozers in 2018, with Genuine Undercarriage product replacements for D51, D61 and D65 models.

The initial excavator product release was specific to track-link assemblies. The dozer offerings will consist of conventional-style link assemblies, according to Komatsu Senior Product Manager Jim Funk, who pointed out that the GC product line fills a void for customers who prefer quality products and great support, but are looking at all options due to the status of their machine's life cycle or their business.

"Typically, a dozer's undercarriage is replaced more often than other tracked machines because of the nature of the work it does," said Funk. "Throughout the course of its life, a dozer's undercarriage will account for nearly half of owning and operating costs. We strive to provide effective and reliable undercarriage products that meet customer needs and machine situations of all types. With the continued expansion of the GC options, we are showing once again that we listen to our customers by providing products that fit their needs as well as their owning and operating targets."

### Expanded lineup built to fit and last

All GC products are designed and manufactured by one of Komatsu's

three undercarriage factory, research and development facilities. "They are built to our specific quality standards," said Funk. "The heat-treat process and hardness levels are the same as with any new undercarriage. That means the GC components are interchangeable with non-GC parts, giving customers peace of mind they will be a proper fit and have the same durability as their original undercarriage. We back it with the best assurance coverage in the industry.

"We encourage anyone who is looking at undercarriage replacement options to contact their distributor or Komatsu about a GC undercarriage," Funk added. "It's a great choice at a competitive price." ■



Jim Funk,  
Komatsu Senior  
Product Manager –  
Undercarriage

The Komatsu General Construction Undercarriage for dozers will provide another high-quality, competitively priced alternative for replacement options. They will be available for D51, D61 and D65 models.





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# CUSTOMIZED MACHINES

## Modification packages for waste-handling machines add durability and make maintenance easier

Machines that work in waste-service applications like landfills, transfer stations and scrap yards encounter unique hazards every day. To keep those machines performing at optimum levels, Komatsu's Marketing Engineering Group developed specialized waste packages.

"That type of equipment requires specific modifications in order to meet job requirements," said Komatsu Marketing Engineering Group Manager Sue Schinkel. "We visited with customers to learn what they wanted and then created and implemented packages to incorporate all of those elements for each machine model."

The research led to a design that maintains accessibility and improves durability.

"Customers want machines that can stand up to their environments, yet are still easy to maintain," explained Schinkel. "The waste packages offer enhanced protection to vital components without sacrificing accessibility to service areas or machine performance."

The Marketing Engineering Group handles the full life cycle of the waste packages. This level of involvement allows the group to respond to customer feedback quickly.

"The packages are created specifically for each model by our engineers – we decide which elements are needed, design the features, develop marketing literature and continue to track performance in the field," noted Schinkel. "This is not an aftermarket add-on kit. Design, development and testing are in accordance with Komatsu engineering standards. The waste package is integrated into the base machine design, resulting in a purpose-built machine."

### Dozing growth

Komatsu offers four waste packages for wheel loaders, three for excavators, and the

demand for dozer packages is growing. Komatsu currently outfits the D65-18 and D85-18 models and expects to release a waste package for the D155AX-8 in late 2018.

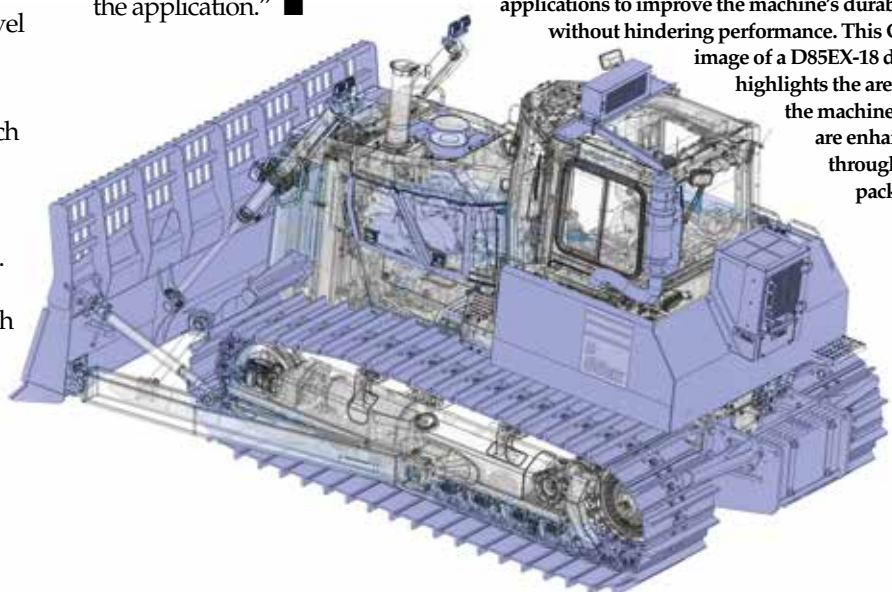
"The popularity of dozers is growing among our waste-service customers," stated Schinkel. "The package includes striker bars near the front and rear of the tracks to help clear debris, additional gap sealing to minimize the amount of material that gets into the engine compartment and a tank guard to protect the fuel and hydraulic tank."

While Schinkel says it is impossible to completely seal a machine, the packages are designed to extend the equipment's longevity and ensure that customers experience the full benefits of a Komatsu dozer. "The waste packages include many enhancements, but the most important thing is that it's a Komatsu dozer. We want to make sure it performs the way it was intended to – no matter the application." ■



Sue Schinkel,  
Komatsu Marketing  
Engineering Group  
Manager

Waste packages are available for machines that work in landfill and other waste-service applications to improve the machine's durability without hindering performance. This CAD image of a D85EX-18 dozer highlights the areas of the machine that are enhanced through the package.





# ANTICIPATING YOUR NEEDS

## Visits with customers give perspective for addressing future parts and service requirements



Paul Moore, Vice President,  
Parts Sales & Marketing

*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.*

Paul Moore joined Komatsu in 2006 as a Remanufacturing Product Manager and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field, including in the defense industry. He started as an apprentice technician in his native United Kingdom in 1984. Six years later, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before coming on board with Komatsu.

"Growing up on a farm, I have been around equipment my entire life," said Moore. "If you're a 'big iron' person like me, then construction and mining are the best industries to work in. Komatsu is a global leader in both, so I really enjoy being a part of a company that's setting the bar in terms of equipment and the support behind it."

Moore said parts and service have become increasingly important. "Customers base their equipment-buying decisions, in large part, on how a manufacturer and its distributors meet their after-sale needs. We are committed to being the best in the industry in that regard."

Moore is married and has two children. In his free time, he enjoys motorcycle riding and spending time with his family.

**QUESTION:** Parts and service support is critical to equipment users. Is Komatsu doing anything new in this area?

**ANSWER:** During the past two years, Komatsu focused heavily on customer engagement, being side-by-side with them at jobsites. We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources, so we can anticipate their needs and proactively talk to them about solutions. We are now extending this initiative to focus on customers' needs when they are interacting at distributors' parts counters and over the phone. Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time.

**QUESTION:** What information have you discovered in these customer visits?

**ANSWER:** Customers told us what they really need from Komatsu, things we can do to improve our support levels and ensure their machines continue to be productive, with as little downtime as possible. They also expect parts to be on-hand when needed. Are we always perfect? No, but customers understand that we always strive for continuous improvement, so we can show how we add value to their operations. That's our mission.

**QUESTION:** What are some examples of how Komatsu is working to better support customers?

**ANSWER:** One is our General Construction Undercarriage, which was introduced for certain mid-size PC200-300 class excavators a couple of years ago and will expand to include dozers. It offers a competitively priced Komatsu undercarriage option that is guaranteed to fit



Komatsu focuses on customer engagement to better understand owners' operations. "We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources," said Paul Moore, Vice President, Parts Sales & Marketing. "Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time."

the customer's machine. It's all supported by an industry-best, four-year/5,000-hour assurance program. Another example is the new Komatsu Genuine Oil. Equipment technology continues to expand and so does the need for upgraded maintenance items to keep machines running at peak performance.

In the near future, we will introduce a new online parts-ordering system that will integrate KOMTRAX data, manuals, factory campaign notices and much more information to assist with machine management activities and improve the customer's experience.

**QUESTION: Earlier you mentioned being proactive. Why is that so important?**

**ANSWER:** Think of it in terms of your own health. If you wait until you are sick to go to the doctor, recovery may take longer and cost more time and money. A regular checkup may identify a potential issue that can be addressed and taken care of quickly. Monitoring the health of the equipment, taking oil samples and performing daily walk arounds as well as having regular machine inspections by the Komatsu distributor's PSSR for example, are vital to its performance. If something shows up, it may or may not need immediate attention. If not, the owner can plan to have it fixed as soon as possible.

We also offer several parts-related programs such as Firm Future Order and zero-percent parts and service financing. Solutions such as these



Monitoring a machine's health with oil sampling, daily checks and other proactive steps is essential to its performance, according to Paul Moore, Vice President, Parts Sales & Marketing. "Think of it in terms of your own health. A regular checkup may identify a potential issue that can be addressed and taken care of quickly," said Moore.

help owners save thousands of dollars, plan for downtime, guarantee parts and technician availability and allow repair payments on a schedule that works for them. The idea is to preplan the machine maintenance and let customers lock in pricing, guarantee parts availability and schedule the work at a convenient time. We encourage customers to contact their Komatsu distributor for more information. ■





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# KOMATSU CARE

## Technicians complete 100,000th complimentary maintenance visit to customer's jobsite



Mike Hayes,  
Director of Service  
Marketing &  
Distributor  
Development,  
Komatsu

When Komatsu's first Tier 4 construction-size machines rolled off the assembly lines in 2011, they came with Komatsu CARE, a pioneering, complimentary maintenance program providing service for the first three years or 2,000 hours of operation. This spring, the program marked its 100,000th service interval, performed on a PC228USLC-10 excavator owned by J. Fletcher Creamer & Son.

The program includes scheduled factory maintenance, oil sampling of each lubricated reservoir, a 50-point inspection at every service and up to two complimentary Komatsu Diesel Particulate Filter exchanges in the first 9,000 hours for qualified machines. Having the experts at Komatsu perform this maintenance has benefits well beyond free service.

"Komatsu CARE demonstrates our commitment to meeting customers' needs. It's the most comprehensive offering in the marketplace, and we are extremely proud of

this milestone," said Mike Hayes, Director of Service Marketing & Distributor Development for Komatsu.

### More than complimentary service

"This program is an asset to us because we know that our distributor is taking care of our Tier 4 equipment," said Michael Schuhlein, Equipment Manager at J. Fletcher Creamer & Son. "With Komatsu servicing those machines, it frees us up to work on other maintenance. It makes us more efficient.

"We have 58 machines, and most of them are covered by Komatsu CARE or were under it," continued Schuhlein. "Having the experts from Komatsu in our garage keeps them familiar with our equipment, and it helps our service technicians learn and stay on top of the latest technology. Also, when a machine receives proper service at the recommended maintenance intervals, it ensures that it will reach the full potential of its life cycle." ■

Komatsu Director of Service Marketing & Distributor Development Mike Hayes (third from left) and Komatsu representatives present J. Fletcher Creamer & Son, Inc., with a certificate marking the 100,000th Komatsu CARE service interval that was performed on its Komatsu PC228USLC-10 excavator.





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### Survey shows banks opening up commercial lending

A recent Federal Reserve Board survey showed banks loosening lending policies for commercial projects. According to Construction Dive, a significant number of bank officers responding to the questionnaire said that their institutions had eased standards, in part, because of aggressive competition from other banks and nonbank lenders.

Eric Lemont, Real Estate Partner at Sullivan & Worcester in Boston, told Construction Dive last year that uncertainty around new high volatility commercial real estate (HVCRE) transaction requirements was one of the reasons. Construction loans fall under HVCRE rules, which require the lender to put aside 50 percent extra cash reserves, creating greater exposure for the lender. ■

### Study reports mobile technology improves projects

Mobile technology enhances contractors' ability to collect and distribute timely and accurate jobsite data, according to a new Dodge Data & Analytics and B2W Software study. Respondents said better access to project data trends was the

top benefit to mobile connectivity. Significant numbers said it improves communication; helps with budget and scheduling, fleet management, maintenance, efficiency and uptime; and increases productivity. ■

### Komatsu plans North American headquarters move

Komatsu America announced plans to move its North American headquarters to Chicago in 2020. The firm is currently located in the city's northwest suburb of Rolling Meadows. The new site at Triangle Plaza, 8770 W. Bryn Mawr Ave., will feature an open floor plan designed to foster more collaboration and cross-functional team communication that drives customer-first solutions and services.

"There's something for everyone in this move," said Rod Schrader, Chairman and CEO of Komatsu America Corp. "Current employees will enjoy the building amenities and convenience to major transportation, the new floor plan supports the company's efforts to break down team and work-stream silos and the move helps Komatsu remain attractive to prospective employees living in the city and studying nearby." ■

### U.S. airports flying ahead with new construction

U.S. airports are getting an upgrade, with more than \$70 billion in spending expected for aviation infrastructure during the next three years. An Architectural Record article by Erin Hudson reported that current renovations primarily focus on terminals where passengers' impressions of a city are made. The upgrades include work on amenities such as restaurants and retail options at more than 50 airports.

"These major airports have squeezed as much blood out of a stone as possible," said T.J. Shulz, President of the Airport Consultants Council in the article "U.S. Sees Rise in Airport Construction." "Airport authorities and designers have done all they can do to account for differing airline service trends and new technologies coming into play, and now they're in a position where they either refurbish or rebuild." ■

# Industry pros: Infrastructure investment vital to prosperity

Eighty-two percent of respondents said adequate investment in infrastructure projects is crucial to national prosperity in a global survey by AECOM, which released the findings in a report titled the *Future of Infrastructure*. More than 500 industry professionals from around the world participated, and 39 percent cited a lack of public funding as a major problem.

The survey also found that 67 percent believe that the industry is not evolving fast enough to meet society's changing needs, and

90 percent said innovative funding models are needed and would be effective at bridging the funding gap. Further, 71 percent said that many of the traditional approaches to project management do not fit the demands of today's large, complex programs.

"We know that safe, secure and resilient infrastructure is critical to economic growth and social progress," said Michael S. Burke, AECOM's Chairman and CEO. "The industry must embrace innovation and develop new ways to fund and deliver projects faster, smarter and better." ■



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# CONSTRUCTION WAGES RISING

## AGC analysis indicates firms paying more, but labor market remains tight



Stephen E. Sandherr,  
AGC CEO

An Associated General Contractors of America (AGC) analysis showed construction wages on the rise, which appears to be attracting workers to return to the industry. The organization cautioned, however, that labor conditions still remain extremely tight.

"Many firms are boosting pay and taking other steps to compete for a relatively small pool of available, qualified workers to hire," said Stephen E. Sandherr, AGC's Chief Executive Officer. "While these measures appear to be luring construction workers back to the job market, firms report they would hire additional workers if they could find enough qualified candidates."

### Highest levels in past decade

The most recent data, in April, showed construction employment totaled 7,174,000, a gain of 17,000 for the month and 257,000, or 3.7 percent, throughout the last 12 months. Construction employment is at the highest level since June 2008. Association officials note that the year-over-year growth rate in industry jobs was more than triple

the 1.1 percent rise in the total nonfarm payroll employment.

Hourly wages in the industry averaged \$29.63 in April, an increase of 3.5 percent from a year earlier. That put the average hourly earnings in construction 10.4 percent higher than the average for all nonfarm private-sector jobs, which rose 2.6 percent in the past year to \$26.84, Sandherr added.

Construction officials urged federal, state and local leaders to take steps to make it easier for schools, construction firms and local associations to develop and offer construction-focused programs to recruit and prepare future workers. They noted that such measures would signal greater numbers of students that there are multiple paths to success in life.

"It is time to start showing young adults that high-paying careers in construction should be on the list of professions to consider," Sandherr said. "Too many students amass a mountain of college debt just to earn mediocre wages working in a fluorescent-lit cube farm." ■

A recent analysis by Associated General Contractors of America showed hourly earnings in the construction industry averaged \$29.63, an increase of 3.5 percent from a year earlier. That's attracting some workers back to the industry, but the market remains tight.





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